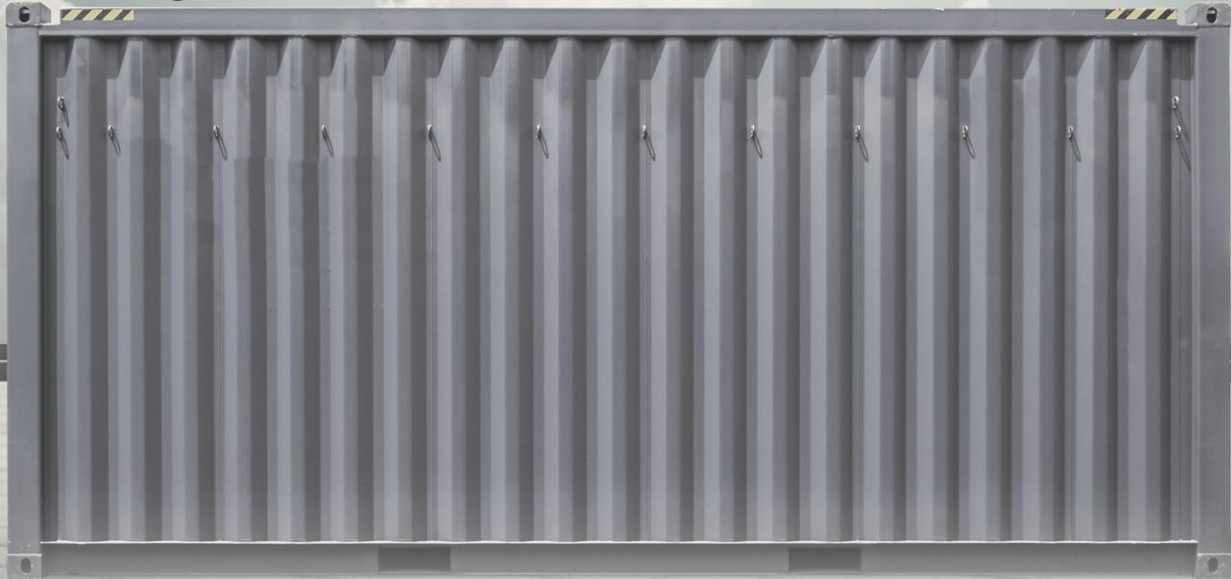


Gliza
20151115300107 Import PTY LTD



INTRODUCTION

Company

Glize and Lung Cheng was founded in 2015 and became operational in 2017 even though we started working on projects since 2016)

Between all directors the company has more than 20 years experience in buying, global sourcing, consolidations and facilitating Imports

We have Admin Offices in HK and warehouse facilities in the North and South of China, from where we do inspections and consolidations for our clients.



South Africa

GLIZE/LUNGCHENG

China

Glize Import Pty Ltd

Lung Cheng Industries HK Ltd

Marketing & Consulting

Operations & Logistics

Lulenka Steinhauser
Broker

CWD Helen
Finance

Ms Priscilla GM
China

Ms Cathy Law
Logistics

Eman
Finance

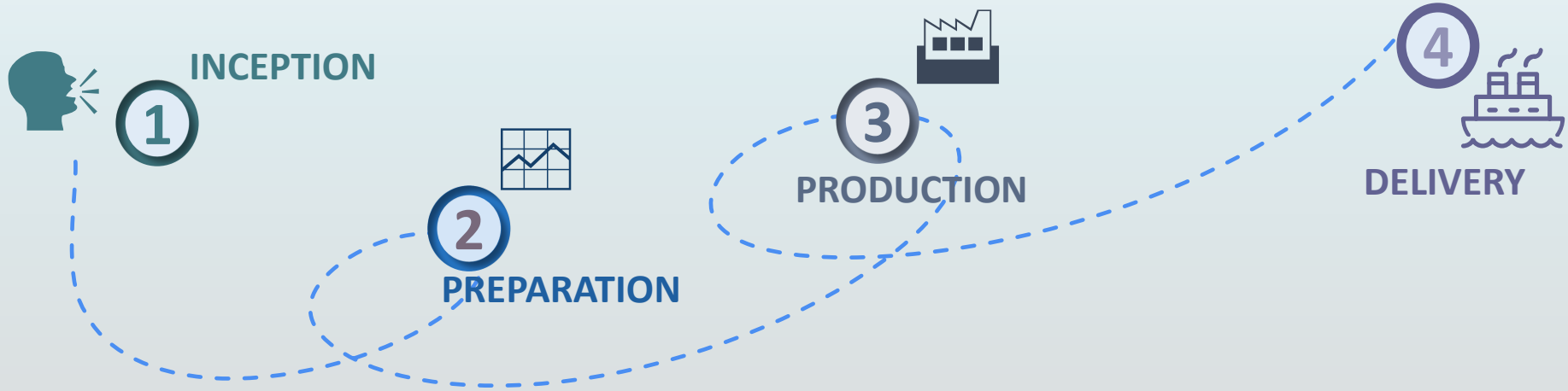
Office/ Sourcing
Clerks

Warehouse and
QA/QC Staff

Stephanie Design

Anthony Marketing





SOURCE



FACTORY



WAREHOUSE



SHIP



INTERNATIONAL STANDARDS



INSPECTION!
INSPECTION!
INSPECTION!

INLINE INSPECTION



BULK INSPECTION



- Analyse Figures
- Projections
- Budget
- Quantify
- Stock/Cashflow
- Distribution
- Secure Stock availability

PLANNING

- Research Market
- Competitive comparisons
- Stakeholders/Customers
- Product Development
- Range Build
- Increase Sales
- Quality Control

BUYING

SOURCING

- Source/Manage Factories
- Tendering Process
- Negotiate price
- Quality Assurance
- Quality Control
- Timelines Critical Path

LOGISTICS

- Shipping
- Trucking
- Rail
- Airfreight
- Customs Clearing
- Distribution
- Recording and Storage
- Delivery Management



OUTSOURCE

Consult and Manage



CLIENT



BUYING

Determine
need

FINANCE

Planning
Viability

SOURCING

Sourcing
Factory
Product

LOGISTICS

Transport
Distribution

We want to become an extension of your business.

CRITICAL PATH

Ordering Cycle every 60-120 Days

From Receipt of Deposit



- ARTWORK/SAMPLING
- SIGNING OFF/COURIER
- ORDERING RAW MATERIAL
- PREPARING ORDER
- PRODUCTION
- LOADING
- SHIPPING
- PORT CLEARING

VALUE

R130K

IMPORTER 25% MARKUP

COST TO COMPANY

Costing exercise to see what it will cost a company in terms of Company time and commissions if you ship a 20ft container worth R500k.

DIRECTOR ONLY
R80K

AGENT 10% COMM
R55K

DIRECTOR
BUYER
R30K

DIRECTOR
SECRETARY
R18K

COMPANY
WORK
HOURS

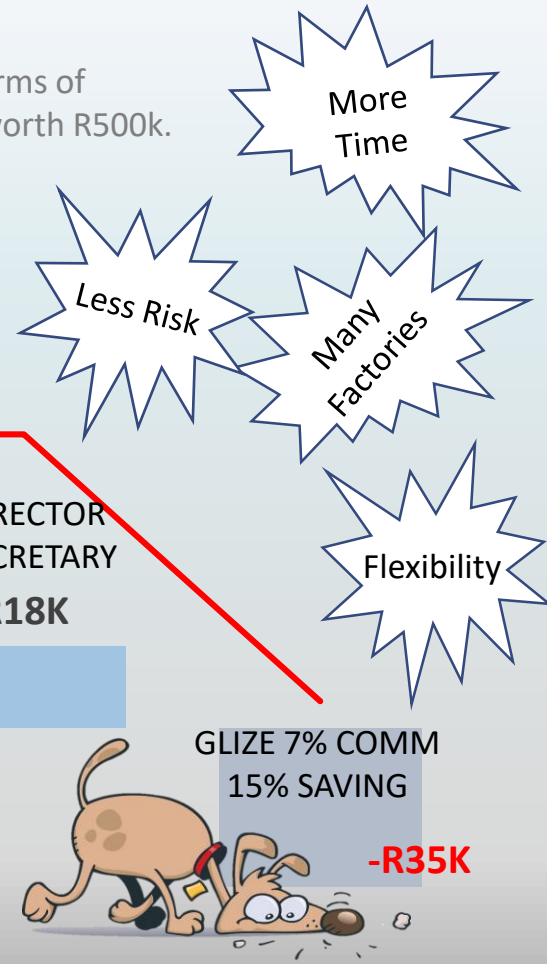


BUYER
50K/M CTC

DIRECTOR
200K/M CTC

SECRETARY
15K/M CTC

EXTERNAL AGENT
5-35% COMM



More
Time

Less Risk

Many
Factories

Flexibility

GLIZE 7% COMM
15% SAVING

-R35K

20,000 PLUS VENDORS 1.1 MILLION m²

- Fair planning and mapping of the route within the fair.
- Dedicated assistant to walk the fair with you to take notes and act as translator
- Follow up and managing of the quotations and negotiations after the fair to make sure that you get what you selected.
- Handling of the communication logistics orders and the factory management and vetting long after you have arrived back from your trip



AND FINALLY

MISSION

To apply our expert knowledge of tendering, sourcing and importing, in order to reduce risk, save money and free up time for our clients.

VISION

To grow our current clients by making sure that they maintain a competitive edge in the market and to find new clients to outsource their tendering/sourcing/importing processes to us, in order for them to focus on making money within their business. Reaching a 5 year goal for 10 containers per month by 2024.

THANK YOU



Lulanka Steinhäuser

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www.glize.co.za

<https://www.facebook.com/glizeptyltd>