

This is a copy of an email received 08/24/21 from one of our Chinese bag manufacturers explaining the production situation they are currently experiencing

Date: August 24th, 2021

Hi Member of iPROMOTEu,

Good day and hope you are well. Here are some facts that you should be aware and share with your key accounts on any potential promotional/incentive project.

Cost related

- International ocean freight has gone record HIGH. A 40' container from China to Los Angeles used to be less than US\$3,000... now is over \$10,000!

*** Meaning, corporate accounts will have to choose a different promotion/incentive product if the budget for this year is the same as previous year.

Time related

- We have experienced 4 ~ 6 weeks delay on all shipments to U.S in the past 6 months.
- The delay situation is expected to be worse starting from Oct, 2021 ~ March, 2022.

*** Meaning, the turnaround time for an oversea production project will take at least 120 days when factoring the potential delay into equation.

Heads Up on Chinese New Year

- Chinese New Year is at end of January, 2022. Most operations ended 2 weeks before CNY and will be back on track towards end of Feb.

- For projects that are due in **May & June**. Order must be placed by **early Nov, 2021**.

- For projects that are due in **March & April**. Order must be placed by **end of Sept, 2021**.

- For projects that are due before March. Please contact GMS sales team for timeline.

Suggested action

- It is strongly suggest to take immediate action on **Employee Appreciation Gift & Hospital Week Appreciation Gift** projects.

Take a head start

- It is our goal to help distributor AEs to impress their key accounts with trendy/custom/unique product design from oversea.

- Please kindly refer to virtual attached for some of the jobs that we have done.

You know the client and GMS is the expert in textile bags. Share the project background with GMS so we can help you to start the conversation with your key accounts for potential projects. Thank you and we look forward to hearing back from you.

Best regards

Louis Lin/Sales Executive