

Dear supplier

We hereby send you our new supplier guideline which we will ask all relevant people in your organization to read through, so that you are aware of the specific needs and requirements we have for you as a supplier to F & H A / S.

F&H A/S aims to keep a competitive position in the Scandinavian market. An important part of this objective is to give our customers the best possible value for money and our warehouse- and store staff the best possible working conditions in their everyday handling of the goods.

In order to achieve this, we need a close cooperation with you as a supplier, when it comes to the ideal export carton passing through our warehouse and stores with the least possible handling.

Therefore we have set up some simple requirements, which we expect you to study and follow.

F&H A/S wishes that you aim to develop your export carton with the intention of:

- Protecting the product during transportation through the entire chain of supply.
- Improving the stability of the export cartons.
- Making sure the labelling is correct
- Optimizing the export carton to warehouse requirements.
- Reducing picking time in the warehouse.
- Optimizing the export carton size to shelf space.
- Improving presentation in stores to increase sales.
- Removing the need for knives to open the export carton.
- Removing shrink wrap and other unnecessary paper and plastic from the stores.
- Meeting the provisions of the country specific Packaging Directives.
- Complying with the requirements of the EC and the Danish authorities.

How to use this manual?

You need to use this manual as a guideline in how to choose the right export carton, packing method and delivery method for the product, in close cooperation with the buyer at F&H.

There are many details you have to take into consideration, so please read this guide carefully. This manual is a tool for both our buyers and our suppliers and is the basis of all packaging discussions.

This document is also available at <http://www.fh-as.dk/da-DK/Forside/SUPPLIER-GUIDELINE.aspx>

If you have any questions regarding this material, please get in touch with your contact person at F&H Denmark or F&H Asia in Guangzhou.

Best Regards

F&H A/S

Purchasing and Logistic Department