



Luxury European fabric supplier boosts US business through International Priority DirectDistribution®

A history of luxury

Founded in 1938 Scabal was originally a cloth merchant, designing, manufacturing and then distributing luxury men's fabrics to tailors, retailers and designers around Europe from its Brussels headquarters. Today Scabal ships to over 65 countries and distributes up to 800 individual cut lengths of fine fabrics worldwide on a daily basis.

A true innovator, Scabal has pioneered some of the world's most luxurious cloths, including ultra light-weight cashmere and fabrics which interweave precious stones and metals such as diamonds, gold and platinum.



"We wanted to grow our business in the US, but were being held back by lengthy and costly logistics processes.

IPD has transformed our US business. Once we've received an order, we can cut the fabric and dispatch it with FedEx – within 48 hours or less it's in our customers hands."

Neil Hart, Global Sales Director, Scabal



The shipping challenges

Recently the US market has shown increased demand for quality fabrics from Scabal – and presented its own mix of shipping challenges. For example, US-based custom tailors would order specific lengths of fabric chosen by their client – and need to receive them at the earliest opportunity to begin crafting the garment and ensure an efficient order-cycle.

Previously Scabal sent their shipments to a domestic distributor based in New York, which would receive then re-distribute them to destinations throughout the US.

This added up to two days to the shipping time and created various supplementary fees – a process with little added value.

Why International Priority DirectDistribution?

FedEx Express presented International Priority DirectDistribution (IPD) as the solution – reducing customer shipping costs by approximately 30% and speeding up transit times.

With IPD, Scabal's multiple shipments to the US are consolidated into one – clearing customs as a single shipment. After deconsolidation, they deliver the packages directly to the customers within 2 business days.

Scabal shipments travel door-to-door within the FedEx integrated network. They offer the widest coverage available on the market, for priority 2-day express delivery from Europe to North America*.

Moreover, through IPD Scabal achieved full tracking capability at the individual package level – following the shipment from warehouse pick-up in Brussels all the way to the final delivery at the tailor's workshop in the US.

*All shipments are subject to FedEx Express Conditions of Carriage. Transit times and delivery commitments may vary depending on origin, destination and nature of the goods shipped. Please contact Customer Service for further details.



Customer challenges

- Ship direct to customer – using a US distributor was slow and expensive
- Highly-demanding final consumer – expecting rapid delivery and professional service

FedEx solutions

- IPD reduced transit time from 3-4 days to 48 hours delivery, or less
- Consolidating multiple packages reduced shipping costs by approximately 30%
- Full door-to-door shipment visibility – 1 closed-loop carrier taking care of your shipment from origin to destination

Need more information?

If you're ready to optimise your supply chain and realise time and cost savings, then choose FedEx International Priority DirectDistribution. To learn more please visit:

fedex.com/gb/distribution

FedEx. Solutions powered by people.