

CASE STUDY:



How One Client **Saved Thousands** by Using **SplitSmart™ Direct-from-China**

Over \$40K
saved in
fees!

Background & Challenge

As an established Amazon seller importing dozens of containers each quarter, our client was already running a lean supply chain, but rising placement and AWD fees in 2025 started to erode their margins.

When Amazon introduced its new inbound placement structure, our client's single-destination container shipments suddenly came with higher per-pallet costs and slower inbound times. They needed an alternative that could maintain speed and compliance without AWD's complexity or extra 3PL transfers.

That's where Tactical's Direct-from-China SplitSmart™ service came in.

The Solution: SplitSmart™ Direct-from-China

In late summer 2025, Tactical Logistic Solutions piloted its new Direct-from-China SplitSmart™ service with this client, creating a first-of-its-kind hybrid model combining freight forwarding and cross-dock optimization. Each container was prepped for five-way delivery to Amazon's assigned fulfillment centers, *completely bypassing placement fees and secondary warehousing costs.*

Here's how we made it happen:



Container Pickup in China

Tactical coordinated directly with our client's overseas supplier to pick up 12 containers pre-labeled and palletized for Amazon FBA.



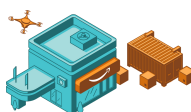
Customs Clearance & U.S. Import

Tactical managed end-to-end documentation and customs, clearing the containers upon U.S. arrival.



SplitSmart™ Hub Delivery

Instead of sending all containers to a single FC, Tactical delivered each load directly into SplitSmart's 5-hub network, routing inventory to multiple Amazon destinations from the port.



Direct to Amazon

Pallets were delivered straight to Amazon fulfillment centers, bypassing 3PL storage and eliminating placement fees.

Results: Faster Inbound, Fewer Fees

By leveraging SplitSmart™ direct-from-China, our client achieved significant, measurable operational savings and faster replenishment:

Metric	Before SplitSmart™	SplitSmart™ by Tactical	Result
Placement Fees	~\$3,600 per container	\$0	Eliminated entirely
Lead Time	14+ days	8–10 days	~40% faster inbound
3PL Costs	\$300–\$500 per pallet	\$0	No warehouse touch needed

Net savings per container: ~\$3,950
Total shipment savings (12 containers): ~\$47,000+

The Takeaway: The SplitSmart™ Advantage

By handling pickup, palletization, labeling, customs clearance, and final-mile delivery, Tactical provided our client with a seamless end-to-end alternative to AWD, offering the same speed and visibility without the hidden costs or constraints of Amazon's network.

Domestic and abroad, SplitSmart™ gives established businesses:

- **Single point of contact** from supplier pickup to FBA delivery
- **Flat-rate pricing per pallet** with no hidden fees
- **Faster shelf-placement** (8–10 days average)
- **Direct customs-cleared** routing from China to 5 Amazon FCs
- **No double-handling** or domestic re-palletization



Whether you're cross-docking in the US or interested in our direct-from-China solution, **SplitSmart™ could be the game-changer you need to turn crushing fees into profitable logistics.**

Book a call with our team to see how you can skip placement fees and speed up your domestic and global inbound flows.



Explore our end-to-end freight, customs, palletization, and delivery solutions at TacticalLogistic.com.