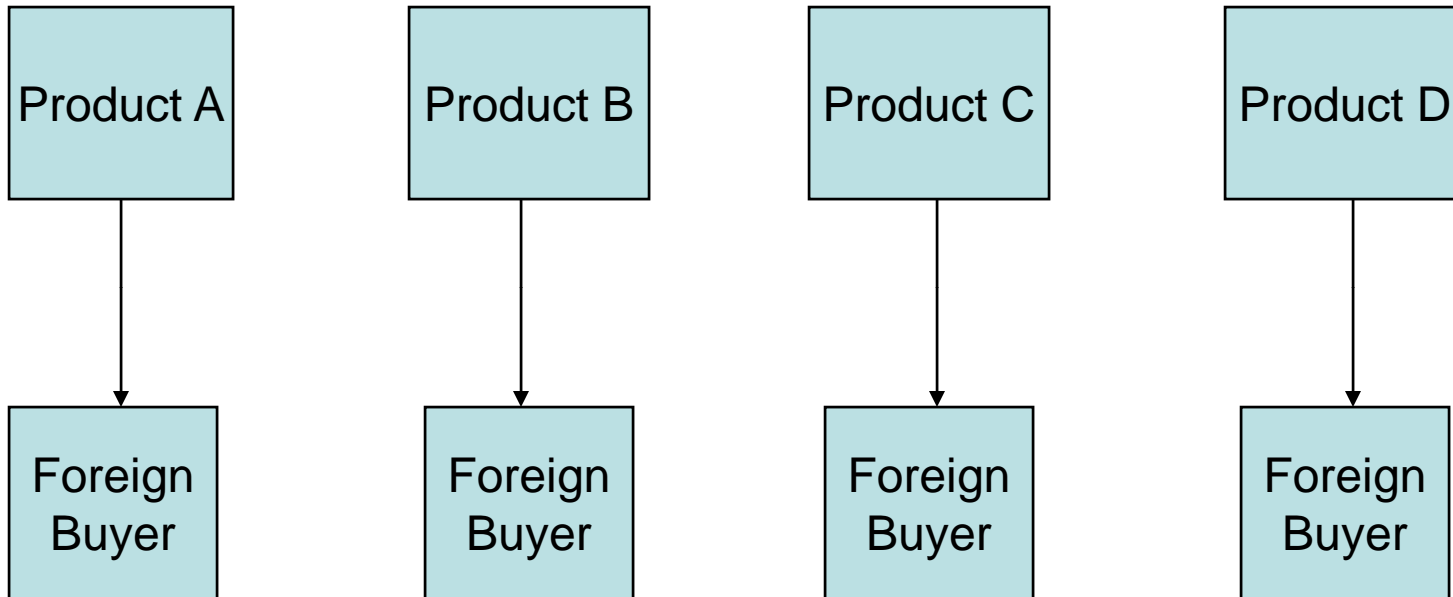
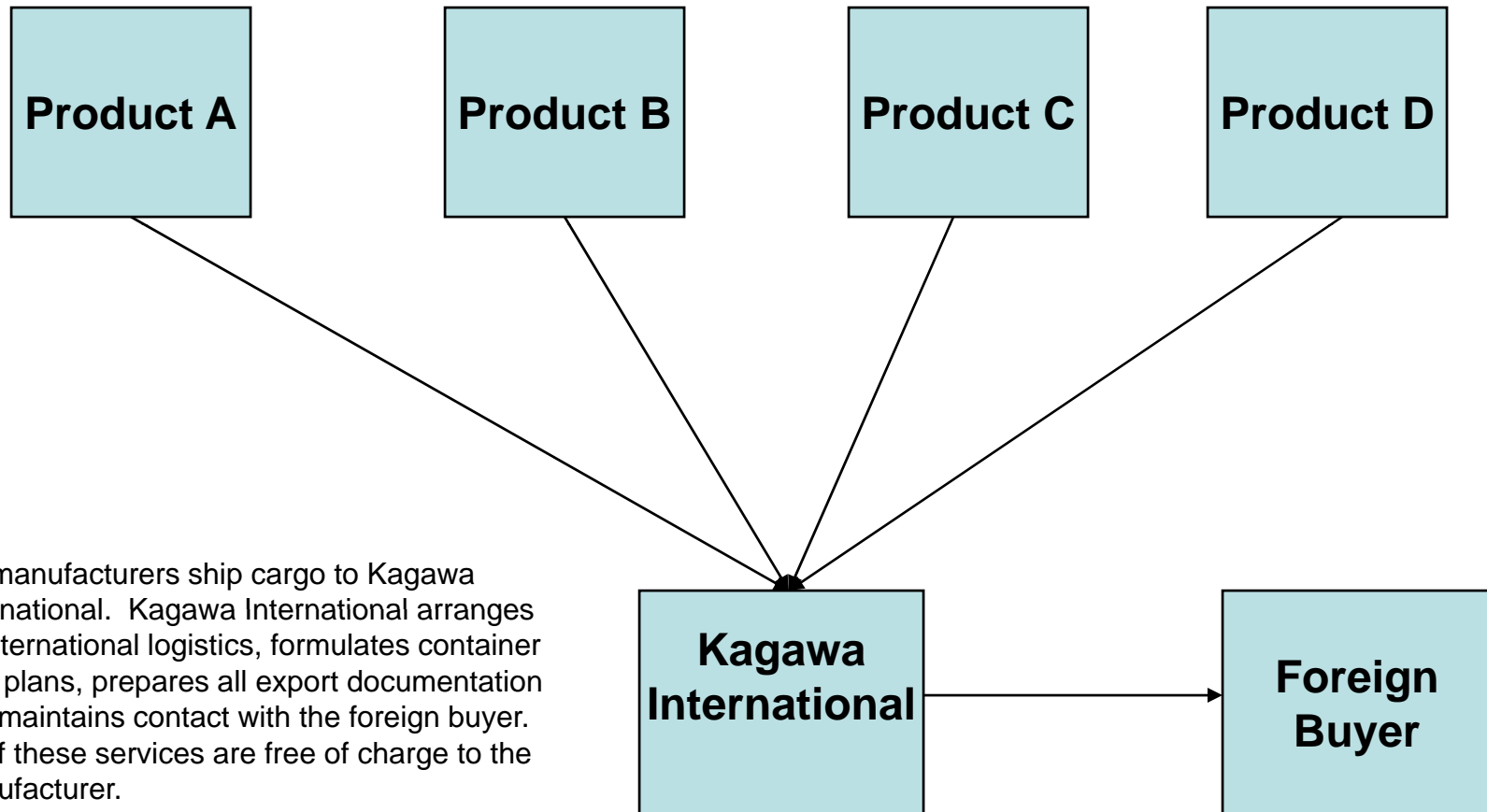


Current Purchase Pattern



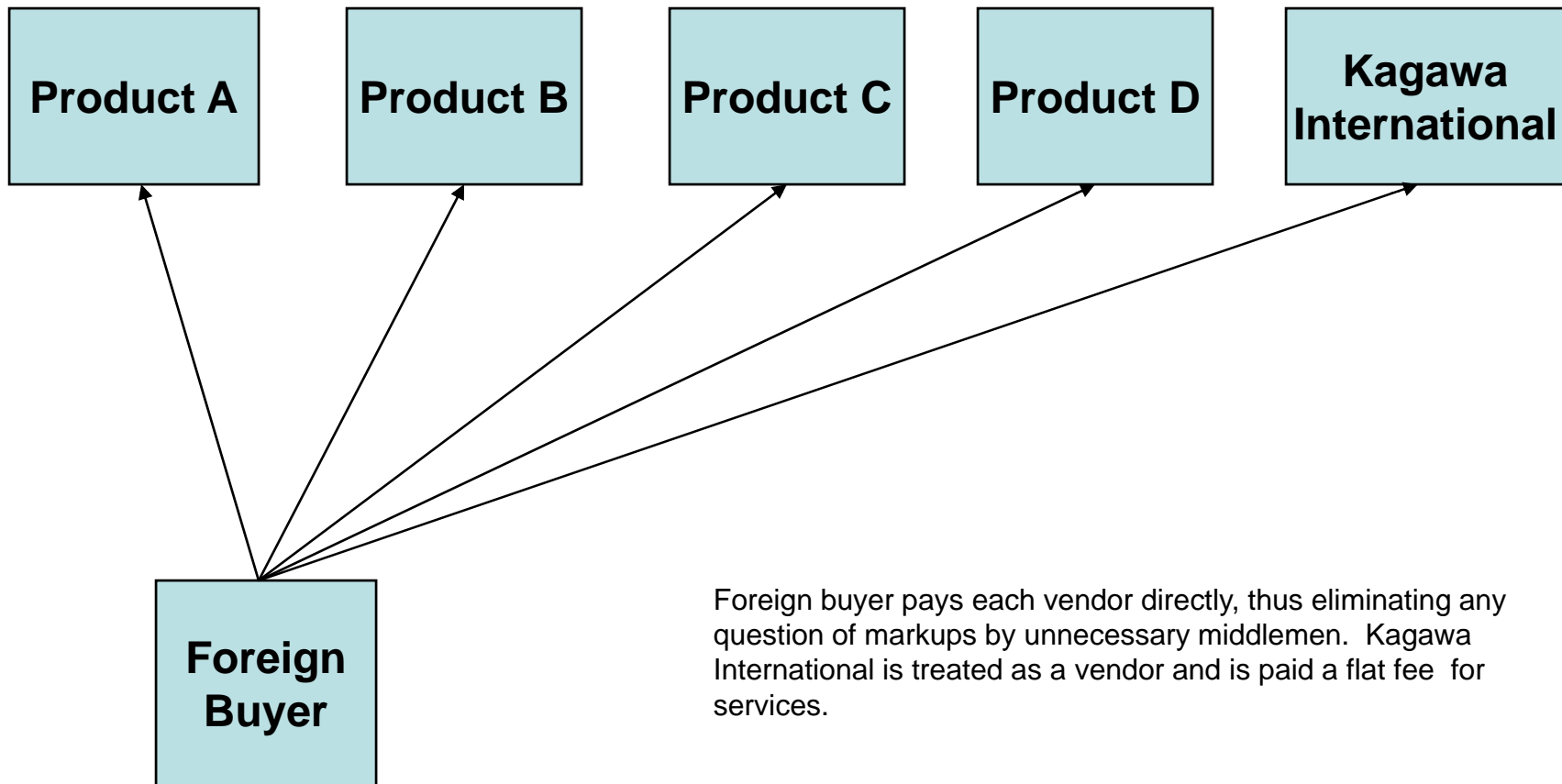
Overseas buyer purchases items directly from the US manufacturers. Large orders are shipped in full container loads. Smaller orders are shipped by either air or LCL. Both are extremely expensive options with LCL rates often 3 times the rate of a standard container and air shipments are even more expensive. Overseas buyer must pay for customs clearance fees and inland delivery charges on each shipment thus increasing costs even further.

KICS - Logistics



US manufacturers ship cargo to Kagawa International. Kagawa International arranges all international logistics, formulates container load plans, prepares all export documentation and maintains contact with the foreign buyer. All of these services are free of charge to the manufacturer.

KICS - Payment



KICS - Benefits

- **Full control of pricing** – With no unnecessary middlemen, manufacturers can maintain their pricing structure
- **Product becomes more price competitive overseas** – The KICS Program is the best alternative to expensive shipping methods like LCL and air freight thus keeping the price of the product to a minimum
- **Smaller minimum purchases allow more potential buyers** – Companies that previously could not place full container orders are now eligible
- **No need to worry about international logistics** – Kagawa International handles all international logistics so the manufacturer only has to ship the cargo to a US destination
- **Product ships more frequently which can be used to cover back orders, errors and claims** – Nothing kills profit margins more than having to ship a few items by air due to problems. With containers shipping more frequently, this can be avoided
- **Liaison between buyer and seller** – Kagawa International consistently communicates with both buyer and seller so that any discrepancies with deadlines are noted immediately
- **Professional export documentation** – Companies no longer have to modify internal systems to produce international shipping documents. This service is part of the KICS Program and is free of charge to the manufacturer