

## **Foreign Distribution Network, Product Servicing**

We at KMI Group, are dedicated to opening markets for our products and providing assistance and technical information. KMI Group Marketing activities include:

- Domestic Export Assistance and overseas commercial offices.
- Industry experts, market and economic analysts in our trade development unit.
- Country and Regional experts in our market access.

Each unit promotes products and offers services and programs for the prospective clients. Our professionals will help manufacturers to:

- Identify the best resin for their products and develop an effective market entry strategy based on information generated from overseas commercial associates.
- Facilitate the implementation of these strategies by advising clients on distribution channels, key factors to consider in pricing and relevant trade shows and missions.
- Assist with trade finance programs available through federal, state, and local public sources and private sector entities.

## **Infrastructure Division**

The infrastructure project managers at KMI Group will help firms to:

- Coordinate government assistance to support export sales.
- Identify upcoming projects and develop specific information about them.
- Monitor worldwide infrastructure developments.
- Provide one-on-one business counseling to contractors, engineers, constructors, and engineered systems providers.
- Assist and direct on appropriate market business contacts, contract bidding procedures, and strategies.

## **Investment and Feasibility Studies**

We guide and direct our clients in emerging market economies of the Middle East region, creating U.S. jobs, exports, and promoting economic growth at home and abroad. A primary activity of KMI Group is feasibility studies and other project planning services for major projects in the Middle East, South America and Asia.

Feasibility studies assess the economic, financial, and technical viability of a potential project.

KM professionals are uniquely qualified to unravel the complexities of government bureaucracy and import / export regulations. KMI Group will be with you every step of the way, throughout the process of locating and utilizing international resources to develop new products or new markets. We specialize in person to person contact. We and our associates, all around the world, can locate the product you need at the right price and the right time or help you succeed in your local market.

We advise and assist businesses on all aspects of foreign marketing and product adaptation to a foreign market. We research domestic and foreign regulations and assess commercial and political risk. KMI Group conducts foreign market research and works closely with foreign government agencies or other organizations as required. These include a variety of contacts such as advertising companies, product service facilities, and local attorneys. We locate and qualify foreign joint venture partners and conduct feasibility studies for the sale of manufacturing rights, the location and construction of manufacturing facilities, and the establishment of foreign branches.

Of course, it is the quality of an enterprise's people that ultimately determines the success or failure of any business strategy. The KMI Group management system is distilled from the best of humanistic values and scientific management principles. This management system is a major element for our success, and it will be a fundamental part of our future.

We intend to stay at the forefront of technology, to continue investing in our people, and to find new ways of serving our customers as we evolve into one of the world's leading business groups.