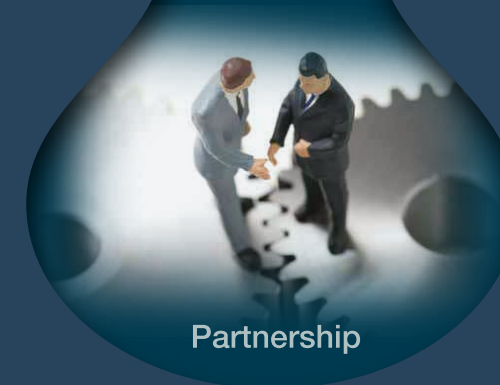




[www.techno-trans.co.jp](http://www.techno-trans.co.jp)

Profile . . . . .



Partnership

# TECHNOTRANS CORPORATION

19th Fl. Minatomirai Center Bldg. 3-6-1 Minatomirai, Nishi-ku,  
Yokohama Japan 220-0012  
TEL +81-45-345-5878  
E-mail [info@techno-trans.co.jp](mailto:info@techno-trans.co.jp)

# Our Policy

## Consultant dedicated to specific fields .....

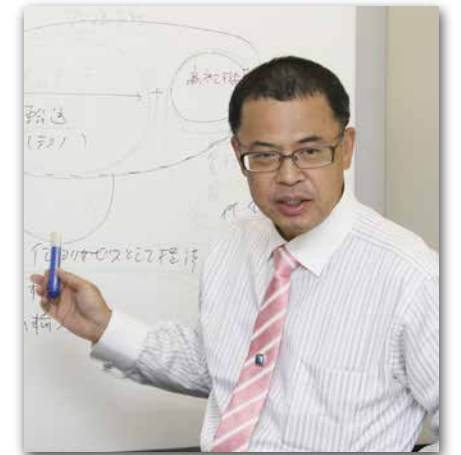
We can address any challenges you have with your trade and transportation requirements through our experience and fancy footwork.



Reduce your workload, enhance the effect.

Primary Concerns : Sharing issues  
Setting targets  
Striving to attain

Our Mission : Tailor-made solutions  
Customer Satisfaction

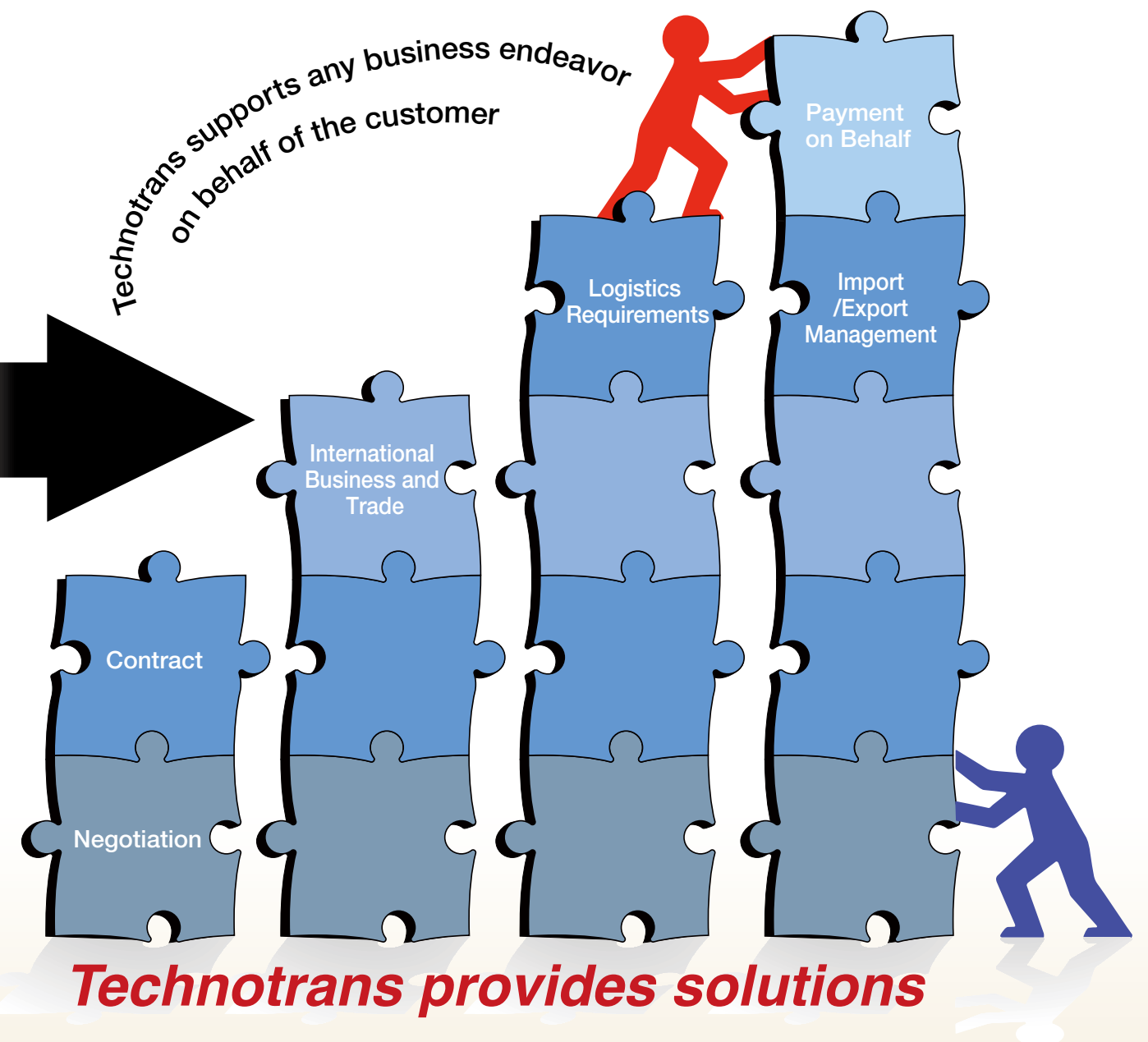


We want to solve these issues for ourselves...



**From consultation to solutions!**

Technotrans supports any business endeavor on behalf of the customer



**Technotrans provides solutions**

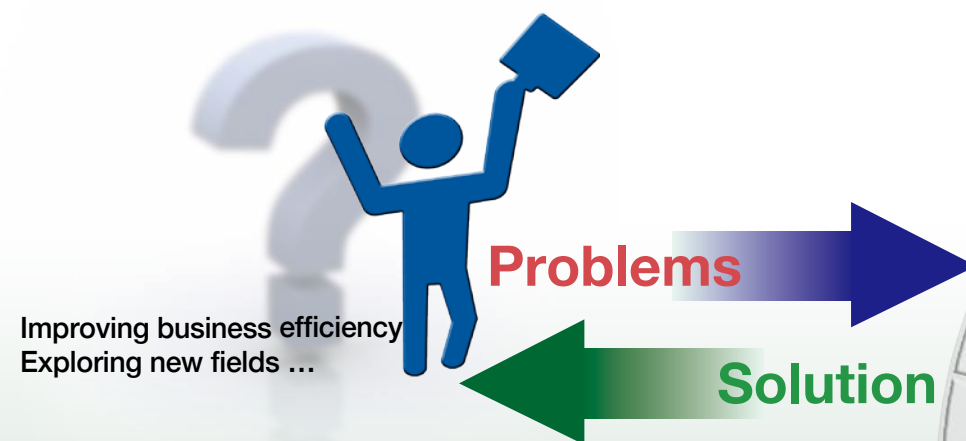
We will provide new ideas for any issues. ...Consult us regarding any problem.

# Logistic Consulting

## How to win in the age of globalization?

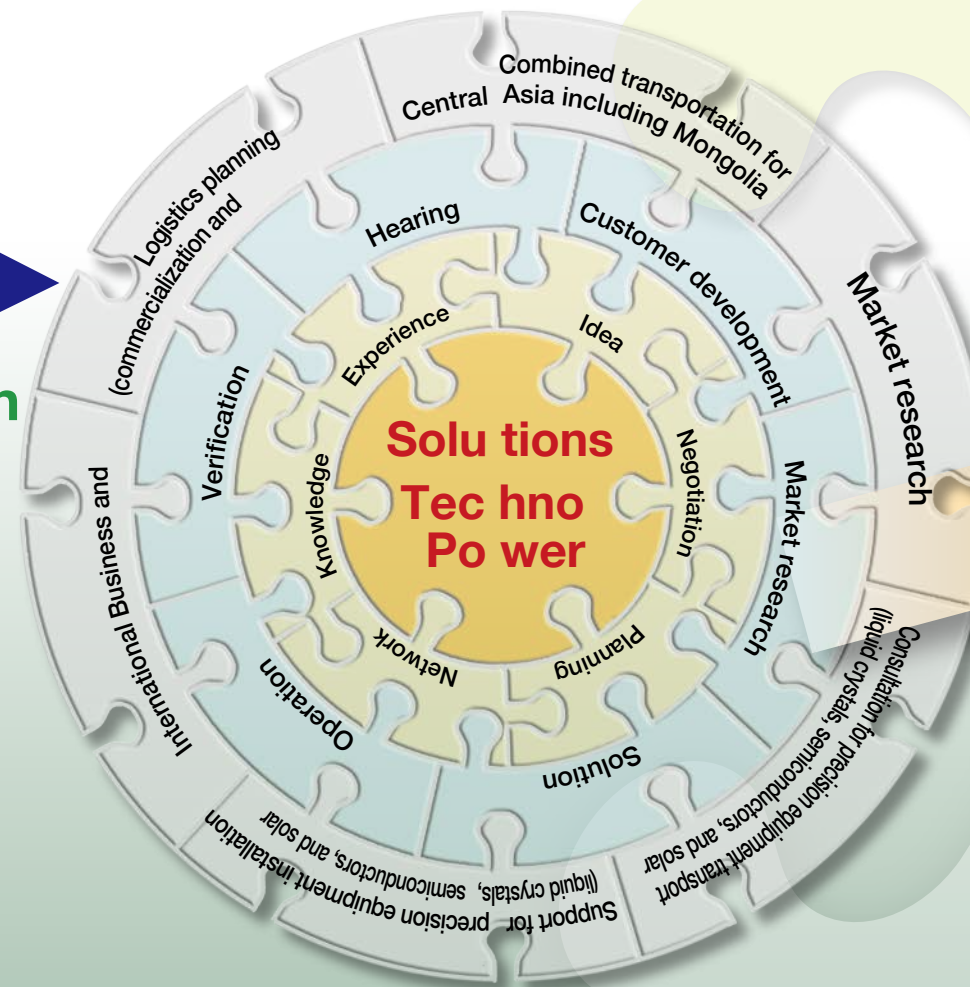
Key: Problem Resolution

Making use of our company's unique power of idea, negotiation ability, knowledge, experience and human network, we will not only provide solutions but also convey our know-how to our customer.



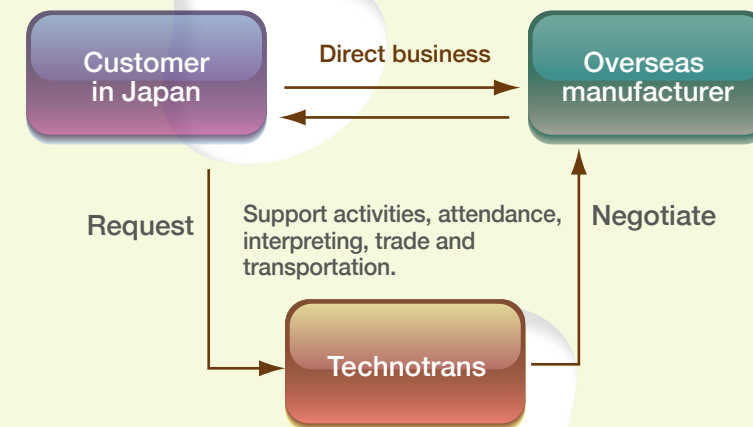
### Three major elements

- **Know-how**  
Innovative ideas and experience
  - **Creativity**  
Ability to negotiate and provide solutions
  - **Multifaceted approach**  
Pass our know-how to the customer.
- Combined synergies produce effective results.



### Solutions

#### Business support



Solutions tailored to your requirements  
We listen, analyze, provide optimal support.

**Solutions**

**Cost saving  
Streamlining  
Upgrading  
Expansion**





## Case Studies

## Case 1

**Recycle Plant Engineering Company:**  
This company designs, launches, and maintains recycle plant line for plastic materials.  
**What differentiates them from the competitors?**  
Procurement of specialized equipment from manufacturers in countries who are advanced in ecological solutions



## Customer's Challenge

Conventionally, goods were imported via trading companies. However, due to the high costs involved, customer explored possibility of direct import and procurement. Customer had no previous experience in international trade or import



## Technotrans Solutions

Arranged all aspects of purchasing and importing on behalf of the customer (Finance and warranty of equipment is within the scope of the customer's responsibility.)

- Provided support in negotiating purchase contract of equipment  
→ International trade, Import agent, Settlement service
- Provided complete administrative support  
→ Principal coordinator with overseas supplier  
→ arranged air tickets, hotel, attendance, and interpretation
- Seamless management of packaging, transportation, import, and customs clearance involving the delivery schedule and forwarding



## Customer's merits

- Reduction of total purchasing cost  
→ Unlike the trading company, support is provided only when needed. Consequently, costs could be reduced more than 50%
- Direct relationship with German manufacturer  
→ Increase in procurement of overseas products.
- Reduction of in-house administrative operations  
→ Workload reduction resulting from business management by Technotrans

## Case 2

**Logistic Division of Major Electronics Manufacturer**  
This company engages a major logistics service provider to air freight semi-conductor products between Japan and Korea from their Korean OEM manufacturer



## Customer's Challenges

The customer had to implement logistic reforms to improve the conventional air transportation service.

- Transportation quality with attention to the precision requirement of semiconductor products (Almost 10% of semiconductor products were damaged during air transportation)
- Cost
- Speed (lead time reduction)



## Technotrans Solutions

- Use of Korean vehicles equipped with air suspension system, specially approved by the customs authorities to improve the transportation quality.
- Expedited transportation of goods using high-speed ferries resulting in shorter lead times than air freight.
- Utilized ferries and air suspension vehicles to and from Korea in order to significantly reduce the transportation cost.



## Customer's merits

Significant reduction of transportation costs  
Combination of special air suspension equipped vehicles, unique method of loading and customs clearance resulted in shorter lead times and improved transportation quality.

# Technical Engineering Support

*To bring the project to a successful conclusion... we established an internal follow-up technical support system.*

## Engineering support (Supplementary Work)

Our abundance of experience and thorough understanding of Chinese, Korean, and Taiwanese markets is for your benefit.

Supplementary work refers to the services designed to promote localization and minimize costs during the equipment launch operations in China. We can also support various activities involved with the launch, including forwarding of urgent items from Japan, on-site arrangements for purchasing/processing of materials as well as local support to the dispatched staff.



## Strengths of "Techno Team"!

## Cost saving

Employ "Techno Team" as needed and reduce costs.

## Resolution of manpower shortage

Solves the problem of understaffing during busy times

## Local support of equipment

Lending and purchasing on commission of equipment for clean rooms

## Support of equipment repairs

Local repairs of damaged parts and arrangement for replacement parts

## Emergency transportation

Arrange emergency air transport to the local plant

## Reliable support for your business trips

Full support to the dispatched staff, ranging from interpretation, hotel reservations to transportation



“Techno Team” to reduce workload.



\* Since there is the confidentiality agreement, these photos are shown as images.

Our “Techno Team”, thoroughly familiar with local situations, will provide support.



Local Technotrans staff



Administration staff

Proprietary equipment in the field.

Examples of company-owned proprietary equipment and materials



\* In addition, we have a variety of equipment, such as carriages/lifters, wall guards, pulleys, and forklifts.

## Case of technical support

# Case 3

**Liquid crystal equipment manufacturer:**  
Japanese manufacturers of liquid crystal or semiconductor equipment are facing an uphill battle in price competition with Taiwan and China. In order to survive, Japanese corporations must achieve the total cost reduction from equipment manufacturing to local operation launch



## Customer's problems

- The customer considered employing a local business partner to reduce the total cost for the equipment launch.
- The customer faced difficulty employing technical staff due to increased projects in China.
- The customer was troubled by taking care of dispatched personnel from Japan for long periods.



## Technotrans Solutions

- Equipment launch supplementary work by Techno team (5 members consisting of Japanese SV: 1 + Chinese SV: 1 + Chinese operators: 3)
- Leasing of clean room equipment owned by local Chinese partner
- Support Japanese expat personnel for local arrangement



## Customer's merits

- By employing the Techno team, the number of staff dispatched from Japan was reduced from 8 to 2 (resulting in significant reduction in cost, including accommodation fees and travel expenses).
- Resolution of staff shortage at the time of overlapped launching projects
- Attendance by the Techno team during stay in China, such as interpretation and going to the hospital.



# International Transport

## *Our niche network gives you a boost!*

The International Transport Division of Technotrans is not expanding the operations in every market. Backed by our experience, proven record and extensive network, we focus our energy on particular fields where no other company can reach and where we can exert our influence. We have established unique routes which are usually difficult in order to provide unrivaled transportation services.

We have confidence in providing competitive and reliable transportation service in specific fields.

~ Through transportation to Mongolia and Central Asia, we work together with our customers. ~

Technotrans has been providing combined transportation services for Mongolia, Kazakhstan, Kyrgyz, Tajikistan, Uzbekistan, Turkmenistan, etc. (CIS countries). Our service combines ocean transportation from Japan to the Chinese port, with railroad transportation from the port to the destination over the Chinese border. Our customers can use the containers of ocean shipping firms as well as 400 or more containers owned by our affiliates. We are undertaking services from 36 ports in Japan.

