



INTERNATIONAL DIRECT

SMC Recognizes that weekly standard airfreight shipments from Japan may not meet customer requirements and Federal Express Priority 1 shipments may not be cost effective.

SMC has partnered with Federal Express and now offers expedited shipping from Japan for stock product and some eligible assembled product via Federal Express' International Direct Program at comparative domestic priority rates!

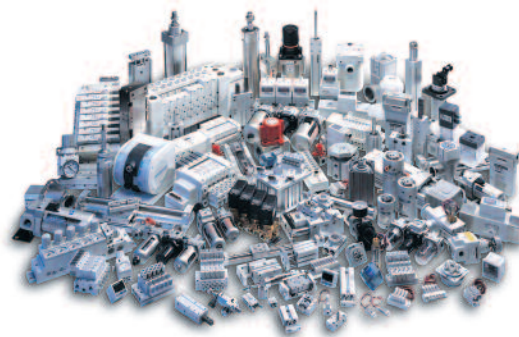
Program Benefits

- Drop ship Directly to customer from SMC Japan
- Daily deliveries
- Flat rate pricing on all shipments (IED \$4.00 / lb. and IPD \$6.00 / lb.)
- Comparable to domestic priority rates
- Detailed package tracking
- No wait time to use International Direct

Contact your SMC Representative for Details

SMC Brings to its Customers:

- 24/7 Service
- Over 10,000 Standard Product Series
- Over 590,000 Product Variations
- Global Support
- Factories World-Wide
- 1,500 Engineers World-Wide
- 700+ Sales People in U.S.
- Largest Number of Certified Pneumatic Specialists
- 140 Sales Branches Globally
- \$150M Spent Annually on R & D
- \$190M Spent on Capital Investment



SMC Corporation of America

Partners in Innovation
Global Reach / Local Support

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SMC Corporation of America



SMC Introduces
INTERNATIONAL DIRECT

Slash Shipping Times From Japan

International Direct, an expedited shipping process, allows stock parts and eligible assembled product coming from SMC Corporation in Japan to be delivered directly to customers.





SMC Corporation of America

How the Program Works

Criteria for IED/IPD Order

- Ship-to destinations are restricted to the United States. (Puerto Rico not eligible.)
- Products must not be in stock in the U.S.
- Individual item must not exceed 108" in length and 70" in height.
- Product origin/production must be SMC Japan.
- A \$5.00 address charge assessed on orders under 4 pounds per order to a receiving location.

Order Maintenance

- Orders already in process to Japan cannot be changed to IED or IPD.
- Orders already in process with an International Direct ship via requirement cannot be changed to a non-International Direct ship via method.
- No other sales order attributes may be changed ie: quantity, part number, etc. without undergoing the request for change process.

How to Place an International Direct Order

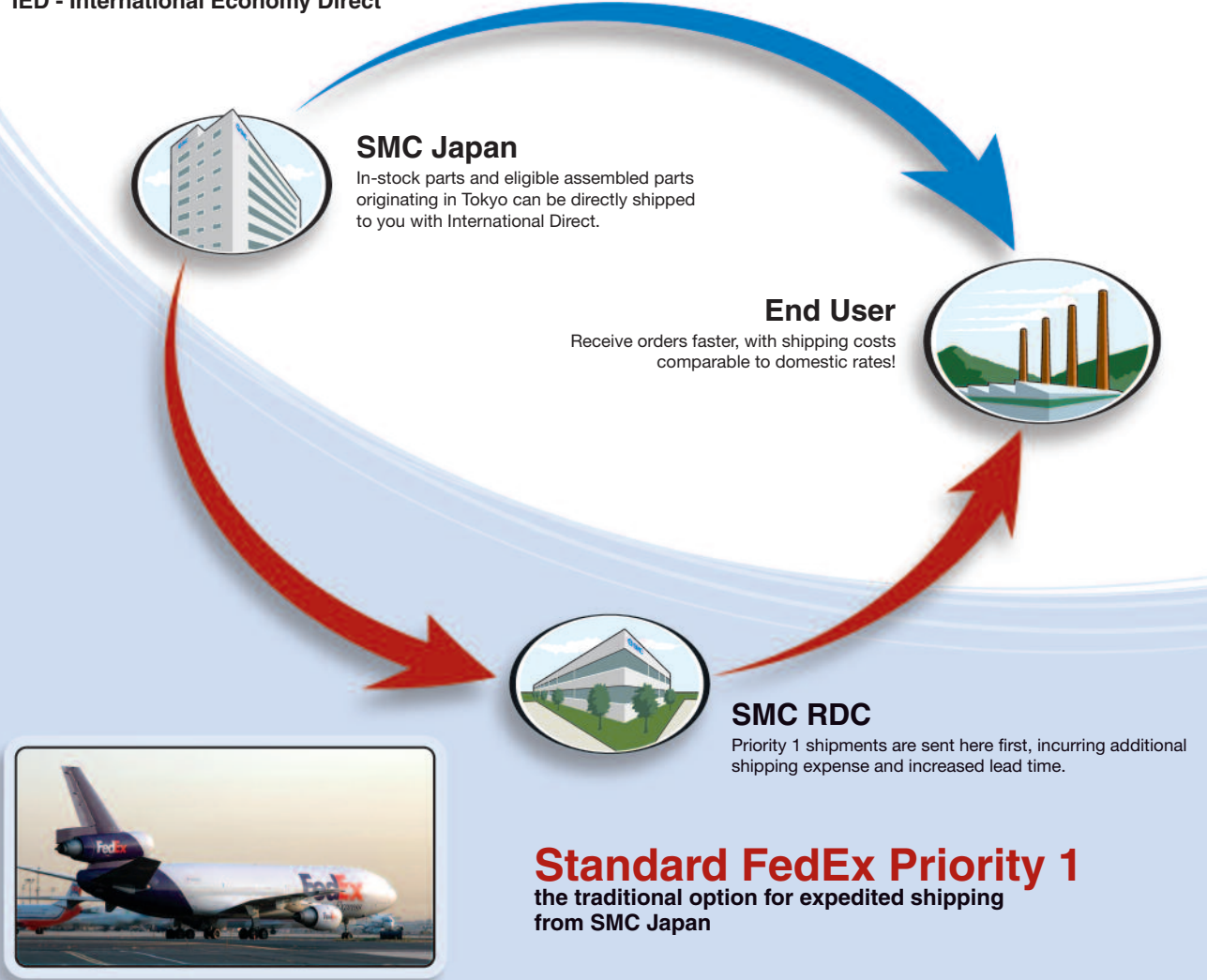
- The International Direct process is driven entirely by the SMC ship via code.
- Ship Via - Select FedEx and then the specific International Direct ship via type desired (IED or IPD.) Orders may not be shipped freight collect. This ship via incorporates the current flat shipping rate (\$6/lb. for IPD or \$4/lb. for IED) into the final invoice and is determined by the final package weight. This charge shows as a separate line item on the customer's invoice.

International Direct

an option for faster, lower cost shipping direct to customers

IPD - International Priority Direct

IED - International Economy Direct



Examples of Lead Time and Cost

Lead Time Example (estimated)

Shipping Method	Stock Product	Eligible Standard Assembled Parts
FedEx Priority 1 Standard Airfreight	3 weeks	4-6 weeks
IPD	up to 4 days	up to 10 days
IED	up to 6 days	up to 12 days

Expedited Shipping Cost Examples

Weight/Box	Shipping Method	Tokyo to End User		Address Charge	Total
		Tokyo to Atlanta RDC	Atlanta RDC to End User		
2 pounds (8"x6"x6")	FedEx Priority 1 Standard Airfreight	\$162.36	\$33.49	-	\$195.85
	IPD	\$12.00		\$5.00	\$17.00
	IED	\$8.00		\$5.00	\$13.00
5 pounds (24"x10"x6")	FedEx Priority 1 Standard Airfreight	\$403.40	\$44.74	-	\$448.14
	IPD	\$30.00		-	\$30.00
	IED	\$20.00		-	\$20.00