



Kimball®

International
CAPABILITIES

PEOPLE. PARTNERSHIP. PERFORMANCE.

Kimball is a global company that exports US-manufactured products worldwide, with sales and support capabilities for key world markets. This presence provides customers with access to the entire Kimball offering, wherever they may operate. Kimball has committed resources at the corporate level to ensure that each customer's unique requirements are fulfilled whether your business is based in the United States or international in scope. With a collective 90+ years of experience, each member of this team is experienced and dedicated, with access to the necessary resources to make every project successful for the customer.

This support team includes, at minimum, the following roles:

- International Account Manager
- International Logistics Manager
- Sales Operations Manager
- Director of Sales Operations

WORLD SERVICE

The Kimball International Customer Service Team utilizes overseas dealers for tailoring solutions to each customer's requirements. If no Kimball dealers reside in a particular country, Kimball has relationships with logistical service partners, who have capabilities to arrange all of the services needed to install a project, as well as, provide follow-up services for post-install needs. These solutions include project management, international shipping and documentation, delivery and installation and related customer services.

WORLD PRODUCT

When manufactured for export, Kimball products meet overseas filing, electrical and fire code requirements. Kimball systems, for example, employ a universal wire-way with an internal steel assembly which provides for cable separation and locally coded electrical punch-outs.

WORLD CUSTOMERS

Many corporations that began purchasing Kimball products in the United States have continued purchasing from Kimball as they establish overseas offices. Choosing Kimball strengthens their buying power and supports their standards programs. These corporations rely on Kimball's able and willing response to their unique requirements worldwide.

Kimball®

Our partner, Overseas Brokers, Inc., is an international logistics management company assisting exporters in managing turn-key projects overseas. Overseas Brokers has managed the logistics of packing, shipping, customs clearance, delivery and installation of furniture products for Kimball worldwide since 1992. Overseas Brokers specialize in office furniture, although they also handle other turn-key projects such as hospitality, health & medical installations. They handle freight forwarding of all types of furniture, general cargo and high tech equipment. Overseas Brokers are a licensed and bonded NVOCC, OTI, and FMCSA bonded carrier.

By partnering with Overseas Brokers, Inc. we are able to provide end to end supply chain management. Our main international clients are US based companies opening facilities overseas as well as multinational and foreign corporations. We will prepare the buyers by informing them in advance of duties, taxes and import regulations as well as pricing, shipping, delivery & installation and insurance.

OVERSEAS BROKERS' SERVICES INCLUDE:

- Project management
- Product consolidation from multiple vendors including non-furniture items for the project
- Packing/crating
- Ocean/air/inland freight to any overseas destination
- Letter of credit banking and customs document preparation
- Overseas customs clearance
- Delivery to destination
- Unpacking & removal of debris
- Installation of furniture
- Insurance
- Overseas storage
- Day 2 services
- Warranty service

FOLLOWING ARE MORE DETAILS ABOUT THE STEPS INVOLVED IN KIMBALL'S INTERNATIONAL FULFILLMENT SERVICES:

- Global delivery services by air, ocean and surface.
- Advance information and fulfillment of special requirements for import into each country such as import licenses, SGS inspection and consular legalization wherever required.
- Direct loading of containers at Kimball factories for projects furnished exclusively by Kimball.
- International project management from port of departure through completion of installation. Our overseas partner will make a local representative available in the foreign country during the bid process and throughout project meetings after the job is awarded. We offer product inventory documentation while freight is being delivered to the consolidating warehouse at port of departure, as well as management of overseas shipment, customs clearance, delivery and installation, insurance, warranty service, storage and reconfigurations after project completion.
- Pricing duties and all applicable taxes, quoting shipping and installation costs, preparing documents for customs and executing shipment, delivery & installation.
- Letter of credit banking, L/C review, consultation, banking, and document preparation.
- Freight consolidation at all ports, with consolidation of product from multiple vendors. The end-user may utilize our partners services for other products to be shipped for the project, such as carpeting, computers, kitchen equipment, office supplies, etc.
- Customs brokerage worldwide.
- Foreign delivery & installation managed by US and European based installation foremen.
- Post-installation service including warranty repair or replacement of broken parts, Day 2 services, reconfiguration, storage and relocation services.
- Insurance from Door-Door, as well as claims processing.

"Whether your business is based in the United States or international in scope, we understand and embrace unique regional differences and have international project management and logistics capabilities and partners to support your business. Visit our [Installation List](#) to view some of Kimball Contract's project installations across multiple business segments and geographies."

KIMBALL GLOBAL PROJECTS

Kimball has vetted the industry's best to assemble a team like no other. Along with years of industry experience, we have the passion and purpose to deliver unparalleled results, project after project. In working directly with Kimball, you'll enjoy competitive project-based discounts, a dedicated project management partner and flexible project fulfillment options.

American Intl' School-US Embassy /
Dhaka, Bangladesh
AT&T / Beijing, China
Artisana't / Jeddah, Saudi Arabia
Blackstone / Dublin, Ireland
Carlson Wagonlit Travel / Costa Rica
CTR Group / Bermuda
Ensco / Aberdeen, Scotland
Executrain / London, England
General Atlantic Partners / London, England
General Reinsurance / Hong Kong
Goldman Sachs / Moscow, Russia
Healthcare International / Glasgow, Scotland
Hambrecht & Quist / London, England
KKR / Hong Kong
KUWAIT OIL TANKERS CO (KOTC) /
Kuwait
Lamar Advertising / Guaynabo, Puerto Rico
Marriott MSCI / Cork, Ireland
MCI-Avantel / Monterrey, Mexico
McDonald & Co. / London, England
Mills & Partners / London, England
Narodny Bank / Moscow, Russia
Nuri Holdings / Singapore
PeopleSoft / Singapore
Pioneer Natural Resources / Slough, England
Princess Nora University / Kingdom of Saudi Arabia

Prudential Securities / Singapore
Robert Half / London, England
Ryan Inc / Amsterdam
Saudi Community College / Kingdom of Saudi Arabia
Southern Electric / Hong Kong
Starwood Atlantic City / New Jersey
Starwood Atlantis / Nassau, Bahamas
Starwood Westin / Aruba
Starwood Westin / St. Johns, USVI
TIP (GE Capital) / Amsterdam, Holland
Transportation Security Administration /
Kona & Hilo, Hawaii
Transportation Security Administration /
Pago Pago, American Samoa
Uline / Monterrey, Mexico
Uline / Tijuana, Mexico
Universal, El Diario / Caracas, Venezuela
US Army Special Forces / Schwetzingen, Germany
US Navy / Guam
Wachovia / Berlin, Germany
Wachovia / Dusseldorf, Germany
Wachovia / Frankfurt, Germany
Wachovia / Hong Kong
Wachovia / Munich, Germany
Wachovia / San Juan, Puerto Rico
Western NIS / Kiev, Ukraine
20th Century Fox / Tokyo, Japan