

# KAIHO SANGYO NEWS LETTER



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Greetings from KAISHO SANGYO. We hope this finds you well and hearty. Now it's autumn in Japan. The leaves are changing colour. It's called KOUYOU in Japanese. After a few days, the nature will get a beautiful golden colour before winter sets in. It is getting cooler and cooler day by day.

In this issue we will introduce you the International Division of Kaiho Sangyo. Also we will give a short profile of an overseas country dealing with KAIHO.

Your frank comments about this letter, our company, staff or products are always appreciated. Please feel free to contact us anytime! Kana

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## INTRODUCTION OF THE INTERNATIONAL DIVISION IN KAIHO SANGYO.

It is a very important part of KAIHO. The International Division opened in 1986 to start business overseas. Gradually it expanded exports of used cars, car parts and engines to various foreign buyers. From the start of the International Division, due to the continuous dedication of its staff and a strong vision of KAIHO, the sales of the company have been booming. This division has three sections: Sales, Buying Engines and Alliance.



Above are the hardworking members of the International Division.

Left: from the right, Mr. Takayuki Kondo, Ms. Takako Kondo, Mr. Toshimitsu Nishihashi.

Right: from the right clockwise, Ms. Chinaru Yokogoshi, Mr. Youj Takasaki, Ms. Yamamoto Reiko, and Ms. Ishishiro Kana.

Here is a brief outline of the International Division.

### 1. The Sales Section:

This section is responsible for contacting overseas buyers. When an order is received, a quotation is made through negotiation. If the buyer agrees, then the procedure for export begins which involves preparing proforma invoice, bills, packing list, containers etc. Some buyers come directly to KAIHO to select the engines and parts and load by themselves into containers.

## 2. The Buying Engines Section:

This section deals with paperwork for buying cars and engines in the domestic market. Engines are bought from suppliers. Those engines have only the following parts: Transmission, Starter and Dynamo. The other parts such as Power Steering Pump, Air Compressor, and PC Box don't come with engines. But those parts are available to buy as auto parts. Please let us know if you need them.

## 3. The Alliance:

This section deals with the Alliance. Alliance is a group of 30 companies or so belonging to RUM (Reuse Motorization) who works with KAIHO. KAIHO provides assistance to them in the form of teaching about export of used cars and car parts. KAIHO also collects engines parts from them and makes containers from these parts.

## Statement by Mr. Takayuki Kondo( Manager of this division)



The International Division plays a very important role in KAIHO. It is responsible for maintaining dealership network with 58 countries around the globe. Each section has their own responsibilities, but sometimes the work is shared among the staff. The Alliance is very important to us. This network of 30 partner companies is very strong.

KAIHO helps partners by providing them expertise and staffs to teach about recycling and disassembling of automobiles. We believe in green environment so we take this work very seriously. We have reasonable sales of used cars and engines abroad, about 1000 units per month. Every month KAIHO buys 500 units of used engines, and maintains a stock of 300 units of used cars and 1300 units of used engines. There is a strong demand for our quality parts and engines. The staff here is very sincere and hardworking. Satisfaction of the buyers is one of our prime concerns.

## COUNTRY PROFILE ; FILE NO. 1 BANGLADESH



Bangladesh is one of our buyer of used engines from KAIHO. I

n Bangladesh the number of imported cars is increasing. The most common cars are Japan made, and TOYOTA and NISSAN are two favorites. The present Import Law allows only used engines of 5 years old and used cars of 4 years old at the time of shipment to



be imported into Bangladesh. In December 2000, over 406,000 different types of motorized vehicles were plying on the roads of Bangladesh. These include 26,707 buses and minibuses, 12,580 minibuses, 42,750 trucks, 10,346 jeeps, 56,377 cars, 2,376 taxi, 89,317 *auto rickshaws* and 165,460 motorcycles. Dhaka city is curbing air pollution by the use of CNG, strict application of *vehicles inspection rules* by Bangladesh Road Transport Authority (BRTA).

← Dhaka