

GTG INDUSTRIAL

# Business Model

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U.S. Import & Operations Layer — How We Work

GTG-US LLC | [gtgindustrial.us](http://gtgindustrial.us)

## 1. OVERVIEW

### WHAT GTG INDUSTRIAL IS

*GTG Industrial — the brand and DBA of GTG-US LLC — is a U.S. import operations partner for companies entering the U.S. market or scaling their U.S. inbound supply chain.*

GTG Industrial's role is to manage the U.S. import and operations layer of the supply chain — ensuring that goods enter the U.S. market in a controlled, predictable manner within an agreed legal and compliance structure.

### GTG Industrial Operates in the Space Between

Foreign manufacturer
U.S. buyer
Carrier / freight provider
Licensed customs broker
CBP / FDA / other regulatory requirements
U.S. warehouse or 3PL
Client's internal operations team

*GTG Industrial is not positioned as a standard freight provider or rate-based logistics vendor. The role is broader: managing the import operations process and coordinating all supply chain participants within an agreed structure.*

### COMPLIANCE BOUNDARY

*Customs broker-regulated activities (customs entry, CBP filing, transmission of entry data) are performed by licensed customs brokers. GTG Industrial manages the operational structure, documentation control, communication, and process coordination.*

## 2. THE MARKET PROBLEM

Most companies treat U.S. import as a logistics task. In practice, importing is not simply moving cargo — it is a system where all of the following must operate simultaneously:

THE IMPORT SYSTEM — MOVING PARTS	
1	Supplier and export documentation
2	International freight

3	Importer of Record (IOR) structure
4	Licensed customs broker
5	CBP / FDA / other regulatory requirements
6	HS classification and product compliance logic
7	Duties, taxes, and landed cost calculation
8	U.S. warehouse or 3PL
9	Client's internal operations
10	Buyer communication and order management

### What Goes Wrong Without a Managed Structure

⚠	Detained containers
⚠	Customs holds
⚠	Document errors
⚠	Incorrect landed costs
⚠	Unexpected charges
⚠	Poor supplier communication
⚠	No shipment status visibility
⚠	No clear party accountable for the outcome
⚠	Broker responsible only for their scope
⚠	Forwarder responsible only for freight
⚠	Warehouse responsible only for receiving
⚠	Client ends up firefighting regardless

**GTG Industrial solves this by becoming the operational layer between supplier, carrier, broker, warehouse, and client — creating structure, control, and accountability.**

### 3. THE GTG INDUSTRIAL MODEL: U.S. IMPORT & OPERATIONS LAYER

The GTG Industrial model is built around managing the U.S. import and operations layer. This layer covers:

LAYER COMPONENT	WHAT GTG MANAGES
Import structure design and setup	Importer of Record (IOR) operating model, where applicable

<b>Customs broker coordination</b>	Working with licensed brokers on entry and CBP/FDA requirements
<b>Document control</b>	Commercial and transport documentation review and verification
<b>Regulatory coordination</b>	CBP / FDA / PGA requirement management and monitoring
<b>Shipment timeline control</b>	Monitoring critical milestones and risk points
<b>Supplier management</b>	Communication on documents, timelines, and shipment readiness
<b>Freight coordination</b>	International and domestic logistics coordination
<b>Warehouse / 3PL handoff</b>	Delivery coordination to U.S. warehouse or fulfillment partner
<b>Landed cost control</b>	Tracking import costs and operational spend
<b>Risk management</b>	Identifying and managing delays and failure points
<b>Process communication</b>	Single point of coordination between all parties

#### THE CORE PROBLEM GTG SOLVES

*In most companies, this layer is fragmented — split across multiple vendors with no single process owner. It only becomes visible when something goes wrong. GTG Industrial replaces that fragmentation with a managed operational structure.*

## 4. WHAT GTG INDUSTRIAL DOES

GTG Industrial manages the import and operations side of the U.S. inbound supply chain. Depending on project structure, GTG Industrial can:

- Support the Importer of Record (IOR) operating model
- Manage the import operational structure
- Coordinate the licensed customs broker
- Verify completeness and consistency of commercial documents
- Review shipment documentation before entry into the customs process
- Coordinate FDA / CBP / PGA requirement issues
- Communicate with suppliers on documents, timelines, and shipment readiness
- Coordinate international freight
- Manage delivery to the U.S. warehouse or 3PL
- Monitor critical risk points throughout the shipment cycle
- Manage communication between all parties
- Help prevent operational failures before they become costly problems
- Provide the client with a single operational point of control

**IMPORTANT**

*GTG Industrial does not simply give recommendations — GTG Industrial manages the process from within the import operations model.*

## 5. CUSTOMS BROKER ROLE & COMPLIANCE BOUNDARIES

GTG Industrial works alongside licensed customs brokers. All activities within the regulated customs broker zone are performed by licensed brokers. This includes:

Activity	Handled By
Customs entry preparation	Licensed customs broker
Formal CBP filing	Licensed customs broker
Transmission of entry data	Licensed customs broker
Broker-regulated customs business	Licensed customs broker
CBP interaction in broker capacity	Licensed customs broker

GTG Industrial's role is to manage the operational side of the process:

- Build the right import structure
- Ensure document readiness before entry
- Coordinate all participants
- Monitor timelines and deadlines
- Track risk points
- Keep the client in a managed, informed position
- Ensure every participant executes their part of the process

*This approach gives the client operational control without mixing the roles of GTG Industrial, the customs broker, the freight provider, and the warehouse operator.*

## 6. FINANCIAL OPERATIONS MODEL

In certain project structures, GTG Industrial can also support the financial flow around U.S. import operations. This may include:

STEP	ACTION
<b>Step 1</b>	Receive payments from U.S. buyers through an agreed U.S. operational structure
<b>Step 2</b>	Pay related import, logistics, customs, warehouse, and operational expenses

<b>Step 3</b>	Retain the agreed GTG Industrial service fee
<b>Step 4</b>	Remit the remaining balance to the manufacturer / exporter per the agreed payment schedule

## What Stays with the Client

Element	Owner
Commercial strategy	Client
Buyer relationships	Client
Pricing decisions	Client
Sales activity	Client
U.S. import & operations layer	GTG Industrial

## First Shipment Funding Policy

The costs associated with the first shipment are always funded by the client in advance. GTG Industrial does not pre-finance the initial import operation.

Funding Stage	How It Works
First shipment	Client funds all import costs in advance — freight, duties, broker fees, warehouse, and related expenses
Ongoing shipments (revenue available)	Import costs are covered from collected U.S. buyer payments within the agreed operational structure
Ongoing shipments (revenue insufficient)	Any shortfall is invoiced directly to the client and payable per the agreed payment terms

### WHY THIS POLICY EXISTS

*GTG Industrial carries operational and compliance responsibility within the import structure. Pre-financing client shipments is outside that scope. This policy ensures that the import operation starts on a clear financial footing — with defined funding, defined costs, and no ambiguity about who covers what.*

## 7. WHO THE MODEL IS FOR

### 7.1 Foreign Manufacturers

GTG Industrial is designed for manufacturers that:

- Already export to the U.S. or are planning to enter the U.S. market

- Have a regular or growing inbound product flow
- Want to sell closer to the U.S. customer
- Do not want to rely only on FOB sales or a single distributor
- Want to increase margin and control over their U.S. market position

### Common Problems for Foreign Manufacturers

Problem	Implication
No U.S. import structure	Full dependency on distributor or local importer
No U.S. operations team	No visibility into how goods actually enter the market
No process control	Reactive problem-solving on customs, docs, delivery
Excessive intermediary dependency	Margin captured by importer, distributor, or middleman

### What GTG Industrial Enables for Manufacturers

- Work with the U.S. market more directly
- Control the import side of the process
- Work with multiple U.S. buyers simultaneously
- Avoid building an in-house import department from scratch
- Retain more control and margin within their own model

### 7.2 U.S. Importers, Brands & Distributors

GTG Industrial also serves U.S. companies that already import goods but do not want to manage the full import operations function in-house. These are companies that have:

- Foreign suppliers with regular inbound shipments
- An existing customs broker and freight forwarder
- A warehouse or 3PL in place
- Internal operational overload
- Recurring problems with documentation, delays, visibility, or landed cost

*For these companies, GTG Industrial becomes an external operations layer that coordinates supply chain participants, reduces the load on the internal team, and makes the import process more manageable.*

## 8. IDEAL CLIENT PROFILE

### Strong Fit

The strongest client is a company with an existing or near-term real product flow:

✓ Good Fit	✗ Not a Good Fit
Manufacturer with a real product	Dropshippers
Regular U.S. shipments	Small Amazon sellers without volume
Multiple SKUs or suppliers	One-time shipment requests
Multiple buyers or growing sales	Companies looking only for the cheapest freight rate
Need for control, structure, accountability	Early-stage startups with no actual product flow
Container-level shipment volume (or moving toward it)	Clients needing only a one-time consultation
Brand or distributor with import operations burden	

**WHAT GTG INDUSTRIAL DOES NOT SELL**

GTG Industrial does not sell one-time "diagnostic" consulting without operational involvement. GTG Industrial works where the client needs an operational import layer — not just advice.

## 9. FEE ECONOMICS

GTG Industrial earns on managing the import operations structure — not on product resale.

### Landed Cost Base (Fee Calculation Reference)

Component	Included in Base
Product / goods value	Yes
International freight	Yes
Duties and taxes	Yes
Customs / broker fees	Yes
Inland delivery	Yes
Warehouse / 3PL costs	Yes
Other U.S. market entry costs	Yes

### Fee Structure Options

Fee Type	Description
Fixed fee	Set monthly or per-shipment amount
Percentage-based	% of managed import flow / landed cost

Combined	Fixed base + percentage component
Shipment-linked	Tied to shipment volume and frequency
Model-specific	Tied to client's operational model and complexity

#### TYPICAL TARGET RANGE

*Fee targets are generally in the range of 5–10% of the managed import chain, depending on complexity, risk, volume, and scope of responsibility. Final pricing is agreed per project structure.*

## Understanding the Two-Fee Structure

The monthly fee and the percentage-based fee cover two different parts of the GTG Industrial model.

### The Monthly Fee — Fixed Infrastructure & Compliance

The \$2,000 monthly fee is not simply a "management fee." It covers the fixed administrative and compliance burden GTG carries when acting as the U.S. import operations partner and, where applicable, Importer of Record.

When GTG is involved in the import structure, we must maintain an active compliance framework around the client's shipments. This includes:

- Documentation control and shipment records
- Vendor coordination and customs broker communication
- Import file maintenance and internal tracking
- Compliance review and insurance requirements
- Bond-related obligations and administrative documentation

This fixed monthly fee helps cover the baseline cost of keeping that structure active and available.

#### WHY THIS MATTERS

*In U.S. import operations, problems often do not appear at the moment of shipment. They may appear later through customs questions, documentation requests, post-entry review, audits, FDA or agency inquiries, broker corrections, product classification issues, valuation questions, labeling issues, or shipment history reviews.*

If records are incomplete, documentation is weak, or the import process is not properly controlled, the company acting in the import structure may face financial, legal, compliance, reputational, or operational exposure — even if the issue started with a supplier, manufacturer, broker, warehouse, freight provider, or incomplete client information.

**GTG cannot responsibly support a client's U.S. import flow without maintaining the administrative, compliance, documentation, insurance, and operational control layer behind it. The monthly fee covers that fixed infrastructure and responsibility.**

## The Percentage-Based Fee — Operational Revenue

The percentage fee is GTG's operating revenue for managing the actual import flow. It compensates GTG for the variable operational work connected to each shipment or import program, including:

- Coordination and execution oversight
- Risk management and communication with vendors
- Shipment-by-shipment review and issue resolution
- Warehouse / 3PL handoff and fulfillment coordination
- Ongoing operational control

The reason this fee is percentage-based is that the level of responsibility and operational exposure usually increases with the size and value of the import flow. A larger import program typically involves more documentation, more vendors, higher compliance exposure, more coordination, more working parts, and greater financial impact if something goes wrong.

Fee Component	Purpose
Monthly fixed fee	Keeps the U.S. import operations and compliance structure active
Percentage-based fee	Compensates GTG for managing the actual flow of goods and carrying the operational responsibility

**This allows the client to avoid building their own U.S. import department, compliance process, vendor network, documentation system, and operations team — while still having a structured U.S.-side import operator managing the process.**

## 10. CLIENT VALUE PROPOSITION

### 10.1 Control

The client gains control over how goods enter the U.S. market:

- Which import structure is used
- Who is accountable for documentation
- How the customs broker is coordinated
- How the shipment timeline runs
- Who manages the supplier
- How landed cost is calculated
- Where the risks are
- Who manages the process when something goes wrong

## 10.2 Economics

GTG Industrial helps the client transition from:

FROM	TO
<b>FOB sale / sale to intermediary</b>	<b>Controlled U.S. market access</b>

This can deliver:

- Higher margin on U.S. sales
- More control over pricing
- Less dependency on a single intermediary
- Ability to work with multiple buyers
- Better understanding of real U.S. market economics

**FOB is one economics model. Selling inside the U.S. market is a completely different one. The gap between those two models is where GTG Industrial creates value.**

## 10.3 Risk Reduction

GTG Industrial reduces risks associated with:

- Customs holds
- Document errors and incomplete paperwork
- Misalignment between supplier, broker, carrier, and warehouse
- FDA / CBP / PGA compliance failures
- Hidden charges and unexpected landed cost increases
- Border delays
- Poor communication between parties
- No single accountable point in the operations chain

## 10.4 Operational Simplicity

Instead of the client coordinating each of the following separately:

Supplier
Freight forwarder
Customs broker
Compliance requirements
Warehouse
3PL

Internal operations
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**The client works with one operational partner who manages the entire import layer.**

## 11. WHY SOFTWARE ALONE DOES NOT SOLVE THE PROBLEM

There are many freight tools, shipment tracking platforms, and supply chain software solutions available. These can provide:

- Shipment visibility and tracking
- Workflow dashboards and status updates
- Data reporting and documentation storage

### What Software Cannot Do

✗ Get a supplier to correct and resubmit documents
✗ Understand why a shipment is actually held
✗ Coordinate broker, warehouse, carrier, and client in real time
✗ Make an operational decision when a delay occurs
✗ Work through a customs hold with the right parties
✗ Determine who should act next
✗ Take accountability when all vendors say "that's not our scope"

**GTG Industrial does not just show where the problem is. GTG Industrial manages the operational process so the problem gets resolved.**

## 12. HOW GTG INDUSTRIAL DIFFERS

	GTG Industrial	Others in the Space
Freight provider	Manages the full import operations layer	Focused on freight rates and transit
Customs broker	Manages process around the broker; does not replace them	Executes entries only within broker scope
Consulting firm	Operational management, not one-time advice	Delivers recommendations without implementation

Distributor	Client keeps sales, pricing, and buyers	Distributor controls the commercial relationship
Software platform	Accountable operational management	Visibility and data, without operational responsibility

### 13. SUMMARY ROLE

GTG Industrial is a U.S. import operations partner that:

- ✓ **Helps build the import structure for the U.S. market**
- ✓ **Manages the import and operations layer**
- ✓ **Coordinates suppliers, brokers, carriers, warehouses, and regulatory requirements**
- ✓ **Creates structure, control, and accountability**
- ✓ **Reduces operational chaos**
- ✓ **Allows the client to focus on sales and market development**

### 14 & 15. IN ONE LINE

**GTG Industrial manages the U.S. import and operations layer of the supply chain, allowing companies to operate in the U.S. market without building their own import infrastructure.**

**GTG Industrial is the U.S. import operations layer between suppliers, customs brokers, freight providers, warehouses, and the client — creating structure, accountability, and control.**

### TRUST & CREDENTIALS

	<p><b>ACCREDITED BUSINESS</b></p>	<p><b>BBB Accredited Business</b>  <b>A+ Rating</b>                  BBB ID: 1000164171  <i>Better Business Bureau — Accredited since registration</i></p>
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