



**GLOBAL TRADE**  
A D V I S O R S <sup>TM</sup>

*Trusted Advisors in  
the Global Economy*

## **CONSULTING EXPERTISE**

- Manufacturing “Offshoring”
- International Distribution
- Supply Chain Management
- International Taxation
- Trade Compliance



## **ABOUT GLOBAL TRADE ADVISORS (GTA)**

GTA is led by a former early stage company CEO who successfully established manufacturing facilities in Asia and product distribution throughout Western Europe. We offer our clients an extensive network of relationships in China, Taiwan, Hong Kong, South Korea, Indonesia, Vietnam, The United Kingdom, France and Germany. Based on years of practical experience, our firm also provides specialized advice for companies seeking to “offshore” manufacturing. Our relationships throughout Asia, and with respected sourcing companies and supply chain logistics experts allow us to offer our clients a turn-key service that allows rapid deployment of their offshore strategy at minimal cost and risk. We also provide advice on international marketing and distribution strategies, as well as customs and duty matters and supply chain management issues. Our practical business experience, combined with broad commercial transaction expertise positions GTA as trusted advisors in the global economy.

## **FEES**

GTA charges its clients a modest monthly retainer for the services it provides. This retainer does not include any legal services that may be provided by Hagen O’Connell.



## MANUFACTURING “OFFSHORING”

GTA's specialized Manufacturing “Offshoring” services include advice on:

- Selection of an overseas agent
- Selection of quality factories appropriate to your manufacturing needs
- Negotiation of business terms that correspond to your cash flows
- Implementation of quality control standards
- Payment mechanisms (e.g. international letters of credit)
- Customs/duty matters
- Freight forwarding/logistics matters
- Overall supply chain management

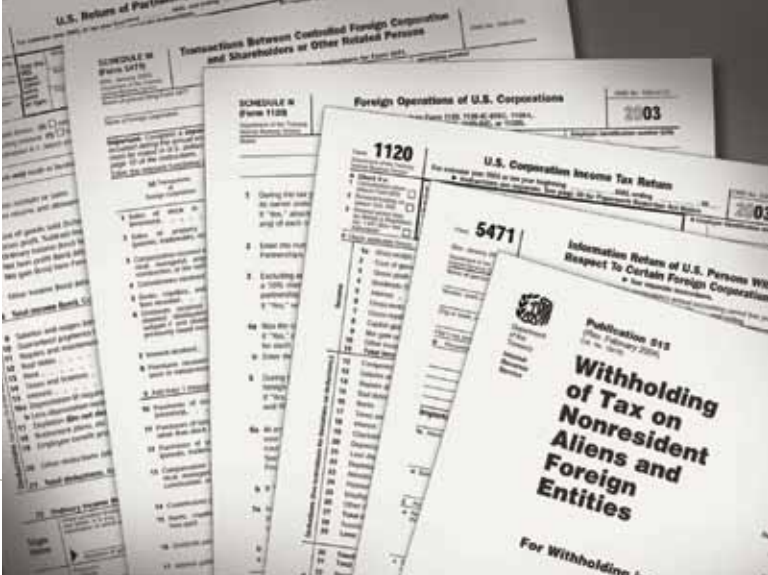
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# INTERNATIONAL DISTRIBUTION

GTA offers expert advice on selling your products overseas, including:

- Selection of distributors
- Establishment of appropriate incentives for “win/win” relationships
- Modification of products to meet regulatory or trade usage requirements of international markets
- Supply chain management to support international distributors
- Intellectual property licensing/protection



# INTERNATIONAL TAXATION

GTA offers expert advice in structuring your global trade strategy for maximum tax benefits, including:

- Rolling out your international presence to avoid unnecessary taxes in foreign jurisdictions
- Joint venture agreements
- Creation and maintenance of offshore entities
- Tax planning
- Representation before taxing authorities



# TRADE COMPLIANCE

GTA offers the following expert services in the dynamic and complex area of global trade regulation and compliance:

- **Import Consulting**, including
  - Product classification and duty determination;
  - Valuation analysis;
  - Country of origin determination;
  - Marking requirements;
  - Free Trade Agreements and other duty exemption programs;
  - Recordkeeping requirements;
  - Import requirements for other government agencies such as the FDA, EPA, USDA, FWS, DEA and FCC;
  - Customs-Trade Partnership Against Terrorism (C-TPAT) & Importer Self-Assessment (ISA) certification; and
  - Focused Assessment guidance.
- **Export Consulting**, including
  - Jurisdiction determination (DOC, DOS, and all other U.S. Government agencies);

- Classification of Commerce Controlled and Munitions List items;
  - License requirement determination for U.S. exports based on product classification, end users and destination;
  - Assistance with DOC and DOS licensing applications and license records maintenance;
  - Country of origin analysis for Free Trade Agreements;
  - Assistance determining import/export document and compliance requirements of foreign countries;
  - Review of documents, procedures and completed files;
  - Assistance in understanding and complying with anti-boycott and anti-bribery regulations;
  - HTS and Schedule B classification; and
  - U.S. Census reporting under the AES regulations.
- **Import and Export Compliance Assessments** – a review of existing procedures by interviewing key participants and analyzing sample transactions in order to identify possible instances of non-compliance or areas for improvement.
  - **Import and Export Compliance Programs** – establishment of a formal, centralized import/export compliance program modeled on the Bureau of Industry and Security and Customs and Border Protection best practices.
  - **Import and Export Compliance Manuals and Standard Operating Procedures** – an inclusive formal document addressing the full spectrum of laws affecting cross-border movement of products and/or services.
  - **Import and Export Compliance Training** – education of employees, contractors and executives on both compliance policy and daily implementation.



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