

EXPANDING HORIZONS



MAKING IT WORK

**CREATING A U.S. MARKET
FOR YOUR BUSINESS**

TGS Trade
Growth
Services™

HOW CAN WE HELP?

TGS is a specialized company helping foreign companies successfully export, expand, and profit in the US market.

We are dedicated to helping your business import into the US and enhance asset utilization and profitability of the parent company



CORE ACTIVITIES

- > Market Intelligence & Sales Development
- > Business Infrastructure
- > Establishing a US Presence

Taking your business further



MARKET INTELLIGENCE AND SALES DEVELOPMENT

TGS will:

Prepare a **Market Overview & Analysis** specific to your product or service to include: Market Size, trends, key players and competitors, barriers to trade, and regional variations.

Provide a list of **Key Contacts**, companies, and agencies to visit for follow up intelligence

Develop a **Business Plan** after understanding your company's needs



Generate a **Sales Development Strategy**: We help you target key customers in the US by:

- Defining **Value Proposition** and **Product Differentiation**
- Aiding in **Sales Implementation** - Channel Marketing, Distributors, Agents, Representatives, or establishing a US sales branch of your existing company
- Providing pre-market sample evaluation
- Visiting key customers and Maintaining Customer Relationships
- Obtaining **Customer Feedback** on your product
- Recommending **Positioning and Pricing** of your product

BUSINESS INFRASTRUCTURE

TGS offers **rapid local infrastructure**. We can act as “your” company in the US:

- > Identify and use promotional channels including appropriate regional or national trade shows, press releases, and media advertising
- > Contact and provide assistance with US regulatory authorities
- > Organize participation in industry conferences and trade shows



- > Follow up on leads generated via a US address
- > Provide access to finance, insurance, legal, and accounting services
- > “Translate” data sheets, literature, and brochures for local use
- > Establish your supply chain, from freight forwarder to local warehousing

TGS works with US and foreign governmental import/export agencies to minimize costs

ESTABLISHING A US PRESENCE

TGS can **act as your local US office:**

- Create a local presence
- Generate and handle internet sales
- Address US duty and taxes as needed
- Manage distributors or agents



or we can help you:

- Establish a **US subsidiary office**
- Launch a **joint venture arrangement**, including finding your right business partner
- **Acquire** an existing US company in your field

All work and discussions are confidential. TGS seamlessly and transparently represents your company in the US

ABOUT US

TGS is owned and managed by Ralph Lavi BSc. CEng. Ralph is an Anglo-American, originally from England, with over 25 years work experience in

Product Management
Sales Management
Business Management &
Global Marketing

for such multinationals as Union Carbide, Amoco, British Petroleum, and Mitsui Chemicals.

TGS specializes in Medical, Chemicals, Packaging, Plastics, Coatings, Metals, Ceramics, and Composites and has significant expertise in regulatory and import/export matters.

CONTACT US

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