



## ABOUT GLOBAL TRADE ADVISORS (GTA)

Global Trade Advisors (GTA) is focused on assisting mid-market, small and early-stage businesses to succeed in the global economy. We work closely with our clients to develop and implement global strategies that enhance profits while mitigating the inherent risks of global operations.

GTA is led by an experienced 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 provides specialized advice for companies seeking to “offshore” manufacturing. With multiple relationships throughout Asia and utilizing respected sourcing companies and supply chain logistics experts, it allows us to offer our clients a turn-key service that permits rapid deployment of their offshore strategy at a 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. GTA was founded by Hagen O’Connell LLP, which offers specialized counsel on the formation of offshore entities and joint ventures and wholly-owned foreign enterprises as well as on international tax matters. 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.



### PORTLAND

BANK OF AMERICA FINANCIAL CENTER | SUITE 1500  
121 SW MORRISON STREET, PORTLAND, OR 97204

TEL (503) 546 3480

FAX (503) 227 3870

advisor@globaltradeadvisors.com

[WWW.GLOBALTRADEADVISORS.COM](http://WWW.GLOBALTRADEADVISORS.COM)

### HONG KONG

ROOM 1006, 10/F | WORLD-WIDE HOUSE  
19 DES VOEUX ROAD CENTRAL  
CENTRAL, HONG KONG

TEL (852) 2169 6399

FAX (852) 2169 6300



*Trusted Advisors in  
the Global Economy*

## CONSULTING EXPERTISE

- Manufacturing “Offshoring”
- International Marketing
- International Business Entity Selection, Formation and Maintenance
- Supply Chain Management
- International Taxation



## MANUFACTURING “OFFSHORING”

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

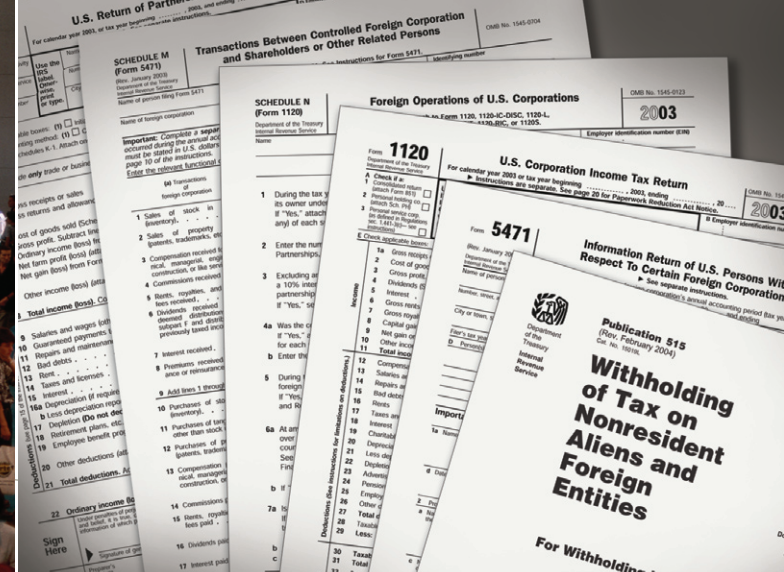
- Whether “offshoring” is best achieved by:
  - Third party sourcing
  - A joint venture
  - Organization of a wholly-owned foreign enterprise
- Selection of an overseas agent
- Selection of quality factories appropriate to your manufacturing needs
- Negotiation of business terms that correspond to your 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
- Reorganization of your business to maximize operational and tax efficiencies



## INTERNATIONAL MARKETING

GTA offers professional advice on marketing and selling your products overseas, including:

- Market search
- 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
- Repatriation of foreign earnings



## INTERNATIONAL TAXATION/ORGANIZATION

GTA offers expert advice on structuring your global trade strategy for maximum operational and tax efficiencies, including:

- Rolling out your international presence to avoid unnecessary taxes in the United States and in foreign jurisdictions
- Selection, creation and maintenance of foreign entities
  - Offshore companies
  - Wholly-owned foreign enterprises
  - Joint ventures
- Tax planning
- Representation before taxing authorities
- Document translation (e.g. Chinese, Vietnamese)



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