

EASTERN MEDITERRANEAN

PENNSYLVANIA'S TRADE REPRESENTATIVE

Israel, Egypt, Jordan, Greece & Turkey



Sherwin Pomerantz, Director

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DIRECTOR'S BIO

Atid EDI Ltd. has been Pennsylvania's Authorized Trade Representative since 1997. The company is composed of economic development consultants with extensive experience in trade and investment promotion. Sherwin Pomerantz has lived in the region for more than 25 years.

OFFICE SCOPE OF SERVICES:

- Foreign market intelligence reports: Market viability, entry strategies, competitor analysis
- Search and screening for agents, distributor, end-user and joint venture partners; background checks
- Trade show support, including booth space leasing, pre-show marketing, meeting scheduling, logistics
- Customized lists of manufacturers, buyers, agents, distributors, or other potential business partners
- Commonwealth-sponsored trade missions offering pre-qualified business contacts, market briefings, and logistical assistance
- Referrals and introductions to government officials, industry experts, legal, and other service providers

RESEARCH TOOLS & FACILITIES:

- Yearly catalogues and directories published by firms such as Dun & Bradstreet
- Member of various associations, chambers of commerce and industry, private and public institutes
- Access to restrained information and receptive support for appointments, transportation, entertainment, briefings
- Existing surveys from past cases and industry market research studies made by the Commercial Services of US Embassies
- Short-term office facilities, voice mail, fax machine, internet access, videoconferencing.

To obtain export assistance from our Authorized Trade Representative, contact:

Debra Lenker, International Program Manager
Tel: 717-720-7365 | Email: delenker@state.pa.us
Department of Community and Economic Development
Office of International Business Development
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