

KOREA

PENNSYLVANIA'S TRADE REPRESENTATIVE



Korea Business Services, Inc.
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Ken Yang, Director

DIRECTOR'S BIO

Ken Yang has developed the Korean market for Pennsylvania businesses since 1998 as Pennsylvania's Authorized Trade Representative for Korea. Ken has over 20 years of experience in international trade, economic & business development, market research, and financial and investment advisory services both for private and public businesses. Ken has been closely working with Korean businesses with professional knowledge from primary industries to service industries. Ken received a MBA in International Business from Sogang University.

OFFICE SCOPE OF SERVICES:

- Agent/distributor and prospective partner searches
- Trade market development and in-depth market research
- Trade show participation representing PA products
- Customized in-country business meeting appointment scheduling
- Statistical information on Korea's imports by products and country, and listings of Korean importers
- Liaison Service between PA and Korean companies
- Inbound /Outbound Trade missions: pre-qualified business contacts, market briefings, and logistical assistance.
- Country briefings, hotel reservation with discounted rate, local transportation and business meeting accompany services

RESEARCH TOOLS & FACILITIES:

- Korea Trade Information System (KOTIS) database. This on-line database access provides complete information on national trade data and importers lists
- Annual Corporate Reports
- Wide selection of industry-specific and trade exhibition directories and on-line databases
- Directory of Harmonized System Code Book
- On-line access to the Registered Korea Composite Stock Price Index (KOSPI) companies
- On-line access to the Korea Procurement Office & Korea Intellectual Property Office
- On-line and off-line access to the Korea Investors Service's (KIS) Credit Analysis Report

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

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Tel: 717-720-7365 | Email: delenker@state.pa.us
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