



Founded 2004, based in Atlanta, Georgia USA

Greg Seminara, principal, former Procter and Gamble and Clorox international executive
Core Business: Leading Food/Consumer Goods Route to Market specialists – 96 Countries

Manufacturer Clients: General Mills, J&J, Barilla, Tabasco, Duracell, Starbucks, Smucker's

Recent Government Trade Organization Clients: USA, Germany, Italy, Ireland, Brasil

Sales Intelligence: Transforming business information to "Retail Reality" in 96 countries.

Distributor Database

Features:

Coverage: 96 countries and 9,800 distributors of "supermarket" products.
Search Filters: Country, Category, and Brand Name; average 90 distributors per country.
Subscription-based model. Market leader. Built from viewpoint of export manager.

Retailer Database

Features:

Coverage: 96 countries and 2,950 retailers (supermarket, convenience, etc.).
Includes retailer weekly promotion flier, e-commerce store, financials, as available.
Point of Difference: averages 26 retailers per country, not just the five everyone knows.

Publishing

Expert Content:

Strategies, insights, and scorecards to accelerate international expansion.

Export Express Newsletter:

Monthly e-circulation 9,900 (6,000 Europe, 3,000 Americas, 500 Asia, 400 Middle East).
Quarterly print circulation: 1,750 (1,000 USA, 750 balance of world).

Export Guides (15):

Export Strategy Guide, Distributor Search Guide, Selling to the USA, Scorecard Guide: Export KPI's, Distributor Management Guide, 300 Tips for Export Managers, Export Handbook, People Power, New Distributor Cooperation Model: First Meeting to First Order, Money Matters (Export Finance), Idea Guide, and 4 more.

Consulting

International expansion strategy and distributor search expert. 400+ projects across 5 continents and 61 countries.

Consulted for most top industry players: P&G, Nestlé, Pepsico, Kellogg's, General Mills, Hormel, Starbucks, Con Agra, Smucker's, Barilla, Tabasco, Blue Diamond, Campbell's, Arla, Chobani, Herdez, Sumol, and more!

Training & Speeches

Workshops and speeches for government trade organizations and multinationals. Kellogg's, Johnson and Johnson, Barilla, Lorenz Bahlsen, Duracell, Bolton Group, Kao, German Sweets, Tabasco, Manner, APEX Brasil, Food Made in Germany, Italia Del Gusto, ESMA (European Sales and Marketing Association), Bord Bia (Ireland Food).

Influencer

13,000 industry followers on LinkedIn. Weekly posts generate 250,000 + views yearly.

Export Solutions

Gregory Seminara (Founder and Owner)

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