

David Pritchard is the President of PRAVCO, a global trade services consulting firm founded in 2002. Dr. Pritchard has many years experience in aerospace marketing and product introduction into the regions of Europe, Russia/CIS, China and Asia.

Before starting his consulting firm, Dr. Pritchard's career in international trade spans more than 20 years with Gemcor, holding various senior positions within the company.

Dr. Pritchard has worked with the **Presidential Commission on the Future of U.S. Aerospace Industry** and **Presidential Commission on Offsets in International Trade** where his research has been submitted for commission hearings. He has also supplied briefings to the **U.S. Department of Commerce** and the **International Trade Administration**. Dr. Pritchard has been involved with structuring Export-Import bank financing, Export licensing of products to Russia and China and industrial offsets contracting.

He earned his Ph.D. in International Trade from the State University of New York at Buffalo.



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**PRAVCO** is a global trade services consulting firm. We help our clients deal with their most challenging and complex international trade issues.

Our clients include companies that are involved in manufacturing, distribution and services, which desire to expand their global presence.



## Services

- Solicitation of supplier sources
- Logistics and delivery
- Identification of best-fit targets
- Preliminary on-site qualification

## The PRAVCO Advantage

- Identify global regions for your product
- Selling strategy and planning
- Value and pricing guidance
- Technological and registry review
- Proven dealings with domestic and international sources

**PRAVCO** helps you to achieve your goals in gaining market access for selling products and sourcing low cost materials and components.

With more than **20 years of experience**, our professionals have conducted business in the world regions of Europe, C.I.S. (Russia) and China. The global shifting of manufacturing will require western companies and suppliers to develop strategic alternatives to maximize value.

Our practice is small but diversified, which means that our senior executives can service our clients, both large and small, domestic or international and ensure success with value added results.



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