



GATES AND COMPANY
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GATES AND COMPANY LAUNCHES 'TRANSATLANTIC BUSINESS EXPANSION' PRACTICE

WILMINGTON, DE – June 2005 – *Gates and Company* is pleased to announce the launch of a new Transatlantic Business Expansion practice under the leadership of Tilo Stahl. *Gates and Company* is leveraging the international business experience of Principals in its Philadelphia and Washington offices to provide European Union companies entering or expanding in the United States with a range of management consulting and investment banking services.

As the largest single economy in the world, the United States is an important place for leading companies to conduct business. European firms that enter the U.S., however, often fail to reach their full potential due to poor planning and incomplete understanding of U.S. business practices and culture. *Gates and Company* has developed a proven three-phase *Rapid Market Entry*[™] methodology to overcome these hurdles, enable European firms to establish operations and generate sales quickly.

Gates and Company's Transatlantic Business Expansion practice is headed by Tilo Stahl, German national with a Masters in Mechanical Engineering from the University of Stuttgart and Ph.D. in Agricultural Engineering from the University of Missouri. Prior to joining *Gates and Company*, Dr. Stahl worked at Daimler-Chrysler in Germany, Robert Bosch in Belgium and Detroit, and served as President of two subsidiaries of German companies in the U.S.

“Most European companies that achieve success in the EU view the U.S. market not only as a place to significantly expand sales, but also as a market for establishing credibility as a true international company,” commented Tilo Stahl. He continues, “*Gates and Company's* significant experience helping launch and grow businesses, combined with its impressive international capabilities, provides European companies with a powerful ally as they enter and/or expand in the U.S.”

About Gates and Company

Gates and Company is a management consulting and investment banking firm dedicated to helping companies grow. With an impressive track record of helping numerous companies reach their goals, *Gates and Company* specializes in growth strategy formulation, investment banking, market research/analysis, business plan development, product/venture launch, routes to market, and mergers and acquisitions.

Selected clients include: Antares Pharma, CorCell, DuPont, DuPont Teijin Films, The Franklin Institute, the Government of Japan (Ministry of Economy, Trade and Industry), Greene Tweed, Innovation Philadelphia, LG Chemical, mCom Financial Services, MedRisk, Metabo, National Biometric Security Project, Parelec, Qualicon, Rohm and Haas, Software Consulting Group, Soluziona, State of Delaware, Visionet Systems, WaveFront Research, and W.L. Gore. For more information, visit www.gatesandcompany.com.

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