

May 2022

SAP&DC



What's New In Export



Dear SAP&DC Export Clients,

Please remember as we jump into the first holiday of the summer season the reason for this holiday. It is important that we take time to remember those that made the sacrifices that brought us our freedom with their lives, our Veterans and those that are currently in the U.S. Military.

Thank you and Happy Memorial Day!

We are so excited to announce that we are going to have a **live** BTW2PA event this year. Save the Date for our region, we will be hosting the event on September 15, 2022. Be on the look out for the registration form with all of the information for the event.

In this newsletter:

- Bringing The World to Pennsylvania, **Live** Event
- Country Spotlight: Canada
- Trade Credit 201 Webinar
- Classification under the U.S. Harmonized Tariff & Schedule B Webinar

- Upcoming Trade Events
- Training

Your International Trade Specialist

Joyce

Country Spotlight

Canada

Manitoba:

a hub for critical minerals

Critical minerals are used in specialized batteries, solar panels, and wind turbines; they're essential for renewable energy and clean technology applications. They're also needed for advanced manufacturing supply chains including defense and security, electronics, agriculture, medical applications, automotive/parts manufacturing, and critical infrastructure. The global demand for critical minerals is growing rapidly; the demand for lithium alone is expected to increase as many countries aggressively pursue renewable energy and decarbonization initiatives.

Canada has an abundance of valuable critical minerals, and the province of Manitoba has the potential to be a significant contributor to the North American critical mineral supply chain. Mining is Manitoba's second leading primary resource sector after agriculture, producing in excess of \$1.0 billion dollars' worth of mineral product annually; Manitoba has also advanced its green initiatives and hydropower.

Industry and investors are seeing phenomenal mining opportunities in that province. Manitoba-based mining company Snow Lake Resources (doing business as Snow Lake Lithium) is investing resources and preparing for the growing electric vehicle demand with a "green, all-electric mining and refining operation offering a secure and local supply of lithium hydroxide." And mining company Hudbay Minerals has made significant investments in Northern Manitoba.

Manitoba ranks in the Fraser Institute's annual top 20 list of the most attractive mining jurisdictions. In fact, Canada's list of critical minerals are either being explored for – or are being produced – in that province.

The US Commercial Service in Canada and the Government of Manitoba's recent online event, Introducing the Province of Manitoba's Critical Minerals Initiatives, featured presentations and speakers from Canadian and US governments, private sector mining companies, members from the Indigenous community, and other mining industry stakeholders. Discussions noted that Manitoba supplies 100% of Canada's cesium, lithium, and tantalum, and also produces metals including nickel, copper, zinc, and gold – all vital components for the manufacturing sector and considered an integral part of the North American supply chain.

Canada's recent 2022 federal budget contains significant investments in critical mineral mining – up to \$3.8 billion to implement Canada's first Critical Minerals Strategy. The investments will assist in the development of the zero-emissions vehicle chain including batteries, permanent magnets, and other electric vehicle components. The Government of Manitoba has drafted provincial mineral policies included in its pending mineral strategy, and consultations are underway with stakeholders including rural municipalities, local governments, private organizations, developers, businesses, and the general public.

Last year, the U.S.-Canada Critical Minerals Working Group met to discuss ways to strengthen and implement the [Joint Action Plan for Critical Minerals Cooperation](#), share perspectives on strengthening critical mineral supply chains, and review President Biden's [Executive Order on America's Supply Chains](#) and the related [100-day supply chain review](#).

Critical minerals are required for renewable energy and clean technology, and their global demand is growing rapidly. Companies with products and services for the mining industry may find opportunities in Manitoba, Canada.

Please let me know if you would like to work within this market and I will get you connected to our office in Canada.

Contact: [Joyce Hoffman](#)

Trade Credit 201

How to absorb the cost of a trade credit policy

**Our Partners at The Northwest Commission
are hosting a
Free Webinar
June 9, 2022
9:00 AM - 9:30 AM EST
[Register Here](#)**

Classification Under the U. S. Harmonized Tariff & Schedule B Webinar

**Our Partners at NEPA-Alliance are Hosting a
Free Webinar
June 9, 2022
10:00 AM to 11:30 AM EST
[Register Here](#)**

Upcoming Trade Events

- **Bauma 2022 - Rescheduled - October 24-30, 2022** | Location: Munich, Germany | Contact: Karen Vogelsang from Trade Show Services GACC New York, Inc.
- **BTW2PA September 12-23, 2022**
- **GSGP Trade Mission To Central America** | Costa Rica & Dominican Republic | September 12-16, 2022 | Industry: Multi-Sector | Contact: Jennifer Black, OIBD

Training

Trade Credit 201 | June 9, 2022 | 9:00 AM - 9:30 AM EST | [Register Here](#)

Classification Under the U.S. Harmonized Tariff & Schedule B | June 9, 2022 | 10:00 AM - 11:30 AM EST
| [Register Here](#)

Training Webinars You May Have Missed?

No worries, view our recorded sessions!

Click on the topic of your choice below to be routed to the recording!

- [USMCA What Has Changed & What Do I Need To Do To Comply](#)
- [Proper Filing of the EEI through ACE/AES & Recent Regulatory Changes](#)
- [Classification Under The US Harmonized Tariff & Schedule B](#)
- [Due-Diligence – Knowing Your Customer, the End Use, User & Destination](#)
- [Understanding ITAR Classification & CJ Filing Requirements](#)
- [Export Controls Under Export Administration Regulations \(EAR\) & Changes Under Export Control Reform \(ECR\)](#)
- [Incoterms, Landed Cost, Payment Methods, How do these relate to pricing your Product?](#)
- [Commercial Documents for Exports](#)

SAP&DC International Program

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