

August 2022

SAP&DC



What's New In Export



Dear SAP&DC Export Clients,

Make sure you register for the Live BTW2PA event.

This is a great opportunity to meet face-to-face with our Authorized Trade Rep's. We will be hosting the event on **September 15, 2022 at The Casino at Lakemont Park, in Altoona**, look below for the registration link.

In this newsletter:

- **BTW2PA, September 15, 2022-Registration is open!**
- **Last Chance** to register for **Trade Mission to Thailand & Vietnam**
- Trade Mission to South Africa & Kenya
- Commerce Implements New Multilateral Controls
- Market Updates
- New!! Consolidated Screening Portal-Free of Charge

- Upcoming Trade Events
- Training

Your International Trade Specialist

Joyce

#BTW2PA

Southern Alleghenies

Bringing the World to Pennsylvania

September 15, 2022!

The Casino at Lakemont Park, Altoona, PA



SAP&DC
SOUTHERN ALLEGHENIES PLANNING
& DEVELOPMENT COMMISSION

PA **pennsylvania**
DEPARTMENT OF COMMUNITY
& ECONOMIC DEVELOPMENT

[Please click here to register for BTW2PA](#)

Last Chance to Register for the Trade Mission to Thailand and Vietnam!

Deadline to register is August 31, 2022

For more information and registration contact

[Linda Foerster](#)



TRADE MISSION TO THAILAND & VIETNAM

DECEMBER 1-6, 2022
OFFICE OF INTERNATIONAL BUSINESS DEVELOPMENT

ABOUT THE TRADE MISSION

Pennsylvania's Office of International Business Development (OIBD) invites you to join us on a business development mission to Thailand and Vietnam.

Meeting face-to-face with prospective customers and partners is crucial to establishing business relationships in Southeast Asia. We can help you meet your business objectives by designing a business itinerary tailored to your company's specific needs.

This mission, to one of the most rapidly growing regions of the world, will aggressively promote commercial ties and encourage small- to medium-sized businesses to explore new trade opportunities. The mission is open to all industry sectors.

As a mission participant, you will receive:

- Pre-arranged, one-on-one business appointments with prequalified business partners based on your criteria
- Detailed background information about each company provided in advance
- Logistical assistance
- Services of the commonwealth's trade representative
- Follow-up assistance after the mission

REGISTRATION

- **Deadline: August 31, 2022** (All participation agreements must be completed and submitted with full payment by this date.)
- First 10 qualified companies will be accepted
- Registration fee: \$4,500*+

Companies are responsible for all travel and business-related expenses.

***FINANCIAL ASSISTANCE of up to \$10,000 may be available to qualifying companies to offset mission-related costs.**

+Registration fee will be paid directly to the commonwealth's Trade Representative Office in Singapore via wire transfer.



TRADE MISSION ITINERARY

Nov 29 or Nov 30	Arrive in Bangkok, Thailand
Dec 1 & Dec 2	Business meetings in Bangkok
Dec 3	Depart for Ho Chi Minh City, Vietnam
Dec 5 & Dec 6	Business meetings in Ho Chi Minh City
Dec 7	Depart for Pennsylvania

WHY THESE MARKETS?

THAILAND

- With a 2020 GDP of \$501.6 billion, Thailand is the world's 22nd-largest economy. Thailand is an attractive market for Pennsylvania companies as exports of goods have grown double-digit YoY - from \$190 million in 2019, to \$235 million in 2020 and to \$415 million in 2021, according to data from the U.S. Census Bureau.
- Thailand is an upper-middle-income country with an export-driven economy and a strong, diversified manufacturing base across sectors such as automotive, electronics, and food. Notably, it is the 12th largest automotive producer in the world.
- Pennsylvania's top exports to Thailand in 2021 were mostly electrical machinery and parts, followed by vehicle parts, mechanical equipment and parts, coloring products (e.g., dyes, inks), plastics, medical instruments, pharmaceutical products, and miscellaneous chemical products.

VIETNAM

- Vietnam is one of the fastest-growing economies in the world. In 2020, even with the impact of Covid-19, its economy grew by 2.91%, increasing its GDP to \$271 billion. According to U.S. Census Bureau data, PA's exports of goods to Vietnam also bucked the trend, expanding from \$85 million in 2019 to \$109 million in 2020, and \$113 million in 2021.
- Vietnam is a fast-rising star in global production, particularly as labor-intensive manufacturing shifts from China to Vietnam. It also has a large domestic market, with a population of 98.51 million and a middle class that is forecasted by the World Bank to grow from 13% in 2019 to 26% of the population by 2026.
- Pennsylvania's top exports in Vietnam in 2021 were pharmaceutical products, medical instruments, woods, meat products, plastics, mechanical equipment and parts, electrical machineries and parts, and miscellaneous chemical products.



05/19/2022

Commonwealth Keystone Building | 400 North Street, 4th Floor | Harrisburg, PA 17120-0225 | +1.866.466.3972 | dced.pa.gov/trade



ACCELERATE YOUR EXPORT SALES

Please join the Conference of Great Lakes St. Lawrence Governors & Premiers trade mission to South Africa and Kenya, February 13-17, 2023. Each mission participant will receive a customized schedule of B2B meetings with prospective customers and business partners. Mission participants will also benefit from networking events and logistical support provided by the GSGP Africa Trade Office. **Optional group safari, at own cost, prior to the start of the trade mission.**

WHY SOUTH AFRICA AND KENYA?

- There has been significant US export growth to South Africa and Kenya through May of this year, up 17% and 46% respectively.
- Top Great Lakes export categories to South Africa include industrial machinery (up 35%), mineral fuels (up 19%), and electrical machinery (up 29%). Top categories for Kenya include mineral fuels (up 2116%), aircraft and parts (up 133%), and pharmaceutical products (up 99%).
- Great Lakes region companies should consider South Africa's geographic advantages, logistics infrastructure, widespread use of the English language, and relatively transparent legal processes.
- U.S. and Canadian companies should consider doing business in Kenya as it is a market-based economy, is considered to be the economic, commercial, financial, and logistics hub of East Africa, and there is a young, growing and educated English-speaking population with a high fluency in technology, according to the International Trade Administration.

COSTS Participation Fee: US \$1,500 per person (each additional participant US \$500)

Market Research & Customized Appointment Setting Fee*: South Africa US \$2,700 Kenya US \$2,700

*Grant funding is available in many states to offset mission costs and travel fees. In some states, the market research and customized appointment fee are complimentary.

Deadline for Registration: December 1, 2022

More information on the mission can be found [here](#)

Contact: [Zoe Munro, Program Director](#)

Commerce Implements New Multilateral Controls on Advanced Semiconductor and Gas Turbine Engine Technologies

August 12, 2022

WASHINGTON, D.C. – Today, the Commerce Department’s Bureau of Industry and Security (BIS) issued an interim final rule that establishes new export controls on four technologies that meet the criteria for emerging and foundational technologies under Section 1758 of the Export Control Reform Act (ECRA) and are essential to the national security of the United States. These Section 1758 technologies support the production of advanced semiconductors and gas turbine engines. These four technologies are among the items that the 42 Participating States of the Wassenaar Arrangement reached consensus to control at the December 2021 Plenary. The United States additionally controls a wider range of technologies, including additional equipment, software, and technology used to produce semiconductors, beyond the items agreed upon in the Wassenaar Arrangement.

“Technological advancements that allow technologies like semiconductors and engines to operate faster, more efficiently, longer, and in more severe conditions can be game changers in both the commercial and military context,” said Under Secretary of Commerce for Industry and Security Alan Estevez. “When we recognize the risks as well as the benefits, and act in concert with our international partners, we can ensure that our shared security objectives are met, innovation is supported, and companies across the globe operate on a level playing field.”

“Global commerce is driven by innovation—new ideas, and novel ways to apply old ones. BIS is vigilant in assessing the development of new technology and whether it may be used for civil and military purposes,” said Assistant Secretary of Commerce for Export Administration Thea D. Rozman Kendler. “We are protecting the four technologies identified in today’s rule from nefarious end use by applying controls through a multilateral regime. This rule demonstrates our continued commitment to imposing export controls together with our international partners. Export controls are most effective when multilaterally imposed.”

The four technologies covered by today’s rule include two substrates of ultra-wide bandgap semiconductors: Gallium Oxide (Ga₂O₃), and diamond; Electronic Computer-Aided Design (ECAD) software specially designed for the development of integrated circuits with Gate-AllAround Field-Effect Transistor (GAAFET) structure; and Pressure Gain Combustion (PGC) technology.

You can read more on this [here](#).

Source: [BIS](#)

Market Updates

- Doing business with the UK & Ireland [Click Here](#)
- Southeast Asia Business News [Click Here](#)
- 5 Minute Briefs from Seoul [Click Here](#)
- Travel Guide for South Korea [Click Here](#)
- The Fortnightly, News on Business in the Middle East Region [Click Here](#)

SAP&DC Screening Portal

SAP&DC has subscribed to a screening portal, to assist companies from within our region of Blair, Bedford, Cambria, Fulton, Huntingdon and Somerset with compliance screening for your export needs.

FREE of Charge.

Please contact me, [Joyce Hoffman](#) with any inquiries that you may have.

Upcoming **Trade Events**

Trade Show/Mission	Dates	Industry	Location	Contact
Bauma 2022	October 24-30, 2022	Mining & Construction	Munich, Germany	Karen Vogelsang from GACC, New York
BTW2PA 2022	September 15, 2022	Multi Sector	The Casino at Lakemont Park Altoona, PA	Joyce Hoffman
Trade Mission- Thailand & Vietnam	November 29- December 7, 2022	Multi Sector	Thailand & Vietnam	Linda Foerster, OIBD
Trade Mission to South Africa & Kenya	February 13-17, 2023	Multi Sector	South Africa & Kenya	Zoe Munro GSGP

Training

No new training opportunities at this time.

But please let me know any ideas of training webinars, that you would like to see for the winter webinar series.

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](#)

Joyce Hoffman
International Trade Specialist
jhoffman@sapdc.org
814-949-6527

Visit our website www.sapdc.org

SAP&DC



SAP&DC is an Equal Opportunity Employer

SAP&DC | 3 Sheraton Dr., Altoona, PA 16601

[Unsubscribe {recipient's email}](#)

[Constant Contact Data Notice](#)

Sent by jhoffman@sapdc.org powered by



Try email marketing for free today!