

SAP&DC



What's New In Export



Dear SAP&DC Export Clients,

Fall can be a beautiful time of the year, with cooler weather and beautiful colors on the leaves. I hope that you get the chance to go out and enjoy all of those beautiful colors.

I would like to thank everyone that participated in this years BTW2PA event, if you did not get the chance to participate this year hopefully next year you will have the opportunity.

In this newsletter:

- **BTW2PA 2022**
- **Last Chance** to register for **Trade Mission to Thailand & Vietnam**
- Veterans Information and Resources Event
- Harmonized Tariff Schedule Updates
- Market Updates
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BTW2PA 2022

It was so nice to have our Authorized Trade Representatives here in PA finally after 2 years.

The ATR's sat through out the day meeting with different companies from within our regions of Blair, Bedford, Cambria, Huntingdon, Fulton and Somerset.

The meetings seemed to be successful for the companies and with these connections the companies will be able to move into new markets as well as renew connections that were lost through the pandemic.

We were also pleased to have join us at our event SAP&DC PTAC, PennTAP, ABCD Corp., JARI & Somerset Trust Company, thank you so much for being part of our event.

We would also like to thank Commissioner Thomas Chernisky, Representative Jim Gregory, Commissioner Scott Hunt, Senator Judy Ward, Michele Ivory from Senator Judy Ward's Office, Commissioner Amy Webster, and Attorney George Gvozdoch.

I look forward to seeing the ATR's again next year!

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

Deadline to register is September 30, 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

AN EVENT SHOWCASING RESOURCES
AVAILABLE TO VETERANS.

VETERANS INFORMATION RESOURCE EVENT

WEDNESDAY, NOVEMBER 2, 2022 | 9 A.M. TO 3 P.M.

AMERICAN LEGION POST 516 SOCIAL HALL – HOLLIDAYSBURG

This event will focus on resources available to Veterans in rural areas. Veterans will learn about programs to be utilized for recovery, starting a business, learning about bidding and certifications for state and federal contracts, family services, business owners looking to export products, and other programs available to you. This full day event will provide a great opportunity for informational resources. A networking breakfast and lunch will be provided to all registrants.

RESOURCES:

- Starting a business--
- Government Contracting--
- PA National Guard Soldier & Family Representative--
- James E. Van Zandt Representative--
- International Trade--
- Horizon Behavioral Health, PLLC--
- State Department of Military and Veterans' Affairs--
- Joseph T. Berrena Mechanicals--



To register please follow [this link](#)

Or by

Contacting Gloria Brooks via [email](#) or calling at 814-949-6518

Harmonized Tariff Schedule Updates

With all of the recent changes that are happening with the HTS Schedule, make sure that you are checking your classifications and the general notes to make sure that your numbers for export (Schedule B) have not been affected.

You can check the following for the changes:

[Harmonized Tariff Schedule](#)

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](#)
- China Briefing [Click Here](#)
- Canada Newsletter [Click Here](#)
- Taiwan Industry Report [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
Vietnamwood 2022	October 18-21, 2022	Lumber/Hardwoods	Vietnam	AHEC
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

Webinar
Strategies for Exporting to Canada
October 12, 2022 1:00 PM EST

By Shipping Solutions
[Register here](#)

Webinar
China IP Protection
November 3, 2022 9:00 AM EST
Contact [Linda Foerster](#) for registration details

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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DEPARTMENT OF COMMUNITY
& ECONOMIC DEVELOPMENT

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