

January 2023

SAP&DC



What's New In Export



Happy New Year everyone!

So far our PA winter hasn't been too bad, with the exception of the Christmas freeze out.

While we are waiting to see what the rest of our winter brings us, please join us for our winter webinar series. You can find the links below in the training section.

In this newsletter:

- Small Tube Products Success in China
- Seminar - Export Documentation and Procedures
- Northwest Training Series
- GSGP Trade Mission - Brazil & Chile
- SBA Presents: OSHA Webinar Series
- Market Updates
- Upcoming Trade Events
- Training

Your International Trade Specialist

Joyce



Small Tube Products

Success with China Order

Small Tube Products (STP) located in Duncansville, PA is a division of The Kothar Group. STP is a metal tube mill which has been serving customers for over 75 years. The USA-based company operates as a make-to-order mill producing standard and custom size non-ferrous tube (copper, brass, bronze, copper-nickel, nickel-silver and aluminum) and tube fabrications. STP is the largest

most diverse precision redraw tube mill in North America. STP's key strengths are its experienced workforce, its manufacturing process knowledge, its tooling design, and tooling fabrication skills. STP is an ISO-9001 registered organization, and their on-site laboratory is accredited to ISO 17025, making it available to their customers for independent testing services. Their workforce crafts tube from over 22 different non-ferrous alloys to assure a match between the tube's performance and the customers application requirements.

From modest beginnings, the company is well positioned to continue the success that has been achieved through the hard work and dedication of all past and present employees. The core values that built the company will propel them into the future as it confronts any new challenges that lie ahead. Because of the commitment of its employees, and the years of experience and knowledge they have developed, STP will remain the world's leading producer of small diameter copper and alloy specialty tubing.

A recent challenge for STP involved an order received from a company in China. Upon completion of the order in September 2022, STP had difficulty making contact with the customer to complete the shipment. After many attempts and not able to receive a response back from the Chinese company, STP reached out to Southern Alleghenies Planning and Development Commission's (SAP&DC's) international program seeking assistance with contacting the Chinese company so they could complete the sale and ship the product.

SAP&DC reached out to the Pennsylvania's Department of Community and Economic Development's (DCED's) Office of International Business Development's (OIBD's) Authorized Trade Representative (ATR) in China seeking assistance on STP's behalf. The ATR from OIBD's China Office had put this time sensitive project at the top of their list of projects. After several attempts and utilizing their network of local government bureaus, they contacted the company and obtained a new contact person for STP. The ATR in China made an e-introduction between James J. Barroner, Vice President of Sales and Marketing for STP and the new contact person for the Chinese Company. "The SAP&DC has been a great resource for our organization as well as other local businesses assisting with issues involving international trade. We appreciate the work of the SAP&DC team, both here locally and abroad," said James J. Barroner.

The ATR in China was able to determine that the Chinese company recently changed employees and there had been no hand over of any previous work, which is why STP was unable to connect with the company. After the connection was made, STP was able to complete the sale of the order as well as ship the order to the company in China. Congratulations STP and we hope that this new connection will bring more orders in the future.

Small Tube Products Facility Tour Video, please [click here](#).



EXPORT DOCUMENTATION & Procedures From Beginning to End!

Full Day In-Person Seminar

June 7, 2023

Free for two employees

This Export Documentation seminar provides a real-life comprehensive understanding of what is involved in transporting goods to foreign buyers. It takes you through the entire process from order inception to the delivery of goods to their final destination.

The program will cover:

- How to prepare an export quotation
- How Incoterms 2020 & payment terms
- Determining country documentation requirements
- Commercial vs transport documentation
- Proforma vs commercial invoice
- How to prepare a complete and accurate commercial invoice
- How to prepare a proper packing list
- Understand non-preferential and preferential certificates of origin
- The role of the freight forwarder in preparing documentation
- Basics of classification under the harmonized system
- Basics of Air and Ocean freight
- Proper Filing of an EEI

Who Should Attend

- Exporters and professionals involved in the Sales, Marketing, Traffic, Logistics, Documentation or Credit Departments of firms doing business internationally
- Manufacturers and distributors who are looking to expand their markets abroad

For more information and to register

[Click Here](#)



Our Partners at Northwest Commission
will be hosting a webinar series
all webinars will begin at
9:00 AM EST



**Successfully Navigating International Business Deals
2023**

Presented by
Dennis Unkovic,
Meyer, Unkovic & Scott LLP



1. January 24 - Five Key Aspects of International Business Transactions
2. January 31 - Foreign Agency and Distribution Agreements- What you Should Know
3. February 7 - Arbitration in International Contracts; Do's and Don'ts
4. February 14 - The Foreign Corrupt Practices Act (FCPA) and Avoiding the Pitfalls
5. February 21 - What you Need to Know About U.S. Anti-Boycott Laws



[For more information and registration
Click Here](#)

**GREAT LAKES
ST. LAWRENCE
GOVERNORS
& PREMIERS**



BRAZIL AND CHILE TRADE MISSION

June 5-9, 2023

ACCELERATE YOUR EXPORT SALES

Please join the Conference of Great Lakes St. Lawrence Governors & Premiers (GSGP) trade mission to Brazil and Chile, June 5-9, 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 Brazil and Chile Trade Offices.



COSTS

Participation Fee:
US\$1,600 per person, US\$ 600 for each additional participant

Market Research & Customized Appointment
Setting Fees*:
US\$2,950 per country

* Grant funding is available in many States to offset 50-75% of mission costs. In some States the market research and a appointment setting is complimentary.

WHY BRAZIL AND CHILE?

Recently, there has been significant growth in US and Canadian trade with Brazil and Chile—up 16% and 38% respectively through November 2022. Sectors with high opportunity include energy, infrastructure, health, chemicals, defense and aviation, telecom, ITC, education and fintech services.

Brazil has the largest consumer market and GDP in South America with a diversified economy. Due to complex regulatory and tax frameworks, it is often helpful for exporters to enter the market with assistance from a knowledgeable trade office, as provided by the GSGP.

Chile continues to be a strong trading partner and export market, largely due to its open market policies, zero tariffs, and solid business practices. The US and Canada both have Free Trade Agreements in place with Chile.

REGISTRATION DEADLINE
MARCH 31, 2023



Recipient of the 2020 President's
"E Award" for Export Service

CONTACT

Zoë Munro, Program Director
614.507.3989
zmunro@gsgp.org
www.gsgp.org

[CLICK HERE FOR MORE INFORMATION](#)

SBA Presents: OSHA Webinar Series

A safe business is a successful business.
Join our webinar series with OSHA as we prepare for National Safety Month in June.

The focused monthly conversations will connect small business owners to OSHA resources and give them steps to a safer and healthier workplace.

All webinars
are offered from 12:00 p.m. to 1:00 p.m. ET
with time allocated for a live Q&A.
The sessions are not recorded.

- **OSHA Regulations - Thursday, February 23** This webinar answers the OSHA regulations a small business needs to follow. Employers who implement strong Safety and Health Programs (SHP) will cultivate a better workplace safety culture. [Register Here](#)
- **OSHA Inspections (General & Construction) - Thursday, March 9** This webinar reviews OSHA's top violations and citations for both the construction and general industries. The program also discusses OSHA's national, regional and local emphasis programs. [Register Here](#)
- **OSHA Consultations - Thursday, April 13** This webinar discusses OSHA's On-Site Consultation Program that offers no-cost and confidential occupational safety and health services to small- and medium-sized businesses, with priority given to high-hazard worksites. On-Site Consultation services are separate from enforcement and do not result in penalties or citations. [Register Here](#)
- **OSHA Safety Pays/Q&A with OSHA - Thursday, May 11** Our final webinar examines the Safety Pays Program that features multiple tools to help employers estimate costs from workplace injuries. We conclude the series with an opportunity for businesses to join OSHA on a Q&A to address any OSHA topics. [Register Here](#)

Participants are welcome to register for one or all of these no-cost OSHA webinars as SBA and OSHA celebrate National Safety Month in June! For more information, contact Sonia Smith, SBA Public Information Officer, at sonia.smith@sba.gov.

SBA's participation is not an endorsement of the views, opinions, products or services of any participants, person or entity.



Market Updates

- 5 Minute Briefs from Seoul [Click Here](#)
- The Fortnightly, News on Business in the Middle East Region [Click Here](#)
- Canada Newsletter [Click Here](#)
- Taiwan Industry Report [Click Here](#)
- Southeast Asia Newsletter [Click Here](#)

- China Newsletter Update [Click Here](#)
- South Korea Market Intelligence & Business Opportunities [Click Here](#)

Upcoming Trade Events

Trade Mission to Brazil & Chile

June 5-9, 2023
Multi Sector Trade Mission
Location: Brazil & Chile
Contact: [Zoe Munro, GSGP](#)

Trade Winds ASEAN

March 13-15, 2023
Multi Sector Trade Mission
Location: Bangkok & Thailand
Contact: [US Commercial Services](#)

Training

SAP&DC's Winter Webinar Series

All webinars will be from 10:00 AM to 11:00 AM EST

Presented by
Bob Imbriani of Team Worldwide

U.S. Foreign Corrupt Practices Act

February 8, 2023

[Register Here](#)

Cargo Insurance & Carriers Liability

March 8, 2023

[Register Here](#)

Webinar's

Successfully Navigating International Business Deals 2023

This is a series of webinars
For more information on the series
[Click Here](#)

Understanding ITAR & ITAR Compliance for

Supply Chain Subcontractors

January 26, 2023

9:30 - 11:30 AM EST

[Register Here](#)

SBA Presents: OSHA Webinar Series

This is a series of webinars

For more information on the Series

[Click Here](#)

Seminar's

Export Documentation & Procedures From Beginning to End!

June 7, 2023

8:30 AM - 4:30 PM EST

SAP&DC

For more information and to register

[Click 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

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

SAP&DC



Visit our website www.sapdc.org



Funded in part by OECD's Office of International Business Development

SAP&DC is an Equal Opportunity Employer

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

[Unsubscribe prosser@sapdc.org](mailto:prosser@sapdc.org)

[Constant Contact Data Notice](#)

Sent by jhoffman@sapdc.org powered by



Try email marketing for free today!