

February 2023

SAP&DC



What's New In Export

FEB

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Your International Trade Specialist
Joyce

Happy February!

**Warm weather is right
around the corner!**

Please join us for our last webinar in our winter webinar series, Cargo Insurance & Carriers' Liability, Understanding the Difference. You can find the link below in the training section.

Also, don't forget to sign up for our in person event on Export Documentation and Procedures, see the registration link below.



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](#)

Southern Alleghenies

Bringing the World to Pennsylvania

SAVE THE DATE

October 9, 2023

Stay Tuned for more Details!



Funded in part by DCED's Office of International Business

**NO COST
Electrical Safety Training
for
General Industry Announced**

IMC, in partnership with [The Manufacturers' Association](#), is bringing No-Cost Electrical Safety Training for General Industry to Central PA.

This opportunity is available through a grant provided by the Occupational Safety and Health Administration (OSHA). Open enrollment classes will be offered, and companies are also able to host training sessions onsite with a minimum of 10 participants.

Training Topics Include:

- General Electrical Safety Information
- General Electrical Safe Work Practices
- Common Hazards
- Permitted and Non-permitted uses
- Arc Flash
- Energy Control Procedures (ECPs) & Lockout/Tag-out (LOTO)

This NO COST training is available to workers and employers covered under the OSH Act of 1970, SEC. 4, codified at 29 U.S.C. 653 (Appendix B). This also includes multiple small businesses and temporarily unemployed workers who are planning to reenter the workforce in a position covered by the OSHA Act within the next three months.

The trainer is a CHCM, DSM, CHST, OSHA Consultation Program Consultant. He has been the trainer for over 100 OSHA 10- & 30-Hour training programs.

To schedule Electrical Safety Training at YOUR location or to be added to the list to receive information when open enrollment classes are announced.

Please contact: [Lauri Moon](#) via [email](#) or phone 570-329-3200 ext 8085.

For more information you can visit the [IMC Website here](#).

Reminder Japan's New Import Requirement for Wood

This is a reminder and update regarding Japan's new import requirements for grain/pulses, **wood**, and dried products (including forage products) that will take effect in August 2023.

The proposed changes were first announced in October 2019 ([see attached file, Japan Notice of PC Requirement Oct 2019](#)). Japan's new import requirements will impact several commodities that are currently unrestricted. Please see the attached file, ([2021-2-18 attachment](#)), for a list of commodities that will require a phytosanitary certificate when the new import requirements are implemented. Please note, this list may not include all commodities in need of certification. If you are uncertain on import requirements, consult with your importers/buyers and USDA Aphis inspectors to confirm requirements.

NOTE- Nearly all major wood species, including but not limited to Oaks, Maples, Black Cherry, Walnut, and Poplar will need a Phyto.

The MAFF (Ministry of Agriculture, Forestry and Fisheries) notice indicates commodities impacted by the new requirements arriving on or after August 5, 2023 must be accompanied by a phytosanitary certificate.

Please reach out to **your** USDA APHIS inspector if you have any concerns regarding this requirement.

Export Documentation & Procedures March 15, 2023 10:00 - 11:15 AM EST

Our partners at Northeastern PA Alliance (NEPA) will be hosting a webinar on Export Documentation & Procedures.

This webinar will provide a real life understanding of the more complex issues that may arise with export documentation and what is involved in transporting goods to foreign buyers. It will take you through the process of determining what documents are required and how they are prepared or obtained.

You can [Register Here](#)



Market Updates

- 5 Minute Briefs from Seoul [Click Here](#)
- The Fortnightly, News on Business in the Middle East Region [Click Here](#)
- South Korea Market Intelligence & Business Opportunities [Click Here](#)

Upcoming Trade Events

Trade Mission to Brazil & Chile

June 5-9, 2023

Multi Sector

Brazil & Chile

Contact: [Zoe Munro, GSGP](#)

Summer Fancy Food Show 2023

June 25-27, 2023

Food Products

NYC, NY

Contact: [Tina Weyant](#)

GDEI Africa Trade Mission

August 6-15, 2023

Multi Sector

South Africa, Ghana, Nigeria

[For more information & registration click here](#)

BTW2PA 2023

Save the Dates

October 2-13, 2023

Contact: [Joyce Hoffman](#)

MEDICA 2023
November 13-16, 2023
Medical
Dusseldorf, Germany
Contact: [Theresa Brennan](#)

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

Cargo Insurance & Carriers Liability
March 8, 2023
[Register Here](#)

Webinar's

Export Documentation & Procedures
March 15, 2023
10:00 - 11:15 AM EST
[Register 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!

- [U.S. Foreign Corrupt Practices Act](#)
- [Near Shoring as Opposed to Off Shoring. Why Choose the "Americas"](#)

- [Classification Under The US Harmonized Tariff & Schedule B](#)
- [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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