

September 2023

# SAP&DC



What's New In Export



**Save the Date  
for our  
BTW2PA Event**

Make sure you save the date for BTW2PA 2024. SAP&DC's event will be held on March 18, 2024 at the Blair County Convention Center, watch for more details or you can contact me, **Joyce Hoffman**.

In this newsletter:

- Connect to Global Markets event
- BTW2PA Save the Date
- Section 301 Product Exclusions
- Exporting...Back to Basics Seminar
- Trade Mission to Vietnam & Philippines
- Market Updates
- Upcoming Trade Events
- Training

**Your International Trade Specialist**  
**Joyce**



The Cambria Regional Chamber of Commerce will host representatives from the U.S. Commercial Service, Southern Alleghenies Planning and Development Commission, and

the U.S. Small Business Administration who will share information about their respective programs and resources available to Pennsylvania businesses interested in growing their international sales.

**October 24, 2023**

9:00 to 10:00 AM EST

One-on-one Counseling appointments until 11:00 AM

**Cambria Regional Chamber of Commerce**

416 Main Street, Suite 201

Johnstown, PA 15901

**Registration:**

Non-Chamber Members email [Jennifer Fisher](mailto:Jennifer.Fisher@crchamber.com)

Chamber Members [register here](#)

**For more information**, contact: Amy Bradley, President & CEO, Cambria Regional Chamber of Commerce, at [Amy@crchamber.com](mailto:Amy@crchamber.com) or Ryan Russell, Director, U.S. Commercial Service Pittsburgh, at [Ryan.Russell@trade.gov](mailto:Ryan.Russell@trade.gov).

**Date Change!**

**BTW<sub>2</sub>PA**

**SAP&DC**

**Save the Date**

**March 18, 2024**

**Blair County Convention Center**

Are you interested in connecting with our Authorized Trade Representatives (ATR's) in person to see what options are available for you to export your products or services overseas.

This is a free event, but registration is required.

Deadline to register is March 1, 2024.

Please contact Joyce Hoffman for more information and registration.

[jhoffman@sapdc.org](mailto:jhoffman@sapdc.org)

814-949-6527

# USTR Extends Certain China Section 301 Product Exclusions

On September 6, 2023, the Office of the U.S. Trade Representative (USTR) issued a [notice](#) that it was extending certain China-related Section 301 product exclusions until December 31, 2023. This action extends 352 exclusions previously reinstated in December 2022 through September 30, 2023, and 77 COVID-related exclusions previously extended in May 2023 through September 30, 2023. For additional information, see Updates of [December 16, 2022](#) and [May 15, 2023](#). The USTR stated that it has extended these exclusions to “provide a transition period for the expiring exclusions and to allow for further consideration under the [statutory] four-year review.”

These extended product exclusions remain available for any product that meets the description in the product exclusion.

Source: [SmarTrade](#)



# Exporting...Back to Basics

October 25, 2023

Red Fern - Kersey, PA

8:00AM - 3:00PM

**Presented by Bob Imbriani**

## The following subjects will be covered

- Export Readiness
- **Pro Forma Invoice**
- International Sales Contracts
- **Terms of Sale - Incoterms2020**
- Methods of Payment
- **Payment Terms**
- Transportation Methods & Freight Rates
- **Transportation Documents**
- Classification Under the Harmonized System
- **Commercial & Legal Documents**
- Electronic Export Information (EEI) Filing Requirements
- **Custom Related Exports**
- Record Keeping Requirements

Lunch will be provided  
RSVP is required to attend!

Email **Deb Delhanty** to Register

Any questions on this event, please contact  
Christine Perneski at [ncexport@ncentral.com](mailto:ncexport@ncentral.com)

## TRADE MISSION TO VIETNAM AND THE PHILIPPINES April 20-27, 2024



Please join the **Conference of Great Lakes St. Lawrence Governors & Premiers (GSGP)** trade mission to Vietnam and the Philippines, April 20-27, 2024. 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 Southeast Asia Trade Office.

### WHY VIETNAM AND THE PHILIPPINES?

Vietnam has the fastest growing middle and affluent class in the region, increasing trade with the US and neighbors in Asia.

With increasing urbanization, a growing middle class, and a large and young population, the Philippines' economy shows strong consumer demand and a vibrant labor market.

Top export sectors include agriculture, aviation, defense and security, education and training, healthcare, information technology, power generation, transmission and distribution, and environmental technology.

### Costs

Participation Fee:  
US\$1,750 per person  
US\$750 for each additional participant

Market Research & Customized Appointment  
Setting Fee:  
Vietnam: US\$3,000  
Philippines: US\$3,000

Contact [Joyce Hoffman](#) for possible grant funding to help offset the cost of the mission.

### Registration Deadline:

January 26, 2024

Strong GDP growth of 8% in Vietnam and 7.4% in the Philippines was achieved in 2022, with forecasted growth of 6% in each country in 2023 and 2024.

Constant Contact

Contact for the mission:  
Zoe Munro, Program Director  
614-507-3989  
[zmunro@gsgp.org](mailto:zmunro@gsgp.org)  
[www.gsgp.org](http://www.gsgp.org)

For more information please [click here](#).

## **Future of Workforce**

Southern Alleghenies Prosperity Ecosystem

Join us to Build the Workforce of the Future

Join employers, educators, economic & workforce developers for this must attend event!

November 9, 2023  
Blair County Convention Center  
Watch for more details in future newsletters

For questions please [click here](#)

## **Market Updates**

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- 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](#)
- China Briefing [Click Here](#)
- Taiwan Food Industry Report [Click Here](#)
- South East Asia [Click Here](#)
- Canada Newsletter [Click Here](#)
- AHEC Southeast Asia and Greater China [Click Here](#)

## **Upcoming** **Trade Events**

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### **Middle East Trade Shows**

[Click Here for more information](#)

### **Connect to Global Markets Outreach Event**

October 24, 2023

Cambria Regional Chamber of Commerce

[Click here for more information](#)

### **WETEX/DSS**

November 15-17, 2023

Dubai, UAE

Contact: [Ryan Russell](#)

### **BTW2PA**

March 18, 2024

Blair County Convention Center

Contact [Joyce Hoffman](#) for registration

### **Vietnam and The Philippines Trade Mission**

April 20-27, 2024

Multi Sector

[Click here for more information](#)

Contact: [Zoe Munro](#)

### **Trade Mission to Jamaica & the Dominican Republic**

February 5-9, 2024

Multi Sector

Contact [Jen Black](#) for more information



## Training

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### Webinar's

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#### **SAP&DC Webinar Series**

All webinar's are from  
10:00 AM - 11:00 AM EST  
Presented by  
Bob Imbriani

#### **Classification Under the Harmonized System**

January 9, 2024  
[Register Here](#)

#### **USMCA and other U.S. FTA's**

February 13, 2024  
[Register Here](#)

#### **Supply Chain Management**

March 12, 2024  
[Register Here](#)

### Save the Date

#### **Ask Bob Imbriani Your Questions**

April 9, 2024  
Watch for registration link in future newsletters

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### Seminar's

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#### **From our Partners at Northwest Commission Using Foreign-Trade Zones & Drawback to Reduce Supply Chain costs**

October 12, 2023  
8:30 - 11:30 AM EST  
Meadville, PA  
Cost \$30.00  
Registration Deadline October 5, 2023  
[Register Here](#)

From our Partners at North Central

**Exporting...Back to Basics**

October 25, 2023

8:00 AM - 3:00 PM EST

Red Fern - Kersey, PA

Email [Deb Delhunty](#) to Register

**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**

Joyce Hoffman  
International Trade Specialist  
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Visit our website [www.sapdc.org](http://www.sapdc.org)

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