

October 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:

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Your International Trade Specialist
Joyce



Why the Netherlands

The Netherlands is the best gateway to Europe because they are centrally located within the European market.

The Netherlands is a very small country with only 17 million inhabitants but its central position in Europe enables foreign companies easily to reach a market of 244 million consumers within 1000 kilometers. Dutch companies do a substantial amount of business with countries like Germany and France, the big economies in Europe. Ranked No. 4 in the world by Forbes' "Best Countries for Business", the Netherlands is a world-class business destination. Its strategic location at Europe's front door provides foreign companies the perfect springboard into the European market.

Foreign companies can profit from the world class airport of Schiphol (Amsterdam), the top ranked seaport of Rotterdam, which is the largest in Europe and linked to more than 1,000 ports worldwide and high speed road, rail and broadband networks.

The Netherlands has a variety of experienced importers, sales agents and distributors that are well-versed in international trade. Since years the country is acknowledged by being in the top of the World Bank Logistics Performance Index.

Proactive government policies, effective governance and little corruption create an environment in which foreign companies are able to conduct business in a safe and secure manner. The Netherlands continues to be one of the leading European nations for attracting foreign direct investment.

The Netherlands is a world leader in a number of business sectors:

- Environmental Technology
- Life Sciences & Biotechnology

- Information & Communications Technology
- the Energy Sector
- Advanced Logistics / Infrastructure
- Agro-food & horticulture
- Chemistry & High-Tech

Many important developments were made by Dutch engineers, e.g. Bluetooth and WiFi. Almost a quarter of all their industrial expenses are spent on research and development.

Please contact [me](#) if you would like to be connected to our Netherlands office.

Save The Date!

BTW₂PA SAP&DC

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.

You can contact Joyce Hoffman for more information and registration.

jhoffman@sapdc.org

814-949-6527

Or

You can download the registration [here](#)

DHS/CBP Offers Free Webinars to Help Businesses Report Trade Violations

U.S. Customs and Border Protection (CBP) announced a new series of quarterly training webinars and resources to help small- and medium-sized businesses report trade violations that threaten their bottom line and hurt the broader U.S. economy. The announcement was delivered yesterday during the 2023 World Korean Business Conference. “Duty evasion, forced labor, and other trade violations pose existential threats to the small- and medium-sized businesses that drive American innovation and competitiveness,” said CBP Executive Assistant Commissioner AnnMarie Highsmith. “The new webinars on the Trade Violations Reporting Tool will empower local and regional companies to partner with CBP in protecting against unfair competition and ensuring a level economic playing field.”

The webinars will run from November 7, 2023, through September 10, 2024, and will guide participants through the process of reporting commercial trade violations using the [Trade Violations Reporting Tool](#). This user-friendly, accessible, web-based platform streamlines CBP’s enforcement processes and enables users to easily report violations without the need for extensive resources or specialized knowledge. The webinars will demonstrate how to report allegations of a variety of trade violations, including antidumping and countervailing duty evasion, forced labor, and natural resource crimes. All webinars will be free of charge, open to the public, and recorded to produce training videos for the CBP [website](#).

Reporting illicit trade practices can help maintain healthy competition as well as promote innovation and sustainable growth for American businesses. CBP deployed the first iteration of its Trade Violations Reporting Tool in 2008 to enable members of the trade community and the general public to submit allegations of suspected trade violations. CBP’s recent improvements to the tool increase program transparency and communication with allegeders to ensure a more streamlined, cohesive, and visible end-to-end process. The Trade Violations Reporting Tool now automatically notifies allegeders when there are updates to their allegations, including the result of the investigation, so that allegeders are updated throughout the lifecycle of the allegation.

Any person or organization can report detailed trade violation allegations through CBP’s [Online Trade Violations Reporting Tool](#) or by calling 1-800-BE-ALERT. CBP encourages individuals and organizations interested in reporting trade violations to review these [user guides and instructional materials](#) and to register for an upcoming webinar on the CBP website.

Follow CBP Office of Trade [@CBPTradeGov](#).

Source: [CBP](#)

PennTAP

Pennsylvania Technical Assistance Program

PennTAP has resources to help with your energy efficiency projects for your business.

For more information you can [click here](#)

Or

You can contact [Amy Jorden](#)

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

7:30 AM - Noon EST

Blair County Convention Center, Altoona, PA

For more information and to register [click 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](#)
- 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**

Middle East Trade Shows

[Click Here for more information](#)

Trade Mission to Jamaica & the Dominican Republic

February 5-9, 2024

Multi Sector

Contact [Jen Black](#) for more information

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](#)

Expo Pack Mexico 2024

June 4-7, 2024

Packaging & Processing

Contact [Christa Mummau](#) for more information

Trade Mission to Brazil & Chile

June 8-14, 2024

Multi Sector

[Click here](#) for more information

or

Contact [Zoe Munro](#)

Training

Webinar's

**U.S. Commercial Service
Data Protection and Global Data Transfer Webinar Series**

Global Cross Border Privacy Rules Forum

November 1, 2023

11:00 AM - 12:00 PM EST

Cost: FREE

[Register Here](#)

EU-US Data Privacy Framework

November 15, 2023

11:00 AM - 12:00 PM EST

[Register Here](#)

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](#)

Ask Bob Imbriani Your Questions

April 9, 2024

[Register Here](#)

Seminar's

From our Partners:

World Trade Center Harrisburg Annual International Trade Conference

November 7, 2023

7:30 AM - 2:30 PM EST

Eden Resort, Lancaster PA

For more information and to register [click here](#)

IMC (Innovative Manufactures' Center)

IMC has multiple training sessions for your business

Webinars and Seminars

You can [click here](#) to see what is available

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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