

January 2024

SAP&DC



What's New In Export



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Your International Trade Specialist

Joyce

LAMPIRE Succeeds at Medica 2023



[LAMPIRE Biological Laboratories, Inc.](#), established in 1977 by Gregory F. Krug, stands as a global leader in the life sciences sector. Specializing in the production and distribution of crucial biological reagents, the company has flourished under Krug's leadership and the dedication of its workforce. With over 170 skilled employees, expansive laboratories, and sprawling farms spanning over 600 acres in Pennsylvania, LAMPIRE boasts a diverse collection of over 7,500 animals across 20 species.

Catering to the diagnostic and pharmaceutical industries worldwide, LAMPIRE draws from 46 years of experience to supply blood products, tissues, organs, reagents, and tailored antibody production services. Its reputation has secured primary vendor status with major corporations in pharmaceuticals, diagnostics, biotechnology, and medical devices, while also serving academic and government research entities in fields like immunology, cell biology, pathology, and more.

President Gregory F. Krug recently shared plans with the Southern Alleghenies Planning and Development Commission (SAP&DC) to attend the renowned Medica Trade Fair in Düsseldorf, Germany, in 2023. This event, hosting 5,300 exhibitors from nearly 70 countries and drawing over 80,000 visitors annually, holds immense significance in the medical industry. Having been a regular participant, LAMPIRE opted to elevate its presence by investing in and designing its own booth, leading to substantial booth traffic, and securing high-value contracts, such as a specialized red cell extraction deal worth over \$100,000.00USD with a UK-based company.

This year's Medica served as a platform for LAMPIRE to engage with existing international clients and expand its business scope on a global scale. The SAP&DC facilitated LAMPIRE's application for the Global Access Program (GAP) Grant, a Department of Community & Economic Development's (DCED) Office of International Business (OIBD) initiative partially funded by the U.S. Small Business Administration (SBA). This grant offsets expenses related to participating in major trade shows. Lee Kandt, LAMPIRE's Vice President of Business Development, lauded the success of Medica, attributing it in part to the support received by SAP&DC: "Medica was a huge success for us this year. Your support helped us make a big impact."

To register for this webinar you can [click here](#) or the flyer below.



Registration is now Open!

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](#)

Approached by someone wanting to represent your company in a foreign market?

There's been a recent increase in unsolicited foreign company outreach to regional companies resulting in unfortunate situations. To follow are some tips and considerations to use while vetting partnership opportunities.

Things to ask a potential partner:

- How did you learn about my company?
- What piqued your interest in my company?
- I'm interested in hearing from other U.S. companies that you have worked with. Please provide me with references that I can contact.
- What is your experience in representing other companies in my industry?
- How do you determine what country has the most potential for my products?
- How do you promote companies like mine in the targeted countries?
- What goals/objectives can I expect to see from you every month?
- Who will be my direct point of contact at your company?
- What if you don't fulfill your obligations outlined in our agreement?

TIPS:

1. **Do NOT send money immediately.** Do your homework. Engage service providers, such as our office, your bank, etc. to help you with due diligence efforts and to adequately prepare to enter a foreign market. Their proposal should still be an option at a later date. If it isn't, or is proposed as "limited time only", that is a red flag. If they don't respect your due diligence efforts, that's another red flag.
2. **Shop around for the best partner for you.** Perhaps this outreach sparks an international interest. That's great! Let's research and plan together to ensure you find the best possible partner for you that knows your industry, has the contacts, and a proven track record of success! Your partner will be representing YOUR brand, YOUR product, and ultimately YOUR reputation. You want that partner to be the absolute best representation of YOUR company! Be selective!
3. **If it seems too good to be true, it probably isn't true.** Trust your gut.

Things to consider:

- Are you ready to sell your products outside of the U.S.? Exporting takes a lot of time, resources, and planning to successfully execute. If you are already very busy and struggling to handle your sales in the U.S., will you be able to fulfill more sales from other countries?
- Is your product ready for another country? It may require specific modifications, or safety certifications that differ from U.S. requirements.
- How will you handle installations, service after the sale, replacements, warranties, etc.?

We are here to help, please don't hesitate to reach out!

Market Updates

- South Korea Economic Briefs [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](#)
- South East Asia [Click Here](#)
- Canada Newsletter [Click Here](#)

- AHEC Southeast Asia and Greater China [Click Here](#)

Upcoming **Trade Events**

BTW2PA

March 18, 2024

Blair County Convention Center

Contact [Joyce Hoffman](#) for registration

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](#)

Summer Fancy Food 2024

June 23-25, 2024

Food & Beverage

Contact: [Tina Weyant](#)

Training

Webinar's

SAP&DC Webinar Series

All webinar's are from

10:00 AM - 11:00 AM EST

Presented by

Bob Imbriani

Executive Vice President/International, Team Worldwide

USMCA and other US 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](#)

SAP&DC

International Documentation

June 12, 2024

10:00 AM - 12:00 PM EST

Presented by:

Mike Allocca

of

Allocca Enterprises Inc.

[Register Here](#)

MidAtlantic District Export Council

Update on CE Mark and RoHS/REACH

February 22, 2024

10:00AM - 11:00 AM EST

[Register Here](#)

Seminar's

SAP&DC, CEDA-COG & North Central

will be hosting two seminars

that will be presented by :

Bob Imbriani

of

Team WorldWide

Exporting Repairs, Warranties, Samples & Replacements

May 22, 2024

8:30 AM - 12:00 PM EST

&

Classification Under the U.S. Harmonized Tariff and Schedule B

May 22, 2024

1:00 PM - 4:00 PM EST

Both will be held at:

200 Innovation Blvd, Room 243

State College, PA

Stay tuned for more details!

From our Partners:

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, watch our recorded sessions!

Click on the topic of your choice below to be routed to the recording!

- [US 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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Visit our website www.sapdc.org

SAP&DC



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