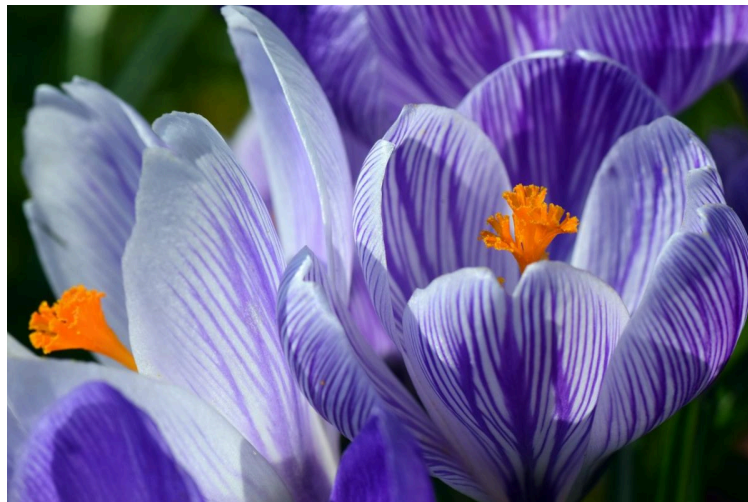


March 2024

SAP&DC



What's New In Export



In this newsletter:

- BTW2PA - Huge Success!!
- Live-Ask Bob Imbriani Your Questions
- Taiwan Market
- Market Updates
- Upcoming Trade Events
- Training

Your International Trade Specialist

Joyce

SAP&DC's BTW2PA Event Huge Success!!

SAP&DC's annual Bringing the World to PA (BTW2PA) event was held at the Blair County Convention Center on March 18, 2024. During the event the Authorized Trade Representative's (ATR's) held 76 total meetings with companies from different counties that SAP&DC cover, Blair, Bedford, Cambria, Fulton, Huntingdon & Somerset.

The companies were able to explain their products or services to the ATR's face-to-face which helped the ATR's have a better understanding of the company's product or service and also what the company was looking for within each country. This is a great benefit to both the companies and the ATR's on the best way to be productive in each country.

After the ATR's comprise all of their meeting notes and return to their perspective countries, they will send their meeting notes to SAP&DC's international program, so that they can begin to speak with the companies regarding all of their meetings and begin the work orders within each country.

This has been a long two weeks for the ATR's traveling from one end of Pennsylvania to the other end, meeting with PA companies all day long each day. **But what a great job they did!**

SAP&DC is very grateful to be able to assist companies in our regions to help them grow their businesses with the assistance of PA's Department of Community and Economic Developments (DCED) Office of International Business Development (OIBD).

We were grateful to have the following commissioners and state representatives join us for our event:

Jennifer Mearkle, representing Congressman John Joyce's office
Michelle Ivory, representing Senator Judy Ward's office
Dave Kessler, Blair County Commissioner
Patrick Reeder, Huntingdon County Commissioner
Scott Walls, Huntingdon County Commissioner
Scott Hunt, Cambria County Commissioner
Tom Chernisky, Cambria County Commissioner
Keith Rager, Cambria County Commissioner
JR Winck, Bedford County Commissioner

From DCED's Office of International Business Development:

David Briel, Deputy Secretary, International Business Development
Jennifer Black, Executive Director, Export Development
Christa Mummau, Trade Program Manager
Michael O'Rourke, Director, Business Retention & Expansion
Dr. Alain Mortha, Senior Manager, Business Attraction & Retention

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

SAP&DC Webinar Series

Ask Bob Imbriani Your Questions

This will be a live question and answer event.

Please join us
as Bob answers any of your questions regarding
International Trade

April 24, 2024
10:00 AM - 11:00 AM EST



Taiwan

If you are considering Taiwan for Exports
Here are some statistics that may be helpful

Market Updates

- The Fortnightly, News on Business in the Middle East Region [Click Here](#)
- South Korea Economics Briefs [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

Expo Pack Mexico 2024
 June 4-7, 2024
 Packaging & Processing
 Contact [Christa Mummau](#) for more information

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

Ask Bob Imbriani Your Questions

April 24, 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](#)

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

[Register Here](#)

&

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

May 22, 2024
1:00 PM - 4:00 PM EST

[Register Here](#)

Both will be held at:
200 Innovation Blvd, Room 243
State College, PA

SEDA-COG
Presented by Bob Imbriani of Team WorldWide

Export Controls Under the International Traffic in Arms Regulations (ITAR)

April 17, 2024
8:30 AM - 12:00 PM
State College
Cost \$50.00

[Register Here](#)

Creating a Technology Control Plan (TCP)

April 17, 2024
1:00 - 4:00 PM
State College
Cost \$50.00

[Register Here](#)

From our Partners:

PennTAP

Has multiple resources for your company to utilize at no cost or minimal cost
Contact: [Amy Jorden](#)

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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SAP&DC



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