

February 2025

SAP&DC



What's New In Export

FEB

Hopefully 2025 will be a fruitful one for everyone.

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GAP Application Period 2
Time is running out to apply!

Accepting application January 13, 2025 thru February 28, 2025
For activities occurring between
March 2025 thru September 2025

Please contact [Joyce Hoffman](#) for more information and the application.

**SUPPLY
CHAIN
MANAGEMENT**

Please join us for this FREE webinar!

Learn how to manage your supply chain.

March 26, 2025

10:00 am - 11:00 am EST

Presented by:

Bob Imbriani

of

Team WorldWide

[Register Here](#)



Save the Date!!

BTW₂PA

September 11, 2025

Blair County Convention Center

Altoona, PA



BIOSCIENCES

FAST, ACCURATE, EASY- TO-USE

**ITSI Bioscience
Succeeds in Nigeria**

[ITSI-Biosciences, LLC](#) (ITSIBIO, www.itsibio.com), located in Johnstown, PA. Founded in 2004 by Dr. Richard Somiari, President, ITSIBIO is a leading developer of ready-to-use kits for biomedical research. They also provide fast, accurate and affordable genomics, proteomics and mass spectrometry services using state-of-the-art technologies along with custom analytical kits and reagents for DNA storage at ambient temperature. ITSIBIO serves academic institutions, analytical laboratories,

biotechnology companies, research institutes and pharmaceutical industries. Their mission is to provide state-of-the-art bioanalytical solutions to the global scientific community. ITSI-Biosciences will help its partners succeed by providing the highest quality service at a competitive price and turn-around time.

Dr. Richard Somiari reached out to Southern Alleghenies Planning and Development Commission's (SAP&DC) International Program to apply for the Global Access Program (GAP) grant for business meetings in Nigeria, Cameroon and South Africa. While traveling Richard reached out to SAP&DC to inform them of his exciting news, "I am in Nigeria now and I have great news. I am happy to inform you that this trip supported by you, the PA international trade team and funding from the GAP grant has been a success. We have been awarded a new contract in Nigeria, and that's thanks to your support." They were also able to identify a company to represent them in Cameroon along with introduction of a nucleic acid stabilization product into three countries in Africa. The trip was well worth it for ITSI Bioscience.

The GAP is administered by PA's Department of Community and Economic Development's (DCED) Office of International Business Development (OIBD) and is funded in part by the U.S. Small Business Administration (SBA).



Kate's Real Food Coming to an Airplane Near You!

Tram Bar, LLC dba [Kate's Real Food](#) manufactured in Bedford, PA since 2020. Kate's Real Food offers organic snack bars made from natural ingredients like oats, nuts, and honey, designed to provide a nutritious energy boost. Ideal for active individuals and those seeking a healthy, convenient snack, these bars support a balanced lifestyle with wholesome, great-tasting options.

Mark Thaler, Executive Vice President, Operations reached out to Southern Alleghenies Planning and Development Commission's (SAP&DC), International Trade Specialist to see if they could utilize the Global Access Program (GAP) grant for the International Flight Services Association (IFSA) Global Food Expo in Longbeach, CA. SAP&DC was able to assist him with the Global Access Program (GAP) grant application. The GAP is administered by PA's Department of Community and Economic Development's (DCED) Office of International Business Development (OIBD) and is funded in part by the U.S. Small Business Administration (SBA).

IFSA Global Food Expo is a pivotal opportunity for their company to enhance its international business and export development strategy. Kate's gained a foothold in the industry by its successful partnership with Delta Airlines, and has found the airline business to be a great way to increase awareness of the brand in a very competitive market. By attending this show they were able to connect with many airlines from all over the world. They also made some very promising connections with large corporations with big corporate cafeterias. They are currently participating in an RFP and are very hopeful. Without the assistance of the GAP, they may not have been able to attend the IFSA Expo to make these connections. "By leveraging these relationships, we aim to continue to grow our brand in new regions and increase our brand visibility among travelers and industry partners." "The airline business has a very long purchasing timeline, and it is critical to participate in these shows to stay on the radar of these behemoth companies. That being said, these shows are all over the world and quite expensive to participate in, and GAP's assistance makes it possible."



THE ORGANIC SNACK COMPANY

The Organic Snack Company Makes great strides at PLMA

Tram Bar Co-Packing, LLC dba [The Organic Snack Company](#) is located in Bedford, PA. Since 2020 The Organic Snack company has been creating high-quality organic food for a reasonable price, while giving back to the community. They partner with their clients to create great tasting products using high quality, certified organic, gluten-free, and non-gmo ingredients and holding themselves to the highest standards of food safety.

Mark Thaler, Chief Executive Officer reached out to Southern Alleghenies Planning and Development Commission's (SAP&DC), International Trade Specialist to see if there was any type of a grant to help them with attending the Private Label Manufacturing Association's (PLMA) World of Private Label International Trade Show being held in Chicago, IL. SAP&DC was able to assist him with the Global Access Program (GAP) grant application. The GAP is administered by PA's Department of Community and Economic Development's (DCED) Office of International Business Development (OIBD) and is funded in part by the U.S. Small Business Administration (SBA).

By attending the PLMA they were hopeful of finding some partners that they could work with, that would help increase their work and workforce in Bedford PA. As it turns out they were able to get some very promising leads, Mark explained that "this was a HUGE trade show with private label products for every type of food and household item you can think of!" We made many valuable connections and were able to get the word out about our company and the great products we make". They were able to make Ingredient leads, Private Label Manufacturing leads, Co-Manufacturing leads, and they also met many entities that are interested in investing in their company. They are currently working on many of those leads and they are looking very promising. "We are very grateful for the help of SAP&DC in applying for the GAP grant – without programs like this it would be near impossible for a company of our size to compete on this stage!"



Important Travel Update: New UK Entry Requirement for Pennsylvania Businesses

Effective January 8, 2025, the United Kingdom has introduced the Electronic Travel Authorisation (ETA)

system, requiring visitors from the United States, including business travellers, to obtain pre-approval before entering the UK.

The ETA is a digital travel permit similar to the U.S. ESTA system. It applies to U.S. citizens traveling to the UK for business, tourism, or transit purposes and is mandatory for those who do not hold a valid UK visa.

Key Details:

- **Who Needs an ETA?** All U.S. travellers visiting the UK for short stays (up to six months), including business trips and transit.
- **Application Process:** Submit an online application through the UK ETA website or mobile app, provide personal details, and pay a £10 processing fee. Approvals typically take up to three business days.
- **Validity:** Each ETA is valid for two years or until passport expiration, allowing multiple UK visits.
- **Exemptions:** U.S. citizens with UK visas, British or Irish citizens, and those with residency rights in the UK do not require an ETA.

Pennsylvania businesses planning UK travel should ensure compliance with this new requirement to avoid delays. For official guidance, visit www.gov.uk/guidance/apply-for-an-electronic-travel-authorisation-eta.



DEFENSE EXPORT HANDBOOK

The International Trade Administration's (ITA) Office of Transportation and Machinery (OTM) is pleased to announce a new comprehensive handbook designed to assist companies in the U.S. defense industry to navigate the complexities of exporting their products to foreign markets. With this [Defense Export Handbook](#), ITA delivers valuable information to support American businesses in expanding their global reach while ensuring compliance with regulatory requirements. [Click](#) here to access the handbook.

The handbook is divided into six main parts. It begins with an overview of defense trade, cataloging the range of laws, government strategy documents, policies, regulations, and multilateral export control regimes that govern defense trade. The handbook also describes how to pursue defense trade, outlining the differences between the processes for foreign military sales (FMS) and direct commercial sales (DCS).

We then provide three steps for defense trade:

1. Identifying Opportunities and Understanding the Market
2. Determining Export Controls and License Requirements
3. Export Promotion

The handbook concludes with other considerations for exporters, including offsets and the Foreign Corrupt Practices Act, as well as a list of major aerospace and defense trade shows and additional resources for exporters.

This initiative underscores ITA's commitment to strengthening U.S. competitiveness and facilitating international trade. Companies throughout the defense supply chain may find value in this guidance. We encourage all interested parties to access this handbook and utilize the information to enhance their export strategies and operations.

Defense Export Handbook

Market Updates

- The Fortnightly, News on Business in the Middle East Region [Click Here](#)
- South East Asia [Click Here](#)
- South Korea [Economic Brief](#)
- China [Briefing](#)

Upcoming Trade Events

International Business Conference with PSU

April 17, 2025
8:00 am - 1:00 pm
State College, PA
Contact: [Noelle Long](#)
Registration: [Click here](#)

Expo Pack Guadalajara 2025

Mexico
June 10-12, 2025
Packaging & Processing
Contact: [Christa Mummau](#)

Summer Fancy Food 2025

New York, NY
June 29 - July 1, 2025
Food & Beverage
Contact: [Tina Weyant](#)

Training

Webinars

**SAP&DC
Free Webinar Series**

All webinars will be from
10:00 to 11:00 am EST

The presenter will be
Bob Imbriani
of
Team Worldwide

Supply Chain Management

March 26, 2025

[Register Here](#)

International Contracts & Distributor Agreements

April 23, 2025

[Register Here](#)

Seminars

No new seminars at this time.

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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