

July 2025

SAP&DC



What's New In Export



BTW2PA September 11th!

In this newsletter:

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Your International Trade Specialist
Joyce



Local Trade Events

Made to Grow: Tools for American Manufacturers

July 23, 2025 | 10AM - 11:30AM EDT | Virtual

Manufacturers - Join the U.S. Small Business Administration and U.S. Commercial Service to learn about the Made in America Initiative and tools available to help grow your business. Presenters will share details on federal programs available to start, grow, and assist American manufacturers. This virtual event is for manufacturing companies that want to grow their business by onshoring operations, gaining access to capital, reducing burdensome federal regulations, and increasing their exporting and government contracting opportunities.

Group Discussion to follow the workshop. Ask questions and share the challenges and opportunities facing American manufacturing.

American-made isn't just a label. It's a commitment to quality, security, and strength.

Registration is free but required!

Register Now!



INTERNATIONAL
TRADE
ADMINISTRATION



**To see other opportunities from the U.S. Commercial Service Pittsburgh
please [click here](#).**

Break into the Taiwan Market!

A great opportunity for PA companies to break into the Taiwan market! The Taipei Importers and Exporters Association (IEAT) is looking for U.S. companies to feature in their upcoming trade promotion initiatives. Here's the deal:

1. **U.S. Product & Services B2B Matchmaking Showcase** – Sept 16, 2025, Taipei
2. Showcase products at 30 physical booths or in a dynamic Digital Showcase Zone on large screens.
3. **Global Business Opportunities Platform**
4. Get long-term exposure on IEAT's website, a go-to resource for Taiwanese importers, with over 1,300 entries, including 229 from the U.S.
- 5.

Interested companies can submit product details using this Excel file. This is a fantastic chance for PA businesses to expand into Taiwan!

You can return the [Excel file](#) to [me](#) and I will make sure it gets to the appropriate person in charge at the Taiwan Consulate in New York.

Bringing the World to PA 2025 Registration is now open!

[Click here for the registration form](#)

Please fill it out and send it to

[Joyce Hoffman](#)



Pennsylvania
Department of Community
& Economic Development

MEDICA 2025

November 17-20, 2025 | Düsseldorf, Germany
BusinessPA

About the Show

The International Trade Fair & Congress World Forum for Medicine

Whether your company manufactures medical equipment and supplies, develops technology, or provides medical services, **MEDICA** is an ideal source of international market information. It is also a premier venue for networking with potential customers, agents, distributors, or joint venture partners.

Registration

Pennsylvania offers its companies a cost-effective way to participate in the **MEDICA** show. Exhibiting with Pennsylvania enables small to medium-sized companies to **make an impact at this prominent trade show without the high cost.**

Whether the Pennsylvania pavilion serves as a "home base" while you walk the show, or as a prime meeting area for potential contacts, your participation is an **ideal way to increase your international business.**

For a registration fee of \$5,000, your company will receive:

- a panel within the Commonwealth of Pennsylvania pavilion
- Enlarged image of your company name, logo, and product(s), mounted in your display area. (Company provides graphic.)
- Listing of your company in the show catalog and electronic media
- Exhibitor passes to the show (2)
- Experienced international trade specialists to assist you before, during, and after the show

Registration deadline: August 29, 2025

Why MEDICA?

Companies from across Pennsylvania are performing groundbreaking research and manufacturing devices and pharmaceuticals that save lives and fuel innovation.

The Pennsylvania pavilion at **MEDICA 2025** will present the best of what Pennsylvania companies such as yours have to offer the world.

MEDICA showcases innovations and trends from throughout the health care field.

At **MEDICA** in 2024, over 5,200 exhibitors from 72 countries showcased the latest in highly specialized and innovative medical products, technologies, and treatments. More than 83,000 industry professionals and visitors from all over the world attended the show.

At **MEDICA 2025**, you will be connected with partners and customers who are looking for what your company has to offer.

Exhibits at the show will display a variety of items, including:

- electro-medicine
- medical technology
- medical support units
- facility management
- building automation
- laboratory equipment
- physiotherapy equipment
- orthopedic equipment
- medical-related commodities and consumer goods

For more information, visit: medica-tradefair.com

Space in the Pennsylvania pavilion at **MEDICA 2025** is filled on a first-come, first-served basis.



06/04/2025

Commonwealth Keystone Building | 400 North Street, 4th Floor | Harrisburg, PA 17120-0225 | +1.866.466.3972 | PAGetsItDone.com/trade

Medica 2025 participation agreement please [click here](#)

Market Updates

- Australia [Defense & Aerospace](#)
- CE Europe [Market Insight](#)

- China [Briefing](#)
- Middle East Region [Click Here](#)
- South East Asia [Click Here](#)
- South Korea [Economic Brief](#)

Upcoming Trade Events

Trade Mission to Quebec Canada

October 6-9, 2025

Multi Sector

Contact: [Zoe Munro](#)

Medica Germany

November 17-20, 2025

Medical

Contact: [Theresa Brennan](#)

Trade Mission to Saudi Arabia & UAE Saudi Arabia & UAE

December 6-12, 2025

Multi Sector

Contact: [Zoe Munro](#)

World Defense Show Saudi Arabia

February 8-12, 2026

Defense

Contact: [Ann Pardalos](#)

Trade Mission to Australia Australia

March 2026

Multi Sector

Contact: [Zoe Munro](#)

Training

Webinars

No new webinars at this time.

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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