

June 2025

SAP&DC



What's New In Export



BTW2PA September 11th!

In this newsletter:

- EMS Success When Working with SAP&DC
- Webinar-Navigating the Post-Tariff Pause Landscape
- UK/US Trade Agreement
- HTS Revision 13
- Australia Market Opportunities
- India 2025 Smart Cities
- Germany Defense and Aerospace
- BTW2PA Registration
- Medica 2025
- Market Updates
- Upcoming Trade Events
- Training

Your International Trade Specialist
Joyce



EMS
Success when working with SAP&DC

Electric Motor & Supply, also known as EMS, is located at 1000 50th Street in Altoona and has been engaged in the repair and remanufacturing of electric motors and associated apparatus for all facets of industry, as well as the sale of related new products and equipment, since 1956. Working out of a 70,000 square foot building, it is divided into three divisions, and operates over a six state region, with customers across the nation and even overseas. **The Repair Division** provides a wide variety of capabilities including motor repair up through 10,000 horsepower, mechanical repairs and even new manufacture of replacement parts, as well as on-site services such as preventive and predictive maintenance. **New Sales Division** handles new motors and other products such as blowers, pumps, and gear reducers. The **Controls and Automation Division** specializes in process control and automation utilizing the latest technology to provide precise control of manufacturing or operational processes. An in-house engineering staff provides technical assistance for both repair and new product needs, in addition to assisting customers with production upgrading or enhancement projects. EMS is a legacy company with all of its history in Blair County that has grown and prospered for over 50 years. EMS has survived several challenges and setbacks over that time, but continues to be a successful and vibrant business by combining traditional motor repair with the latest that technology has to offer. Not willing to let market or circumstance drive its business, EMS continues to be firmly rooted in the past, but focused on the future.

Pat Illig, President, General Manager reached out to Southern Alleghenies Planning & Development Commission (SAP&DC) International Department in December 2024 to request a validity check on a company in the United Kingdom (UK). They did some work for this company here in Pennsylvania (PA) back in September of 2024 but their billing was to go through their business in the UK, but the company would not answer any phone calls or emails regarding payment for services provided by EMS. SAP&DC contacted the Business PA International's Authorized Trade Representative (ATR) for the UK for this request. After a brief look at the company it seemed that this company was legit and he began to start the reach out from his end with no results. The ATR had some other concerns and wanted to look into this further. After much research, the results did not look good there were some questionable happenings with this company. Although through this extensive research the ATR discovered some information that might help EMS, the company had been in an article that included Altoona Blair County Development Corporation (ABCD Corp.) and another local business that maybe able to assist with this issue or at least give us more information to help EMS receive payment.

SAP&DC's international department reached out to ABCD Corp. to see if they could give them any information on this company. They were able to give them a contact for the local business man who was working with this company. SAP&DC international contacted the local business man for information on the company and possibly some good contact information for EMS. He was very helpful and understanding of the situation and willing to help.

SAP&DC shared all of this information with Pat Illig and he was able to contact the other local business man to see if he could help with this. After months of working on this EMS finally got paid for their services.

This collaboration between all, SAP&DC, Business PA International, ATR/UK, ABCD Corp., & a local business man has been a long process but worth every bit of assistance that we could supply. To be able to assist local business within our regions is a great honor.

Free Webinar

Navigating the Post-Tariff Pause Landscape

What You'll Learn:

- **Retaliatory Measures:** Understand how South Korea, Southeast Asia, Taiwan, and China are responding to U.S. tariffs and the implications for Pennsylvania exporters.
- **Trade Negotiation Updates:** Get insights into the outcomes of the 90-day tariff pause, including agreements, challenges, and market access impacts.
- **Growth Opportunities:** Discover strategies to capitalize on emerging opportunities in Asia's dynamic markets across various industries.
- **Challenge Navigation:** Learn how to address regulatory hurdles, trade barriers, and geopolitical complexities.
- **Live Q&A:** Engage directly with our expert panel for tailored advice.

Event Details:

- **Title:** Navigating the Post-Tariff Pause Landscape: Retaliatory Measures, Trade Negotiations, and Opportunities for U.S. Exports to Asia
- **Date:** Thursday, July 17, 2025
- **Time:** 9:00 AM - 10:00 AM EDT
- **Platform:** Microsoft Teams (Online Event)
- **Duration:** 60 Minutes

[Register Here](#)

Market Briefing UK/US Trade Agreement

The PA Trade Representative to the UK provided information on the agreement and is available to answer any questions and support your exports to the UK, Ireland, and Scandinavia. [Click here](#) to review the report.

Are you keeping up with all of the changes to the HTS

Here are the links to the current version:

2025 HTS Revision 13

- [View current HTS](#)
- [View change record](#)

Australia Market Opportunities Manufacturing, Clean Energy, Healthcare and Dairy

If you would like to read about the opportunities and events happening around these area's please [click here](#) to read the full report.

India 2025 Smart Cities Opportunities in Technology & Infrastructure

Opportunities for PA Companies in:

[AI, IoT](#)
[Smart Mobility](#)
[Water Technologies](#)

Please click on the above titles to see the reports.

The reports are intended to give you an overview of the sectors and possible entry points.

[Please let me know if you have any questions.](#)

Germany Market Opportunities Defense and Aerospace

If you would like to read more about these opportunities please click on one or both to read the reports.

[Defense](#)
[Aerospace](#)

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](#)

or

[Carrie Fisher](#)



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

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

Trade Mission to Quebec Canada

October 6-9, 2025

Multi Sector

Contact: [Zoe Munro](#)

Medica Germany

Medical

Contact: [Theresa Brennan](#)

Trade Mission to Saudi Arabia & UAE Saudi Arabia & UAE

December 6-12, 2025

Multi Sector

Contact: [Zoe Munro](#)

Trade Mission to Australia Australia

March 2026

Multi Sector

Contact: [Zoe Munro](#)

Training

Webinars

BusinessPA's International Trade Navigating the Post-Tariff Pause Landscape

July 17, 2025

9:00 - 10:00 AM EST

[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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