

May 2025

SAP&DC



What's New In Export



BTW2PA September 11th!

In this newsletter:

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Your International Trade Specialist
Joyce



New Pig

New Pig Corporation Succeeds in South Africa

Since 1985, New Pig has been providing innovative products and services to industrial, institutional and governmental facilities. When New Pig invented the Original PIG® Absorbent Sock, the world's first contained absorbent, it revolutionized the industrial cleanup industry. Today they offer the largest selection of absorbents in the world, mats, socks, booms, pillows and pans, as well as proven products for spill response, environmental protection and workplace safety.

Their GRAY line of absorbents PIG® Mat Pads, Rolls, Socks absorb oils, water, solvents and coolants, their WHITE line only absorbs oil based liquids and their PINK line absorbs acids, bases and unknown liquids.

Anahi Wigfield, International Account Manager and Alex Gombata, Vice President, International had reached out to Southern Alleghenies Planning and Development Commission's (SAP&DC) International Department for some assistance in trying to find a distributor in South Africa. New Pig was looking to stretch their reach across the globe even further than already have. SAP&DC reached out to Department of Community and Economic Development's (DCED) Business PA/International's Authorized Trade Representative (ATR) that handles South Africa. After a brief call to understand New Pig's products and what they were looking for, they began working on a list of distributors that could be a possible fit for New Pig. After New Pig looked over the list and made their decision on which distributors look like the best fit for them the ATR began reaching out to the companies to see if they would be interested in meeting with New Pig, when they traveled to South Africa to hear about their products. The ATR also assisted them with their travel plans, best places to stay, eat and helped arrange for rides to meetings.

After a week in South Africa and many meetings, they made an offer to a company there and now have a new distributor in South Africa. They are planning on traveling back to South Africa to train the company on their products and with the assistance of the ATR are planning on two other meetings while they are there in country. This is a great success for New Pig and we were all glad that we were able to assist them with their search.

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

Here are the links to the current version:

[2025 HTS Revision 11](#)

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

USMCA Workshop

United States-Mexico-Canada Agreement

This will be a live, in-person event only.

By focusing on the people in the room, we will be able to offer a more impactful and engaging workshop.

**Wednesday,
June 11, 2025**

8:30 am - 11:30 am



Michael D. Easton

President & General Manager

Star USA, Inc.

How well do you know USMCA?

We will talk about qualifying products under USMCA; how to make the most of its opportunities while avoiding common mistakes.

Event to include:

- Brief overview of current tariff situation
- USMCA
- Certificate of Origin
- Real-life scenarios & exercises
- Q&A
- Networking

Cost to register: \$25.00 per person

Registration includes breakfast and materials.

Location:

Northwest Commission
395 Seneca St.
Oil City, PA 16301
(Large Conference Room)



**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.](#)

Duty Drawback on Exports: What You Need to Know

Duty drawback is one of the least understood—and most underutilized—benefits available to exporters, but dramatic changes to U.S. tariff rates by the Trump administration is causing more exporters to take a look at this cost-saving opportunity.

The concept of drawback was originally drafted in the U.S. by the Continental Congress of 1789 and was limited in scope to specific articles that were directly imported or exported. The rationale behind the drawback program is to encourage American companies to compete in foreign markets without enduring a price disadvantage from paying duty on imported merchandise.

"American manufacturers and exporters often do not think about the drawback potential of goods, materials and components they purchase from foreign and domestic suppliers and do not realize that they may be eligible for drawback," according to [Neville Peterson LLP](#).

The benefits of the duty drawback program are notable—if you know it exists and understand how to qualify—all of which we'll explain in this article.

What Is Duty Drawback on Exports?

[Duty drawback](#) is the refund of certain import duties, internal revenue taxes and certain fees collected upon the importation of goods. The refund is administered after the exportation or destruction of either the imported/substituted product or article that has been manufactured from the imported/substituted product.

Drawback is recognized as the most complex commercial program U.S. Customs and Border Protection (CBP) administers, because it involves every aspect of customs business, including both imports and exports.

Types of Drawback

CBP allows several types of drawback, depending on how the imported goods are used or disposed of. These include:

Manufacturing Direct Identification

In the event articles are manufactured in the U.S. with the use of imported merchandise and are ultimately exported or destroyed, the exporter may claim a drawback not to exceed 99% of duties initially paid on imported merchandise.

Manufacturing Substitution

If imported articles and/or any other articles of the same kind and quality are used to manufacture articles that are later exported or destroyed prior to usage, an exporter may claim a drawback. Substitution is allowed if both the imported and substituted merchandise are classified under the same 8-digit HTS code, provided the imported merchandise's 8-digit HTS code is not described as "other."

Unused Merchandise

In the event imported merchandise is unused and later exported or destroyed, the exporter may claim a drawback not to exceed 99% of the duties initially paid on the imported merchandise.

Rejected Merchandise

In the event merchandise is exported or destroyed because the merchandise does not conform to the same quality as product samples and/or product specifications, the exporter may claim a drawback not to exceed 99% of the duties initially paid on the imported merchandise. This holds true if the merchandise was shipped to the U.S. without the consent of the consignee or was found to be defective at the time of importation.

How to Claim Duty Drawback

Guidelines for completing a drawback claim are provided in the [Customs Regulations, 19 CFR 191 Subpart E](#). In general, a company must file a drawback entry and all associated documentation necessary to complete a drawback claim within three years of when they exported or destroyed the merchandise subject to drawback.

All drawback claims must be filed electronically in CBP's Automated Commercial Environment (ACE) and in accordance with the Trade Facilitation Trade Enforcement Act of 2015. You can learn more about how to file electronically in [this free CBP webinar](#).

Who Can Make a Claim

The following individuals can make a claim for duty drawback:

- The president of the firm.
- The vice-president of the firm.
- An authorized employee of the firm who has the legal authority to bind the firm to agreements.
- An employee of the firm who possesses a valid power of attorney.
- An individual who is acting on his/her own behalf.
- An individual who is a customs broker who possesses a valid power of attorney.

Documents Required to Claim Duty Drawback

One or more of the following documents are required to support a drawback claim:

- Drawback entries.
- Certificates of delivery.
- Certificates of manufacturer.
- Notices of intent to export, destroy or return merchandise for purposes of drawback.
- Certifications of exporters on bills of lading or evidence of exportation.

Once CBP has determined that a claim has been completed and satisfies all applicable drawback requirements, the amount of drawback will be verified and refunded to the claimant. Drawback will be payable to the exporter or the destroyer of the imported articles, unless the right to claim drawback has been legally transferred to a third party through a certificate of delivery and/or manufacture.

Payment of drawback claims varies depending on the type of payment method used—[accelerated](#) or manual. The payment of the drawback could take weeks, months or even years depending on the circumstances involved, including the date that the claim was filed and depending on the disposition of the related import entries and other conditions that may affect its liquidation.

For more information regarding duty drawbacks, checkout the CBP publication [Drawback: A Refund for Certain Exports](#).

Source: [Shipping Solutions](#)



Save the Date!!

September 11, 2025

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**Watch for registration
Coming soon**

Please contact me if you have any questions.

SAP&DC
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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

Summer Fancy Food 2025

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

**Trade Mission to Quebec
Canada**

October 6-9, 2025
Multi Sector
Contact: [Zoe Munro](#)

**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

**SAP&DC
Free Webinar Series**

No New Webinars at this time.

Seminars

**USMCA Work shop
Northwest Commission**

June 11, 2025
8:30 - 11:30 am
[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](#)

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