

August 2025

# SAP&DC



## What's New In Export



BTW2PA September 11th!

In this newsletter:

- Suspending Duty-Free de Minimis Treatment
- BIS 50% Rule Coming Soon
- Opportunity for PA Companies in Mobile Machinery & Defense
- Break into the Taiwan Market!
- BTW2PA Registration
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Your International Trade Specialist  
Joyce

## Suspending Duty-Free de Minimis Treatment for all Countries

The duty-free *de minimis* exemption provided under 19 U.S.C. 1321(a)(2)(C) shall no longer apply to any shipment of articles not covered by 50 U.S.C. 1702(b), regardless of value, country of origin, mode of transportation, or method of entry. Accordingly, all such shipments, except those sent through the international postal network, shall be subject to all applicable duties, taxes, fees, exactions, and charges. International postal shipments not covered by 50 U.S.C. 1702(b) shall be subject to the duty rates described in section 3 of this order. Entry for all shipments that — prior to the effective date of this order — qualified for the *de minimis* exemption, except for shipments sent through the international postal network, shall be filed using an appropriate entry type in the Automated Commercial Environment (ACE) by a party qualified to make such entry.

Shipments sent through the international postal network that would otherwise qualify for the *de minimis* exemption under 19 U.S.C. 1321(a)(2)(C) shall pass free of any duties except those specified in section 3 of this order, and without the preparation of an entry by U.S. Customs and Border Protection (CBP), until such time as CBP establishes a new entry process and publishes that process in the *Federal Register*.

To read the full article please [click here](#)

Source: [The White House](#)

## BIS 50% Rule Coming Soon

The U.S. Bureau of Industry and Security (BIS) is poised to implement a significant change to export regulations: the 50% Rule. This rule will automatically extend restrictions to any company that is 50% or more owned, directly or indirectly, by any organization on the BIS Entity List, regardless of whether the subsidiary, joint venture, or related company is explicitly named.

This shift, which mirrors the Office of Foreign Assets Control (OFAC) 50% Rule, aims to close loopholes that have allowed restricted entities to circumvent controls through majority-owned subsidiaries.

There is no confirmed Go-Live date from BIS at this time. [More information can be found here](#).

Source: [Descartes](#)

## Opportunity for Pennsylvania Companies in Mobile Machinery & Defense

October 6–9, 2025 - Tampere, Finland  
Contact: [Theresa Brennan](#), BusinessPA

Explore new business prospects in one of Europe's leading hubs for mobile machinery technologies and defense innovation.

Tampere, Finland—home to a growing defense sector and a major center for mobile machinery—is opening its doors to North American companies through a tailored B2B delegation program, hosted by [Business Tampere](#).

Now a full NATO member (since 2023), Finland is significantly increasing its investment in defense and actively seeking U.S. technology and expertise.

### What's Included in the Program:

- Participation in the [Future Mobile Work Machine](#) event
- Targeted B2B meetings with Finnish defense and machinery companies
- Networking opportunities with key industry stakeholders and decision-makers

This opportunity is being supported by Pennsylvania's Authorized Trade Representative in Germany, AHP International, and is ideal for PA companies looking to expand into European defense and machinery markets.

[Invite Letter](#)

[Agenda](#)

### 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 Closes August 27!

[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](https://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](https://PAGetsItDone.com/trade)

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

## **Market Updates**

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- 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**

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### **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**

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## Webinars

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SBDC  
Lehigh University  
**Get Export Ready:  
Documentation, Compliance & Trade Terms**  
August 28, 2025  
10:00 AM - 12:00 PM EST  
[Click Here](#)

SBDC  
Lehigh University  
**Developing an Export Plan Part 1**  
September 4, 2025  
10:00 AM - 12:00 PM  
[Click Here](#)

SBDC  
Lehigh University  
**Developing an Export Plan Part 2**  
September 11, 2025  
10:00 AM - 12:00PM  
[Click Here](#)

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## Seminars

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No new seminars at this time

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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

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### 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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