

September 2025

SAP&DC



What's New In Export



In this newsletter:

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- Market Updates

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Your International Trade Specialist
Joyce



BTW2PA

It was great to have our 13 Authorized Trade Representatives back with SAP&DC in Altoona.

They had some great meetings with local companies to discuss how they could assist them with their international endeavors.

We also had some great speakers at our luncheon to explain our services to representatives from the state.

I would like to thank those speakers:

Steven Howsare, Executive Director of SAP&DC

I would also like to thank the representatives from the state and the commissioner that attended our luncheon.

Representative Scott Barger

Ann Wedel, Representing Representative Scott Barger's Office
Rebecca Countess, Representing U.S. Senator John Fetterman's Office
Juliet Harbarger, Presenting U.S. Senator David McCormick's Office
Jennifer Mearkle, Representing Congressman John Joyce's Office
Michele Ivory, Representing Senator Judy Ward's Office
and last but not least a special thank you to
Jeff Thomas, Huntingdon County Commissioner

This is a very special event that we host every year and I look forward to next years event.

Are you Confident in Your Export Compliance

If you're not 100% sure your exports comply with U.S. regulations, you could be one shipment away from serious penalties.

Even small businesses can face fines of up to \$1 million per violation.

That's why we created this free guide: **What You Need to Know About Export Compliance.**

In this practical, easy-to-understand resource, you'll learn:

- How to **classify your products** correctly under U.S. export regulations
- When you need an **export license**—and how to get one
- How to **screen all parties** in your transaction to avoid restricted entities
- What **"deemed exports"** are and why they matter, even within U.S. borders
- The key to **documenting compliance** and protecting your business from liability

Whether you're just getting started or need to tighten up your existing process, this guide lays out the foundational steps to reduce your export risk—and sleep better at night.

☐ [**Download Your Free Guide Now**](#)

Source: [Shipping Solutions](#)

Get Ready to Celebrate Manufacturing Month!

October 2025

Join the International Trade Administration and U.S. government and industry partners to celebrate Manufacturing Month. Throughout October, ITA presents myriad programs from Trade Talk Tuesdays to export documentation and logistics to trade finance and sales and marketing. Check out the website [here](#), and register today for the sessions most valuable for your company's international sales growth.

Start With Trade Talk Tuesdays!

- **October 1:** [Navigating Export Resources for U.S. Manufacturers](#)
- **October 7:** [Building Local, Selling Global: Foreign Direct Investment and Supplier Support to Boost U.S. Exports](#)
- **October 14:** [Exporting Innovation: U.S. Composites in Advanced Manufacturing, Defense &](#)

[Automotive](#)

- **October 21:** [AI, Robotics, and Automation at the Frontier of the Manufacturing Industry](#)
- **October 28:** [Global Mining Equipment and Machinery Export Opportunities](#)

Source: [US Commercial Services](#)

How to Export from the U.S. to Canada

In this free, one-hour webinar, Alessio Lencioni, Head of Product & Strategy at VATIT Stream, will break down the key steps and documentation U.S. companies need to successfully export goods to Canada.

Whether you're new to Canadian trade or looking to streamline your existing process, this session is packed with practical guidance. Alessio leads the design and delivery of cross-border trade solutions for U.S. businesses expanding into global markets. His work bridges the gap between strategy and execution, helping companies of all sizes navigate the complexities of logistics, duties, VAT and international compliance.

Hosted by Shipping Solutions

[Register 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

Medica
Germany
November 17-20, 2025
Medical
Contact: [Theresa Brennan](#)

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

SAP&DC
Webinar Series
All Webinars are from
10:00 - 11:00 AM EST
Presented by:
Bob Imbriani
Team WorldWide

Foreign Trade Zones
January 21, 2026
[Register Here](#)

HS/Schedule B Classification
February 18, 2026
[Register Here](#)

Navigating Importing & Tariffs
March 18, 2026
[Register Here](#)

Rules & Regulations when Exporting
April 15, 2026
[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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