What's New In Export

Well it appears that Summer has arrived but that is not going to stop us from providing you with some great training opportunities, check out the details below!

We are fully opened now and have lifted travel/meeting restrictions within the organization so we are available to do on-site visits/meetings and get back to our normal services. We look forward to serving you again in full capacity. Please let us know how we can assist you.

As more restrictions are listed, you'll notice that trade shows and missions are beginning to also schedule. We will keep you posted on any international travel restrictions like the one on Germany just issued below.

As always, please let us know if you have any needs/requirements. Have a wonderful beginning to Summer! Wishing a Happy Father's Day to all the Dads out there! Enjoy your day!

Your International Trade Team

Tina & Joyce

South Korea Virtual Trade Mission a Success for New Pig

New Pig Corporation, founded in 1985, Headquartered in Tipton, PA, is the world’s leading provider of revolutionary products that helps companies manage leaks, drips, and spills to protect workers, facilities, and the environment. A multi-channel, multi-brand supplier of over 2,700 spill control and liquid management solutions and industrial maintenance products, the company serves industrial, commercial, utility, military and government facilities in over 100 countries worldwide. Among the leading New Pig brands include the PIG Original Absorbent Sock, PIG Grippy Mat, PIG SpillBlocker Dike, and PIG Flammable Safety Cabinets.

In March of 2021 Southern Alleghenies Planning and Development Commission (SAP&DC) had reached out to New Pig Corp. regarding a Virtual Trade Mission to Korea to be held in April of 2021 that the Department of Community and Economic Developments (DCED), Office of International Business Development (OIBD) Overseas Office in South Korea was hosting. The South Korea office had virtual meetings with Anahi Wigfield, the International Account Manager of New Pig Corp. to obtain some information of what all they were looking for in a distributor. After obtaining this information the South Korea Office went to work looking for reputable distributors that they could match up with New Pig. After a few weeks, the South Korea office was able to make a couple of matches and was then able to make virtual introductions with the possible distributors and Anahi of New Pig.
After two months of conversing and working out the details, New Pig was able to acquire a new distributor to represent them in South Korea. Anahi Wigfield of New Pig was quoted “I am glad that our PA state has offices in South Korea and the PA team in South Korea were very nice and helpful when looking for Korean companies that we could work with, and New Pig could start a good business relationship”. With the assistance of the Global Access Program (GAP) through OIBD which is funded through the Small Business Administration (SBA), the GAP grant was able to assist with the cost of this mission for New Pig.

SAP&DC would like to congratulate New Pig and wish them great success in South Korea. SAP&DC would also like to thank DCEDs OIBD's office in South Korea and SBA for all the hard work that made this opportunity possible.

SAP&DC Webinar - Elements of Due-Diligence When Selling to Distributors, Resellers, and Customers - June 23, 2021 @ 9:00 a.m.

An important element of export controls is to ensure that your distributor, subsidiary, or reseller are performing end-user screenings and following US Export Regulations when it comes to making their sales along with following export regulations in their country. This is a basic element of your Due-Diligence procedures. Learn the steps necessary for your customers to ensure that you have export regulatory requirements clauses in your customer/distributor agreements, ensure your customers are keeping end-use and end-user statements, and following licensing requirements for their sales. It is important to set in place specific procedures for each type of transaction. This program will provide an overview of best practices and the various steps that can be taken to help ensure compliance. It will further provide specific procedures and options for the various types of transactions.

Who should attend?
Anyone responsible for export compliance
Logistics
Shipping
Sales/Contracts.
Purchasing
International Supervisors and Managers
Engineering, Research and Development

REGISTER

Caribbean Region Trade Mission October 24-29, 2021

The U.S. Department of Commerce, International Trade Administration, in partnership with the U.S. Department of State, is organizing a trade mission to the Caribbean region that will include the Trade Americas – Business Opportunities in the Caribbean Region Conference in Bridgetown, Barbados on October 24-29, 2021. The goal of the mission is to help participating U.S. companies find potential partners, buyers, agents, distributors, and joint venture partners in Barbados/Eastern Caribbean, Dominican Republic, Guyana, Haiti, Jamaica, Suriname, The Bahamas, and Trinidad and Tobago, laying the foundation for successful long-term ventures to take advantage of market opportunities in the Caribbean region. During the mission, the delegation will have access to US&FCS commercial officers, commercial specialists, and Department of State economic/commercial officers from the markets in the region. For more information, visit www.trade.gov/caribbean-trade-mission

For questions regarding this program, please contact Delia.Valdivia@trade.gov

Level 3 Travel Advisory - Germany Issued June 8, 2021

Reconsider travel to Germany due to COVID-19. Exercise increased caution in Germany due to terrorism. Read the Department of State’s COVID-19 page before you plan any international travel. The Centers for Disease Control and Prevention (CDC) has issued a Level 3 Travel Health Notice for the Germany due to COVID-19, indicating a high level of COVID-19 in the country. Visit the Embassy's COVID-19 page for more information on COVID-19 in Germany. There are restrictions in place affecting U.S. citizen entry into Germany. Terrorist groups continue plotting possible attacks in Germany. Terrorists may attack with little or no warning, targeting tourist locations, transportation hubs, markets/shopping malls, local government facilities, hotels, clubs, restaurants, places of worship, parks, major sporting and cultural events, educational institutions, airports, and other public areas. Read the country information page.
REGISTER Your Interest in this Trade Mission to receive a brief market assessment from a selected market.

International News to Keep you up to date!

International Tidbits that help your business!

**Industry and Security Bureau**

Rules
Transfer of Jurisdiction of Certain Technology and Software as a Result of a Vacated March 6, 2020 Injunction: Control of Firearms, Guns, Ammunition and Related Articles the President Determines No Longer Warrant Control Under the United States Munitions List
FR Document: 2021-11585
Citation: 86 FR 29189
PDF Pages 29189-29190 (2 pages)
Permalink
Abstract: The Bureau of Industry and Security (BIS) is publishing this notification to the public concerning the transfer of jurisdiction of certain software and "technology" as a result of action by the Court of Appeals for the Ninth Circuit vacating a March 6, 2020 preliminary injunction by the district court in Washington v. U.S. Dep't of State, No. 20-35391, 2021 WL 1621320, 2021 U.S. App. LEXIS 12448 (9th Cir. Apr. 27, 2021).
For more information

**Foreign Assets Control Office**

Rules
Burma Sanctions Regulations
FR Document: 2021-11483
Citation: 86 FR 29197
PDF Pages 29197-29204 (8 pages)
Permalink
Abstract: The Department of the Treasury's Office of Foreign Assets Control (OFAC) is adding regulations to implement a February 10, 2021 Burma-related Executive order. OFAC intends to supplement these regulations with a more comprehensive set of regulations, which may include additional interpretive and definitional guidance, general licenses, and other regulatory provisions.
For more information

**Global Access Program Funding Available & Update of New Eligible Expenses to Include Certifications***

Just a reminder that STEP 8 GAP Funding is still available for 2020 for the award amount of $5,000. We know that currently many trade shows and company travel has been cancelled, but if you have a pending GAP, please contact us so we can adjust the dates on your current application. Shows and business travel that have been cancelled, please let us know and we will cancel your current GAP application. Funds can be made available for future events.

The GAP can assist in covering eligible expenses to help with costs associated with your international business travel, trade missions, trade shows, USDOC subscription services, FAS, USTDA reverse trade missions, workshops or conferences, website internationalization, E-Commerce or digital marketing for international business. For full details Global Access Program
GAP grants are available while funds last. For companies who have not utilized the STEP 8 funding, STEP 8 funds must be used for a completed activity by September 29, 2021.
**STEP 9 Funding for FY 20-21**

The Global Access Program (GAP) is designed to enhance the capability of small to mid-sized Pennsylvania companies to increase export sales. GAP is administered by the Pennsylvania Office of International Business Development (OIBD) and provides up to $10,000 per grant, and up to two awards per award period to qualifying Pennsylvania companies. The funding reimburses qualifying businesses up to 75% of eligible expenses associated with specific export promotion activities. The program is funded in part through a grant, the State Trade and Export Promotion (STEP), with the U.S. Small Business Administration.

**Completed activity by Sept 29, 2022.**

Eligible expenses include:

- **International Travel**
  - overseas trade missions
  - overseas tradeshow exhibition
  - foreign market sales trips
- **Virtual tradeshows & mission registration fees**
- **U.S. Department of Commerce services fees and/or any Federal service that directly supports exporting**
- **Compliance testing (including CE, CEE, GDPR, UL Canada, ATEX Testing/Certification, Japan Haz/Loc Certification, IECex Testing/Certification, ISO)**
- **Website internationalization**
  - Design & development of website, with an international focus
  - Translation of website into foreign languages
  - Maintenance and monitoring fees for search engine optimization (SEO)
- **E-Commerce**
  - E-Commerce platform fees, including hosting and/or maintenance fees
  - Online market listing fees
  - Expenses for setting up website to accept international payments
- **Digital & Marketing Media (design and/or translation of any digital advertising or marketing media, including audio/video and social media, with an international focus)**

Applications and additional information can be obtained by contacting Tina Taylor ttaylor@sapdc.org or Joyce Hoffman jhoffman@sapdc.org

**Export Documentation Summer Camp**

The Northwest Commission invites you to join them for an 8-week summer training series on hand-picked export documentation topics in easy-to-digest 30-40 minute morning segments with Bob Imbriani of Team Worldwide.

Registrants will sign up for all 8 modules. All will be recorded and made available afterwards.

All events begin at 9:00 am.

**June 22 | Proforma Invoice vs. Commercial Invoice**

**June 29 | Packing List, Dock Receipt and Certificate of Free Sale**

**July 6 | Shippers Letter of Instruction & ATA Carnets**

**July 13 | Understanding when Certificates of Origin or other certificates are required and proper completion of these documents**

**July 20 | Bills of Lading**

**July 27 | Proper Filing of EEI through ACE/AES & Recent Regulatory Changes**

**August 3 | Export Licenses**

**August 10 | Destination Control Statement**

**For more information and to register**
Join the Great Lakes St. Lawrence Governors & Premiers' South Korea and Japan Trade Mission September 27-October 1, 2021

GSGP is leading a multi-sector trade mission to South Korea and Japan from September 27-October 1, 2021. The goal of this mission is to assist small to medium-sized companies from the Great Lakes St. Lawrence region to export products and services to these important markets. Each mission participant will receive a customized schedule of B2B meetings to meet with prospective customers and business partners. Mission participants will also benefit from networking events and logistical support provided by the GSGP Japan & South Korea Trade Offices. A printable flyer is available [Here](https://app.constantcontact.com/pages/campaigns/email-details/details/activity/f4f8bd95-a4bf-4fd0-874d-cea80195b531).

Mission Itinerary

**Saturday, September 25**
- Participants depart for Seoul, South Korea

**Sunday, September 26**
- Early am Participants arrive in Seoul, South Korea
- Country Briefing and Networking Dinner

**Monday, September 27**
- Business meetings in Seoul

**Tuesday, September 28**
- Business Meetings in Seoul
- Informal Dinner (own cost)

**Wednesday, September 29**
- AM: Flight to Tokyo, Japan
- Country briefing

**Thursday, September 30**
- Business meetings in Tokyo

**Friday, October 1**
- Business meetings in Tokyo

**Saturday, October 2**
- Depart for U.S.A. and Canada

For more information about this mission [CLICK HERE](https://app.constantcontact.com/pages/campaigns/email-details/details/activity/f4f8bd95-a4bf-4fd0-874d-cea80195b531).

Don't forget GAP funding to help offset costs of this event is still available!

The Conference of Great Lakes and St. Lawrence Governors and Premiers unites the chief executives from Illinois, Indiana, Michigan, Minnesota, New York, Ohio, Ontario, Pennsylvania, Québec and Wisconsin. The Governors and Premiers work as equal partners to grow the region’s $6 trillion economy and protect the world’s largest system of surface fresh water.

Upcoming Trade Events

- **Arab Health - Rescheduled!** - June 21-24, 2021 - Location: UAE
- **MINExpo 2020 - Rescheduled** - September 13-15, 2021 - Location: Las Vegas
- **Bauma 2022 - Rescheduled** - October 24-30, 2022 | Location: Munich, Germany
- International Trade Expo - AMCHAM Colombia Virtual Showcase - June 2 & 3, 2021 for more information [visit](https://app.constantcontact.com/pages/campaigns/email-details/details/activity/f4f8bd95-a4bf-4fd0-874d-cea80195b531)
- Great Lakes Governors & Premiers' Trade Mission to Brazil & Colombia [visit](https://app.constantcontact.com/pages/campaigns/email-details/details/activity/f4f8bd95-a4bf-4fd0-874d-cea80195b531)

Upcoming Seminars/Webinars

- **Webinar - Elements of Due-Diligence When Selling to Distributors, Resellers, and Customers** - June 23, 2021 @ 9:00 a.m. to 10:30 a.m. [Click here to register](https://app.constantcontact.com/pages/campaigns/email-details/details/activity/f4f8bd95-a4bf-4fd0-874d-cea80195b531)
Did you miss our Winter Webinar Series?

No worries, view our recorded sessions!

Click on the topic of your choice below to be routed to the recording!

- **Winter Webinar #1** - USMCA What Has Changed & What Do I Need To Do To Comply
- **Winter Webinar #2** - Proper Filing of the EEI through ACE/AES & Recent Regulatory Changes
- **Winter Webinar #3** - Classification Under The US Harmonized Tariff & Schedule B
- **Winter Webinar #4** - Due-Diligence – Knowing Your Customer, the End Use, User & Destination

Didn't have a chance to attend Pennsylvania's Virtual Bringing the World to PA? You can attend the recorded version of the webinars to get informed of opportunities in various markets!

(click on the links below to register)

- Canada, Business Opportunities for PA Exporters
- Australia & New Zealand, Business Opportunities for PA Exporters
- India, Business Opportunities for PA Exporters
- India - The Do's and Don'ts of Contracting
- Middle East Region, Business Opportunities for PA Exporters
- Israel & Pennsylvania Security & Defense Cooperation
- Netherlands & Belgium, Business Opportunities for PA Exporters
- United Kingdom, Ireland & Scandinavia, Business Opportunities for PA Exporters
- Mexico, Business Opportunities for PA Exporters
- Southeast Asia, Business Opportunities for PA Exporters
- Southeast Asia Region, Opportunities in the Environment & Water Sector
- South Korea: Opportunities in Advanced Manufacturing
- Central & Eastern Europe, Business Opportunities for PA Exporters
- Germany, Italy, Austria & Switzerland, Business Opportunities for PA Exporters
- Canada - The Retail & E-Commerce Landscape

Reminder, It's that time of year to be aware of the Spotted Lanternfly! Let's all do our part to stop the spread!!!

Currently, the SLF is in egg form. As you are outside cleaning your yard, landscaping, hiking, moving your camper or boat or any outside activity this Spring, be on the look out for egg masses. Destroying egg masses is the first and foremost way to stop the spread of this pesky pest! Egg masses can be present from Sept - June.

As May/June approaches the SLF will begin the hatch/first instar nymph stage. This is the stage that comes right after they hatch. They will feed on the various plants that they tend to prefer, like the tree of heaven, willow, and maple depending on what is available. During this stage, they are black with white spots. If you see a SLF, collect the specimen in alcohol or hand sanitizer in a closed container, report it and destroy any that you find. For additional information on how to control your property visit [Spotted Lanternfly Management](#)

Two counties in our viewing area Blair and Huntingdon are included in the quarantine areas along with 24 other counties across the state. To view the quarantine map visit [SLF Quarantine Map](#)

The map below shows areas of quarantine and infestation. Before traveling from any of these areas, be sure to check your vehicles, campers, boats, or any other item you are moving to help stop this invasive bad bug! Look before you leave!!!
SAP&DC International Team Contact Information

Tina Taylor | International Trade Manager | ttaylor@sapdc.org | 814-949-6517
Joyce Hoffman | International Trade Specialist | jhoffman@sapdc.org | 814-949-6527

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