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The XPORTER

SAP&DC Export Newsletter

December 2011

In This Issue

ExportingPA.org
 MINExpo 2012
 FMC Premium 2012 Show
 2012 HS Reform
 South Africa & Australia
 Missions
 Indonesia & Vietnam Mission
 Thank You!
 Bangalore India Bio 2012
 Travel Tips!
 Partner Events/Seminars

ExportingPA.org

The Pennsylvania International Trade Guide was created to teach the basics of exporting to Pennsylvania companies. the site provides export tutorials, FAQ's, Export Readiness Assessment, calendar of export-related events and contact with your Regional Export Network (REN).

exportingPA.org

Export Consulting Center

Got Export Questions???

As a reminder the Export Consulting Center is available for any of your

Volume 3, Number 10

The SAP&DC International Trade Program retains and creates job opportunities by assisting to increase the sales of goods and services exported from the region. Our staff provides assistance to small and medium sized companies (generally free of charge) to evaluate potential international markets and to develop and implement strategies to successfully export goods and services. The Southern Alleghenies Planning & Development Commission covers the counties of Bedford, Blair, Cambria, Fulton, Huntingdon and Somerset.

2012 Harmonized Tariff Schedule Reform - Less than 30 days away!

The World Customs Organization's (WCO) reform of the Harmonized Tariff Schedule will be implemented on January 1, 2012.

The new version will include hundreds of amendments to the HS nomenclature. 177 member countries will be affected by these HS changes and if not managed effectively, could result in profit loss and also detentions of shipments.

The HS 2012 includes 220 sets of accepted amendments, divided as follows:

- 98 relate to the Agriculture sector
- 27 relate to the Chemical sector
- 9 relate to the Paper sector
- 14 relate to the Textile sector
- 5 relate to the Base Metal sector
- 30 relate to the Machinery sector
- An additional 37 relate to a variety of sectors

For more information on the changes click on the WCO Correlation information link below:

[WCO Correlation Information](#)

export questions! SAP&DC clients may access our dynamic, full line of export counseling and compliance center FREE of charge! Support provided free via phone, fax or email. Help is just a click away, send an email to export@sapdc.org

Quick Links...

[SAP&DC Website](#)

[exportingPA.org](#)

[U.S. Bureau of Industry and Security Website](#)

[Commodity Classification - Schedule B](#)

[World Port Source](#)

[Small Business Administration](#)

[Currency Calculator](#)

MINING UPCOMING EVENT



**Las Vegas, NV
Sept. 24-26, 2012**

The world's largest and most comprehensive exposition dedicated to mining. Held once every four-years, this show attracts more than 38,000 mining industry professionals!

For more information on exhibiting with us at MINEexpo, contact Tina Taylor at ttaylor@sapdc.org

HURRY - ONLY TWO SPACES LEFT!

HARDWOOD INFORMATION

**FMC Premium 2012
Shanghai China**

Source: customsinfo.com

South Africa Trade Mission - Feb 21 to Mar 2, 2012

Southern Africa is projected to be one of the world's fastest growing economies over the next 20 years, making it a good long term market for US exports. Seven of the top ten growth economies in the world are currently located in sub-Saharan Africa, with South Africa accounting for nearly one third of the entire African economy. High interest sectors for US exporters are: mining equipment and services, manufacturing equipment and machinery, IT and telecommunications, automotive manufacturing machinery, chemicals, agricultural technology and a host of others. Pennsylvania's Center for Trade Development has assisted tens of millions of dollars in exports to this rapidly expanding market and invites you to explore the possibilities this market offers your company. For more information on this mission and to obtain a copy of the flyer, click here: [South Africa Trade Mission Flyer](#)

Australia & New Zealand Trade Mission - March 4-13, 2012

Join the Center For Trade Development (CTD) on a mission to Australia and New Zealand March 4-13, 2012.

Why Australia?

- Australia has the world's largest resource of lead, mineral sands, tantalum, uranium, silver & zinc along with brown and black coals.
- Australia continues to experience a resource boom creating a strong demand for mining and other industrial equipment, technology services and environmental technology.
- Australia & US Free Trade Agreement - tariff on 99% of American goods eliminated
- Exchange rate is favorable

Deadline to register - January 20, 2012.

Participation Cost \$750.00

For more information click here: [AU Trade Mission Flyer](#)

Indonesia and Vietnam Trade Mission - March 19-24, 2012

Join the Center for Trade Development (CTD) on a mission to Indonesia and Vietnam March 19-24, 2012.

Why Indonesia?

Indonesia is the world's 18th largest economy at US\$650 billion, and it is estimated that Indonesia will achieve a growth rate of 6.3% in 2011, potentially 7% by 2012, and 8% by 2014.

Why Vietnam?

With average growth rates from 6-7% for 2010-2011, and potentially 7-8% for 2012-2014, Vietnam continues to be an attractive location for US businesses seeking new export markets.

-In 2010, U.S. Exports to Vietnam grew by an impressive 19.8% to \$3.7 billion.

Registration Fee: \$350.00

Deadline to register is January 13th, 2012.

For more information on this event contact your SAP&DC Export Trade Staff.

Thank you for completion of the Export Sales Confirmation Forms for the 1st Half of 2011

We would like to thank all of our clients whom assisted us in completing the Export Sales Confirmation forms for the first half of 2011. SAP&DC Clients were asked to complete the form to report sales for the time frame of January 2011 through June 30, 2011 for SAP&DC assisted

Want to join the Pennsylvania Pavilion at the FMC Premium 2012 trade show in Shanghai, China, scheduled for September 11-14, 2012?

The trade show will include a 2-4 day mission extension in Fujian Province and/or Beijing.

Please contact Wayne Bender at the Hardwoods Development Council for more information and to pre-register. Phone: 717-705-3930 Email: wbender@pa.gov

trade services. We would like to thank our clients for helping us achieve record breaking sales in reporting the first half of the year! If you have sales to report to us for the period of January 1st thru June 30, 2011, and have not done so yet, please complete the Export Sales Confirmation form. Again thank you for making our program a success! [Export Sales Confirmation Form](#)

Bangalore India Bio 2012

The Center for Trade Development (CTD) invites you to join them in Bangalore, India for the Bangalore India Bio 2012 Trade Show. February 5-10, 2012

Why India Bio?

Bangalore India Bio is India's biggest event attracting participation from biotech, pharma and allied industries, leading research institutes and all the major biotech states of India. India is among the top 12 biotech markets globally and is ranked third in the Asia-Pacific region after Japan and Korea. The biotechnology sector grew by 21.5 per cent in 2010-11, to cross the US\$ 4 billion mark, as revealed by an annual survey conducted by BioSpectrum and Association of Biotech Enabled Enterprises (ABLE). India's biotechnology industry is expected to reach US\$ 10 billion, in terms of revenue from the current US\$ 4 billion, by 2015. The Pharma/Biotech industry combined is valued at US\$16 billion and growing rapidly. India has a product patent regime in force since January 2005 and has the largest number of USFDA approved plants outside of the US.

Registration Fee: \$800.00

Registration Deadline: December 23, 2011

Hurry only 7 spaces available!

Travel Tips!

World Wide Caution Issued - July 26, 2011

The Department of State has issued this Worldwide Caution to update information on the continuing threat of terrorist actions and violence against U.S. citizens and interests throughout the world. U.S. citizens are reminded to maintain a high level of vigilance and to take appropriate steps to increase their security awareness. This replaces the Worldwide Caution dated January 31, 2011, to provide updated information on security threats and terrorist activities worldwide.

The Department of State remains concerned about the continued threat of terrorist attacks, demonstrations, and other violent actions against U.S. citizens and interests overseas. The Department of State believes there is an enhanced potential for anti-American violence given the death of Osama Bin Laden in May 2011. Current information suggests that al-Qaida and affiliated organizations continue to plan terrorist attacks against U.S. interests in multiple regions, including Europe, Asia, Africa, and the Middle East. These attacks may employ a wide variety of tactics including suicide operations, assassinations, kidnappings, hijackings, and bombings. For more information visit:

[Worldwide Caution continued](#)

Travel Warnings: For more information visit:

http://travel.state.gov/travel/cis_pa_tw/tw/tw_1764.html

- 12/1 - Afghanistan
- 11/25- Burundi
- 11/4 - Eritrea
- 11/4 - Kenya
- 11/4 - Guinea
- 11/3 - Korea

Travel Alerts: For more information visit:

http://travel.state.gov/travel/cis_pa_tw/pa/pa_1766.html

- 12/1 - South Pacific Cyclone Season
- 11/18 - Bahrain
- 11/16 - Thailand
- 11/9 - Liberia
- 11/7 - Egypt
- 11/3 - Congo

Traveling Abroad? Register for the Smart Traveler Enrollment Program (STEP) - The Smart Traveler Enrollment Program (STEP) is a free service provided by the U.S. Government to U.S. citizens who are traveling to, or living in, a foreign country. STEP allows you to enter information about your upcoming trip abroad so that the Department of State can better assist you in an emergency. Visit: [STEP Registration](#)

Partner Events/Seminars

[IMC Business Strategies & Solutions](#) Click here for various workshops and seminars on various subjects and topics

[State-wide Seminar/Events Calendar](#)

Happy Holidays,

Your SAP&DC International Trade Team

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