Winter will soon be a past thought and as March quickly approaches in a few days to bring us extended day light and better yet warmer weather and... Spring!

We have several new events upcoming in the month of March & April that we hope you can join us for. Please be sure to read the information below regarding potential cancelled trade shows & travel due to the coronavirus outbreak in certain countries. Please let us know if you have any questions.

Happy Spring,
Tina & Joyce

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**Regional Success**

**Wolf Lumber and Millwork, Inc. Success in Canada**

Tom Wolf of Wolf Lumber & Millwork, Inc. manufactures stave core stile and rail wood door components, face laminated window and door scantlings, thin sawn lumber and a variety of moldings. They are recognized for providing superior products and quality craftsmanship. They are located in Duncansville, PA and have been in business since 1982.

Southern Alleghenies Planning and Development Commission (SAP&DC) has been assisting Wolf Lumber & Millwork, Inc. since 2015 with their International endeavors. With the assistance of Pennsylvania’s Authorized Canadian Trade office, which is funded through the Department of Community and Economic Developments (DCED’s) Office of International Business Development (OIBD) and the United States Department of Agriculture (USDA), Animal and Plant Health Inspection Services (APHIS) we were able to assist Tom with properly filling out the paperwork that is needed to cross the border and with much research regarding wood that is of U.S. and Canadian Origin and how to mark your paperwork, for the product and crate used for shipping.

After working on an order for a Canadian company for over a year, Wolf Lumber & Millwork, Inc. has finally been successful. Tom has been sending samples to a company in Canada making adjustments and working with the Canadian company with the hopes of a future sale. After over a year of working with the Canadian company and lots of patience, a large sale has finally happened. They shipped the first part of the order to them in December of 2019 and will finish the order in January of 2020.

SAP&DC are very happy for his success and are very hopeful that this will lead to more sales in Canada. We wish them the very best in future sales and of course SAP&DC will be here to assist Tom with all his international needs.

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**UMF Medical Exhibits at Medica**

UMF Medical is a trusted manufacturer of innovative exam room equipment for physician’s offices, hospitals and clinics around the world. Headquartered in Johnstown, PA since 1956, UMF Medical is a certified Woman Owned Small Business, helping providers meet rapidly changing healthcare needs.

UMF Medical’s innovative products and consistent 5-star customer service ratings have earned partnerships with leading healthcare systems and distributors.

In 2019 UMF Medical decided to participate for the first time in MEDICA held in Dusseldorf, Germany. Pennsylvania’s Office of International Business Development (OIBD) hosted the
You need a plan! Start by talking to your brand, goals, and mission. We will work with you to create a comprehensive marketing plan to get your business, idea, message, and brand moving! We help you through the static to get your business, idea, message and brand moving! We guide you through the region by providing one-on-one consultation and assistance. SAP&DC offers specialized marketing consultation and assistance.

Businesses need to meet the following:

- Businesses in Bedford, Blair, Cambria, Huntingdon, Fulton and Somerset Counties
- Small and medium-sized businesses with 100 employees or less
- All for-profit businesses
- Any industry/sector except retail

Due to the support of our generous sponsors, SAP&DC's MCAP provides marketing assessment and marketing plan development services FREE of charge. SAP&DC's Marketing and Communications Assistance Program (MCAP) offers specialized marketing consultation and assistance. SAP&DC's MCAP offers specialized marketing consultation and assistance.

Port Watch

For the latest information on the Philadelphia Port CLICK HERE

Planning upcoming on traveling to a Trade Show or in-country business travel? Check to make sure the recent outbreak of the Coronavirus is not affecting your trip.

We all prepare for trade shows and business travel well in advance and do not know about unforeseen circumstances that may arise which causes travel restrictions or even cancellation of events. We have been recently made aware of two shows that have been cancelled and there may be more to come.

If you are planning a trade show, please check well in advance of travel to ensure that trade show has not been cancelled. Exhibiting at a trade show, contact the show organizers to make sure the show is still scheduled.

Planning a international business trip, check the State Dept Travel Advisories.

- **FoodEx Japan 2020** Event has been cancelled (Mar 10-13, 2020) No further dates have been set.
- **Food & Hotel Asia** (Mar 3-6, 2020) POSTPONED to July 13-16, 2020

Seminar offered for Veterans Starting or Growing a Veteran-Owned Business

Sign up for Boots to Business Reboot, an entrepreneurship training program for veterans and their spouses.

Boots to Business Reboot is an entrepreneurial education and training program offered by the U.S. Small Business Administration (SBA). The course provides an overview of entrepreneurial and applicable business ownership fundamentals. Veterans of all eras, Active Duty Service members
(including National Guard and Reserve), and spouses are eligible to participate.

**Date:** Thursday, March 19th  
**Time:** 8:00 a.m. - 4:00 p.m.  
**Location:** Altoona Launchbox, 1331 12th Ave, Altoona, PA 16601  
For more information contact: Jonathan Bennett | jonathan.bennett@sba.gov or 412-395-6560 x 107  
To register: [https://sbavets.force.com/s/](https://sbavets.force.com/s/)

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### Export Events!
**Check out these upcoming events - Mark your Calendars!**

<table>
<thead>
<tr>
<th>Event</th>
<th>Date</th>
<th>Time</th>
<th>Registration Fee</th>
<th>Registration Information</th>
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</thead>
<tbody>
<tr>
<td><strong>Webinar - Grow Your Exports to ASEAN, Australia &amp; New Zealand</strong></td>
<td>March 11, 2020</td>
<td>8:00 - 10:00 a.m.</td>
<td>$125.00</td>
<td><a href="https://sbavets.force.com/s/">Grow your Exports to ASEAN, AU &amp; NZ</a></td>
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<tr>
<td>PA's Authorized Trade Representatives in ASEAN and Australia will discuss current export opportunities for the region. Brought to you by the Pennsylvania Office of International Business Development (OIBD)</td>
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<td><strong>INCOTERMS 2020</strong></td>
<td>1/2 day seminar State College 8:00 - Noon</td>
<td></td>
<td>$50.00</td>
<td><a href="https://seda-cog.org/">https://seda-cog.org/</a></td>
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<tr>
<td>Join us for this 1/2 day seminar presented by The World Academy on the new INCOTERMS 2020. This seminar brought to you by The World Academy, North Central Regional Planning &amp; Development, SEDA-Cog and SAP&amp;DC.</td>
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<tr>
<td><strong>CTPAT</strong></td>
<td>1/2 day seminar State College 1:00 - 4:00 p.m.</td>
<td></td>
<td>$50.00</td>
<td><a href="https://seda-cog.org/">https://seda-cog.org/</a></td>
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<td><strong>PAST Events Still Available!</strong></td>
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<td><strong>INCOTERMS 2020 In Practice</strong></td>
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<td><a href="https://sbavets.force.com/s/">INCOTERMS 2020 In Practice RECORDED Webinar</a></td>
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<tr>
<td>Did you miss our Winter Webinar #1 on December 11th? If so, you can watch the recorded version of the new INCOTERMS 2020! Learn what changes will be taking place at your own leisure!</td>
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<td><strong>Advanced Export Documentation</strong></td>
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<td><a href="https://sbavets.force.com/s/">Advanced Export Doc RECORDED Webinar</a></td>
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<td>Did you miss our Winter Webinar #2 on January 8th? If so, watch the recorded version at your own convenience!</td>
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<td><strong>NAFTA and Changes Under the USMCA</strong></td>
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<td><a href="https://sbavets.force.com/s/">NAFTA and Changes Under the USMCA</a></td>
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<tr>
<td>Did you miss our Winter Webinar #3 on February 19th? If so, watch the recorded version to see how changes will affect your shipments to Canada &amp; Mexico!</td>
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### Upcoming Trade Events
The following Trade Shows and Missions are scheduled for this calendar year. For more information on these events, contact Tina Taylor or Joyce Hoffman.

<table>
<thead>
<tr>
<th>Trade Event</th>
<th>Country</th>
<th>Date</th>
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<tbody>
<tr>
<td>Expomin 2020</td>
<td>Santiago, Chile</td>
<td><strong>April 20-24, 2020</strong></td>
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To register directly with the show organizers:

[https://sbavets.force.com/s/](https://sbavets.force.com/s/)
GAP Funding Available for 2020

Just a reminder that GAP Funding is available for 2020, while funds last! If you are planning a trade show, traveling on a trade mission or just your own international business trip don’t forget to apply for GAP Funds! The GAP can assist in covering up to $5,000.00 of eligible expenses to help with costs associated with your international business travel. Or are you utilizing USDOC subscription services, planning compliance testing or internationalizing your website, possibly the GAP grant can help! For full details Global Access Program

About Us

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

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

SAP&DC, 3 Sheraton Drive, Altoona, PA 16601

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