

Progress Through Regional Cooperation In The Alleghenies

Feb 2020

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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

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.

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

Financing and Accounts Receivable Financing?
Offered through the Pennsylvania Department of Community and Economic Development (DCED), the Pennsylvania Industrial Development Authority (PIDA) Loan Program helps PA exporters finance international sales.
For the application process, please contact your local Certified Economic Development Organization (CEDO) service provider to package the loan application. To locate your local CEDO, [Click here](#)

SAP&DC's Marketing & Communication Assistance Program!

Need help promoting your business? Tired of waiting for the phone to ring? Unsure how to best utilize new technologies and the Internet to attract customers/clients? SAP&DC newest business services division, the Marketing and Communications Assistance Program is here to help! Southern Alleghenies Planning and Development Commission's Marketing and Communications Assistance Program (SAP&DC's MCAP) 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 MCAP provides marketing assessment and marketing plan development services FREE of charge. SAP&DC's Marketing and Communications Assistance Program (MCAP) aids businesses in the region by providing one-on-one assistance. We guide you through the static to get your business, idea, message and brand moving! We work with you to create a comprehensive marketing plan rooted in a deep understanding of your brand, goals, and mission. You need a plan! Start by talking to us. Contact Ben Mazur at bmazur@sapdc.org or via phone 814-949-6552.

Port Watch

For the latest information on the Philadelphia Port [CLICK HERE](#)

Pennsylvania pavilion, enabling UMF Medical to participate and introduce their products to new export markets. Through the assistance of Southern Alleghenies Planning and Development Commission's (SAP&DC) International Program, UMF Medical was also able to utilize the Pennsylvania's Global Access Program (GAP) funding, which is administered by PA's OIBD. This program is funded in part through a grant from the U.S. Small Business Administration (SBA). The funding was used to help offset some of the cost of participating in a show.

"The Commonwealth of Pennsylvania's programs, enabling small businesses like ours to bring PA made products to the world, are extraordinary," said Eileen B. Melvin, President & CEO of UMF Medical. "The local guidance of the SAP&DC, the PA booth at Medica, Reps in Germany, and the GAP funding were all critical elements to success in growing our export business." SAP&DC contacted PA's Authorized Trade Representatives (ATR) offices to conduct searches for distributors that would be interested in representing UMF Medical's products. Prior to Medica, Eileen Melvin attended Bringing the World to Pennsylvania (BTW2PA), hosted by SAP&DC, to speak face-to-face with the ATR's to give the ATR's a better understanding of UMF Medical's products and the type of distributors they were seeking. With the ATR's assistance, they were able to pre-arrange appointments with target customers and partners at Medica. Three of the pre-arranged meetings have already resulted in Distributor Agreements. Chile and Brazil are new markets for UMF Medical, and a successful new agreement has also been established in Panama. The company has received two Purchase Orders and is currently manufacturing products for shipment to these customers. UMF Medical has also just recently participated at Arab Health in Dubai and was able to utilize the GAP funding once again, and are hopeful to have the same if not better results from this show. They were also able to utilize the services of an ATR for pre-arranged meeting for Arab Health. UMF Medical is in the process of obtaining a CE Mark for the European Union and a new product line that will help them to expand into other international markets. SAP&DC are very glad we could help with UMF Medical's international endeavors and wish them continued success. We are committed to providing continued assistance and support for export growth.

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. Please note that traveling to a high level risk country could result in travel delays, quarantine, and extremely expensive medical costs. For more information visit [State Travel](#)

- **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 entrepreneurship 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/>

Export Events!

Check out these upcoming events - Mark your Calendars!

<p>Webinar - Grow Your Exports to ASEAN, Australia & New Zealand 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)</p>	<p>March 11, 2020 8:00 - 10:00 a.m. Register at: Grow your Exports to ASEAN, AU & NZ</p>
<p>INCOTERMS 2020 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 & Development, SEDA-Cog and SAP&DC.</p> 	<p>1/2 day seminar State College 8:00 - Noon Registration Fee \$125.00 includes refreshments & course materials Registration available soon at: https://seda-cog.org/</p>
<p>CTPAT Join us for this 1/2 day seminar presented by The World Academy on CTPAT. This seminar brought to you by The World Academy, North Central Regional Planning & Development, SEDA-Cog and SAP&DC.</p> 	<p>1/2 day seminar State College 1:00 - 4:00 p.m. Registration Fee \$50.00 includes refreshments & course materials Registration available soon at: https://seda-cog.org/</p>
PAST Events Still Available!	
<p>INCOTERMS 2020 In Practice 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!</p>	<p>INCOTERMS 2020 In Practice RECORDED Webinar</p>
<p>Advanced Export Documentation Did you miss our Winter Webinar #2 on January 8th? If so, watch the recorded version at your own convenience!</p>	<p>Advanced Export Doc RECORDED Webinar</p>
<p>NAFTA and Changes Under the USMCA 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 & Mexico!</p>	<p>NAFTA and Changes Under the USMCA</p>

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.

Trade Event	Country	Date
Expomin 2020	Santiago, Chile	April 20-24, 2020 To register directly with the show organizers

		http://www.expominusa.com/
Trade Winds Mission & Business Forum Indo-Pacific	Hong Kong/Japan, Korea, Thailand & Vietnam	April 20-27, 2020 For more information contact: ttaylor@sapdc.org jhoffman@sapdc.org
Trade Mission to Korea & Japan	Seoul, South Korea & Tokyo, Japan	June 1-5, 2020 For more information contact: ttaylor@sapdc.org or jhoffman@sapdc.org
Trade Mission to Canada	Toronto and Montreal, Canada	June 7-12, 2020 For more information contact: ttaylor@sapdc.org or jhoffman@sapdc.org

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

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