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Happy New Year 2012

The XPORTER SAP&DC Export Newsletter

January 2012

Volume 4, Number 1

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[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 export questions! SAP&DC clients may access our dynamic, full line of export counseling and compliance

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.

Governor Corbett to Lead International Trade Mission to France & Germany

Governor Tom Corbett will lead a delegation of Pennsylvania business leaders on a trade mission to France and Germany in March 2012 that will focus on connecting Pennsylvania companies with potential export partners and encouraging international businesses to invest in the commonwealth.

The March 2012 mission will be privately funded and organized by the Team Pennsylvania Foundation, a private non-profit partnership with the commonwealth.

France and Germany are two of PA's most important trade partners. Combined, they represent the state's fourth-largest export market and top source of foreign direct investment in PA.

The mission will take place March 19-23, 2011. The mission will kick off in Lyon, France. Delegates will visit Lyon and Paris, France and Stuttgart and Dusseldorf, Germany. Delegates will receive customized, pre-arranged one-on-one appointments through the State Trade Offices in France and Germany.

DON'T MISS THIS OPPORTUNITY TO JOIN THIS HIGH PROFILE MISSION!!!!

Cost of the mission is \$3,000 for companies less than 250 employees and \$5,000 for larger companies.

Deadline for registration is January 31, 2012.

This trade mission is not eligible for GAP funding.

For more information click on the link below:

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

Want to join the Pennsylvania Pavilion at the FMC Premium 2012 trade show in Shanghai,

Governor Lead Trade Mission Flyer and Press Release

Hannover Messe April 23-27, 2012 - Hannover, Germany

Join our colleagues from the Northwest Commission at the Hannover Messe, also known as the Hannover Fair, the world's largest industry technology conference and exhibition. Over 28,000 visitors from 90 countries and 6,500 exhibitors are expected at this event!

Space is limited to six companies on a first-come, first-serve basis. Companies within the Pennsylvania booth will receive:

- Display space within the Pennsylvania Booth
- Listing in the official show catalogue
- Pre-arranged B2B meetings with potential business partners and customers
- Assistance with booth graphics
- Exhibitor badges
- Logistics and business development assistance before, during and after the show.

For more information on this event, contact Dorte Heffernan at dorteh@nwcommission.org or via phone at 814-677-4800 x110.

Registration fee is \$1,000

Deadline: January 30, 2012

This event is eligible for GAP reimbursement! See GAP guidelines!

Eurostay June 11-15, 2012 - Paris France

Join our colleague from NEPA at the Eurostay Show in Paris, France June 11-15, 2012.

Eurosatory is the world's leading air and land defense and security exhibition. More than 1,300 exhibitors from 54 countries participate each year. Of these, 70% are small- and medium-sized companies. The visitor profile includes managers and decision-makers in procurement and R&D, from industry, government, military and security agencies. All of the world's ranked prime contractors and systems manufacturers take part in this show.

Pennsylvania will have a booth at Eurosatory 2012. Exhibitors will receive:

- Display space within the Pennsylvania Booth
- Listing in the official show catalogue
- Pre-arranged B2B meetings with potential business partners and customers
- Assistance with booth graphics
- Exhibitor badges
- Logistics and business development assistance before, during and after the show.

For more information on this event, contact Mike Horvath at mhorvath@nepa-alliance.org or via phone at 570-655-5581 x247.

Participation fee: \$1000.00

Deadline: February 10, 2012

This event is eligible for GAP reimbursement! See GAP guidelines

Global Access Program Funding Now Available!! Apply Today!

Don't miss your opportunity to apply for the Global Access Program (GAP) Funding. The Pennsylvania Global Access Program (GAP) is designed to enhance the capability of small to mid-sized Pennsylvania companies to increase export sales. GAP is a valuable tool available to qualifying companies seeking financial assistance and foreign market entry support. GAP will provide up to \$5,000 in 1:1 matching funds per year to qualifying Pennsylvania companies to offset a portion of the qualifying expenses associated with export promotion activities.

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: dbender@pa.gov

Qualifying activities include:

- Overseas Trade Mission Participation (except Governor lead missions)
- Overseas Trade Show Participation
- Domestic Trade Show with significant international focus
- Foreign market sales trip
- USDOC services subscription
- Independent Consultant Assistance (CE Mark, CSA, ISO, REACH, CITRA, etc.)
- Export Training Workshops
- Product Certification (CE Mark, CSA, ISO, etc)
- International Marketing Media Design
- Website Internationalization
- Marketing Literature Translation Fees

GAP Qualification Guidelines must be met in order to apply for the program. All GAP application must be obtained and submitted through your REN partner (SAP&DC). No more than 3 applications per company per fiscal year. Funding is limited to \$5,000 per company per fiscal year. All funds must be matched on a 1:1 basis.

For complete guidelines, application and documents for the Global Access Program visit the following link: [Global Access Program Packet Information](#)

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 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](#)

WoodMobile at the Farm Show - Jan 7-14, 2012

Visit the WoodMobile at the Pennsylvania Farm Show in Harrisburg, January 7-14, 2012.

This is an exciting year for the Hardwoods Development Council at the Farm Show because the WoodMobile will be featured within a beautiful 20'x50' forest landscape showcasing PA made forest products on five hardwood floors. The theme of the display will be "Wood Is Green" emphasizing all the positive impacts that using wood products has for the environment. There will be a new brochure entitled "Wood Is Green" that will be distributed, and the interactive educational program with the children will focus on "Wood Is Green." Within the forest landscaped area will be four other forest related exhibitors including: Pennsylvania Forestry Association, PA Chapter of the American Chestnut Foundation, PSU AG Extension focusing on forestry issues, and Invasive Species Council.

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

- 12/22 - Republic of South Sudan
- 12/21 - Syria
- 12/16 - Cote d'Ivoire

Travel Alerts: For more information visit:

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

- 12/22 - Philippines
- 12/12 - Senegal
- 12/12 - South Pacific Cyclone Season
- 12/9 - Congo, Democratic Republic of

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 New Year!

Your SAP&DC International Trade Team

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