

Having trouble viewing this email? [Click here](#)

# The XPORTER

## SAP&DC Export Newsletter

July 2011

Volume 3, Number 6

### In This Issue

[ExportingPA.org](#)

**ITSI Biosciences receives award**

**WATEC Registration Now Open**

**Trade Mission to Peru & Brazil**

**Pennsylvania International Week**

**Hardwood Buyer visits SA region**

**MAG Funds Still Available Travel Tips!**

**Czech Republic, Spain and Arab**

**Gulf ATR Office Update**

**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 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](mailto:export@sapdc.org)

### Quick Links...

[SAP&DC Website](#)

[exportingPA.org](#)

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

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.

### ITSI Biosciences receives St. Francis 2011 Small Business Exporter of the Year Award!

**Dr. Richard Somiari of ITSI Biosciences** located in Johnstown received the St. Francis 2011 Small Business Exporter of the Year Award on June 17th, 2011 at the JFK Student Center at St. Francis University. ITSI Biosciences began in 2004 and provides biotechnology consulting, gene/protein expression profiling services and manufactures ready-to-use bioreagents for life science research. In the past seven years ITSI has grown from a one-man firm to a company that now employs eleven people. Currently ITSI exports to twelve countries around the world. Dr. Richard Somiari, joined by his family and employees, accepted the award. Congratulations Richard on your success!

### WATEC 2011- Registration Now Open!

Registration for WATEC 2011 has begun. WATEC is the 6th international exhibition and the 3rd international conference for water technologies, renewable energy and environmental control. WATEC will take place from November 15-17 2011. For registration information, please click on the link: [WATEC 2011 Flyer](#)

### PARTNER EVENT: WTC Philadelphia - Trade Mission to Lima, Peru and Sao Paulo, Brazil - October 3 - 12, 2011

The World Trade Center of Greater Philadelphia in partnership with the Brazilian-American Chamber of Commerce of Pennsylvania will lead an executive trade mission to Peru and Brazil from October 3-12, 2011.

This mission gives participating companies the opportunity to meet one-on-one with prospective business partners, gain experience from local and U.S. businesses in country, and attend a networking dinner with World Trade Centers from around the globe at the World Trade Centers Annual General Assembly in Sao Paulo.

This is a multi-sector mission.

For more information visit: [WTC Phila Trade Mission Peru/Brazil](#)

### Mark your Calender!! Pennsylvania International Week, Bringing the World to PA Event - September 22nd, 2011

Pennsylvania International Week will take place on September 22nd, 2011 at the Bedford Elks Country Club in Bedford, PA. Twenty of Pennsylvania's Authorized Trade Representatives will be in the region

[Commodity Classification - Schedule B](#)

[World Port Source](#)

[Small Business Administration](#)

[Currency Calculator](#)

to meet with local business from Blair, Bedford, Cambria, Fulton, Huntingdon and Somerset counties to discuss export opportunities in their respective markets. Additional information will be available mid-July or you may contact Tina Taylor at [ttaylor@sapdc.org](mailto:ttaylor@sapdc.org) or Joshua Miller at [jmiller@sapdc.org](mailto:jmiller@sapdc.org) for details. Don't miss your opportunity to meet with these Trade Representatives! Pre-registration is required to attend.

### Hardwoods Buyer, Chris Ogawa, visits SA region Hardwood Companies

Several Pennsylvania Hardwood companies had the opportunity to meet with Chris Ogawa from Tenryu Corporation on Wednesday, September 22nd. Tenryu, a company representing the Japan market, toured the region. Blue Triangle Hardwoods, Everett kicked off the day with a tour of their facility followed by a tour at KEREX Inc, Breezewood. The day finished off with one-on-one appointments in Bedford at the BCDA with Wenturine Brothers Lumber, Babcock Lumber and Bedford Forest Products. We wish the participating companies future success in doing business with this potential hardwood buyer.

### SAP&DC MAG Funds Remain for 2011-2012 FY



SAP&DC still MAG funds will be available for the 2011-2012 Fiscal Year so don't forget if your company is planning a trade activity for international market development with travel to a foreign market or trade show, the MAG is available this fiscal year for companies under \$40M in sales. The MAG amount allotted per company is \$3,000 in 50/50 matching company funds. One application per fiscal year per company. MAG application must be submitted to SAP&DC at least two (2) weeks prior to participation in trade activity. Availability of MAG funds is on a first come, first serve basis until MAG funds are depleted. For more information please contact Tina Taylor at [ttaylor@sapdc.org](mailto:ttaylor@sapdc.org)

### Travel Tips!

#### Worldwide Travel Alert!!! Issued 5/1/11

The U.S. Department of State alerts U.S. citizens traveling and residing abroad to the enhanced potential for anti-American violence given recent counter-terrorism activity in Pakistan. Given the uncertainty and volatility of the current situation, U.S. citizens in areas where recent events could cause anti-American violence are strongly urged to limit their travel outside of their homes and hotels and avoid mass gatherings and demonstrations. U.S. citizens should stay current with media coverage of local events and be aware of their surroundings at all times. This Travel Alert expires August 1, 2011.

U.S. Embassy operations in affected areas will continue to the extent possible under the constraints of any evolving security situation. U.S. government facilities worldwide remain at a heightened state of alert. These facilities may temporarily close or periodically suspend public services to assess their security posture. In those instances, U.S. Embassies and Consulates will make every effort to provide emergency

services to U.S. citizens. U.S. citizens abroad are urged to monitor the local news and maintain contact with the nearest U.S. Embassy or Consulate.

**Travel Warnings: For more information visit:**

[http://travel.state.gov/travel/cis\\_pa\\_tw/tw/tw\\_1764.html](http://travel.state.gov/travel/cis_pa_tw/tw/tw_1764.html)

- 6/14 - Phillipines
- 6/16 - Cote d'Ivoire
- 6/22 - Sudan
- 6/22 - Israel, the West Bank and Gaza

**Travel Alerts: For more information visit:**

[http://travel.state.gov/travel/cis\\_pa\\_tw/pa/pa\\_1766.html](http://travel.state.gov/travel/cis_pa_tw/pa/pa_1766.html)

- 6/2 - Pacific Typhoon Season
- 6/9 - Japan

### **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](#)

### **Czech Republic and Spain Authorized Trade Office Updates**

We are sorry to advise that the Authorized Trade Representative offices of the Czech Republic and Spain, will be closing due to recent budget cuts. We hope that if budget conditions improve, the offices will be able to be reconsidered. Current inquiries and pending work orders will be completed by July 31. We will miss working with Filip and his team and Gloria.

### **Arab Gulf Authorized Trade Office Update**

Penny Barr from the Arab Gulf Trade Office has decided to not renew her contract with CTD. All pending work orders and inquiries will be completed by June 30. We wish Penny the best on her future endeavors.

CTD will continue to look for new representation in the Arab Gulf market as soon as possible. We will keep you posted of any updates available.

### **Partner Events/Seminars**

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

[2010-2011 Trade Events Calendar](#)

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

Sincerely,



Your SAP&DC International Trade Team

[Forward email](#)



This email was sent to [astich@sapdc.org](mailto:astich@sapdc.org) by [ttaylor@sapdc.org](mailto:ttaylor@sapdc.org) | [Update Profile/Email Address](#) | Instant removal with [SafeUnsubscribe™](#) | [Privacy Policy](#).

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