Progress Through Regional Cooperation In The Alleghenies

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Qatar
Currently work order requests for Qatar are currently suspended until further notice due to the geo-political situation. We will keep you posted when services for Qatar are able to be processed. We thank you for your patience during this time.

Important Links
Travel Warnings
Travel Alerts
Pennsylvania International Trade Guide
Bureau of Industry & Security
Commodity Classification - Schedule B
Currency Calculator
World Port Sources
Small Business Administration
Consulting Center
Export Consulting Center
Certifications Expert Helpline

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Spring is in bloom at the Mirabell Gardens & Palace, Salzburg, Austria

We hope that you had a wonderful Easter and are enjoying the spring weather that is now upon us. We just returned from the Bauma show in Munich, Germany and are looking forward to getting back to regular client business. We will be making appointments to visit you and prepare to assist you with new international markets. Don’t forget to keep us posted of any travel plans for upcoming events or business trips that we may assist you with in-country appointments and potential remaining funding available through GAP! We look forward to assisting you. Enjoy the nice weather and as always, we are here for your needs.

Tina & Joyce

Bauma 2019 - What a Show!

It’s no secret that Bauma held in Munich, Germany is the largest construction, building and mining show held on Earth! With over 6 million square feet of exhibition space and over 3,700 exhibitors from 63 countries, the 2019 show which began April 8 and ended April 13th proved to be the largest and most successful Bauma shows for the State of Pennsylvania pavilion to date. SAP&DC has organized the State of Pennsylvania pavilion since 2010 and while past shows have been fruitful, the 2019 Bauma received rave reviews from the pavilion exhibitors. With an astounding 620,000 visitors from over 200 countries within seven days, the quality of business contacts this year to the State of PA pavilion has surpassed any previous show. One of the PA exhibitors within an hour of show opening wrote an order and several others throughout the show, something that has not happened in previous years! Another company also made multiple sales during the exhibition another first for the PA pavilion!

Exhibitors in the Pennsylvania pavilion were Acker Drill Company, Bon Tool Company, American Cable Company, EcoIslands, LLC d/b/a BioMining Products, and Redi-Rock International of which several have already committed to the next exhibition for Bauma 2021.
Results from the show include to date: 142 quality leads generated, 12 agreements under consideration, and estimated sales figures over $2.5M. Countries of potential business contacts made during the show are; Netherlands, Israel, Japan, Brazil, France, Poland, Italy, Chile, Germany, India, Russia, United Kingdom, Austria, USA, Georgia,
Export Finance Program
Looking for Working Capital 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 poses with Pencarrowney Phil, our daily booth give away! Thanks to our exhibitors, we wish you much success as you continue to follow up with your contacts!

Alleghenies Ahead Conference
June 5, 2010 - Blair County Convention Center
JOIN US for a day filled with innovative and business transforming ideas presented by leaders in workforce development and management. Whether you’re a leader in your own business, startup or part of the corporate world, today’s competitive marketplace demands that we embrace an entrepreneurial attitude to succeed. And we must empower our workforce to do the same.
When: June 5, 2010 - Blair County Convention Center
Keynotes:
* Jeff Tobe, author of Coloring Outside the Lines
* Bill Strickland, Founder & Executive Chairman of Manchester Bidwell Corporation
Learn how to:
* Attract talent with the right skill set
* Foster multi-generational employee relationships
* Prepare your company and employees for the impact of AI innovation
* Build a more collaborative and entrepreneurial culture
* Cultivate valuable business connections
To learn more about this conference or to register visit: http://startupalleghenies.com/

Presented by: Southern Alleghenies Workforce Development Board and the Startup Alleghenies

Log A Load for Kids - PA Loggers Parade

Export Updates!
Global Access Program (GAP) 2010 - Limited Funds Remain
The GAP program is now available for 2019 to small to mid-sized Pennsylvania companies who are interested in increasing export sales. Administered through the Pennsylvania Office of International Business and funded through the U.S. Small Business Administration, GAP funding provides up to $5,000.00 to qualifying companies on a reimbursement basis of 75% of qualifying expenses. GAP funding is available on a first-come, first-serve basis and are limited based on availability. Applications must be received 30 days prior to the event/travel. Export activities such as overseas trade shows, overseas trade missions, foreign market sales trips, USDOC subscriptions are eligible. For a full copy of the GAP guidelines & application, please contact Tina Taylor at taylor@sande.org, or Joyce Hoffman at jhoffman@sande.org

U.S. Trade Commission Publishes Report the USMCA and Impact on U.S. Economy

The U.S. International Trade Commission (USITC) has released its report assessing the likely impact of the United States-Mexico-Canada Agreement (USMCA) that the President entered into with Mexico and Canada on November 30, 2018. As requested by the U.S. Trade Representative and required by the Bipartisan Congressional Trade Priorities and Accountability Act of 2015, the USITC’s report, United States-Mexico-Canada Agreement: Likely Impact on the U.S. Economy and Specific Industry Sectors, provides an assessment of the likely impact of the agreement on the U.S. economy as a whole and on specific industry sectors and the interests of U.S. consumers. To learn more about this report and the expected positive impact on the U.S. economy and employment at USMCA (USITC Publication 4889).

Source: United States International Trade Commission

Upcoming Trade Events

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<td>TradeWinds Indo Pacific Forum &amp;</td>
<td>New Delhi, India</td>
<td>May 6-13, 2019</td>
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<tr>
<td>Mission 2019</td>
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<tr>
<td>USA Trade Fair Conference &amp;</td>
<td>Lagos, Nigeria</td>
<td>May 21-23, 2019</td>
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<td>Exhibition</td>
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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@sande.org | 814-949-6517
Joyce Hoffman - Int'l Trade Specialist | jhoffman@sande.org | 814-949-6527