



Progress Through Regional Cooperation In The Alleghenies

FEB 2019

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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 Source](#)[Small Business Administration](#)**Consulting Center**[Export Consulting Center](#)[Certifications Expert Helpline](#)**Join Our Mailing List**[www.newpa.com/intl](http://www.newpa.com/intl)

PicturesCafe.com

Today we bid farewell to February and I don't think any of us will be unhappy to see it go! We had quite the stormy past several weeks and I don't know about you, but I'm sure ready for Spring! Only 20 days...but who's counting?

There is still time to register for our IP Seminar on March 6th and the Advanced ITAR seminar to be held March 26th. Details are below and we look forward to all who wants to join us! We will be looking at conducting a USMCA seminar in late Spring, stay up to date by checking our newsletter and emails for details.

As always, if there is anything we can do to assist, please contact us!

**Tina & Joyce****Canary Labs International Success**

Canary Labs is a leading software solutions company, located in Martinsburg, PA and was founded in 1985. Their software is used to simplify sensor data storage and analytics for the Oil and Gas Industry, Water and Waste Water Sector and Power. They can tailor a solution for the company's specific needs.

The Canary Enterprise Historian and Axiom applications are used in complex environments and easily handle millions of points per second. The Canary software products allows users to view real time and historical data in dashboards, trend charts and reports for the business operations. The Canary Labs product suite is the only truly scalable solution that enables organizations to quickly and effectively analyze data without delay. Canary Labs has been able to increase their international sales by obtaining new distributor partners overseas, which has led to them hiring two new engineers in Martinsburg. Canary has recently signed a new distributor in Germany and will be jointly attending the SPS (Smart Production Solutions) show in Nuremberg, Germany. By attending multiple trade shows throughout the year, they have been able to increase activity into countries such as Belgium, Canada, Finland, South Africa, South Korea, Taiwan and The Netherlands to name a few. In addition to increasing their sales, they are working toward hiring two more additional employees in Martinsburg in 2019.

SAP&DC has been working diligently alongside Canary and the PA Authorized Trade Reps, to assist Canary Labs in finding new overseas representatives and assisting with international company background checks. This has been very beneficial in the signing of new international distributors. In addition, they have been awarded the Global Access Program (GAP) funding to help offset the cost of attending trade shows in 2018 and in 2019, they are attending the Offshore Technology Conference (OTC), which is a large international trade show in the oil & gas industry. For more information on Canary Labs visit: <https://www.canarylabs.com/en/>

**Spring and the Spotted Lanternfly!**  
**Know what to look for!**



@sapdcorg

### 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

Since Punxy Phil said that Spring is going to arrive early and as you begin to work in your yards, hike in the woods, get your boat and camper ready, it's time to start thinking about the Spotted Lanternfly. Remember that during this time of year and until around late April when the Spotted Lanternfly begins to hatch, they can be found in egg masses. The easiest way to control the SLF is to destroy the egg mass. Egg masses are typically found on stones, trees, boats, campers, decks, outdoor furniture, vehicles, structures, etc. If you find an egg mass, scrape it off and destroy it. You can place the eggs into alcohol or hand sanitizer to destroy them.

From late April to Mid-July, the SLF will begin to hatch and will be in the early nymph form which will be black with white spots and late nymph form of red/black with white spots.

These pests can be detrimental to hardwood, grapes, fruit trees, logging industries, and an unpleasant pest to daily life with the honeydew sap they leave behind.

To learn more about the Spotted Lanternfly, the Penn State Extension offers an online training that can be found at: [Spotted Lanternfly Webinar](#)



### Export Updates!

#### Global Access Program (GAP) 2019 Now Available

The GAP program is now available for 2019 to small to mid-sized Pennsylvania companies whom 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 [ttaylor@sapdc.org](mailto:ttaylor@sapdc.org), or Joyce Hoffman at [jhoffman@sapdc.org](mailto:jhoffman@sapdc.org)

#### Schedule B & Harmonized Tariff Schedule Updated in Automated Export System (AES)

The Schedule B, Harmonized Tariff Schedule (HTS), and HTS Codes that are not valid for AES tables have been updated to reflect the changes to the 2019 codes effective January 1st, 2019.

The typical grace period of 30 days will not be extended with this update. AES will not accept shipments with outdated 2018 codes and reporting an outdated 2018 code will result in a fatal error.

The ACE AESDirect program has been updated with the 2019 codes.

#### Schedule B Resources

The 2019 Schedule B and HTS tables are available for downloading at: <http://www.census.gov/foreign-trade/aes/documentlibrary/#concordance>

The current list of HTS codes that are not valid for AES are available at:

<http://www.census.gov/foreign-trade/aes/documentlibrary/concordance/hts-not-for-aes.html>

Source: U.S. Census Bureau [census@subscriptions.census.gov](mailto:census@subscriptions.census.gov)

#### US Commercial Service lists International Buyer Program (IBP) Shows for 2019

The USCS has announced the (IBP) International Buyer Program shows for 2019. The IBP is a joint government-industry effort that brings thousands of international buyers to the U.S. for business-to-business matchmaking with U.S. firms exhibiting at major industry trade shows. Every year, the IBP results in new business for U.S. companies, and increased international attendance for participating U.S. trade show organizers.

For U.S. companies, their chances of finding the right international business partner greatly increases when you exhibit at a trade show that's part of the IBP. The company will not only meet more pre-screened buyers, representatives & distributors, but your products and services can be listed in the Export Interest Directory and distributed to all international visitors. U.S. companies also benefit from:

- Access to hundreds of current international trade leads in your industry.
- Hands-on export counseling, market analysis, and matchmaking services by country and industry experts.

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](mailto:bmazur@sapdc.org) or via phone 814-949-6552.

### Port Watch

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

- Use of an on-site International Business Center, where your company can meet privately with prospective international buyers, prospective sales representatives, and business partners and obtain assistance from our experienced staff.

Bringing in delegations of foreign buyers from around the world to domestic trade shows is a very successful service for U.S. exporters that results in approx. \$1B in new business for U.S. companies. If you want to hear testimonials on the ROI of our IBP program, check out our IBP Trade Show video series that talks about, How to Make International Sales without Leaving the U.S.

A complete list of IBP events can be found by clicking [IBP Events](#)  
Source: Lyn Doverspike U.S. Dept of Commerce

### Upcoming Educational/Training Events

The following training events are currently scheduled for the region:

Webinar Name	Date
<b>IP (Intellectual Property) Basics for Business Owners</b>	March 6, 2019 For more information <a href="#">Click here</a>
<b>Advanced ITAR for Defense Contractors presented by Federal Publications Seminars</b>	March 26, 2018 For more information <a href="#">Click Here</a>

### 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
<b>Appalachia USA Trade Mission to South Africa, Tanzania &amp; Kenya</b>	Johannesburg, Dar es Salaam, Arusha, & Nairobi	February 18 - March 1, 2019 For more information <a href="#">Click Here</a> or contact Tina Taylor <a href="mailto:ttaylor@sapdc.org">ttaylor@sapdc.org</a>
<b>TradeWinds Indo Pacific Forum &amp; Mission 2019</b>	New Delhi, India	May 6-13, 2019 For more information <a href="#">Click Here</a>
<b>USA Trade Fair Conference &amp; Exhibition</b>	Lagos, Nigeria	May 21-23, 2019 For more information contact: <a href="mailto:benedicta.nkwoh@trade.gov">benedicta.nkwoh@trade.gov</a> or <a href="mailto:ambrose.thomas@trade.gov">ambrose.thomas@trade.gov</a>

### 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:

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