



Progress Through Regional Cooperation In The Alleghenies

February 2014

In this Issue[PA Companies Prepare for Expomin](#)[Job Opps](#)[Trade Show Success](#)[Canadian Food Reg Changes](#)[BIS Seminar](#)[Upcoming Events](#)**PA Companies Prepare for Expomin, Latin America's Largest Mining Exhibition!**

Eight PA companies are preparing for their exhibition at the largest Latin American Mining Exhibition, Expomin 2014, to be held in Santiago, Chile from April 21-26.

SAP&DC and the Southwestern Pennsylvania Commission have partnered together for a State of Pennsylvania booth to allow companies to take part at reduced exhibition costs.

The companies will have exhibition space in the State of PA booth, assistance from the Trade Chile office for potential client meetings during the show and translation help as needed within the PA booth by several staff members.

Companies exhibiting in the State of PA booth are:

If you travel... they will come... Two Companies Highlight Proven Success At International Trade Shows!

Barbara & Michael Sincak with June Chino, PA Japan ATR at Tokyo Mineral Show, Tokyo Japan

Treasures of the Earth Definitely A Unique Trade ...

Treasures of the Earth located in Hollsopple, Somerset County, have traveled to for many years to exhibit their unique products such as fossils, minerals, petrified wood, replicas and artifacts at the Tokyo Mineral Show in Tokyo, Japan. The company ships containers of products to the show and invests quite a bit of money into their exhibition space however; it is worth it in the end!

Owners, Michael and Barbara Sincak are very pleased with the foot traffic and sales from this years show. The company has a huge following from the Asian community and the Japan Tokyo Mineral Show provides nice sales for products that range from 50 cents to thousands of dollars. The company in addition exhibits at the Tucson Mineral Show held in early February which draws a large crowd of international buyers. Buyers range from individual collectors, museums, schools and aquariums.

Treasures of the Earth utilized the GAP grant to assist in the cost to participate at the Tokyo show and utilize the State of PA export services to

- Acker Drill Co - Scranton
- American Cable - Phila.
- CAB - Ebensburg
- Curry Supply - Martinsburg
- DFT, Inc - Exton
- Megator - Pittsburgh
- New Pig - Tipton
- Specialty Tire - Indiana

Pilar Munneke, International Trade Specialist at SAP&DC will travel to the show to assist companies along with Rena Liu-Belshe from SPC and our Trade Chile staff Sebastian Tobar & Jose Delgado.

Job Opportunities

Export Specialist Position Open at SEDA-Cog

Full-time position available to provide export assistance to small- and medium-sized businesses in Central PA. Responsibilities include: working with experienced and new-to-export clients; counseling on export market development, technical assistance on mechanics of exporting; organizing and presenting at seminars; market research; and providing program support.

For more information on this job opening [Click Here](#)
[Hardwood Promo](#)

Export Sales Collection - July 1 to Dec 31, 2013

We would like to thank all of our clients whom assisted us in completing the Export Sales Confirmation forms for the first half of 2013. SAP&DC Clients were asked to complete the form to report sales for the time frame of **July 1, 2013** through **December 31, 2013** for SAP&DC assisted trade services. If you have sales to report to us for the period please complete the Export Sales

assist in locating international museums, aquariums and interested buyers. Learn more about Treasures of the Earth at: <http://www.universaltreasures.com/>



UMF Medical booth at Arab Health

UMF Medical Success in the Arab Gulf

UMF Medical is no stranger to the Arab Health Show held yearly in Dubai, UAE. UMF Medical has exhibited at the show for over 6 years now and this year went all out to showcase UMF's product line at the show! The company exhibited in a 20 x20 space which proved successful with non-stop visitor traffic, pre-arranged sales meetings and record sales during the show.

UMF Medical has been focusing on the Arab Gulf and Middle East region over the past several years and the region serves as the company's largest international client base. As a result of Arab Health and additional travel in the Arab Gulf region, UMF has signed two exclusive distributors with one in Kuwait and one in Qatar and are set to conclude two additional agreements in Saudi Arabia and Bahrain within the next few weeks.

UMF's sales are on target to meet UMF's aggressive growth strategy. In addition to their aggressive strategy in various international markets, UMF has recently concluded a sales coverage agreement with Med Tech/Med Care Associates for their domestic market which includes over 100 national sales associates.

UMF utilized the GAP grant to assist with the costs of the exhibition and travel and utilize the State of PA export services to assist in locating new potential distributors in their target markets.

UMF is a trusted manufacture of Exam Room Equipment Solutions for almost 60 years located in Johnstown, PA. You can learn more about UMF Medical at <http://www.umfmedical.com/>

Canada - New Food Regulations Effective - January 2015



The Canadian Food Inspection Agency's (CFIA) Safe Food for Canadians Act is currently scheduled to come

Confirmation form. Again thank you for making our program a success!

[Export Sales Confirmation Form](#)

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](#)

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into effect on January 1, 2015. The modernization program, designed to improve safety of food and food products for Canadians, will impact importers, exporters, manufacturers and processors of food in Canada - both those that conduct trade internationally and those that trade inter-provincially within Canada.

The main thrust of the modernization act will see CFIA implement consistent practices, from planning to licensing to record keeping, for all food commodities, and will feature new inspection regulations across the industry.

Under CFIA's Imported Food Sector Regulatory Proposal food and food product importers will be required to maintain the following:

- A license to import
- A Preventative Food Safety Control Plan (PFSCP)
- Detailed records
- A recall plan

It's important that food importers and exporters start preparing today to mitigate the impact of the new regulations on their business. We've prepared a helpful guide "Five questions every Canadian food importer/exporter should ask," to help businesses like yours keep on track. Download it today and start preparing for CFIA's new food safety and modernization regulations.

For more information on these changes [Click Here](#)

Source: Livingstonintl.com

Information and link provided by Nancy Ward, PA Canada ATR

BIS Seminar - Export Controls - Camp Hill, PA

Don't miss this opportunity to attend a two-day in depth seminar by the BIS on Export Controls right here within Pennsylvania!

The *WTC Harrisburg* and the *BIS* will host the two day event and is led by BIS's professional counseling staff and provides an in-depth examination of the Export Administration Regulations (EAR).

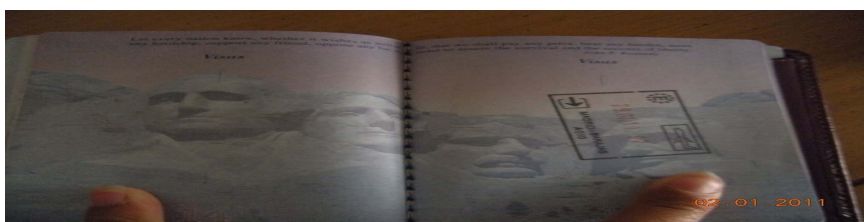
The seminar will cover the information exporters need to know to comply with U.S. export control requirements on commercial goods.

Presenters will conduct a number of "hands-on" exercises that will prepare attendees to apply the regulations to their own company's export activities. This program is well suited for those who need a comprehensive understanding of their obligations under the EAR. Technical, policy, and enforcement professionals from BIS, as well as specialists from other agencies such as the Office of Foreign Assets Control and the Bureau of Census will participate in certain programs.

For more information or to register for this seminar

[Click Here](#)

Upcoming Trade Shows & Missions



- ~Canadian Restaurant & Food Show - Toronto Canada - March 2-4, 2014
- ~Trade Mission Mexico City & Guadalajara Mexico - March 24-28, 2014
- ~Expomin- Santiago, Chile - April 21-26, 2014
- ~Korea Inbound - May 14-16, 2014
- ~Global Petroleum - Canada - June 10-12, 2014
- ~Medicare Taipei - Taipei, Taiwan - June 19-22, 2014
- ~Fancy Food Show - New York - June 29-July 1, 2014

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

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