



Progress Through Regional Cooperation In The Alleghenies

JUNE 2016

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**CORE PA
Mining, Oil and Gas Field
Media Tour/ FAM (familiarization) Tour**

Pennsylvania Shale Gas is the second largest producer of natural gas in the U.S. Shale Gas is driving down energy costs and opening new opportunities for manufacturers. Businesses ranging from small family operations up to huge multi-national corporations are taking advantage of Pennsylvania's abundant natural resources to advance their businesses in today's global economy.



CORE PA Global hosted a media tour of some of Pennsylvania's innovative companies and industrial suppliers involved in the mining, oil and gas field machinery manufacturing industries, June 13th thru June 16th, 2016.

CORE PA Global Representatives Cody Richard and Hanna Copenheaver traveled with the journalist throughout the PA tour and were joined by SAP&DC staff Steve Howsare, Debbi Prosser and Joyce Hoffman in our region.

Companies visited in the Southern Alleghenies included; Center Rock in Berlin, PA, well known for their success in rescuing 33



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miners that were trapped 2,070 feet underground in San Jose mind in Copiapo, Chile. CRI manufactures and distributes a complete line of air-drilling tools, services, and accessories for mining, oil and gas and construction industries.

Environmental Tank and Container (ETC) in Johnstown, PA, is a leading manufacturer of Above Ground Impoundments, Frac Tanks, Mud Tanks, Gas Busters and other equipment for the oil and gas, Power generation, gas processing, and industrial and environmental markets. ETC proudly hails from the JWF Industries family of companies.

Curry Supply Co. in Martinsburg, PA, is one of America's largest manufacturers and dealers of commercial service vehicles including on and off road water trucks & fuel/lube trucks, mechanics trucks, service trucks, vacuum trucks, winch trucks, dump trucks, crash attenuator trucks and lube skids. Delivering and servicing equipment throughout the world.

The 7 reporters from around the world included:

- Anthony Barich, Australia, International Coal News, Mining News, Mining Journal, Mining Monthly
- Gloria Towolawi, U.S., USA Oil and Gas Monitor
- Margaret Nongo-Okojokwu, Nigeria, Orient Energy Review
- Peter Darling, UK, Mining Worldlink, Coal International, Mining World
- Michael Reed, U.S., Pipeline & Gas Journal
- Jamie Zachary, Canada, PROCESSWest, IPP&T
- Arun Kumar Singhal, India, DEW Journal

The reporters were very impressed with the businesses and commented on the beauty of Pennsylvania.

"It was a pleasure to meet and interact with you and the industry chiefs/experts during the tour. I feel this was a great opportunity for me to know about your County and SAP&DC. DEW Journal will focus on key areas highlighted by you and experts during the tour and share it with our readers in the up-coming and subsequent issues of DEW." Stated Arun Kr. Singhai from DEW Journal

Don't miss this opportunity!

MINExpo International 2016 - Appalachia USA Pavilion



The Appalachian Regional Commission (ARC) invites qualified Appalachian firms to exhibit at MINExpo International 2016, the premier mining and construction event in Las Vegas, NV. Meeting potential partners face-to-face is crucial to your business



expansion internationally, and ARC will provide you the opportunity to have booth space at MINExpo at a fraction of the cost. We will provide support before, during, and after the event to connect your company with the right partners and buyers.

To participate, firms must be located in an Appalachian county.

A list of counties is available at www.arc.gov/counties.

WHY MINExpo?

MINExpo is a show you can't afford to miss! MINExpo is the world's largest and most comprehensive exposition dedicated to mining. Held once every four years, MINExpo provides companies the opportunity to showcase their products, services, and technologies serving the mining industry.

MINExpo attracts more than 38,000 mining industry professionals from more than 100 countries. The world demand for coal and minerals remains strong in all sectors--especially electricity, telecommunications, computers, medical technology, and transportation. Mining companies require more efficient, safe, innovative, and productive equipment, technology, and processing methods to meet the demand. That's why MINExpo is a solid investment of your marketing dollars. In just three days you will meet thousands of mine operators from all over the world 90% of the attendees come to see new products and are prepared to buy! JOIN US!

The registration fee of \$4,000 per company (maximum 2 people per company) includes:

- > Space in the Appalachia USA pavilion
- > Listing under the Appalachia USA in the show catalog
- > Logistical assistance to include:
 - Access to hotel block reservations
 - Appointment scheduling and matchmaking offered through the U.S. Commercial Service International Buyer Program (IBP)
 - Access to Trade Show training webinars and general export training webinars.
 - Assistance with post-show follow-up and assistance to develop international business in select identified international markets.

Space is limited and is on a first-come, first-serve basis.

[The Appalachian Regional Commission \(ARC\) invites non-qualified Appalachian firms to exhibit at MINExpo 2016.](#)

The premier mining and construction event in Las Vegas, NV. Meeting potential partners face-to-face is crucial to your business expansion internationally, and ARC will provide you the opportunity to have booth space at MINExpo at a fraction of the cost. We will provide support before and during, the event to connect your company with the right partners and buyers.

To participate, firms must be located in an Appalachia state but are not required to be located within an Appalachia county. Qualified states include: PA, OH, KY, TN, MS, AL, GA, SC, NC, VA, MD, NY and WV.

The registration fee for Non-Appalachia Qualified companies is \$8,000 per company (maximum 2 people per company) includes:

- * Space in the Appalachia USA pavilion
- * Exhibiting companies will receive a 10 x 10 exhibit booth space to include: carpet, signage, brochure rack/counter, table and chairs, wastebasket, electric, catalog listing, and waste removal, along with at-show support by experienced trade staff
- * Listing under the Appalachia USA in the show catalog
- * Logistical assistance to include:
 - * Access to hotel block reservations
 - * Appointment scheduling and matchmaking offered through the U.S. Commercial Service International Buyer Program (IBP)
 - * Access to Trade Show training webinars and general export training webinars

Companies are responsible for all travel and business-related expenses. Companies will be required to supply electronic graphics in the required format for show signage.

Advantages for non-ARC companies to pay the \$8,000 fee for MINEXPO.

- If you were to purchase bare space directly from MINExpo the cost would be \$3,925
- To build out that 10x10 space for a very basic booth the cost would be \$4,500-\$5,000 so you would have already spent more than the \$8,000 fee
- We are building a more elaborate build out which would cost a company approximately \$10,000.
- So if a company could and would buy the space and the construction from MINEXPO that would be comparable to the 10x10 turnkey space that we are providing it would cost \$13,925 and we are selling it for \$8,000.
- In addition to the booth you are getting access to a 10 part webinar training program free of charge with a variety of exporting and trade show training programs.
- The pavilion will also include dedicated meeting space that will be available to the pavilion companies to utilize for business meetings.
- A pavilion catalog will also be produced and will include information about all of the pavilion companies.
- Of course the coordination with the Commercial Service to have international buyers visit the pavilion.

For a complete flyer about this show [click here](#)

For questions contact Tina Taylor at

ttaylor@sapdc.org

[Registration Deadline in June 30, 2016 - in order to be included in the show catalog.](#)

Testimonial from CAB for MINExpo!

CAB has been an exhibitor at MINExpo since 1988. This is the largest mining trade show in North America and is held every 4 years. We

have found this show to be an excellent way to present products to both a national and international audience. Since 20% of attendees are from overseas, it has been a great venue for establishing international accounts and expanding exports to many countries around the world. This show represents a great opportunity to explore the potential for international sales because it is much lower in cost than exhibiting overseas and a large number of the attendees come from every major mining country in the world. I would highly recommend this show to any company interested in expanding domestic or international sales.
Allen Smith
CAB General Manager

Mark your Calendars! Bringing the World to PA set for Sept 13, 2016 in the Southern Alleghenies Region

Don't miss the opportunity to meet with the 15 Pennsylvania Authorized Trade Representatives (ATR's) covering over 51 markets from around the world in the Southern Alleghenies region on Sept 13th.

More details will be provided in detail but this year's event will take place at the Sunnehanna Country Club, Johnstown, PA.

One-on-one appointments will be set for companies with the ATR's to discuss international business assistance in markets such as;

Australia/New Zealand, United Kingdom, Germany, India, Netherlands, Canada, Mexico, Taiwan, Central Europe, Indonesia, Singapore, Malaysia, UAE, Saudi Arabia and the Middle East!

Flyer & Registration will be available in late July!

Intellectual Property... what do you need to know?



STAY TUNED for our Fall Seminar (date to be advised) on IP Basics for Business Owners!

Seminar will be presented by Shawn Leppo at McKnees, Wallace & Nurick, LLC.

Source: Shawn Leppo at McKnees, Wallace & Nurick, LLC.

Medica 2016 November 14 - 17, 2016 Düsseldorf, Germany

Registration deadline: July 22, 2016.

For more information, contact:

Jen Black | Office of International Business Development | 717.720.7472
| jblack@pa.gov

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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Try it FREE today.

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