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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 Source
- Small Business Administration

Consulting Center
- Export Consulting Center
- Certifications Expert Helpline

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As we all kick off the first holiday of the summer season, it's important that we take time to remember sacrifices that bought our freedom not only for those who have lost their lives but for those who are Veterans and current U.S. Military members. We, the people of Alleghenies, extend our thanks to our service members and their families. Our region is proud to be home to the 15 Pennsylvania Authorized Trade Representatives (PATRs) and we celebrate you! Today is Memorial Day and we recognize and honor those who have served our country.

We note the Save the Date details regarding BTW2PA 2019 below. Your chance to interface with our 15 Pennsylvania Authorized Trade Representatives, right here in the region! Stay tuned for confirmed details by July! If you can be of any assistance, please contact us! Happy Memorial Day!

Tina & Joyce

Bauma Gets Bioremediation!

EcoIslands, LLC participated in the State of Pennsylvania booth at Bauma 2019 in Munich, Germany to show off their "BioMining Products". While Bauma was the first international venue that EcoIslands, LLC has exhibited, they were not strangers to discussing business with many international visitors. Bauma, held in Munich, Germany every three years, is the largest construction, building materials, and mining show held in the world with 620,000 visitors to the show in seven days. EcoIslands was able to be "part of" this huge event thanks to SAP&DC’s on-the-ground support, the State of Pennsylvania subsidized booth, and the U.S. Small Business Administration Global Access Program which assisted with funding for trade show participation and lodging costs.

EcoIslands, LLC, the Biological Water Treatment Specialists, develops a variety of environmental construction, research, and design solutions to tackle water pollution problems for many industries. Representative clients include industrial and agricultural solutions, acid mine drainage and valuable element reclamation, septic treatment, food processing and production, etc.

During the show, EcoIslands received many inquiries and returned home with ten promising leads and two agreements under consideration from countries such as Turkey, Finland, Peru, Brazil, Japan, Israel, Germany, Netherlands, and USA. Colin Lennox, CEO of EcoIslands, LLC estimates that sales as a result of the Bauma show will result in approximately $1,000,000 in sales. The show was such a success that EcoIslands, LLC has already committed to Bauma 2022 where they plan to set up two of their manufactured boxed wetlands to show off their product and process. While EcoIslands is a small company and still working to get their brand and technology known in the market, this show has helped to increase their exposure to the very important remediation industry. We wish EcoIslands much success and look forward to working with them on many projects in the future. To learn more about Eco Islands visit https://ecoislandllc.com/

Save the Date!
Bringing the World to PA - September 16, 2019

Mark your calendars for our Bringing the World to PA 2019, scheduled for Monday, September 16, 2019. More details to be provided along with registration by end of July.

Don’t miss this opportunity to meet one-on-one with fifteen (15) Pennsylvania Authorized Trade Reps
Meetings from the 2018 BYWPA held at the Bedford Springs Office of International Business (OIB) and SAP&DC to assist you in expanding your business in international markets! We look forward to seeing you in September! If you have any questions or want to know more before the official details are supplied, contact Tina taylor@sapdc.org or Joyce Hoffman jhoffman@sapdc.org

Export Updates!

Global Access Program (GAP) 2019 - Limited Funds Remain
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 or Joyce Hoffman at jhoffman@sapdc.org

DDTC’s Modernization Effort - Defense Export Control and Compliance System (DECCS)
As part of the DDTC’s IT Modernization effort, the Defense Export Control and Compliance System (DECCS) will become the central online platform for conducting business with the DDTC. Currently DECCS supports the Commodity Jurisdiction (CJ) determination process. In 2019, Advisory Opinions, Registration, and Licensing applications will also be released as part of DECCS. You can see a list of business processes that are or will be supported by DECCS here.

Source: U.S. Dept of State DDTC website

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.

<table>
<thead>
<tr>
<th>Trade Event</th>
<th>Country</th>
<th>Date</th>
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<tbody>
<tr>
<td>Medica 2019</td>
<td>Dusseldorf, Germany</td>
<td>Nov 18-21, 2019</td>
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<td>For more information contact: <a href="mailto:ttaylor@sapdc.org">ttaylor@sapdc.org</a> or <a href="mailto:jhoffman@sapdc.org">jhoffman@sapdc.org</a></td>
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<tr>
<td>Expomin 2020</td>
<td>Santiago, Chile</td>
<td>April 20-24, 2020</td>
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<td>To register directly with the show organizers <a href="http://www.expominusa.com/">http://www.expominusa.com/</a></td>
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<tr>
<td>Trade Mission to Korea &amp; Japan</td>
<td>Seoul, Korea &amp; Tokyo, Japan</td>
<td>February 24-28, 2020</td>
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<td>More information to be available Fall 2019. If interested or For more information contact: <a href="mailto:ttaylor@sapdc.org">ttaylor@sapdc.org</a> or <a href="mailto:jhoffman@sapdc.org">jhoffman@sapdc.org</a></td>
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<tr>
<td>Trade Mission to Czech Republic</td>
<td>Prague, CZ &amp; one other market TBD.</td>
<td>March 28 - April 3, 2020</td>
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<td>More information to be available late Fall 2019. If interested or For more information contact: <a href="mailto:ttaylor@sapdc.org">ttaylor@sapdc.org</a> or <a href="mailto:jhoffman@sapdc.org">jhoffman@sapdc.org</a></td>
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<tr>
<td>Trade Mission to Canada</td>
<td>Toronto and Montreal, Canada</td>
<td>June 7-12, 2020</td>
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<td>More information to be available early Spring 2020. If interested or For more information contact: <a href="mailto:ttaylor@sapdc.org">ttaylor@sapdc.org</a> or <a href="mailto:jhoffman@sapdc.org">jhoffman@sapdc.org</a></td>
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Alleghenies Ahead Conference
June 5, 2019 - 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, 2019 - 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

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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Joyce Hoffman - Int’l Trade Specialist | jhoffman@sapdc.org | 814-949-6527