



Progress Through Regional Cooperation In The Alleghenies

Nov 2019

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**Join Our Mailing List**



**Happy Thanksgiving!**

Wow! Here we are again, the Holiday Season, as everyone is hustling to get their plans together for this wonderful season and the colder weather is looking to stay for a while, let's stay warm and stress free at our desks with our winter webinar series. The first one will be December 11 on the changes that are coming for the INCOTERMS, please see below for registration. As

always please let us know if we can be of any assistance to you during this busy time of the year.

Best Regards,  
Tina & Joyce

**Deadline Extended!!  
for the  
Trade Mission to Korea & Japan**

Pennsylvania's Office of International Business Development invites you to join us on a business development mission to Korea and Japan. Meeting face-to-face with prospective customers and partners is crucial to establishing business relationships in Korea & Japan. We can help you meet your business objectives by designing a business itinerary tailored to your company's specific needs.

As a mission participant you will receive:

- \* Market research
- \* Prearranged one-on-one business appointments with pre-qualified business partners based on your criteria
- \* Detailed background information about each company provided in advance
- \* Logistical assistance - identification of hotels, interpreters, drivers and more
- \* Follow-up assistance in Korea after the mission from the commonwealth's trade representative

**Deadline: December 6, 2019**



[www.newpa.com/intl](http://www.newpa.com/intl)



@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

Registration fee: \$1,500 for both markets. Japan participation is limited to the first 5 pre-qualified companies (maximum 2 people per company) \$600 for Korea only. Please contact Tina Taylor [ttaylor@sapdc.org](mailto:ttaylor@sapdc.org) or Joyce Hoffman [jhoffman@sapdc.org](mailto:jhoffman@sapdc.org) for registration.

**EAR-Export License Acronyms**

Here are two charts that you can use as a simple reference while you are combing through the EAR.

**Reasons for Control:**

AT	Anti-Terrorism
CB	Chemical & Biological Weapons
CC	Crime Control
CW	Chemical Weapons Convention
EI	Encryption Items
FC	Firearms Convention
MT	Missile Technology
NP	Nuclear Nonproliferation
NS	National Security
RS	Regional Stability
SI	Significant Items
SL	Surreptitious Listening
SS	Short Supply
UN	United Nations Embargo

**Export License Exceptions:**

AGR	Agricultural Commodities
APP	Computers
APR	Additional Permissive Re-exports
AVS	Aircraft, Vessels and Spacecraft
BAG	Baggage
CCD	Consumer Communications Devices
CIV	Civil End-Users
ENC	Encryption Commodities, Software and Technology
GBS	Shipments to Country Group B Countries

- 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 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](#)

GFT	Gift Parcels and Humanitarian Donations
GOV	Governments, International Organizations, International Inspections Under the Chemical Weapons Convention, and the International Space Station
LVS	Shipments of Limited Value
RPL	Servicing and Replacement of Parts and Equipment
SCP	Support for the Cuban People
STA	Strategic Trade Authorization
TMP	Temporary Imports, Exports, Re-exports and Transfers In-Country
TSR	Technology and Software Under Restriction
TSU	Technology and Software Unrestricted

source: [Shipping Solutions](#)

### STEP 8 Funding Global Access Program (GAP)

We are please to announce that the STEP 8 funding for the Global Access Program(GAP) is now available. Funds are available on a first-come, first-serve basis. Please contact Tina Taylor [ttaylor@sapdc.org](mailto:ttaylor@sapdc.org) or Joyce Hoffman [jhoffman@sapdc.org](mailto:jhoffman@sapdc.org) for more information.

### Export Events!

**Check out these upcoming events - Mark your Calendars!**

<p><b>Winter Webinar #1 - INCOTERMS 2020</b> Learn what has changed with the new INCOTERMS and how to apply them to your advantage</p>	<p><b>December 11, 2019 at 9:30 am</b> <a href="#">INCOTERMS 2020 Registration</a></p>
<p><b>Winter Webinar #2 - Advanced Export Documentation</b> Understand the more complex issues that may arise with export documentation &amp; what is involved in transporting goods to foreign buyers</p>	<p><b>January 15, 2020 at 9:30 am</b> <a href="#">Advanced Export Documentation Registration</a></p>
<p><b>Winter Webinar #3 - NAFTA &amp; Changes Under the USMCA</b> The US is experiencing trade growth and regulatory changes with regards to NAFTA being replaced with USMCA. Without a thorough knowledge of the changes a company can encounter delays, lost opportunities, and</p>	<p><b>February 19, 2020 at 9:30 am</b> Registration opens January!</p>

additional expenses due to compliance issues.

## 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>Expomin 2020</b>	Santiago, Chile	<b>April 20-24, 2020</b> To register directly with the show organizers <a href="http://www.expominusa.com/">http://www.expominusa.com/</a>
<b>Trade Mission to Korea &amp; Japan</b>	Seoul, Korea & Tokyo, Japan	<b>February 24-28, 2020</b> 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>
<b>Trade Mission to Central Europe</b> (Czech + Poland)	Prague, CZ & Warsaw Poland.	<b>March 28 - April 3, 2020</b> 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>
<b>Trade Mission to Canada</b>	Toronto and Montreal, Canada	<b>June 7-12, 2020</b> 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>
<b>Trade Mission to Vietnam &amp; Philippines</b>	Ho Chi Minh City & Manila	<b>March 16-20, 2020</b> 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>

## 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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