GAP Funding No Longer Available

SAP&DC would like to advise our clients that the Global Access Program (GAP) grant will be closed indefinitely. GAP funding was provided through a grant from the Small Business Administration under STEP, Pennsylvania was not awarded this grant this year and therefore will be unable to provide the GAP grant funds for company international travel, events and business meetings. We know that these funds assisted our companies with their travel however with budget restraints, the funding is not able to continue.

The Office of International Business (OIBD) has been able to utilize state funding to keep the previous SBA STEP funded offices open for the remainder of this fiscal year, those offices include Czech (Central/Eastern EU), Indonesia, Saudi Arabia and Arab Gulf. We hope that the State budget will allow those offices to remain in the next fiscal year.

Companies can assist in these efforts by reaching out to your Legislators to discuss the importance of the DCED Office of International Business Development programs as the 2017 budget season quickly approaches to ensure that funding continues to support these programs/efforts.

If you have any questions, please feel free to contact Tina Taylor at 814-949-6517 or ttaylor@sapdc.org

MINExpo International 2016 - The Show NOT to Miss!

The dates were September 26-28th, the place was Las Vegas with MINExpo International 2016 pairing thousands of mine operators from across the globe in search of the latest technology, with companies ready to showcase their products, services and ever-evolving technology dedicated to the mining industry.

Sponsored by the Appalachian Regional Commission (ARC) and coordinated by the Southern Alleghenies Planning & Development Commission (SAP&DC), 19 companies in the ARC region with mining expertise in areas including drilling equipment, cables and wiring, electronic control systems, heavy equipment, commercial trucks and truck bodies, water drainage systems, wireless communication systems, gears, engines, magnetite and rock saws were able to meet face-to-face with mine operators who came prepared to buy their products and services.

Held just every four years, MINExpo International is the largest mining show on the planet. The single focus of the show is to pair

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businesses seeking international business expansion with mining companies that are seeking solutions to take their operation to the next level. ARC companies that attended included Acker Drill, American Cable, Cervis, Inc., CIS Quality Parts and Components, Curry Supply, EcosIslands LLC, Mine Drainage Solutions, Hardface Technologies, Innovative Wireless, J&J Truck Bodies & Trailers, Penn Machine LLC, Pitt Auto Electric, Quality Magnetite LLC, Regional Conveyor Services, Rock Tools Attachments, Rogers Brothers Corporation, Saint Francis University Small Business Development Center, Targeted Microwave Solutions Inc., Valley Rubber, Whitehill Manufacturing Corporation and U.S. Commercial Service.

Each of the 19 companies who made the trek to MINExpo 2016 exhibited within the Appalachia USA Pavilion. They were able to meet with both mining company representatives through ARC, in addition to country representatives arranged by the US Commercial Service International Buyer Program (IBP). David Hughes, Business Development Analyst, Program Operations with ARC, reached out to companies within the region who had not been aware of ARC's existence and the programs and services available.

Though at press time post-show surveys had not all been returned, the consensus among nine participating ARC companies that did return surveys was that MINExpo was worth the time and expense. These nine companies combined, reported 350 new business leads, at least $3.1 M estimated sales within one year of the show and unanimously voted YES to returning for MINExpo 2020. Kevin Hadley of Cervis said, "The MINExpo was a great experience for Cervis, Inc. We were able to meet potential clients from not only North America but also key mining markets worldwide. We look forward to the opportunity to participate again in the future." "Penn was very pleased with the SAP&DC organization and look forward to utilizing the services for future projects," noted Trudy Don of Penn Machine Co., LLC.

Raymond Borup of Regional Conveyor Services commented, "I was able to find solid distributors in South America, Mexico and Canada. Tina and Joyce were fantastic to work with and helped with my booth when I had one on one meetings to attend." Your business can gain a competitive advantage by accessing worldwide markets now by contacting SAP&DC's International Trade Program Manager Tina Taylor ttaylor@sapdc.org or International Trade Specialist Joyce Hoffman jhoffman@sapdc.org.

**Improve your Lead Management**

With MINExpo in mind here are a few tips to improve your Lead Management:

- Follow up on leads within two days of trade show
  - Between 35 and 50 percent of sales ultimately go to the vendor that responds first.
• Time your post-show Communications Correctly
  ♦ Emails sent before noon and in the middle of the week are almost two times more likely to get opened than those sent in the afternoon.
• Only pass along qualified leads to your sales reps
  ♦ Consider sending your sales reps only the leads that meet certain criteria
• Nurture leads through ongoing communication
  ♦ Nurtured leads tend to produce 10 to 20 percent increase in sales opportunities
• Ask current clients for referrals
  ♦ Making it standard practice to ask current clients who they might be willing to refer during at-show meetings or in-booth surveys is likely to generate heightened returns, as it allows sales reps to open communications by dropping a name that may make new prospects stop and take notice

Source: http://www.tsnr.com/

Manufacturing Day 2016

Friday October 7th was National Manufacturing Day and this year's event was hosted by MDL Manufacturing in Bedford County. Manufacturing Day is a celebration of modern manufacturing meant to inspire the next generation of manufacturing. This year 182 students from Bedford, Chestnut Ridge, Claysburg, Bedford County Tech Center and Tussey Mountain toured MDL Manufacturing to learn about the importance of manufacturing and technical careers. Students while on tour, got to view the manufacturing process along with several new machines that have been recently purchased to see first-hand how technology is used in manufacturing.
In addition to touring the manufacturing facility, students had a chance to meet with various exhibitors to learn more about their business and the importance of manufacturing, exhibitors from around the region included SAP&DC, Kennametal, Allegheny College of Maryland, ITT, Altoona Greater Career & Technology Center, Lamperc Biological, Bedford Career Link, Bedford County Development Association, XPO/Logistics (Conway Trucking), REI, Spherion, Aerotek, Bedford Reinforced Plastics, Bedford Robotics students, and Bedford County Tech Center.
To learn more about Manufacturing Day visit http://mfgweek.dced.pa.gov/ or http://www.mfgday.com/

Upcoming Trade Mission

Mexico Trade Mission - April 3-7, 2017
Pennsylvania Office of International Business is partnering with the Conference of Great Lakes and St. Lawrence Governors and Premiers a Trade Mission to Mexico. The mission delegation will make stops in Mexico City and Monterrey/Queretaro. Each participant will receive a customized schedule of B2B meetings to meet with prospective customers and business partners.
Mission participation fee is $1,250 per person, and there is no appointment setting fee for our PA companies.
This is a great opportunity if you are looking to expand your business or locate new business in Mexico.
For more information and for the flyer Click Here
**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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