DeVilbiss Healthcare Increases Workforce, Positions for Growth!

Somerset, PA - September 25, 2014 - Since moving its China-based production lines back to the USA last year, DeVilbiss Healthcare has seen an increase in demand for those products. As a result, the company has increased its U.S. workforce by over 20% and is positioning itself for growth.

In order to keep up with demand for these U.S.-manufactured products, DeVilbiss has increased its manufacturing from 12 hours a day to 16 hours a day with two separate eight-hour shifts.

Recently, DeVilbiss has hired 33 assemblers and a manufacturing supervisor, 3 manufacturing engineers and a technician, and 3 quality engineers and 2 technicians. In addition, several of DeVilbiss' suppliers have added to their workforce to keep up with the demand from DeVilbiss.

"In today's competitive marketplace, customers are demanding reliable products that help them lower their costs. The high quality and lower total cost of ownership of our products has driven our sales growth," said Ed Murphy, President & CEO of DeVilbiss Healthcare. "We have hired new people every month since returning these products to the USA."

In 2007, the decision was made to move a number of DeVilbiss production lines to China in order to decrease production costs and remain competitive in the marketplace. In August 2012, DeVilbiss determined the optimal solution to accelerating the continuous quality improvement program for these products was to relocate the production of the China-based products line back to Somerset. This project was completed in November 2013.

SAP&DC would like to Congratulate DeVilbiss on their growth and job creation in the region!

For the complete press release and DeVilbiss Healthcare visit: DeVilbiss Healthcare Job Growth

Regional Companies and St. Francis Students attend Pennsylvania International Week, Bringing the World to PA!
SAP&DC hosted their annual Pennsylvania International, Bringing the World to PA event on Tuesday, September 23, 2014 at The Casino at Lakemont Park, Blair County.

Sixteen of Pennsylvania’s Authorized Trade Representatives toured the state to conduct one-on-one meetings with clients to discuss the clients international business objectives in their corresponding markets. Markets covered included but not limited to: Australia, Brazil, Canada, Chile, Central & Eastern Europe, France, India, Indonesia, Mexico, Netherlands, Belgium, Singapore, Thailand, Malaysia, Saudi Arabia, South Korea, Taiwan, United Kingdom, Ireland, Denmark, United Arab Emirates, Bahrain, Qatar, Oman, Kuwait.

Twelve regional companies attended the half day event for a total of 79 business appointment. Three companies in attendance are new to the SAP&DC international trade program.

In addition to the companies in attendance, SAP&DC hosted several St. Francis international marketing class students. Students were able to meet with the ATR's to discuss their markets, cultural difference in doing business, market research and other topics to assist in development of their marketing class.

We would like to thank the attending companies and look forward to working with you over the next few months to meet your objectives in various markets and to continue the work discussed during these meetings.

Information on next years PIW will follow in late Spring 2015.

"Winter Export" Webinar Series Scheduled!

Although we don’t want to think about summer coming to an end, fall is now in full swing and winter quickly approaching! It’s time to start refreshing our export knowledge but who wants to travel during bad winter weather.

That’s why SAP&DC wants you to have no worries about cold, snow, ice and freezing rain this winter, we will be offering our "Winter Export" webinar series. So, stay safe, keep warm and gain knowledge right from the comfort of your own desk!

Team Worldwide, Bob Imbriani, will be conducting the entire webinar series.

Webinar Time(s) will be 1:00 - 2:30 p.m. for all sessions!
November 6, 2014 - Basics of Export Controls:
The importance of cargo security for all modes of transport is growing. The threats are real and the US Government and Governments across the globe are expanding existing and establishing new security, procedures, protocol and programs for imports and exports. Exporters and importers need to be aware of these programs and how they affect their supply chain and transactions. It is also important to understand how participation can benefit your global transactions and the consequences of noncompliance with mandatory programs. C-TPAT and other voluntary programs can help insure not only secure supply chain but can also provide numerous benefits.
Learn how to participate, your responsibilities, how to avoid penalties and how these programs can benefit your company.

December 9, 2014 - U.S. & Global Security Program:
The most important aspect of any transaction from the point of view of the seller is getting paid. When trading in the global market this can be complex. It is important that both Sellers and Buyers be aware of the options, special concerns and precautions that relate to payment terms of international transactions. This program will provide an in-depth understanding of international payment terms with a special focus on letters of credit.

January 14, 2014 - Trade Finance & Letters of Credit:
Imports into the U.S. continue to grow, even with the economic slowdown more companies are sourcing goods and material from overseas markets. U.S. Customs and Border Protection have increased their enforcement of import regulations. Are you fully compliant with these regulations and are you managing your imports to insure the lowest possible landed cost? Learn about the latest changes in import regulations, how to work with your suppliers to insure proper documentation and gain an understanding of concerns such as proper classification, marking requirements, valuation, assists and more. This presentation is for those new to importing as well as the experienced importer.

Why You Should Attend
1.) Improve your import process
2.) Reduce costs
3.) Avoid fines and penalties
4.) How to avoid common errors
5.) Use your Customs Broker to your full advantage
6.) Become aware of recent changes to informal entries
7.) How to work with your suppliers "and much more!"

About the presenter: Mr. Robert Imbriani, has over 36 years of experience in international logistics business and education. In addition to his role as Vice President of Corporate Development at Team Worldwide, he is also an Adjunct Professor at Baruch College and Pace University in New York.

Cost: FREE!

For more information or to register for these webinars, contact Tina Taylor at ttaylor@sapdc.org

Upcoming Trade Shows & Missions
Trade Mission to Mexico - Nov 3-7, 2014
National Restaurant Association Show - May 16-19, 2015
Arab Health 2015 - January 26-29, 2015
Trade Mission to India - Feb 9-13, 2015
Australia Oil & Gas Walkabout/Catalog Show - March 11-13, 2015
Power & Electricity World Africa 2015 - March 23 - April 1, 2015

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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