

SAP&DC



What's New In Export



Dear SAP&DC Export Clients,

As we end the month of February, everyone is thinking that the groundhog is wrong, but we never know what can happen in March.

As we wait to see what the weather bring us check out our next webinar in our winter webinar series, March 9th with Incoterms, Landed Cost, Payment Methods, How do these Relate to Pricing Your Product?

In this newsletter:

- Last Chance to Register!! Export Management Compliance Development Counseling Program, EMCP Program.
- Spotlight on Chile Mining
- Upcoming Trade Events
- Training

Your International Trade Specialist

Joyce

Last Chance to Register!!

To begin March 22nd, 2022

Export Management Compliance Development Counseling Program

Limited Registration – Sign Up Today!

Does your company need to develop an Export Management Compliance Program (EMCP) to ensure that you are following export regulations and that you are in compliance? Let us help.

SAP&DC is pleased to offer an in-depth Export Management Compliance Counseling Program in partnership with Team Worldwide expert Bob Imbriani. By attending this program, you will receive in-depth one-on-one training and counseling to assist you with all aspects required to develop and maintain an EMCP to ensure you meet all export regulations to maintain compliance.

An Export Management and Compliance Program (EMCP) is a written set of export-related guidelines AND operational policies, procedures, and safeguards that tell employees what is expected of them and provides management with a framework to evaluate whether:

What should happen, does happen and What should not happen, does not happen

A good EMCP should not only define what compliance procedures need to take place but how your company accomplishes the task and who is responsible. It will not just ensure compliance, but it demonstrate your company's dedication to compliance and documents your actions

An EMCP plan is customized to your company's transactions, commodities, size, business flow and other specific factors. While many of the steps that need to be taken will be the same for most companies how you accomplish these actions can vary greatly.

A good EMCP should include:

- Reflect Operational Reality
- Be Up-to-Date and Current
- Appropriate Company-Specific Content
- Wide Distribution
- Fully Defines Standards of Conduct for Export Operations: Policies, Functions, Processes, Responsible Personnel
- Documents Procedures for Checks and Safeguards
- Integration of Policies and Procedures
- Monitoring to Continuously Improve and Ensure Integrity
- Adequate Resources
- A Complaint Corporate Culture

This program will provide the following:

- Identify the various control agencies and regulations
- Help you understand export control classification
- Define; What is an export, technical data, technical services, US-Persons, and other key items
- Provide the steps in creating an EMCP by reviewing the structure of an actual plan
- How a Technology Control Plan (TCP) is integrated into an EMCP

This training program will include:

- **March 22, 2022** – Opening in-person training session (Full Day) on how to develop an EMCP
- **(April, May, June)** Three (3) hours of virtual in-person counseling to assist in developing your companies personalized EMCP program
- **June 22, 2022** - A final in-person training session (Full day) and individual one-on-one counseling in the afternoon to review & finalize your companies EMCP.
- At the end of this program, you will have the tools and the knowledge to have a completed and maintain an Export Compliance Management Program tailored to your company.
- This program is open to the first 10 companies registered. Two people from each company can attend and receive counseling to develop your company program. The program is a **free** program however, a \$1,000 deposit will be secured from each company by SAP&DC to ensure that resources are utilized and completed when enrolled in the program. The value of this program is \$8,000. Upon completion of this program, companies will receive a full refund of the deposit.

For more information or to sign up, please contact Joyce Hoffman jhoffman@sapdc.org or via phone 814-949-6527

Funding through PA Department of Community & Economic Development State PREP program.

Chile

Mining

Chile has 22% of the world's copper reserves, 11% of the molybdenum reserves, 5% of the silver reserves, 7% of gold and 48% of the world's lithium reserves. Most mining operations are located in the north of the country.

Chile outlines plans for mining to increase traceability, use less water Chile has outlined plans to require miners in the country to increase traceability, slash water use amid a prolonged drought, and bolster the diversity of their leadership in a mining policy blueprint. The world's largest copper producer aims to retain its current 28% market share up to 2050, with a jump in production to 9 million tonnes a year from the present 5.7 million. The plan comes at a crunch point for mining in Chile, as it seeks to recover from the economic blow of the COVID-19 pandemic by leaning on the robust earnings of its mining industry. Why is it important to US companies? Opportunity for collaboration between the water tech businesses in The US and the Chilean mining sector for the sustainable use of water.

If you would like more information on mining in Chile or any other areas that you work within please contact me at jhoffman@sapdc.org, we can get you connected with OIBD's representative for Chile.

Source: [BusinessHub Consultants](#)

Upcoming Trade Events

- **Bauma 2022 - Rescheduled - October 24-30, 2022** | Location: Munich, Germany | Contact: [Karen Vogelsang from Trade Show Services GACC New York, Inc.](#)
- **K-Fair - October 19-26, 2022** | Location: Dusseldorf, Germany | Contact: [Jennifer Black, OIBD](#)
- **GSGP Trade Mission to Japan and South Korea - June 16-21, 2022** | Industry: Multi-Sector | Contact: [Jennifer Black, OIBD](#)

Training

Winter Webinar Series

All webinars will be from

10:00 AM to 11:00 AM EST

- #3 - March 9, 2022 - [Incoterms, Landed Cost, Payment Methods](#)
- #4 - April 13, 2022 - [Commercial Documents for Exports](#)

BIS

Complying with U.S. Export Controls March 15-18, 2022
9:00 AM - 12:00 PM PDT each day
Fee \$375.00 this is a live event that will be held virtually
[Register Here](#)

Training Webinars You May Have Missed?

No worries, view our recorded sessions!

Click on the topic of your choice below to be routed to the recording!

- [USMCA What Has Changed & What Do I Need To Do To Comply](#)
- [Proper Filing of the EEI through ACE/AES & Recent Regulatory Changes](#)
- [Classification Under The US Harmonized Tariff & Schedule B](#)
- [Due-Diligence – Knowing Your Customer, the End Use, User & Destination](#)
- [Understanding ITAR Classification & CJ Filing Requirements](#)
- [Export Controls Under Export Administration Regulations \(EAR\) & Changes Under Export Control Reform \(ECR\)](#)

SAP&DC International Program

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SAP&DC



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