

June 2022

SAP&DC



What's New In Export



Dear SAP&DC Export Clients,

Well in PA we are finally starting to look like summer with warmer weather, picnics & outdoor events like swimming, baseball and vacations.

As everyone is enjoying the outdoor events and travels please remember that I am here to assist you in your international needs.

Live BTW2PA event this year. Save the Date for our region, we will be hosting the event on **September 15, 2022**. Be on the look out for the registration form with all of the information for the event.

In this newsletter:

- Bringing The World to Pennsylvania, **Live Event-Save the Date**
- CAB success at CIM
- State/DDTC-DECCS Licensing 2.0
- New!! Consolidated Screening Portal-Free of Charge
- Upcoming Trade Events
- Training

#BTW2PA

Southern Alleghenies

Bringing the World to Pennsylvania

Save the Date!

September 15, 2022!

Registration will be coming out soon



SAP&DC
SOUTHERN ALLEGHENIES PLANNING
& DEVELOPMENT COMMISSION

PA **pennsylvania**
DEPARTMENT OF COMMUNITY
& ECONOMIC DEVELOPMENT

CAB
success at
CIM



CAB displaying at Canadian Institute of Mining (CIM) in Vancouver, British Columbia



CAB-Chris Oldham with "Buddy" the miner who helps Vancouver Children's Hospital

The Cambria County Association for the Blind and Handicapped (CAB) offers vision, rehabilitation, and employment services to persons with disabilities. CAB Products are sold worldwide, and the sale of CAB Products helps support their services to more than 500 persons with disabilities. Through their manufacturing operations, they provide a safe, supportive workplace for their employees with severe disabilities. Their dedicated staff constantly develops new ways for their employees with disabilities to make CAB Products. They teach, help, and encourage their employees so they may become as independent and self-sufficient as possible.

CAB Products are used in a wide range of industries from mining to solar power, utilities to shipbuilding, custom sewing, assembly and more. Their products consistently exceed the most stringent quality standards of their national and international customers.

When Southern Alleghenies Planning & Development Commission's (SAP&DC) international program reached out to CAB regarding the Global Access Program (GAP), a grant that the Department of Community & Economic Development (DCED), Office of International Business Development (OIBD) has and is funded in part through a grant with the U.S. Small Business Administration (SBA) to see if they were interested in the program this year, they replied absolutely.

Chris Oldham, CAB's National/International Salesman stated, "The GAP award program has been a tremendous resource for our company over the many years. It has provided us incredible exposure that has led our product line to be established in over 37 countries globally. The GAP grant is a very streamlined process and makes it much easier to attend international tradeshow/events we may not have attended otherwise."

CAB had recently attended the Canadian Institute of Mining Tradeshow (CIM). Chris Oldham remarked "this tradeshow is the largest mining show we attend in the Canadian market. Our presence in Canadian mining expands over two decades. This trade show helps us with continued brand recognition as well as meeting potential new clients. It also provides an opportunity to speak with end users who currently use our products. They provide feedback/suggestions, as well as help us better understand upcoming forecasts and projects."

By attending this show, CAB was able to make a great new contact for South Africa from Thyssen Mining, a region they had lost touch with a while back. This new connection could bring new sales and opportunities within the South African region. They were also able to meet a contact they have been communicating with regarding representation. In Person meetings, if possible, is a great way for a company to get a better connection and a feel for

who you are dealing with to help finalize the deal.
Without the assistance of the GAP grant, CAB may not have been able to attend the CIM tradeshow and make the contacts that were needed for future sales.

SAP&DC wishes CAB lots of success with their new endeavors.

State/DDTC DECCS Licensing 2.0 Goes Live 24 June

DDTC will release the updated Licensing 2.0 application to the Defense Export Control and Compliance System (DECCS) on Friday, June 24. We're updating this software application to provide greater flexibility and security for users and system administrators. This is a significant step in DDTC's effort to continuously modernize the DECCS application suite.

DECCS Registration & Licensing will go offline at 2 p.m. EDT on Friday, June 24 and operations will resume on Monday, June 27 at 8 a.m. EDT.

Source: [PMDDTC](#)

SAP&DC Screening Portal

SAP&DC has recently subscribed to a screening portal, to assist companies from with in our region of Blair, Bedford, Cambria, Fulton, Huntingdon and Somerset with compliance screening for your export needs.

FREE of Charge.

Please contact me, [Joyce Hoffman](#) with any inquiries that you may have.

Upcoming Trade Events

Trade Show/Mission	Dates	Industry	Location	Contact
Bauma 2022	October 24-30, 2022	Mining & Construction	Munich, Germany	Karen Vogelsang from GACC, New York
BTW2PA 2022	September 12-23, 2022	Multi Sector		

Medica 2022	November 14-17, 2022	Medical Equipment & Devices	Dusseldorf, Germany	Jennifer Black, OIBD
Trade Mission- Thailand & Vietnam	November 29- December 7, 2022	Multi Sector	Thailand & Vietnam	Linda foerster, OIBD
Trade Mission- Central America	September 12-16, 2022	Multi Sector	Costa Rica & Dominican Republic	Jennifer Black, OIBD

Training

No new training opportunities at this time.

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 \(ECR\)](#)
- [Incoterms, Landed Cost, Payment Methods, How do these relate to pricing your Product?](#)
- [Commercial Documents for Exports](#)

SAP&DC International Program

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