

October 2022

# SAP&DC



## What's New In Export

Happy Halloween!!



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## Your International Trade Specialist

Joyce



### **John R Wald Company Success in Mexico**

For the nearly 100 years since its establishment in 1924, the John R. Wald Company, Inc. has been a leader in engineered manufacturing solutions and automated production systems for correctional industries. Our founder, Mr. John R. Wald, served as the superintendent of the then Prison Labor Division of the Pennsylvania Department of Welfare from 1919 to 1924, where he designed, patented and introduced the first systems for the automated stamping of license plates. These systems allowed Pennsylvania to dramatically increase its production of license plates to 800,000 units per year, a milestone at the time. Later, Mr. Wald struck out on his own and started the John R Wald Company, assisting the various US states to establish their formal correctional industries programs and supplying the production systems that states needed to make license plates.

The focus of our business today is license plate solutions. We have supplied and served every license plate manufacturing facility in the United States, as well as customers in other countries such as Canada, Mexico, Denmark, Brazil, Venezuela, Haiti, Bahamas and Nigeria.

A company in Mexico reached out to the PA Department of Community and Economic Developments (DCED's) Office of International Business Development's (OIBD) Authorized Trade Representative (ATR) in Mexico. They had been trying to make contact with John R Wald regarding an order that they would like to place. Through OIBD's office in Mexico they were able to make contact with John R Wald Company and after their communications the company was able to purchase the product that they were in need of.

If it wasn't for DCED's OIBD's office in Mexico John R Wald would not have been able to make the connection with the company in Mexico to complete the sale. With this assistance the company in Mexico now has direct communication with John R Wald for future orders.

## **Israel**

### **Government Adopts European Food Standards in Bid to Tackle Increase in Cost of Living**

The government approved a plan to adopt European food safety standards, removing the vast majority of Israeli guidelines, in an effort to address the country's high cost of living. The changes will affect the production and import of items such as canned vegetables, pasta, rice, candies, spices, soup powder, condiments and milk products, among others.

The decision to adopt the European standards was made by an inter-ministerial committee, including representatives from the Health Ministry, Economy Ministry, Finance Ministry, Justice Ministry, Consumer Protection Authority and Competition Authority. The adoption of European food standards in place of Israeli ones will go into effect on 1 January. Of the 127 food standards currently in effect, 97 will be eliminated immediately for Israeli importers on that date.

For domestic manufacturers, however, those 97 safety standards will gradually be phased out over the course of four years, with 60 being eliminated on 1 January, 21 being eliminated a year later, one the year after that and finally 15 being eliminated on 1 August 2026. Another 19 quality standards will be scaled back on January 1. In addition, the inter-ministerial committee recommended that Israel adopt the American and European quality control standards for honey, olive oil, instant coffee and roasted coffee, and allow importers and manufacturers to decide which of the three standards to follow. Before this can go into effect, the current law governing those products must be updated, however. (TOI 28.09)

## **GAP Grant**

The Pennsylvania Global Access Program (GAP) is designed to enhance the capability of small to mid-sized Pennsylvania companies to increase export sales. GAP is administered by the Pennsylvania Office of International Business Development (OIBD) and provides up to \$10,000 per award period to qualifying Pennsylvania companies to reimburse 75% of eligible expenses associated with specific export promotion activities. This program is funded in part through a grant with the U.S. Small Business Administration.

The GAP grant awardees are determined by a competitive process. Funds are limited and subject to availability. Applications will be reviewed by committee and funding decisions rendered on a first come, first-served basis.

Qualifying Expense Categories include the following as determined by SBA:

- Lodging – Room and Taxes only based on federal limits
- Ground transportation and parking fees
- Interpreter fees
- Trade Mission / Trade Show fees including but not limited to: registration fee, booth fee, equipment rental, utilities, and fees for shipping sample products.
- Cost of any Federal service that directly supports exporting, including US Department of Commerce
- Cost of compliance testing an existing product for entry into an export market. (Please inquire to obtain the current list of pre-approved tests by the SBA.)
- Website internationalization, including design and development of website with an international focus, website translation, search engine optimization and localization services
- E-commerce, including online market listing fees, e-commerce platform hosting and maintenance fees and expenses to set-up websites to accept international payments
- Design of Digital International Marketing Media, including design of audio and video media on all forms and channels of social media ad placements and translation of marketing media (including audio and video).
- Cost of Export Credit Insurance Policy Fees-First Time Holders
- Cost of Intellectual Property Protection

Please contact me, [Joyce Hoffman](#), with any questions or to apply for the grant.

## **SAP&DC Free Webinar Training At your Convenience**

Below are the eight webinars that you have to choose from:

1. All About the Automated Export System
2. Export Compliance Essentials for Sales and Marketing
3. Export Compliance Essentials for Shipping
4. Export Control Recordkeeping, Compliance Automation and End-User Screening Update 2020
5. How to Improve Export Compliance with Effective Audits
6. The New Incoterms® 2020 – Selecting the Right Terms for Your International Sales Transactions
7. U.S. Country of Origin and Marking – Mastering the Rules and Avoiding Costly Mistakes
8. Hitting the Mark – Classification under the Harmonized System & Schedule B Code

This webinar subscription is from

Instructions for accessing SAP&DC webinar subscription through ECTI:

1. Go to: [ECTI](#)
2. Complete the sign-up form (if you already have an account, log in by clicking the green Login button to top right).
3. If this is your first time signing in, you'll be prompted to read and agree to our Terms of Use.
4. Click "My Courses" tile on the homepage, then select the "Subscriptions and Course Bundles" folder.
5. Click the "SAP&DC On-Demand Webinar Subscription" until you see the webinars listed below.
6. Choose a webinar and click "Start" to launch the webinar in a new window.

After following the above instructions, you will have access to the On-Demand Webinar Subscription for 6 months.

Certificates of completion will remain available even after the subscription expires; after you complete a course, the certificate will be viewable on the right side of the screen within the course. You can view all your certificates in one place by clicking the Transcript tile on the homepage.

The PowerPoint slides and any other resources shared by the instructor can be found under the Course/Session Materials tab within the course.



**AN EVENT SHOWCASING RESOURCES  
AVAILABLE TO VETERANS.**

# **VETERANS INFORMATION RESOURCE EVENT**

**WEDNESDAY, NOVEMBER 2, 2022 | 9 A.M. TO 3 P.M.**

**AMERICAN LEGION POST 516 SOCIAL HALL – HOLLIDAYSBURG**

This event will focus on resources available to Veterans in rural areas. Veterans will learn about programs to be utilized for recovery, starting a business, learning about bidding and certifications for state and federal contracts, family services, business owners looking to export products, and other programs available to you. This full day event will provide a great opportunity for informational resources. A networking breakfast and lunch will be provided to all registrants.

## **RESOURCES:**

- Starting a business--
- Government Contracting--
- PA National Guard Soldier & Family Representative--
- James E. Van Zandt Representative--
- International Trade--
- Horizon Behavioral Health, PLLC--
- State Department of Military and Veterans' Affairs--
- Joseph T. Berrena Mechanicals--



To register please follow [this link](#)  
Or by  
Contacting Gloria Brooks via [email](#) or calling at 814-949-6518

## Market Updates

- Doing business with the UK & Ireland [Click Here](#)
- 5 Minute Briefs from Seoul [Click Here](#)
- The Fortnightly, News on Business in the Middle East Region [Click Here](#)
- Canada Newsletter [Click Here](#)
- Taiwan Industry Report [Click Here](#)

## **SAP&DC Screening Portal**

SAP&DC has subscribed to a screening portal, to assist companies from within 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

<b>Trade Show/Mission</b>	<b>Dates</b>	<b>Industry</b>	<b>Location</b>	<b>Contact</b>
<b>Trade Mission to South Africa &amp; Kenya</b>	February 13-17, 2023	Multi Sector	South Africa & Kenya	Zoe Munro GSGP

## Training

SAP&DC's Winter Webinar Training series will begin in January of 2023  
Watch for webinar information and registrations!

**June 7th, 2023** we will be having a full day seminar on

## **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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& ECONOMIC DEVELOPMENT

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