

March 2023

SAP&DC



What's New In Export



Happy March!

As we wait for the warm weather to begin, don't forget to register for our In-Person Seminar on Export Documentation and Procedures.

Make sure you save the date for BTW2PA 2023. SAP&DC's event will be held on October 9, 2023 at the Blair County Convention Center, watch for more information.

In this newsletter:

- Seminar - Export Documentation and Procedures
- BTW2PA - Save the Date
- Joseph T. Berrena Mechanicals-Wins Big in the Phillipines
- ITSI Biosciences-Website Internationalization
- Webinar-Developing your Workforce
- Complying with U.S. Export Controls Seminar
- Market Updates
- Upcoming Trade Events
- Training

Your International Trade Specialist

Joyce



EXPORT DOCUMENTATION & Procedures From Beginning to End!

**Full Day In-Person Seminar
June 7, 2023**

Free for two employees

This Export Documentation seminar provides a real-life comprehensive understanding of what is involved in transporting goods to foreign buyers. It takes you through the entire process from order inception to the delivery of goods to their final destination. The program will cover:

- How to prepare an export quotation
- How Incoterms 2020 & payment terms
- Determining country documentation requirements
- Commercial vs transport documentation
- Proforma vs commercial invoice
- How to prepare a complete and accurate commercial invoice
- How to prepare a proper packing list
- Understand non-preferential and preferential certificates of origin
- The role of the freight forwarder in preparing documentation
- Basics of classification under the harmonized system
- Basics of Air and Ocean freight
- Proper Filing of an EEI

Who Should Attend

- Exporters and professionals involved in the Sales, Marketing, Traffic, Logistics, Documentation or Credit Departments of firms doing business internationally
- Manufacturers and distributors who are looking to expand their markets abroad

For more information and to register

[Click Here](#)

BTW2PA

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Interested in Developing or Expanding International Business?

Meet with 13 Authorized Trade Representatives covering 44 countries in one location to discover your opportunities.

Bringing the World to PA is an opportunity for Pennsylvania companies to meet one-on-one with Pennsylvania's Authorized Trade Representatives (ATR's) at a series of events held in 10 different locations across the state, from Oct 2-13. Southern Alleghenies region event will take place on October 9, 2023, at the Blair County Convention Center. If you need another date, please let me know.

BTW2PA will provide companies with the opportunity to meet individually and confidentially to discuss international business development opportunities. The ATR's can help PA companies with in-country trade assistance, provide market intelligence, identify overseas partners, and support in-country trade initiatives and much more!

Time: Registration begins at 9:00 AM

Meetings begin at 9:30 AM

Meetings conclude at 3:15 PM

Lunch will be served from: 12:00 to 1:15 PM

Cost: FREE

Registration Closes on: September 22, 2023

We are allowing 2 employees from each company, at no cost, for lunch.

Registration must be completed and returned in order to attend.

For the registration form please contact:

SAP&DC

Attn: Joyce Hoffman

3 Sheraton Dr.

Altoona, PA 16601

814-949-6527 | jhoffman@sapdc.org



Funded in part by DCED's Office of International Business Development



Joseph T. Berrena, Mechanicals, Inc.
Wins big in the Philippines

Joseph T. Berrena Mechanicals, Inc. (JTBM) has been serving commercial and residential clients in the central PA region since 1991. They strive to achieve and maintain total customer satisfaction by providing prompt, courteous service. Whether your business involves commercial kitchens, refrigeration, HVAC (heating and cooling) or industrial laundry equipment, our courteous technicians will respond promptly to your call for service and can quickly and efficiently solve your problems with our quality service. The international end of their business is for generators for the civil industry.

Their technicians have completed a variety of factory training programs, possess all required certifications relative to their areas of expertise and have years of experience in the field performed by honest, competent, professional technicians at competitive prices.

Matthew Berrena, President contacted SAP&DC PTAC program specialist, Gloria Brooks, (now the APEX Accelerators), with whom he has worked with on many occasions on other contracts for the U.S. Government. Matt had been contacted by a government contractor, that he has worked with before on other government contracts, for installation, shipping, and training of maintenance of the load bank systems for mobile generators at Subic Bay in Manila, Philippines. He was asking how to go about shipping the products overseas, after confirming more details with Matt, the APEX Accelerator specialist then referred him to SAP&DC international program specialist, Joyce Hoffman. SAP&DC international program is currently assisting him with the classification of his product that he will be sending for installation. As for the shipping of their product, the contractor had decided to handle all of the shipping and paperwork that would need to be done for this contract.

After receiving information regarding the installation and training of the servicing of the load bank systems, the international specialist contacted the Department of Community and Economic Development's (DCED's) Office of International Business Development's (OIBD's) Authorized Trade Representative (ATR) office in Singapore, which covers the Philippines to see if there would be any work permits or licensing needed for JTBM Mechanicals employees to install the load bank systems at Subic Bay. The OIBD's office in Singapore determined, with much research, that JTBM Mechanicals would not need to have any special permits or licenses for the installation or training of the maintenance of the load bank systems at Subic Bay.

The International Trade specialist also connected Matt with the U.S. Commercial Services for a website globalization review, this will assist them with their international recognition for more international sales.

With the hard work from the JTBM Mechanicals team and the assistance of the team from SAP&DC, JTBM Mechanicals has won the \$500,000 contract for Subic Bay. Matt Berrena said, "since day one, our relationship with SAP&DC has been nothing short of fruitful, we are grateful to have their continued support and assistance now and with our future endeavors."

Congratulations! SAP&DC's staff look forward to working with you on your future projects.



ITSI Biosciences Website Internationalization

ITSI-Biosciences, LLC (ITSIBIO), located in Johnstown, PA. Founded in 2004 by Dr. Richard Somiari, President. ITSIBIO is a leading developer of ready-to-use kits for biomedical research. They also provide fast, accurate and affordable genomics, proteomics and mass spectrometry services using state-of-the-art technologies along with custom ELISA kits, DNA/protein arrays and GenPlates for DNA storage at ambient temperature. ITSIBIO serves academic institutions, military organizations, analytical laboratories, biotechnology companies, research institutes and pharmaceutical industries. Their mission is to provide state-of-the-art bioanalytical solutions to the global scientific community. ITSI-Biosciences

will help its partners succeed by providing the highest quality service at a competitive price and turn-around time.

In November of 2022 Dr. Richard Somiari reached out to SAP&DC International Program to learn more about utilizing the Global Access Program grant (GAP) for his website internationalization. They wanted to update their site to reach more international clients. After applying and being approved for the grant they proceeded with updating their site. With the assistance from the GAP grant, they were able to increase activity on their site. Dr. Somiari explained “This activity (website internationalization and site engine optimization) helped update and transform our website into a virtual marketplace that is mobile/smartphone friendly. It made the website easier to use internationally. Our website was based on an older technology which was difficult to load and access on mobile devices, such as smartphones, especially in foreign countries where bandwidth is limited. We noticed 25% increase in traffic, positive feedback and 11% increase in revenue compared to January 2022 when we still had the old website.”

Developing your Workforce with Online Training & Certifications

**April 6, 2023
9:00 AM - 10:00 AM EST**

Our partners at [IMC \(Innovative Manufactures Center\)](#) will be hosting a webinar on Developing your Workforce with Online Training & Certifications.

Learn the different ways manufacturers across Pennsylvania are leveraging online learning to develop their incumbent workforce, from entry level staff who need foundational skills to seasoned staff who may need to brush up on new technologies.

[Register Here](#)



Complying with U.S. Export Controls April 26 & 27 | Pittsburgh, PA | \$650.00

Join the U.S. Commercial Service, the Department of Commerce Bureau of Industry and Security, and the Western Pennsylvania District Export Council for [Complying with U.S. Export Controls](#), an in-depth two-day training on the Export Administration Regulations and how to comply with U.S. export controls.

Join the U.S. Commercial Service, the Department of Commerce Bureau of Industry and Security, and the Western Pennsylvania District Export Council for [Complying with U.S. Export Controls](#), an in-depth two-day training on the Export Administration Regulations and how to comply with U.S. export controls. The two-day program is led by BIS's professional counseling staff and provides an in-depth examination of the Export Administration Regulations (EAR). The program will cover the information exporters need to know to comply with U.S. export control requirements on commercial goods.

Participants will learn:

- What items and activities are subject to the EAR,
- Steps to take to determine the export licensing requirements for your item,
- How to determine your export control classification number (ECCN),

- When you can export or reexport without applying for a license,
- Export clearance procedures and record keeping requirements.

Presenters will draw from real life examples in applying this information and will conduct a number of “hands-on” exercises that will prepare you to apply the regulations to your own company’s export activities.

For questions please contact [Steven Murray](#).

[Register Here](#)

Market Updates

- 5 Minute Briefs from Seoul [Click Here](#)
- The Fortnightly, News on Business in the Middle East Region [Click Here](#)
- South Korea Market Intelligence & Business Opportunities [Click Here](#)
- China Briefing [Click Here](#)
- Taiwan Food Industry Report [Click Here](#)
- South East Asia [Click Here](#)

Upcoming Trade Events

Trade Mission to Brazil & Chile

June 5-9, 2023

Multi Sector

Brazil & Chile

Contact: [Zoe Munro, GSGP](#)

Summer Fancy Food Show 2023

June 25-27, 2023

Food Products

NYC, NY

Contact: [Tina Weyant](#)

BIO Asia Taiwan

July 26-30, 2023

Marketing material due by June 5, 2023

Contact: [Joyce Hoffman](#)

GDEI Africa Trade Mission

August 6-15, 2023
Multi Sector
South Africa, Ghana, Nigeria
[For more information & registration click here](#)

BTW2PA 2023
Save the Dates
October 2-13, 2023
Contact: [Joyce Hoffman](#)

MEDICA 2023
November 13-16, 2023
Medical
Dusseldorf, Germany
Contact: [Theresa Brennan](#)

Training

Webinar's

Export Documentation & Procedures

March 15, 2023
10:00 - 11:15 AM EST
[Register Here](#)

CMMC 2.0 Update

April 20, 2023
2:00 PM - 3:00 PM EST
[Register Here](#)

Developing a Workforce

April 6, 2023
9:00 AM - 10:00 AM EST
[Register Here](#)

Seminar's

Export Documentation & Procedures From Beginning to End!

June 7, 2023
8:30 AM - 4:30 PM EST
SAP&DC

For more information and to register
[Click Here](#)

Complying with U.S. Export Controls

April 26-27, 2023

Pittsburgh, PA

[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!

- [U.S. Foreign Corrupt Practices Act](#)
- [Near Shoring as Opposed to Off Shoring. Why Choose the "Americas"](#)
- [Classification Under The US Harmonized Tariff & Schedule B](#)
- [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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