

October 2025

SAP&DC



What's New In Export



In this newsletter:

- How we assisted companies in PA
- Market Updates
- Upcoming Trade Events
- Training

Your International Trade Specialist
Joyce

Here is how
Business PA International
&
SAP&DC
assisted companies in Pennsylvania

International Trade Program Impact



Total Economic Impact	\$839 million
Employment Supported	3,000+ jobs
State & Local Tax Revenue Generated	\$27.8 million

722 Companies Assisted	1,237 Projects	2,590 Export Actions	177 Exporting Companies	\$534.3 million Export Sales
24% were new clients this year.	Tracked as individual requests for international business development services.	Significant steps taken by clients to grow their international sales.	Companies that reported sales resulting from our assistance.	Value of export sales reported by our clients.

FY 2024-25. Economic analysis conducted by NEPA Alliance and calculated using IMPLAN ®

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Market Updates

- Australia [Defense & Aerospace](#)
- CE Europe [Market Insight](#)
- China [Briefing](#)
- Middle East Region [Click Here](#)
- South East Asia [Click Here](#)
- South Korea [Economic Brief](#)

Upcoming Trade Events

**Medica
Germany**
November 17-20, 2025
Medical
Contact: [Theresa Brennan](#)

World Defense Show
Saudi Arabia
February 8-12, 2026
Defense
Contact: [Ann Pardalos](#)

Trade Mission to Australia
Australia
March 15-25, 2026
Multi Sector
Contact: [Zoe Munro](#)

Pack Expo East
Philadelphia, PA
February 17-19, 2026
Packaging & Processing
Contact: [Christa Mummau](#)

E-Mobility
Taiwan
April 14-17, 2026
Electric Vehicle & Autonomous Driving Technologies
Catalog Exhibition
Contact: [Trung Tran](#)

Training

Webinars

SAP&DC
Webinar Series
All Webinars are from
10:00 - 11:00 AM EST
Presented by:
Bob Imbriani
Team WorldWide

Foreign Trade Zones
January 21, 2026
[Register Here](#)

HS/Schedule B Classification
February 18, 2026
[Register Here](#)

Navigating Importing & Tariffs
March 18, 2026
[Register Here](#)

Rules & Regulations when Exporting
April 15, 2026
[Register Here](#)

From Lehigh University SBDC

Export Compliance Overview and ECMP
November 20, 2025
[Register Here](#)

Seminars

No new seminars at this time

From our Partners:

PennTAP

Has multiple resources for your company to utilize at no cost or minimal cost

Contact: [Amy Jorden](#)

IMC (Innovative Manufactures' Center)

IMC has multiple training sessions for your business

Webinars and Seminars

You can [click here](#) to see what is available

Training Webinars You May Have Missed?

No worries, watch our recorded sessions!

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

- [US 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

Joyce Hoffman
International Trade Specialist
jhoffman@sapdc.org
814-949-6527

SAP&DC



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