

December 2025

# SAP&DC



## What's New In Export



Hard to believe that this is the last newsletter of 2025.

In this newsletter:

- Free Webinar Foreign Trade Zones
- Seminar 2026 International Trade Compliance Workshop

- Exporter of Record
- DECCS & SNAP-R Case Status
- Market Updates
- Upcoming Trade Events
- Training
- Strategic Partnership Program

**Your International Trade Specialist**  
**Joyce**

## **Foreign Trade Zones**

**Please Join us for this FREE Webinar!**

**Learn all about Foreign Trade Zones**

**January 21, 2026**

**10:00 – 11:00 AM EST**

**Presented by:**

**Bob Imbriani**

**of**

**Team WorldWide**

[\*\*Register Here\*\*](#)



## **2026 International Trade Compliance Workshop** **January 22, 2026** **Pittsburgh, PA**

**Presented by the International Trade Group of Dentons Cohen & Grigsby P.C. in partnership with the Pittsburgh Technology Council, the U.S. Commercial Service Pittsburgh, and the Western PA District Export Council**

The global trade environment is evolving at an unprecedented pace — with shifting export controls and new artificial intelligence regulations reshaping how companies operate across borders. These changes are redefining what it means to stay compliant, secure, and competitive in today's global economy.

Join the attorneys of Dentons Cohen & Grigsby's International Trade Group for a one-day, in-depth workshop designed for trade, supply chain, and compliance professionals working in highly regulated industries.

The workshop will also feature a panel of your peers sharing their best practices and guidance on how they are ensuring compliance in their organizations.

This attorney-led session will provide practical legal insight on how to:

- Navigate complex export compliance requirements
- Deemed export and technology control programs
- Export controls and sanctions updates
- USMCA compliance and updates

[\*\*Visit Here for More Information\*\*](#)

**Workshop Details:**

**Date: January 22, 2026**

**Time: 9:00am - 5:00pm**

**Cost: \$149\***

Location: Pittsburgh Technology Council | Nova Place Conference Center |  
100 S. Commons, Suite 172,  
Pittsburgh, PA 15212

Questions?

Contact: [Ryan.Russell@trade.gov](mailto:Ryan.Russell@trade.gov) and/or [LeeAnne.Haworth@trade.gov](mailto:LeeAnne.Haworth@trade.gov)



INTERNATIONAL  
**TRADE**  
ADMINISTRATION

## Exporter of Record

### **There's No Such Thing as an Exporter of Record Here's Who's Actually Responsible**

When exporters ask who is the “exporter of record,” they’re usually trying to determine who holds responsibility for export compliance—who decides if an export license is required, who files the Electronic Export Information (EEI), and who the government holds accountable if something goes wrong.

But here’s the thing: under U.S. export laws, there’s actually no such thing as an exporter of record.

That term appears nowhere in the Export Administration Regulations (EAR), Foreign Trade Regulations (FTR) or International Traffic in Arms Regulations (ITAR). Instead, those regulations use legally defined roles—like exporter, U.S. Principal Party in Interest (USPPI) and Foreign Principal Party in Interest (FPPI)—to assign responsibilities.

Let’s unpack what that means, how it compares to other countries’ usage of exporter of record, and how you can determine who’s responsible in your own transactions.

### **Exporter of Record vs. Exporter: What’s the Difference?**

To continue reading please [click here](#).

Source: [Shipping Solutions](#)

**USXPORTS.gov**

Did you know that you can view case statuses of both DECCS and SNAP-R in one place.

## 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

---

### **WHX Dubai 2026 (Arab Health) UAE**

February 10-12, 2026

Healthcare

In market support at no cost

Contact: [Christa Mummau](#)

### **Pack Expo East**

**Philadelphia, PA**

February 17-19, 2026

Packaging & Processing

Contact: [Christa Mummau](#)

### **Trade Mission to Australia Australia**

March 15-25, 2026

Multi Sector

Contact: [Zoe Munro](#)

### **KIMES 2026**

**Seoul, Korea**

Medical & Hospital Equipment

March 19-22, 2026

Catalog Exhibition at no cost

Contact: [Trung Tran](#)

### **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](#)

\*\*\*\*\*

---

## Seminars

---

From U.S. Commercial Service  
Pittsburgh

**2026 International Trade Compliance Workshop**  
January 22, 2026  
9:00AM - 5:00 PM EST  
Pittsburgh, PA  
[Register Here](#)

\*\*\*\*\*

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](#)

## Strategic Partnerships Program

The BusinessPA team works to connect international companies that wish to grow in the North American market with Pennsylvania firms that are looking for international partnerships.

You can contact Alex Mederos for more information on the program.

Phone: 717-300-8402

Email: [amederos@pa.gov](mailto:amederos@pa.gov)

[Click here to view the partnership opportunities](#)

## [SAP&DC International Program](#)

Joyce Hoffman  
International Trade Specialist  
[jhoffman@sapdc.net](mailto:jhoffman@sapdc.net)  
814-949-6527

Visit our website [www.sapdc.net](http://www.sapdc.net)

SAP&DC is an Equal Opportunity Employer

SAP&DC



Business  
**PA** **PENNSYLVANIA**  
**GETS IT DONE.**

SAP&DC | 3 Sheraton Dr. | Altoona, PA 16601 US

[Unsubscribe](#) | [Constant Contact Data Notice](#)



Try email marketing for free today!