

January 2026

# SAP&DC



## What's New In Export



**Wow 2026!**

In this newsletter:

- Free Webinar HS Schedule B Classification
- Precautionary Guidance for China Imports
- DECCS & SNAP-R Case Status
- Market Updates
- Upcoming Trade Events
- Training
- Strategic Partnership Program

Your International Trade Specialist  
Joyce

# HS/Schedule B Classification

Please Join us for this FREE Webinar!

Learn all about **Classifying your Products**

February 18, 2026

10:00 – 11:00 AM EST

Presented by:

Bob Imbriani

of

Team WorldWide

[Register Here](#)



--- Jan 2026.

## Precautions for Pennsylvania Businesses on Trade Activities with China

**Purpose:** Avoid shipment denials, delays, or costs in U.S.-China trade drawn from recent cases

### Examples of Recent Issues

1. **Documentation Mismatch in Biological Imports:** A Pennsylvania company's shipment of animal-derived materials from China was rejected by U.S. authorities due to inconsistencies between the Veterinary Health Certificate and the import permit, leading to return and added expenses—despite a year of prior successful imports.
2. **Unauthorized Use of Intellectual Property:** a Pennsylvania biotech company found that a former consultant had allegedly transferred licensed U.S. government-owned technology to a new Chinese entity without authorization, prompting U.S. litigation, a complaint to the Hong Kong Stock Exchange regarding the Chinese company's IPO, and demands for injunctive relief to protect IP rights.
3. **Food Product Denials:** Batches of snacks and foods imported from China were denied entry for issues like unlabeled additives, improper packaging, or failing FDA safety standards, resulting in significant losses for U.S. importers.
4. **Tariff and Compliance Failures:** Apparel and electronics shipments from China faced holds or penalties due to misclassification, incorrect origin labeling, or unaddressed Section 301 tariffs, increasing costs amid ongoing trade tensions.

### Recommended Precautions

1. **Verify Documentation:** Cross-check all certificates, invoices, and labels against U.S. requirements (e.g., CBP, FDA, USDA) **word-for-word**; request vendor samples early.
2. **Assess Tariffs and Standards:** Consult with experts; calculate duties via USTR tools; conduct pre-shipment audits to ensure compliance with safety and quality regulations.
3. **Vet Partners and Plan Ahead:** Choose reliable suppliers with clear contracts; diversify sources and build in contingencies like insurance or extensions.
4. **Stay Updated:** Monitor trade policies and alerts; consult experts for controls on sensitive goods.
5. **Protect IP and Licenses:** Include IP protection clauses in contracts; ensure all exports comply with BIS export licenses and Entity List restrictions to avoid penalties. **Register IP in China as early** as possible (patents, trademarks, copyrights), even before entering China if you are thinking of entering the China market one day. China follows *first-to-file*, not *first-to-use*. And **DO NOT** let your distributor register your trademarks on your behalf.
6. **Expiration of Product Registration Approvals:** Check the expiration date of the product registration certification, e.g., medical devices, diagnostics, food & supplements, cosmetics, chemicals, etc. Plan the renewal process at least 6 months ahead of the expiration.

BusinessPA International

PAGetsItDone.com

**USXPORTS.gov**

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

[Click here to check it out.](#)

## 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

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### **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

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### Webinars

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#### **SAP&DC**

#### **Webinar Series**

**All Webinars are from**

**10:00 - 11:00 AM EST**

**Presented by:**

**Bob Imbriani**

**Team WorldWide**

#### **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](#)

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## Seminars

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From U.S. Commercial Service  
Pittsburgh

### **2026 International Trade Compliance Workshop**

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

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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

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## 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](#)

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## **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

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