

March 2026

# SAP&DC



## What's New In Export



A little closer to warmth.

In this newsletter:

- Free Webinar Rules & Regulations when Exporting
- Prepare for IEEPA Tariff Refunds
- Webinar Water Treatment Export Opportunities in Mexico

- Free Training-Core5 Business Mastery Class
- Webinar Tariff Update & Mitigation Strategies
- Trade and Tariff Lunch & Learn
- Market Updates
- Training
- Strategic Partnership Program

Your International Trade Specialist  
Joyce

## Rules & Regulations when Exporting

Please Join us for this FREE Webinar!

Learn all about Rules & Regulations

April 15, 2026

10:00 – 11:00 AM EST

Presented by:

Bob Imbriani

of

Team WorldWide

[Register Here](#)



## Two Steps Importers Should Take Now to Prepare for IEEPA Tariff Refunds

On March 6, 2026, Brandon Lord, a U.S. Customs and Border Protection (CBP) official who, inter alia, leads CBP's strategic efforts to enforce and protect tariff revenue, submitted a [declaration](#) to the U.S. Court of International Trade outlining a proposed process for issuing refunds for importers who have paid tariffs under the International Emergency Economic Powers Act (IEEPA). The proposal, the first tendered by the agency, envisions a new mechanism to pursue refunds on the Automated Commercial Environment (ACE), CBP's portal for processing, collecting, refunding, and recording tariffs. Although the precise contours of this mechanism remain unclear—even the declaration acknowledges that “operational, legal, and technical considerations may require alterations or modifications”—the declaration indicates that the new functionality could be deployed within approximately 45 days and would require “minimal submission from [affected] importers.” For additional background on the declaration and the proposed ACE functionality, see [Update of March 6, 2026](#).

The declaration identifies two steps importers should take now to facilitate the receipt of IEEPA tariff refunds.

### 1. Enroll in the ACH Refund Program on ACE

Importers should confirm they are enrolled in CBP's Automated Clearing House (ACH) Refund Program, which allows CBP to issue—and importers to receive—refunds electronically.

To enroll, importers must submit an application through the ACE and designate a U.S. bank to receive refund payments. Importers already enrolled do not need to reapply and will continue receiving refunds electronically without interruption.

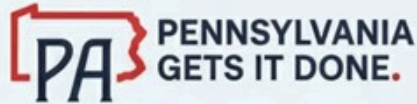
Enrollment in the ACH Refund Program is particularly important because, as of February 6, 2026, CBP transitioned to an all-electronic refund system, absent a waiver permitting payment by paper check. For additional background on this transition, see [Update of January 6, 2026](#).

### 2. Confirm Access to Your Account on ACE

Importers seeking timely receipt of IEEPA tariff refunds should also confirm they have established a profile—a “Top Account”—on the ACE.

Many importers assume that [obtaining an importer of record \(IOR\) number](#) automatically creates a corresponding profile in the ACE. In practice, while CBP does register the IOR number in the ACE, importers do not automatically receive access to the trading data associated with that number. Instead, access is granted only after the importer submits a Top Account application to CBP linking the IOR number to the importer's ACE profile. Establishing a Top Account in the ACE is a straightforward process and strongly recommended. It provides importers with direct access to their trade data at any time, reducing the need to rely on a customs broker to retrieve that information on the importer's behalf.

Source: [Thompson Hine SmarTrade](#)



## UPCOMING WEBINAR: WATER TREATMENT EXPORT OPPORTUNITIES IN MEXICO

SPECIALIZED EVENT FOR PA COMPANIES



**MEXICO'S WATER  
CHALLENGES**



**PA TECH EXPORT  
OPPORTUNITIES**



**MATCHMAKING &  
ENTRY STRATEGY**



**SPEAKER:  
Efren Flores**

Authorized Trade Representative  
Commonwealth of Pennsylvania

**DATE:** April 16, 2026

**TIME:** 10:00 AM Eastern Time

**PLATFORM:** (Link/TBD)

**REGISTER NOW**



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designed for Pennsylvania  
business owners,  
managers, and decision  
makers taught by  
business, finance, and  
operational experts

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**April 17:** Behind the Balance Sheet

**April 24:** Don't S.W.E.A.T. Your Operations

**May 1:** Your Customers - Answering Who Why & What

**May 8:** ROI - Return on Innovation

**May 15:** Transition without Turbulence

**TBD:** One-on-One with Instructor of Choice

*Sessions meet every Friday from 11am - Noon.*

*Session 6 is scheduled separately.*

Register today by visiting [www.steelvalley.org/core5](http://www.steelvalley.org/core5)  
Questions: [sewncore5@steelvalley.org](mailto:sewncore5@steelvalley.org)

# TARIFF UPDATE & MITIGATION STRATEGIES

Tuesday, April 28 | 10:00 am EST

*via Microsoft Teams Webinar*

Join us for a webinar with Francesca Guerrero, Partner at Thompson Hine LLP.

The webinar will provide a short overview of recent and anticipated tariff changes. An update on the IEEPA tariff refund process will also be provided. Then we will discuss options to mitigate tariffs and best practices for efficient import compliance.

Mitigation topics will include: first sale, value deductions, free trade agreements, and special provisions for goods returned to the U.S.

**Presenter:**  
**Francesca Guerrero**



Francesca is a partner in Thompson Hine's International Trade practice group. She regularly counsels clients on compliance with export controls, sanctions, import regulations, human rights and forced labor, and the FCPA and antibribery laws.



[To register, please click here!](#)

# TRADE & TARIFF LUNCH & LEARN



Join us in Philadelphia on **April 14 from 11AM -1PM** for an in-person informative discussion on the latest trade policy topics and strategies to mitigate heightened tariffs.

**Presented by:** Rebecca Williams, Managing Director  
Rockefeller Group Foreign Trade Zone Services

**Guest Speaker:** Devin Toughill, Project and Foreign Trade Analyst  
Port of Philadelphia (PhilaPort)

15000 Roosevelt Boulevard  
Philadelphia, PA 19116  
[www.rockontheblvd.com](http://www.rockontheblvd.com)



[CLICK HERE TO REGISTER](#)



## Market Updates

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

## Training

### Webinars

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

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

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From our partners

**Water Treatment Export Opportunities in Mexico**

April 16, 2026

10:00 - 11:00 AM EST

[Register Here](#)

Northwest Commission

**Tariff Update & Mitigation Strategies**

April 28, 2026

10:00 - 11:00 AM EST

[Register Here](#)

PA SBDC

**Go Global: Doing Business With Canada & Mexico**

April 30, 2026

9:00 - 10:00 AM EST

[Register Here](#)

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## Seminars

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From our Partners

PhilaPort

**Lunch & Learn**

**Trade & Tariff**

April 14, 2026

11:00 am - 1:00 pm EST

15000 Roosevelt Boulevard

Philadelphia, PA 19116

[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](#)

## 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)

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