

SAP&DC



What's New In Export



I can't believe that June is almost over already.
Come on warm weather!

In this newsletter:

- Medica 2026 Recruitment
- GSGP Trade Missions 2026-2027
- PennTAP RISE Program
- Market Updates
- Training
- Strategic Partnership Program

**PENNSYLVANIA
GETS IT DONE.**

MEDICA 2026

November 16-19, 2026 | Düsseldorf, Germany
BusinessPA

About the Show

The International Trade Fair & Congress World Forum for Medicine
Whether your company manufactures medical equipment and supplies, develops technology, or provides medical services, **MEDICA** is an ideal source of international market information. It is also a premier venue for networking with potential customers, agents, distributors, or joint venture partners.

Registration

Pennsylvania offers its companies a cost-effective way to participate in the **MEDICA** show. Exhibiting with Pennsylvania enables small to medium-sized companies to **make an impact at this prominent trade show without the high cost.**

Whether the Pennsylvania pavilion serves as a "home base" while you walk the show, or as a prime meeting area for potential contacts, your participation is an **ideal way to increase your international business.**

For a registration fee of \$5,000, your company will receive:

- a panel within the Commonwealth of Pennsylvania pavilion
- Enlarged image of your company name, logo, and product(s), mounted in your display area. (Company provides graphic.)
- Listing of your company in the show catalog and electronic media
- Exhibitor passes to the show (2)
- Experienced international trade specialists to assist you before, during, and after the show

Why MEDICA?

Companies from across Pennsylvania are performing groundbreaking research and manufacturing devices and pharmaceuticals that save lives and fuel innovation.

The Pennsylvania pavilion at **MEDICA 2026** will present the best of what Pennsylvania companies such as yours have to offer the world.

MEDICA showcases innovations and trends from throughout the health care field.

At **MEDICA** in 2025, over 4,800 exhibitors from 72 countries showcased the latest in highly specialized and innovative medical products, technologies, and treatments. More than 78,000 industry professionals and visitors from all over the world attended the show along with 617,141 virtual visitors.

At **MEDICA 2025**, you will be connected with partners and customers who are looking for what your company has to offer.

Exhibits at the show will display a variety of items, including:

- electro-medicine
- medical technology
- medical support units
- facility management
- building automation
- laboratory equipment
- physiotherapy equipment
- orthopedic equipment
- medical-related commodities and consumer goods

For more information, visit: medica-tradefair.com

Space in the Pennsylvania pavilion at **MEDICA 2026** is filled on a first-come, first-served basis.

REGISTRATION DEADLINE: AUGUST 28, 2026

05/21/2026

PAGetsItDone.com/trade



For more information on Medica 2026 please [click here](#).
For information on the PA booth at Medica please contact [Theresa Brennan](#)
You can find the registration form [here](#).



Saudi Arabia, U.A.E. & Egypt

December 5-15, 2026

Riyadh, Dubai & Cairo

Registration Deadline: September 18,
2026



South Africa & Kenya

February 10-17, 2027

Optional group safari at own cost

Johannesburg & Nairobi

Registration Deadline: November 4, 2026



Brazil & Paraguay

April 3-10, 2027

Rio de Janeiro, São Paulo & Asunción

Registration Deadline: January 8, 2027

Information and registration can be found below:

[Saudi Arabia, UAE & Egypt](#)

[South Africa & Kenya](#)

[Brazil & Paraguay](#)

You can also contact [Zoe Munro](#) for more information



PennState

PennTAP

Pennsylvania Technical Assistance Program

RISE PA NEWS



Small-scale Award Track Grant Application Open for Round 4

Applications for Round 4 of the Small-scale Award Track (SAT) for the RISE PA grant opened May 15, 2026. The application deadline for Round 4 is August 17, 2026.

On April 1, in partnership with PennTAP, the DEP awarded more than \$5 million for 14 projects in 9 counties from Round 1 SAT applications. Round 2 awards will be announced this summer.

RISE PA is helping manufacturers lower costs and emissions, achieve strategic business goals, and boost competitiveness. **Keep reading** for eligibility requirements and details on how PennTAP can help you navigate the application process.

Why Apply:

- Your facility could receive 50% of the cost of a decarbonization project, up to \$500,000.
- Long-term energy cost savings can free up resources for other priorities and boost your overall competitiveness.

Eligibility:

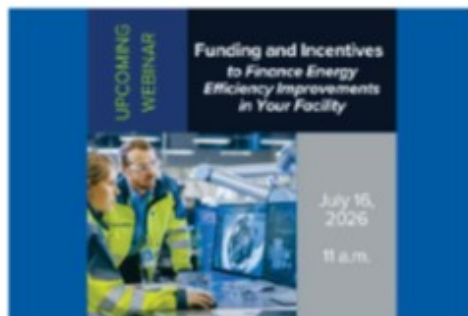
- You are a PA manufacturing facility with fewer than 500 full-time employees.
- Your total project cost is between \$50K-\$1M.
- Your project will reduce greenhouse gas emissions through electrification, efficiency improvements, low-carbon fuels, on-site renewable energy, carbon capture, or reducing fugitive emissions.

How PennTAP Can Support You

- Expert guidance to navigate the application process and strengthen your grant impact: Connect with our RISE PA team by completing the form at penntap.psu.edu/contact.
- A no-cost site assessment and Technical Assessment Report: Allow 2 weeks to schedule your assessment and approximately 6-8 weeks to receive your report. If you've completed P2/E2 assessment within the past two years, it will likely fulfill the requirement. Check with your PennTAP Technical Advisor.
- Weekly virtual office hours: Find the link at penntap.psu.edu/events.

LEARN MORE AND APPLY: penntap.psu.edu/rise-pa

FUNDING & INCENTIVES FOR MANUFACTURERS



Funding & Incentives to Finance Energy Efficiency Improvements in Your Facility

11 a.m.-Noon, July 16, 2026

Navigate available energy-efficiency funding opportunities and prioritize projects to get the best return on investment. Register at: penntap.psu.edu/events.



This project was financed in part by a grant from the Commonwealth of Pennsylvania, Department of Community & Economic Development. [Learn more.](#)

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

From our Partners at PennTAP

Funding & Incentives for Manufacturers
To Finance Energy improvements

July 16, 2026

11:00 AM - 12:00 PM

[Click here to register](#)

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](#)
- [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

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

SAP&DC International Program

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Visit our website www.sapdc.net

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