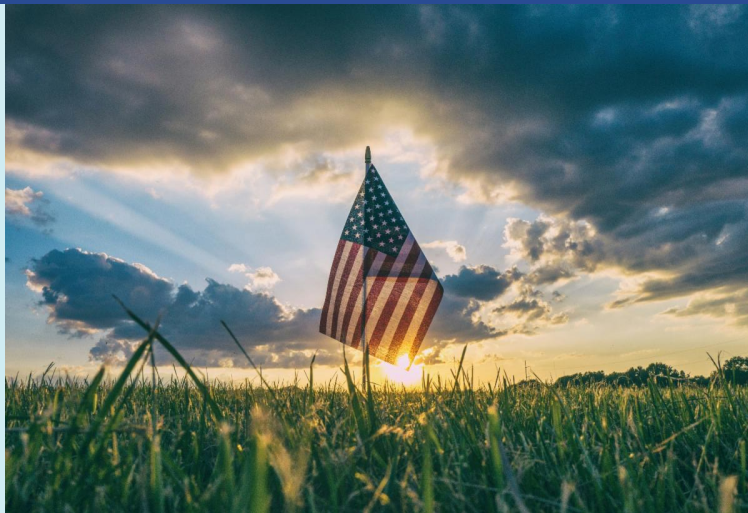


July 2026

SAP&DC



What's New In Export



In this newsletter:

- Medica 2026 Recruitment
- GSGP Trade Missions 2026-2027
- Updated Global Guidance for International Mail
- Market Updates
- Training
- Strategic Partnership Program

Your International Trade Specialist
Joyce

**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

Updated Global Guidance for International Mail

On June 24, 2026, CBP announced the indefinite suspension of the de minimis administrative exemption under 19 U.S.C. § 1321(a)(2)(C) for imports valued at \$800 or less arriving through the international postal network by regulation. See [Federal Register](#) (Indefinite Suspension of the De Minimis

Exemption for Mail Shipments and New Postal Informal Entry Process).

Most merchandise entering the United States via international mail has not been eligible for the de minimis exemption since the exemption was suspended for products of all countries by Executive Order 14324 (July 30, 2025), and international mail shipments have been subject to an interim entry process.

Effective July 24, 2026, such merchandise must be entered under the new postal informal entry process announced in the Federal Register and detailed in CBP Regulations. This new postal informal entry process is generally applicable to merchandise valued at \$2,500 or less that is eligible for informal entry and imported by mail.

This guidance explains the new process for importing goods by mail valued at \$2,500 or less. It covers who can use the process, what information must be submitted, bond and payment requirements, and deadlines.

Any questions regarding this guidance can be sent to CBPDM@cbp.dhs.gov.

Source: [CBP](#)

Market Updates

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

Training

Webinars

From our Partners
BusinessPA International

Break Into Europe's MedTech Market

July 28th, 2026
9:00 am - 9:45 am EST

[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)

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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