

October 2026

SAP&DC



What's New In Export



In this newsletter:

- Trade Mission to Argentina
- No-Cost Energy Efficiency Webinar
- GSGP Trade Missions 2026-2027
- Coal and Mining Connect
- Market Updates
- Training
- Strategic Partnership Program

Your International Trade Specialist
Joyce

Argentina Oil, Gas, and Energy Infrastructure Certified Trade Mission December 9-11 | Buenos Aires, Argentina

The U.S. Commercial Service and the Business Council for International Understanding (BCIU) are co-organizing the Argentina Oil, Gas and Energy Infrastructure Certified Trade Mission from December 9–11, 2026. The delegation will be accompanied by Assistant Secretary of Commerce and Director General of the U.S. and Foreign Commercial Service David Fogel and will connect participants with Argentine government and industry stakeholders to explore emerging opportunities in the country's expanding oil, gas, and energy infrastructure market, including Vaca Muerta development, pipelines, oilfield services, processing, logistics, and related digital infrastructure. Participation is limited to U.S. companies. The registration deadline is November 13, 2026.

For more information, please visit the [Certified Trade Mission website](#) or contact [Clinton Harper](#) or [Joel Reynoso](#).



PennState

PennTAP

Pennsylvania Technical Assistance Program

**No-cost Energy Efficiency
Resources to Boost
Manufacturing
Competitiveness**

October 28, 2026
11:00 a.m. - Noon



PennState

PennTAP

Pennsylvania Technical Assistance Program

Energy costs are one of the biggest — and most controllable — expenses facing Pennsylvania's small and mid-sized manufacturers. Rising utility rates, aging equipment, and inefficient building systems can quietly erode margins.

What if your facility doesn't have the in-house expertise or time to identify where energy dollars are being wasted and prioritize energy efficiency improvements?

Join PennTAP, in partnership with Catalyst Connection, to learn about free resources available to help manufacturers tackle energy efficiency issues.

No-cost Energy Efficiency Resources to Boost Manufacturing Competitiveness

11 a.m.-Noon
October 28, 2026

[REGISTER HERE](#)

The session will cover no-cost energy assessments, grant funding opportunities, training, and tools to improve energy efficiency in your facility.

Who should attend: Owners, plant managers, facility leaders, and operations/continuous improvement staff at small and mid-sized PA manufacturers, whether you are just starting to think about energy efficiency or you are ready to take next steps, such as applying for funding or expanding internal knowledge among employees.

Trade Missions

South Africa & Kenya

February 10-17, 2027

Optional group safari at own cost

Johannesburg & Nairobi

Registration Deadline: **November 4, 2026**

[Register Here](#)

Brazil & Paraguay

April 3-10, 2027

Rio de Janeiro, São Paulo & Asunción

Registration Deadline: **January 8, 2027**

[Register Here](#)

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

Coal and Mining Connect Connect. Share. Export through the Coal and Mining Connect Initiative

Coal and Mining Connect is an exclusive online platform designed to link U.S. exporters, manufacturers, and service providers with qualified international buyers, partners, and distributors across the global coal and mining industry.

Questions? Nic Cervantes - Nicolas.Cervantes@trade.gov

[Learn More & Register](#)

Source: [U.S. Commercial Service](#)

Market Updates

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

Training

Webinars

From our Partners
at PennTAP

No-Cost Energy Efficiency Webinar

October 28, 2026
11:00 AM - Noon EST

[Register Here](#)

SAP&DC Webinar Series 2027

All webinars are from
10:00 - 11:00 am EST

Importing Techniques, Documentation & Compliance

January 13, 2027

[Register Here](#)

Cargo Insurance & Carriers Liability

February 10, 2027

[Register Here](#)

Certificate of Origins-Country Requirement Breakdowns

March 10, 2027

[Register Here](#)

Determining the Correct ECCN or ITAR Classification

April 14, 2027

[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)

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](#)

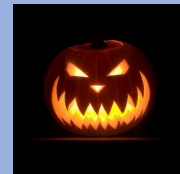
SAP&DC International Program

Joyce Hoffman
International Trade Specialist
jhoffman@sapdc.net
814-949-6527

Visit our website 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!