

Northwest Commission Export Express August 2022

Join us next month for 'Bringing the World to PA' in Erie! [Register now](#) and reserve your spot for one-on-one meetings with Pennsylvania's Authorized Trade Representatives. Further details regarding the day's schedule are included in the link. We hope you can join us in Erie on Monday, September 19!

The Port of Philadelphia recently announced new Asia service. Keep reading to learn more.

Pennsylvania's Authorized Trade Representative for Korea shared an update regarding travel to the market given the recent increase in COVID-19 cases. If you would like to receive this update, please let us know.

Be sure to check out the flyers for MEDICA and the upcoming Trade Mission to Thailand & Vietnam. Registration deadlines and contact details are included below!

Pennsylvania's Authorized Trade Representative for the United Kingdom recently shared a market update for the United Kingdom and Ireland. If you are interested in receiving the report, please email us.

If you are interested in connecting with any of the 13 trade offices, please let us know. A full listing of the trade offices and the markets they cover can be found [here](#).

Take care,

Dorte & Hilary

Register now! | Bringing the World to PA 2022
Monday, September 19, 2022 | Erie, PA | #BTW2PA

For more details and to register for this no-cost event, please click [here](#)!

Please Join Us

FOR AN INCREDIBLE INTERNATIONAL EVENT



Location
Ambassador Center
Garden Atrium
7794 Peach Street Erie, PA

#BTW2PA

19
SEPT

BRINGING THE WORLD TO PENNSYLVANIA

On Monday, September 19 th, twelve of Pennsylvania's Authorized Trade Representatives will visit Erie to meet with northwest PA regional companies and discuss export opportunities in the 43 countries they cover around the world.

Bringing the World to PA offers a unique opportunity for Pennsylvania exporters to have individual, pre-scheduled meetings with PA's Authorized Trade Representatives and gain valuable insights to guide their international business strategy.

Northwest
COMMISSION

PA pennsylvania
DEPARTMENT OF COMMUNITY
& ECONOMIC DEVELOPMENT

Who will be named "EXPORTER OF THE YEAR"?

This annual program is organized in partnership with the Pennsylvania Department of Community and Economic Development's Office of International Business Development (OIBD) and your Regional Export Network (REN).

Snap-tite HOSE traveled to New Zealand/Australia to re-establish In-Person contact with Customers



AAH Acquisition, LLC doing business as Snap-tite HOSE with locations in Erie and Union

City, in addition to one facility in North Carolina and another in Wexford, Ireland is a manufacturer of industry-leading quality hose in the United States and worldwide.

Snap-tite HOSE is credited with introducing the concept of large diameter hose (LDH) and driving its widespread use throughout North America. Today, virtually every fire department in America uses LDH to move water efficiently. Snap-tite HOSE is one of the largest fire hose manufacturers globally. Snap-tite HOSE products are trusted worldwide - from the highest quality lay-flat jacketed and rubber fire hose to industrial large diameter hose and powerful and tough agricultural and drag hose.

Jeff Schad, Chief Executive Officer and Åke Bursell, VP - Global Business Development, traveled to Australia and New Zealand July 10 through July 23, 2022. Dorte Heffernan at the Northwest Commission scheduled an online introductory meeting with Pennsylvania's Authorized Trade Representative based in Sydney in May of this year. Jeff and Åke outlined their goals and objectives for the in-country visit and Chris Evans with the PA ATR Australia promptly added to the itinerary with four valuable meeting appointments with key entities. In addition, while in Sydney, Jeff Schad and Åke Bursell met up with Chris Evans to discuss recent meetings and progress made.

First contact with Snap-tite and Dorte Heffernan was initiated by an introduction via Del Birch, Outreach Specialist with the Erie Regional Chamber and Growth Partnership and a subsequent joint site visit with Del Birch and Mike O'Rourke, DCED Office of International Business Development in March of this year.

"The assistance we received from the Northwest Commission and Sydney-based ATR Australia ensured that our business development goals were met. The research into potential organizations relevant to our business provided by Chris Evans was critical in selecting the right contacts to fit into the calendar of appointments with our current customer base. As this was an expensive and time-consuming trip to the 'other side of the world' having a location-based resource with ties to our home base in Pennsylvania made a significant difference in the goals achieved during our visit. Thanks to Dorte Heffernan as well as the staff at the Growth Partnership for introducing us to this resource." - Jeff Schad, Chief Executive Officer

To learn more about Snap-tite HOSE, please click [here](#).

The Port of Philadelphia Announces New Asia Service

A new, direct, all-water container service with Asia will commence calling PhilaPort's Packer Avenue Marine Terminal (PAMT) in August. Wan Hai Lines Ltd. has announced its AA9 (Asia America 9) service, a weekly service which will call Haiphong, Vietnam; Shekou and Qingdao, China; and Kaohsiung, Taiwan.



Wan Hai has stated that the new call at The Port of Philadelphia "will provide clients with more service options. It will also strengthen Wan Hai Lines' current services to better serve customers' needs."

"PhilaPort and the entire Philadelphia Port community are extremely excited about this new service," said Jeff Theobald, Executive Director & CEO of PhilaPort. "Wan Hai, with this new call, rounds out our portfolio of direct ocean carrier services. We now have direct service to the entire world."

To view the full press release, please click [here](#).

COVID-19 Updates: Travel Guide to South Korea



Pennsylvania's Authorized Trade Representative for South Korea recently shared an update regarding the entry policy for travelers to South Korea.

Given that the number of COVID-19 cases have been increasing in Korea during the last couple of weeks, the policy for travelers from overseas has been updated as of July 25.

The guide is available at no cost.

If you are interested in viewing the updated travel guide, please email Hilary Bienio at hilaryb@northwestpa.org.

MEDICA 2022
November 14 - 17, 2022

For more information, please contact:

Theresa Brennan | OIBD
thebrennan@pa.gov

Deadline to register is Friday, August 26.

MEDICA 2022

NOVEMBER 14-17, 2022 | DÜSSELDORF, GERMANY
OFFICE OF INTERNATIONAL BUSINESS DEVELOPMENT

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:

- 3' x 7' panel within the Commonwealth of Pennsylvania pavilion
- Enlarged image of your company name, logo, and product(s), mounted in a lightbox 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

Registration deadline: August 26, 2022.

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 2022** 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 2019, nearly 5,300 exhibitors from around the globe showcased the latest in highly specialized and innovative medical products, technologies, and treatments. More than 120,000 industry professionals and visitors from all over the world attended the show.

At **MEDICA 2022**, 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: www.medica-tradefair.com

Space in the Pennsylvania pavilion at **MEDICA 2022** is filled on a first-come, first-served basis.

Trade Mission to Thailand & Vietnam December 1 - 6, 2022

For more information, please contact:

Linda Foerster | OIBD

lfoerster@pa.gov

To view the mission flyer, please click [here](#).

Deadline to register is Wednesday, August 31.

Pennsylvania
WORK SMART. LIVE HAPPY.

TRADE MISSION TO THAILAND & VIETNAM

DECEMBER 1-6, 2022
OFFICE OF INTERNATIONAL BUSINESS DEVELOPMENT

ABOUT THE TRADE MISSION

Pennsylvania's Office of International Business Development (OIBD) invites you to join us on a business development mission to Thailand and Vietnam.

Meeting face-to-face with prospective customers and partners is crucial to establishing business relationships in Southeast Asia. We can help you meet your business objectives by designing a business itinerary tailored to your company's specific needs.

This mission, to one of the most rapidly growing regions of the world, will aggressively promote commercial ties and encourage small- to medium-sized businesses to explore new trade opportunities. The mission is open to all industry sectors.

As a mission participant, you will receive:

- Pre-arranged, one-on-one business appointments with prequalified business partners based on your criteria
- Detailed background information about each company provided in advance
- Logistical assistance
- Services of the commonwealth's trade representative
- Follow-up assistance after the mission

REGISTRATION

- **Deadline: August 31, 2022** (All participation agreements must be completed and submitted with full payment by this date.)
- First 10 qualified companies will be accepted
- Registration fee: \$4,500*+

Companies are responsible for all travel and business-related expenses.

***FINANCIAL ASSISTANCE of up to \$10,000 may be available to qualifying companies to offset mission-related costs.**

+Registration fee will be paid directly to the commonwealth's Trade Representative Office in Singapore via wire transfer.

TRADE MISSION ITINERARY

Nov 29 or Nov 30	Arrive in Bangkok, Thailand
Dec 1 & Dec 2	Business meetings in Bangkok
Dec 3	Depart for Ho Chi Minh City, Vietnam
Dec 5 & Dec 6	Business meetings in Ho Chi Minh City
Dec 7	Depart for Pennsylvania

WHY THESE MARKETS?

THAILAND

- With a 2020 GDP of \$501.6 billion, Thailand is the world's 22nd-largest economy. Thailand is an attractive market for Pennsylvania companies as exports of goods have grown double-digit YoY - from \$190 million in 2019, to \$235 million in 2020 and to \$415 million in 2021, according to data from the U.S. Census Bureau.
- Thailand is an upper-middle-income country with an export-driven economy and a strong, diversified manufacturing base across sectors such as automotive, electronics, and food. Notably, it is the 12th largest automotive producer in the world.
- Pennsylvania's top exports to Thailand in 2021 were mostly electrical machinery and parts, followed by vehicle parts, mechanical equipment and parts, coloring products (e.g., dyes, inks), plastics, medical instruments, pharmaceutical products, and miscellaneous chemical products.

VIETNAM

- Vietnam is one of the fastest-growing economies in the world. In 2020, even with the impact of Covid-19, its economy grew by 2.91%, increasing its GDP to \$271 billion. According to U.S. Census Bureau data, PA's exports of goods to Vietnam also bucked the trend, expanding from \$85 million in 2019 to \$109 million in 2020, and \$113 million in 2021.
- Vietnam is a fast-rising star in global production, particularly as labor-intensive manufacturing shifts from China to Vietnam. It also has a large domestic market, with a population of 98.51 million and a middle class that is forecasted by the World Bank to grow from 13% in 2019 to 26% of the population by 2026.
- Pennsylvania's top exports in Vietnam in 2021 were pharmaceutical products, medical instruments, woods, meat products, plastics, mechanical equipment and parts, electrical machineries and parts, and miscellaneous chemical products.



05/19/2022

Commonwealth Keystone Building | 400 North Street, 4th Floor | Harrisburg, PA 17120-0225 | +1.866.466.3972 | dced.pa.gov/trade

UK & Ireland Market Update

Pennsylvania's Authorized Trade Representative for the United Kingdom (which also covers

Ireland, Denmark, Finland, Norway, and Sweden) recently shared a market update for the United Kingdom and Ireland.

The report is available at no cost.

If you are interested in receiving this market update, please email Hilary Bienio at hilaryb@northwestpa.org.

Latest Edition of 'The Fortnightly'

Seth Vogelmann of Pennsylvania's Middle East Regional trade office publishes a new edition of 'The Fortnightly' newsletter every two weeks.

The Fortnightly is a review of Middle East business, economic developments, as well as culture and news.

To view the most recent edition as well as previous editions, please click [here](#).



Canada News Brief - July 2022

In an effort to share opportunities and updates in the Canadian market, Pennsylvania's Authorized Trade Representative for Canada recently published their brief monthly newsletter.

July's edition includes: Single-Use Plastics Ban, Quebec's Bill 96 Explained, Opportunity Alert: Construction.

If you would like to view the newsletter, please email Hilary Bienio at hilaryb@northwestpa.org.

'5 Minute Briefs from Seoul' Newsletter



Every two weeks, Pennsylvania's Authorized Trade Representative for South Korea publishes a newsletter that covers the most updated trends and information for the South Korean market overall as well as business opportunities regardless of industry.

An audio version is available via YouTube - please click [here](#) to view the latest video.

For the pdf version, please email Hilary Bienio at hilaryb@northwestpa.org.

Travel Advisory Resources

CDC -

For the most current COVID-19 travel recommendations from the CDC by destination, please click [here](#).



U.S. Department of State -

For the most current travel advisories from the U.S. Department of State, please click [here](#).
