



## WTC REVIEW

[Top Stories](#)

[Member News](#)

[Upcoming Events](#)

[World Trade Center News](#)

[Regional & International Trade News](#)

## CALENDAR

**October 11, 2016:**  
*MIDJersey 2016  
International Business  
Conference*

**October 19, 2016:**  
*DVIRC Manufacturing  
Summit*

**November 17, 2016:**  
*Export Finance Workshop  
at MIDJersey Chamber*

[Full Calendar](#)

# WTCREVIEW

## ★ GREATER PHILADELPHIA ★

WTC Review | A [World Trade Center of Greater Philadelphia](#) Newsletter

### We Counsel. We Connect. We Grow Trade.

*World Trade Center of Greater Philadelphia is a bi-state 501(c)(3) non-profit organization dedicated to assisting companies and organizations of Southeastern Pennsylvania and Southern New Jersey in the development and management of all aspects of international business.*

#### 2016 BRINGING THE WORLD TO PENNSYLVANIA AND GLOBAL CONNECTIONS RECEPTION HIGHLIGHT STRENGTH OF THE REGION'S EXPORT NETWORK



WTCGP organized a two-day series of export advising meetings, *Bringing the World to PA*, on September 20 and 21. In these meetings, 56 Pennsylvania companies, including 22 first-time participants, were advised by 14 Authorized Trade Representatives (ATRs) who support trade in 46 different nations. There were more than 220 separate meetings over the two days, with multiple meetings between ATRs and companies based on the companies' preference for exploring export opportunities. One client noted, "We really enjoyed meeting with several of the knowledgeable ATRs with whom we look forward to working closely to help us expand our exports into some new overseas countries in the near future!"

As a culminating event for *Bringing the World to PA*, WTCGP hosted *Global Connections: Greater Philadelphia International Reception*, a networking event for the ATRs and more than 100 business, government and academic leaders celebrating the vitality of international trade and global business in the Greater Philadelphia region. Speakers at the event included Philadelphia Mayor Jim Kenney; Neil Weaver, Executive Deputy Secretary of the PA Department of Community & Economic

## NEWEST MEMBERS

Meet our newest  
World Trade Center  
Members!



### Annamaet Petfoods

Annamaet is a family owned and operated company. Their products are holistic, made in the United States with no ingredients from tainted sources, and maintain strict standards of quality control.



### Chiral Technologies

Chiral is the global market leader in enantioselective chromatography and offers the most extensive portfolio of chiral stationary phases (CSPs) manufactured by Daicel Corporation.



### DePaul & Company

is a leading General Contractor servicing the Delaware Valley. Since 2000 DePaul & Co. have established a reputation of providing quality workmanship and superior customer service in an atmosphere built upon integrity and high standards.

Development; and Joe Burke, Deputy Secretary of the PA Office of International Business Development.

### UPS X-PORT CHALLENGE UPDATE

Good news for companies! The deadline for submissions for UPS' 2016 X-Port Challenge - an opportunity for companies to win funding for their export projects - has been extended to September 30. [For More Information](#)

## TOP STORIES



20 | midjerseybusiness.com | October 2016

### MIDJERSEY BUSINESS MAGAZINE SEPTEMBER ISSUE: WTC GUIDING GLOBAL GROWTH

September publication reveals how MIDJersey companies are going global and how trade groups like World Trade Center of Greater Philadelphia can help small and medium-sized business owners reach new global markets.

[View Publication](#)  
(via MIDJersey Business)



### PENNSYLVANIA RECEIVES RECOGNITION FOR ECONOMIC SUCCESS AND INDUSTRY SECTOR GROWTH

On August 1, 2016, Pennsylvania DCED Secretary Dennis Davin announced that Pennsylvania received recognition for a series of accomplishments highlighting both economic success and growth statewide.

[Read More](#)



### **Electro-Tech Systems, Inc.**

Since its creation in 1970, ETS has become a world leader in the design and manufacture of electrostatic measuring, monitoring, and simulation test instruments and services for the electronics, biotech, pharmaceutical, medical, university, and similar industrial and research fields.



### **Iverson Gaming Systems**

recognized as the world leader in onboard gaming management systems, is installed on over 100 cruise ships around the globe. Focusing on multi-site casinos, cruise gaming, and small-to-medium casinos, Iverson provides gaming management solutions that are proven and trusted, innovative, and cost-effective.



### **Navarro & Wright Consulting Engineers, Inc.**

Inc. provides civil engineering and related services for public - and private - sector clients in the Mid-Atlantic region. Established in 1996, the firm operates four offices in Pennsylvania and Maryland, employing over 90 people.



### **SANDMEYER STEEL COMPANY**

#### **A HEAVYWEIGHT IN THE SPECIALTY STEEL INDUSTRY**

Sandmeyer Steel has produced stainless steel and nickel alloy plate products since 1952. These goods remain the company's sole product. This focus has made Sandmeyer successful - the company is thriving in North America, where it stocks the largest and most extensive single-site stainless and nickel alloy plate inventory.

[Read Success Story](#)



#### **BDP INTERNATIONAL UPDATE: EXPORTS TO CHINA AND ZIKA**

With recent announcements regarding China's prevention of the spread of the zika virus, there have been many questions raised regarding anti-mosquito and fumigation treatments required for incoming containerized cargo to designated Chinese ports. Review recent announcements from Chinese ports and rulings from China AQSIQ and BDP China.

[View Update](#)

## **MEMBER NEWS**



#### **BRADFORD WHITE FEATURED ON ENGINEERED SYSTEMS MAGAZINE**

Bradford White has been a member of the WTCGP since 2013. During that time, the company has expanded into new international markets. Most recently, the WTCGP has facilitated meetings with trade representatives, investigated certification requirements, and vetted distribution companies in Asia and the Middle-East on Bradford White's behalf...

[Read Full Story](#) (via ES Magazine)



#### **NEW MEMBER BENEFIT - THE PYRAMID CLUB**

WTCGP and the Pyramid Club, one of Philadelphia's premiere private business clubs and social networking venues, have formed a new WTCGP member benefit program. This program features a reduction in cost of Pyramid Club membership for WTCGP members, and more!

[View Details](#)





### **Temple University**

The Office of International Affairs leads Temple's international initiatives, promoting globalization as one of Temple's core values.

The office brings together various constituencies and units, working to integrate a global perspective throughout Temple's academic and co-curricular programs.

## BECOME A MEMBER

### **Why should you become a member of the WTCGP?**

Let our members tell you...

#### **Barry Kratchman, President, Classic Cake:**

"WTCGP staff have been extremely responsive, provided valuable insight and made a number of introductions, which will open up even more opportunities in the future."

#### **Alla L. Wilson, PhD., Dean, School of Global Business at Arcadia University:**

"Arcadia values the tremendous opportunity this partnership will provide our students, staff, faculty and centers around the world."



### **CHOP RANKS AMONG TOP CHILDREN'S HOSPITALS**

The Children's Hospital of Philadelphia (CHOP) was ranked among the country's finest in the 2016-17 U.S. News & World Report's Honor Roll of Best Children's Hospitals once again. Eight of CHOP's clinical programs ranked within the top three nationally in each of the ten specialty areas evaluated in the U.S. News survey.

[Read More](#) (via CHOP)



### THE NEW FACES OF TRANSPACIFIC TRADE

### **UPS PARTNERS WITH GIF FOR REPORT ON TRANSPACIFIC TRADE**

The Global Innovation Forum released a new report, "The New Faces of Transpacific Trade," profiling 23 globally-engaged startups and small businesses across twelve countries - Australia, the Nation of Brunei, Canada, Chile, Japan, Malaysia, Mexico, New Zealand, Peru, Singapore, the United States and Vietnam.

[Read More](#)

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## UPCOMING TRADE EVENTS

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### **SAVE THE DATE:**

#### **EXPORT FINANCE WORKSHOP - MIDJERSEY CHAMBER**

November 17, 2016

#### **GLOBAL BUSINESS CONFERENCE**

Wednesday, March 1, 2017

#### **WORLD TRADE CENTERS DAY ANNUAL AWARD & CELEBRATION**

Thursday, May 11, 2017

[Full Calendar](#)



### **GACC HOSTS BUSINESS SUCCESSION PLANNING**

Join Montgomery McCracken and the German American Chamber of Commerce (GACC) for a *free* informative panel discussion on business succession planning.

September 28, 2016

[Details](#) (via GACC)

**As a Member of the World Trade Center of Greater Philadelphia, you belong to the largest private trade organization in the world - the World Trade Centers Association!**

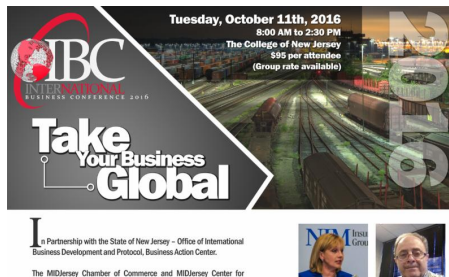
To date, exclusive 'World Trade Center' and 'WTC' branded properties and trade service organizations are located in more than 90 countries and are supported by 15,000 WTC professionals.

Click [here](#) to join our select group of international companies who have grown their business and network through a World Trade Center of Greater Philadelphia membership.

## PENNSYLVANIA INTERNATIONAL TRADE GUIDE

Business today reaches far beyond the limits of geography; smart business people are exploring and opening up markets around the world. The [Pennsylvania International Trade Guide](#) will help you assess your export readiness and provide you with the tools you need to develop and implement your export strategy.

FUNDED IN PART BY THE  
PENNSYLVANIA DEPARTMENT  
OF COMMUNITY AND  
ECONOMIC DEVELOPMENT



**Tuesday, October 11th, 2016**  
8:00 AM to 2:30 PM  
The College of New Jersey  
\$95 per attendee (Group rate available)

**Take Your Business Global**

In Partnership with the State of New Jersey - Office of International Business Development and Protocol, Business Action Center.  
The MidJersey Chamber of Commerce and MidJersey Center for

### MIDJERSEY 2016 INTERNATIONAL BUSINESS CONFERENCE

The IBC gathers international trade experts, business leaders and state officials to explore the fundamentals of exporting regional business products and services to strategic global markets. *WTCGP is a sponsor.*

October 11, 2016

[Details](#) (via MIDJersey Chamber)



**MANUFACTURING SUMMIT**  
OCTOBER 19, 2016 - DREXELBROOK

TO REGISTER VISIT [HTTP://WWW.DVIRC.ORG/SUMMIT/](http://www.dvirc.org/summit/)  
OR CALL 215-552-3827

**KEYNOTE SPEAKER**  
**Jim Carroll**  
Funding, Trends & Innovation Expert

**SESSION PANELISTS**

- Keith Ruffe, CFO & Vice President, Jones USA
- Michael Arden, President & CEO, VMD Group
- Tam Braddon, Special Agent, FBI - Philadelphia Cyber Security Division

A new industrial revolution is happening now!

### DVIRC GREATER PHILADELPHIA MANUFACTURING SUMMIT

The 5th annual Manufacturing Summit brings the region's diverse manufacturing community together for business networking and relationship development. *WTCGP is an exhibitor.*

October 19, 2016

[Details](#) (via DVIRC)

## WORLD TRADE CENTER NEWS

### WTCGP JOINS PENNSYLVANIA AND CHINA DELEGATIONS IN TARGETING OPPORTUNITIES FOR COMMERCIAL GROWTH AT 2016 NAVPAC CONFERENCE

*August 10. Ambassador Zhang Qiyue, Consul General of China in New York (right) with WTCGP President Linda Mysliwy Conlin*



The 2016 NavPac Pennsylvania China Conference, Unleashing Opportunity: Connecting the Ben Franklin Bridge to the Great Wall, held in early August at the Union League in Center City Philadelphia, was organized in collaboration with the China General Chamber of Commerce-U.S.A. (CGCC), the largest organization of its kind in China.

[Read More](#)



### **FIRST QUÉBEC DAY IN PHILADELPHIA INCLUDES LUNCHEON HOSTED BY WTCGP AND QUÉBEC GOVERNMENT**

The luncheon was held at the Union League of Philadelphia where both PA DCED Secretary Davin and Québec Minister of International Relations and La Francophonie Christine St-Pierre addressed the business community on opportunities to further expand the already strong trade ties between Pennsylvania and Québec and the economic benefits to both regions that would result.

[Read More](#)



### **CONSIDER A CONTRIBUTION TOWARDS WTCGP, A 501(c)(3) NONPROFIT**

Dedicated to assisting companies and organizations of Southeastern Pennsylvania and Southern New Jersey since 2002, we have assisted companies in generating more than \$1.5 billion in increased export sales, creating more than 19,600 jobs.

[Make A Contribution](#)



### **IDENTIFYING MARKETS WITH SOUTH KOREA**

South Korea is an important Free Trade Agreement (FTA) market for companies in the Greater Philadelphia Region. As a fellow world trade center, WTCGP is particularly pleased to work with the KITA and WTC Seoul in identifying best strategies to grow business for the companies collectively being served and expanding overall trade and investment for the region.

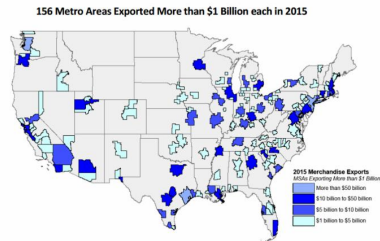
[Read More](#)



### **GLOBAL BUSINESS CONFERENCE SLATED FOR MARCH 1, 2017**

Organized in partnership with the LeBow College of Business of Drexel University, this event provides an outlook on upcoming global market trends, updates attendees on national policies that may impact regional businesses, and provides practical tools to help businesses increase their global sales.

[View WTCGP Signature Events](#)



### COMMERCE DEPARTMENT REPORT: 63 U.S. METROS SET EXPORT RECORDS IN 2015

The U.S. Department of Commerce today released a new report that shows U.S. metropolitan areas exported more than \$1.3 trillion in merchandise exports in 2015, accounting for 89 percent of all goods exported from the United States.

[Read More](#)



### NEW PRPA CEO THEOBALD SHARES VISION AND FUTURE OF PORT WITH CPBJ

Central Penn Business Journal asked new Philadelphia Regional Port Authority CEO Jeff Theobald, who took over in August, to talk about his vision for the port and its future.

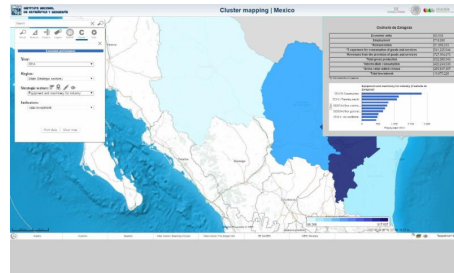
[Read the Q&A](#) (via CPBJ)



### EXIM BANK: 7 THINGS EVERY FOREIGN BUYER CREDIT REPORT MUST HAVE AND WHY

Small businesses that export their products are 17 percent more profitable than companies that don't. The key is to find the right international buyers with excellent credit. The EXIM Bank, a federal agency, works with small businesses every day and can help your company grow.

[Download](#) (via EXIM Bank)



### MEXICO CLUSTER MAPPING

Mexico recently published a new and innovative National Cluster Map website, which identifies areas for investment and job creation. The free cluster map is a component of the U.S.-Mexico High Level Economic Dialogue (HLED) and was made public in July 2016 in conjunction with Mexican President Enrique Peña Nieto's visit to Washington, D.C.

[Read More](#)

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