



WTC REVIEW

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CALENDAR

March 1, 2017:
*14th Annual Global
Business Conference*

April 5, 2017:
CEOs' COC Meeting

May 11, 2017:
*15th Annual WTC
Awards & Celebration*

Full Calendar

**NEWEST
MEMBERS**

Happy Holidays!

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.



It's been a great year!

A Message From The President

We'll be fifteen years old in 2017! For those of you who have been with us from the beginning, you know the milestones we've reached and the opportunities that exist for us as a World Trade Center of Greater Philadelphia.

This year we are particularly proud of the success our companies in Pennsylvania and New Jersey have achieved. With the guiding hand of our trade counselors, these exporters, many of them small and medium-sized businesses, now have customers around the world - registering over \$174M in increased export sales.

Their success is our success and it's at the heart of what we do as a member-based, 501(c)3 non-profit organization.

This year we partnered with the Economy League of Greater Philadelphia and area business and civic leaders, as part of a national Brookings/JPMorgan Chase "Global Cities Initiative" to launch a dynamic export strategy to drive economic growth and job creation for the Greater Philadelphia Region. The resulting "Export Plan" for Philadelphia underscored that there are many more businesses in the Greater Philadelphia region who can and should be exporting - and need the services of the WTCGP.

As part of our commitment to the international business community to provide timely and relevant information on the global economy and celebrate our global leaders, this year's key signature events and international meetings included:

- Annual Global Business Conference headlined by former Ambassador to China and to Singapore Governor Jon Huntsman
- Business Roundtable with US diplomats from the ASEAN region

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.



Electro-Tech Systems, Inc.

Since its creation in 1970, ETS has become a world leader in the

- Meeting with visiting delegation from Tianjin China through our WTC network
- Our only fundraising event - World Trade Centers Awards and Celebration where we honored Jerry Sweeney, President, CEO, and Trustee, Brandywine Realty Trust and member companies of the year, Bradford White (PA) and Sunhillo (NJ)

Every day the WTCGP opens its doors to help "grow trade" in the Greater Philadelphia region thanks to our member companies, and sustaining and leadership partners. As we continue to grow trade, we need to ensure that we can continue to expand this important work.

If you believe in our mission, please consider making a tax-deductible contribution. Click [here](#) and give what you can.

If you're considering [becoming a member](#) of the WTCGP, we've added an additional benefit, exclusively for the WTCGP - discounted membership at the Pyramid Club. We will be glad to provide further details.

We wish you happy holidays! As we navigate a global economy in transition, we look forward to working with you in 2017!

Thank you again for supporting the WTCGP.

A handwritten signature in black ink that reads "Linda Mysliwy Conlin".

Linda Mysliwy Conlin

President, World Trade Center of Greater Philadelphia

TOP STORIES

GLOBAL CITIES INITIATIVE, GREATER WASHINGTON, DC MEETS WITH WORLD TRADE CENTER OF GREATER PHILADELPHIA



What is the WTCGP trade service model? When the delegation from Greater Washington, DC Global Cities Initiative visited with WTCGP and a select group of international business leaders on December 6th, that question was top of mind. The delegation consisting of: Brian Kenner, Deputy Mayor Planning and Economic Development; Karima Woods, Director of Business Development

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.



HawkGrips is a leading manufacturer of top-quality IASTM instruments designed to detect and treat soft-tissue injuries. Based near Philadelphia, PA. Made with pride in the United States.



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.



Kintetsu World Express has been a key player in the global transportation and freight forwarding industry since 1948. Since then, KWE has grown into a worldwide logistics and forwarding network spanning six continents.

and Strategy, DC Office of the Deputy Mayor for Planning and Economic Development; Bob Sweeney, Managing Director, Global Cities Initiative; Chuck Bean, Executive Director, Council of Governments; Tony Costa, General Services Administration; Olandan Davenport, Henry Terrell & Associates, PLLC; Amgad Shehata, SVP International, UPS; Marek Gootman, Fellow and Director of Strategic Partnerships and Global Engagement, Metropolitan Policy Program, Brookings Institution and Brian Finch, JPMorgan Chase, were briefed by Linda Conlin, President, WTCGP on the overall mission, strategy and objectives of WTCGP.

[Read More](#)



DISCUSSIONS CONTINUE AT CEOs' CHINA OPERATIONS CLUB

Thank you JP Morgan Chase for hosting our CEOs' China Operations Club (COC) member meeting on December 7th. We managed to cover a lot of ground on relevant topics from *A Restructuring of China* to *Capital Controls* and other member business concerns. This year marks the 11th year for the WTCGP China Operations Club. We invite CEOs who are currently doing business in China to contact us to find out how to become a member.

[Read More](#)



GOVERNOR WOLF ANNOUNCES \$300M INVESTMENT FOR PORT OF PHILADELPHIA

Governor Tom Wolf announced a comprehensive Capital Investment Program at the Port of Philadelphia that will result in more than \$300 million in investment in the Port's infrastructure, warehousing, and equipment. This initiative, which will start next year and continue through 2020, will double container capacity, position the Port for future growth, create thousands of jobs, improve efficiency, and increase tax revenues.

[Read More](#)



Navarro & Wright Consulting Engineers,

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.

STEVENS & LEE

Stevens & Lee

Founded in 1928, is a full-service law firm with approximately 150 attorneys and 50 non-lawyer business and consulting professionals representing clients on a regional, national and international scale.



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.



The Vapor Chef

Here at The Vapor Chef we pride ourselves on quality. Not only in our product, but also our service. All of our vegetable glycerin and propylene glycol is USP



U.S. AMBASSADORS FROM ASEAN REGION HOSTED BY WTCGP & SELECT GREATER PHILADELPHIA

On Wednesday October 5th, U.S. Ambassadors from the ASEAN (Association of Southeast Asian Nations) Region, U.S. Ambassador to Brunei Craig Allen and U.S. Ambassador to Vietnam Ted Osius, together with the US-ASEAN Business Council, Select Greater Philadelphia and the World Trade Center of Greater Philadelphia (WTCGP) held a Breakfast Roundtable to discuss trade and investment opportunities in Vietnam and Brunei.

[Read More](#)



LEHIGH VALLEY COMPANIES CRANKING OUT RECORD EXPORTS - THE MORNING CALL

Lehigh Valley among 63 metro areas across US to hit record exports last year. Director of the U.S. Commercial Service in Philadelphia also reports Pennsylvania exports to free-trade agreement markets increased 73 percent from 2005 to 2014.

[Full Story](#) (via The Morning Call)

MEMBER NEWS



CHINESE PATIENTS FIND LIFE SAVING TREATMENTS IN THE US THROUGH PGC

Premier Global Care (PGC), a newly created medical tourism company was established to fill the growing need and desire for China's growing middle class to receive life saving medical care in the United States. PGC was established under the Devon International Group (DIG). Since 2002, DIG has been a member of the WTCGP.

[Full Story](#)



WE'VE PARTNERED WITH THE PYRAMID CLUB - FOR OUR MEMBERS!

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](#)

certified and all our
nicotine bases are
american made.

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."

**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



CHUCK PENNONI TO RECEIVE WILLIAM PENN AWARD FROM CHAMBER OF COMMERCE

C.R. "Chuck" Pennoni, PE, Founder
and Chairman of Pennoni Associates
Inc., will receive the 2016 William
Penn Award from the Chamber of
Commerce for Greater Philadelphia.
The award, which has been given
annually since 1949, recognizes an
individual for his/her outstanding
contributions toward the betterment
of the region, professional
accomplishments, and commitment
to charity as well as to the
community.

[Read More](#) (via The Chamber)

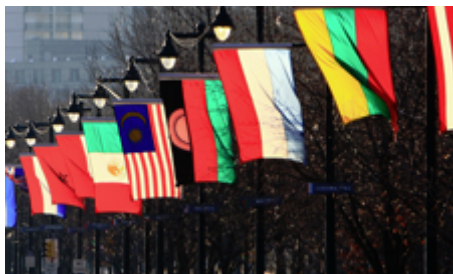


WTCGP MEMBER PARIS TECHNOLOGIES FEATURED IN PHILADELPHIA INQUIRER

PARIS Technologies Inc. is a data
management, business intelligence,
analysis, and reporting software
company dedicated to providing
innovative applications that improve
the productivity and profitability of
organizations around the world
through data-driven decision making.
PARIS Technologies is based in
Doylestown, Pennsylvania.

[Full Story](#)
(via Philadelphia Inquirer)

UPCOMING TRADE EVENTS



SAVE THE DATE:

GLOBAL BUSINESS CONFERENCE
Wednesday, March 1, 2017

**CEOs' CHINA OPERATIONS CLUB
MEETING**
Wednesday, April 5, 2017

**WORLD TRADE CENTERS DAY
ANNUAL AWARDS &
CELEBRATION**
Thursday, May 11, 2017

[Full Calendar](#)



CGLSLGP MEXICO TRADE MISSION

The Conference of Great Lakes & St.
Lawrence Governors and Premiers
(CGLSLGP) is leading a multi-sector
trade mission to Mexico from April 3-
7, 2017. Each mission participant will
receive a customized schedule of B2B
meetings to meet with prospective
customers and business partners.
Mission participants will also benefit
from networking events and logistical
support provided by the Conference's
Mexico Trade Office.

April 3-7, 2017

[Details](#) (via CGLSLGP)

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



PENNSYLVANIA. BUILT TO ADVANCE.

Office of International Business Development Expo Manufactura 2017 February 7-9, 2017 | Monterrey, Mexico

Participation Agreement

- 1) Complete and sign this agreement.
- 2) Please make your registration check payable in the amount of \$100 to the Commonwealth of Pennsylvania and forward with a copy of this agreement to:

Debra Ruffenberg
Pennsylvania Department of Community & Economic Development
Office of International Business Development
400 North Street, 4th Floor
Harrisburg, PA 17120

Registration deadline is January 13, 2017.

Company Name _____

OIBD HOSTING CATALOG BOOTH AT EXPO MANUFACTURA 2017

Pennsylvania's Office of International Development will have a small booth at Expo Manufactura, being held in Monterrey, Mexico, from February 7-9, 2017, to promote the products and services of Pennsylvania companies by displaying their catalogs.

February 7-9, 2017

[Details](#)

Office of International Business Development Upcoming Trade Events

Event	Location	Dates	Industry	Registration Deadline	Staff Contact
MEXICO 2016	Guatemala	Nov 14 - 17, 2016	Healthcare	Gold open	Jon Black jon.black@pa.gov
Arab Health 2017	Dubai	Jan 30 - Feb 2, 2017	Healthcare	Closed	Debra Ruffenberg Debra@pa.gov
Expo Manufactura	Monterrey, Mexico	Feb 7 - 9, 2017	Multi-sector	Jan 14, 2017	Debra Ruffenberg Debra@pa.gov
Trade Mission to Indonesia & Vietnam	Jakarta, Indonesia Ho Chi Minh City, Vietnam	Feb 27 - Mar 3, 2017	Multi-sector	Dec 13, 2016	Debra Ruffenberg Debra@pa.gov
Business Development Mission to India	Bangalore, Hyderabad & Mumbai & New Delhi	April 2 - 5, 2017	Multi-sector	Jan 14, 2017	Jon Black jon.black@pa.gov
Trade Mission to Mexico	Mexico City & Monterrey, Coahuila	April 3 - 7, 2017	Multi-sector	Jan 25, 2017	Debra Ruffenberg Debra@pa.gov
Seoul Food 2017	Seoul, South Korea	May 16 - 19, 2017	Food products	Jan 3, 2017	Debra Ruffenberg Debra@pa.gov
Global Petroleum Show 2017	Calgary, Alberta, Canada	June 13 - 15, 2017	Oil & Gas	March 17	Larry Nelson larry.nelson@pa.gov

PENNSYLVANIA OIBD TRADE EVENTS CALENDAR

World Trade Center of Greater Philadelphia is the Southeastern Pennsylvania regional representative for the Pennsylvania Export Assistance Program and is one of ten Regional Export Network (REN) partners.

[OIBD Upcoming Trade Events](#)

WORLD TRADE CENTER NEWS

14TH ANNUAL GLOBAL BUSINESS CONFERENCE SLATED FOR MARCH 1, 2017

2016 Global Business Conference: Governor Jon Huntsman, former U.S. Ambassador to China and Singapore, with Gillian Tett, U.S. Managing Editor, Financial Times.



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](#)



GEW FEATURES INTRO TO INTERNATIONAL TRADE, WTCGP

The November 18 networking and workshop event hosted by the Welcoming Center for New Pennsylvanians introduced small and medium enterprises to the export-import ecosystem and the basics of starting or expanding an export-import business. Among the key trade representatives and presenters from the region was Dale Foote, international trade specialist for World Trade Center of Greater Philadelphia.

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2016 BRINGING THE WORLD TO PENNSYLVANIA HIGHLIGHTS

World Trade Center of Greater Philadelphia (WTCGP) organized a two-day series of export advising meetings, Bringing the World to Pennsylvania, 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.

[Read More](#)



INVEST IN THE WORLD TRADE CENTER OF GREATER PHILADELPHIA, 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 An Investment](#)

philly.com

FROM CAMEROON TO VILLANOVA, AN ENTREPRENEUR'S JOURNEY

In this inspiring story of a young woman's entry into the global tea market, World Trade Center of Greater Philadelphia COO Dino Ramos sheds light on some of the work ahead for this Cameroonian entrepreneur.

[Full Story](#) (via Philadelphia Inquirer)

REGIONAL & INTERNATIONAL TRADE NEWS



PHILA PORT WELCOMES FIRST SHIPMENTS OF FRESH BRAZILIAN BEEF TO U.S.

Officials of the Philadelphia Regional Port Authority (PRPA) and other port industry leaders today welcomed an historic shipment: the first containers of fresh beef from Brazil to enter the United States. The Hamburg Sud vessel Monte Aconcagua will discharge the cargo at PRPA's Packer Avenue Marine Terminal on October 13 and 14.

[Read More](#)



USTDA REOPENS PROGRAM IN ARGENTINA

The U.S. Trade and Development Agency announced the Agency is resuming its program in Argentina for the first time since 2005. Prior to 2005, USTDA's highly successful program in Argentina had supported priority projects primarily in the transportation, environmental and energy sectors.

[Read More](#)



EXPORT IMPORT BANK OF THE UNITED STATES QUARTER IN REVIEW - FALL 2016

Message from the Chairman Fred P. Hochberg: *During my time as the longest-serving Chairman of EXIM Bank, I have visited hundreds of businesses across our country, meeting with American workers and business leaders who power our economy. The EXIM team is well-prepared for the presidential transition that puts these customers and American workers first...*

[Read More](#) (via EXIM Bank)



DEPARTMENT OF TREASURY IMPLEMENTS TERMINATION OF BURMA SANCTIONS PROGRAM

President Obama signed an Executive Order terminating the national emergency with respect to Burma, revoking the Burma sanctions Executive Orders, and waiving other statutory blocking and financial sanctions on Burma.

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