



## WTC REVIEW

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Regional & International  
Trade News

## CALENDAR

**March 2-3, 2016:**  
World Trade PA Week

**March 3, 2016:**  
Global Business Conference

**May 4, 2016:**  
World Trade Centers Day

[Full Calendar](#)

**NEWEST  
MEMBERS**

# WTCREVIEW

★ GREATER PHILADELPHIA ★

WTC Review | A World Trade Center of Greater Philadelphia News Publication

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.*

### WTC REVIEW SPOTLIGHT: CEOs' CHINA OPERATIONS CLUB DECEMBER 2ND MEETING EXPLORES USTDA PROGRAMS FOR EXPORT OPPORTUNITIES IN THE EVER-GROWING CHINA MARKET

On December 2nd WTCGP held an engaging members roundtable discussion hosted by White and Williams, LLP, with Mr. Carl B. Kress, Regional Director for East Asia, the Middle East, North Africa, Europe & Eurasia at the U.S. Trade & Development Agency. As Regional Director, Mr. Kress is responsible for developing and implementing USTDA's commercially-driven development program throughout China and other developing countries.



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## TOP STORIES

### WTCGP LEADERSHIP PARTNER STOCKTON UNIVERSITY APPOINTS HARVEY KESSELMAN UNIVERSITY PRESIDENT

On Wednesday, December 2nd, valued World Trade Center of Greater Philadelphia leadership partner Stockton University appointed Harvey Kesselman university president. Mr. Kesselman, a Stockton alum, takes on the role permanently after previously serving as the school's provost and interim president since April 2015.



[Read More](#) via Philadelphia Business Journal

We proudly introduce...



**Cardinal Trade Associates** is

transforming the business of customs brokerage, providing compliant and scalable solutions for your import and export operation.

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**



**JERRY SWEENEY ANNOUNCED AS 2016 GLOBAL BUSINESS LEADERSHIP AWARD HONOREE**

Jerry Sweeney, CEO and Trustee, Brandywine Realty Trust to receive the 2016 Global Business Leadership Award at World Trade Centers Day celebration in May.

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**CITY OF FIRSTS: PHILADELPHIA FIRST WORLD HERITAGE CITY IN UNITED STATES**

Philadelphia has been selected as the first World Heritage City in the US, joining cities such as Amsterdam, Moscow, and Vienna. Read more about the international designation and what it means for the future of Philadelphia.

[Read More](#)



**THE TEXT OF THE TRANS-PACIFIC PARTNERSHIP (TPP)**

The TPP writes the rules for global trade, rules that strengthen the American economy. Find out how the TPP will make it easier for entrepreneurs, farmers, and small business owners to sell Made-In-America products abroad.

[Read More](#)



**PHIL RINALDI PUSHES FOR ENERGY HUB STATUS IN PHILADELPHIA**

"These are reserves you don't measure in years, you don't measure in decades, you measure in centuries," -Philip Rinaldi

[Read More](#) via Philly.com

MEMBER NEWS

## 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.



world trade PA

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WORLD TRADE PA



### KIBOW BIOTECH MAKES ADVANCES WITH PATENTED PRODUCT

Kibow Biotech Inc. aims to increase awareness and understanding of its "Enteric Dialysis™ or Uremic Toxin Reduction Technology" concept.

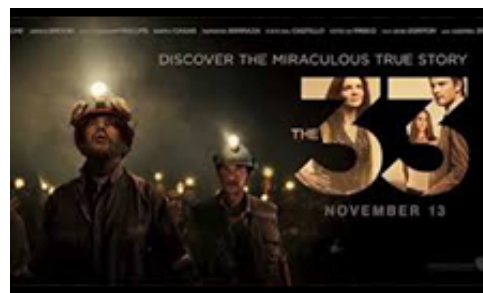
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### TAKE ADVANTAGE OF MEMBERSHIP DISCOUNTS

Most discounts can be accessed by providing proof of membership with the WTCGP, contacting one of our trade specialists for a referral, or using a code supplied by the organization.

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### NOVEMBER FILM "THE 33" REVISITS 2010 CHILEAN MINE COLLAPSE

For more than 69 days, 33 miners of the San Esteban Mining Company were trapped 2,041 feet below the earth's surface. **Learn how Schramm, Inc. became a vital part of the historical rescue.**

[Read More](#)



### NEW MEMBER CARDINAL TRADE ASSOCIATES SHARE CONFERENCE DEBRIEF

Cardinal Trade Associates has provided a full report of the East Coast Trade Symposium for all members and associates.

[View Report](#)

## LOCAL & REGIONAL EVENTS



**SAVE THE DATE:  
WORLD TRADE PA WEEK**  
March 2-3, 2016

**GLOBAL BUSINESS CONFERENCE**  
March 3, 2016

**WORLD TRADE CENTERS DAY**  
May 4, 2016

[Full Calendar](#)



**FREE EVENT: EXPORTING TO  
EUROPE THROUGH TRADE  
SHOWS**

Hosted by U.S. Commercial Service, the Small Business Development Center of Temple University, and the German-American Chamber of Commerce; Discuss ways to grow your exports to Europe via trade shows.

December 10, 2015 [Details](#)



**IBT PARTNERS WEBINAR:  
BRITISH AMERICAN BUSINESS  
COUNCIL SUCCESS**

The case for trade and investment with the UK / How can the BABC help grow your business in the UK? / Ecommerce in the UK

January 13, 2016 [Details](#)



#### Exporting to Europe Through Trade Shows

Join the U.S. Commercial Service, the Small Business Development Center of Temple University, and the German-American Chamber of Commerce

Discuss how to grow your exports to Europe via trade shows. Highlighted will be the April 25-29, 2016 **Hannover Messe**, the world's largest industrial trade show with:

- 100+ buyer delegations
- 200,000+ attendees from over 70 countries
- 6,000+ exhibitors
- U.S. as the 2016 Partner Country putting a spotlight on U.S. Exhibitors

**SMALL BUSINESS WEBINARS:**

For small businesses participating in the SBIR/STTR program, understanding Intellectual Property (IP) - Patents, Trade Secrets, Trademarks, and Copyrights

December 7-16, 2015 [Details](#)

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WORLD TRADE CENTER NEWS

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### **WTCGP'S DINO RAMOS JOINS INTERNATIONAL EDUCATION WEEK PANEL DISCUSSION**

Dino Ramos, Chief Operating Officer for WTCGP, recently served as a panelist for the Pacific Rim Market Opportunities seminar, held at Penn State Abington campus as part of International Education Week (IEW).

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### **WTCA VP ACCEPTS ROLE WITH PORT OF SAN DIEGO**

World Trade Centers Association (WTCA) Executive Vice President Ms. Bella Heule recently accepted the role of Chief Marketing Officer, Senior Vice President with the Port of San Diego.

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### **WORLD TRADE CENTER ASUNCIÓN GRAND OPENING**

The biggest corporate real estate project in the history of Asunción is finished and the opening will be on December 14th.

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### **U.S. OPPORTUNITIES IN JAPAN'S ELECTRICITY MARKET**

The International Trade Administration (ITA) and WTC Washington, DC hosted members from the U.S. and Japanese public and private sectors to discuss their perspectives on Japan's changing electricity market and what the reforms mean for U.S. businesses.

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REGIONAL & INTERNATIONAL TRADE NEWS

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### NAVY YARD SOUTHPORT SECTION DEVELOPMENT TO START IN 2017

Developing the 196 acres at the eastern end of the Navy Yard known as Southport would be the first major maritime expansion in Philadelphia in 50 years.

[Read More](#) via Philly.com



### NEW STATISTICS DETAILING NEW INVESTMENT IN U.S. BY FOREIGN DIRECT INVESTORS

Statistics detailing the amount and type of new investment made in the United States by foreign direct investors to acquire, establish, or expand U.S. businesses are now available from the Bureau of Economic Analysis.

[Read More](#)



### ORISSA INTERNATIONAL SOUTHEAST ASIA MARKET UPDATE

The latest edition of Orissa International's quarterly newsletter on business opportunities in Southeast Asia has been published.

[View Report](#)



### DVIRC MANUFACTURING UPDATE / MANUFACTURING BUSINESS OUTLOOK SURVEY

November 2015 DVIRC Manufacturing Update and Philadelphia Fed Manufacturing Business Outlook Survey now available for download.

[Access Reports](#)



### **PENN MEDICINE SIGNS DEAL WITH ABU DHABI BASED VPS HEALTHCARE**

University of Pennsylvania Health System and Abu Dhabi-based VPS Healthcare entered into a strategic partnership November 4th.

[Read More](#)



**WORLD SHIPPING COUNCIL**  
PARTNERS IN TRADE

### **WORLD SHIPPING COUNCIL PROVIDES SOLAS GUIDELINES**

The SOLAS amendments become effective on July 1, 2016 for packed containers received for transport (gate-in or off-rail).

[View Guidelines](#)

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