



SPRING 2017



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.

WTC REVIEW

Top Stories

World Trade Center News

Member & Partner News

Upcoming Events

Regional & International

Trade News

CALENDAR

April 5, 2017: CEOs' COC Meeting (by invitation only)

April 18, 2017: An Evening in Mexico (by invitation only)

April 20, 2017: Export Finance Workshop (MIDJersey)

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

Full Calendar



A Message From The President

I recently had the opportunity to discuss the importance of trade with Mexico with Business Editor, Fabiola Cineas of *Philadelphia Magazine*. According to the U.S. Department of Commerce, the Greater Philadelphia Region was the 12th-largest exporter in the country in 2015, with Mexico the Region's third-largest export market behind Canada and the U.K. In fact, Mexico also represents 13 percent of all the companies WTCGP has assisted over the last ten years.

The WTCGP is committed to helping our client companies access opportunities in major markets like Mexico - especially during this transitional time for global trade policy. The bottom line is: free and fair trade drives our economic growth and creates jobs in our region.

Click <u>here</u> for *Philadelphia Magazine* story.

If you attended our *Global Business Conference* on March 1st, you will understand why it received such positive reviews. In short, there was no better time to hold a conference touching on the challenges and opportunities of trade. Again, many thanks to all of our expert speakers who delivered in-depth content, leaving our audience wanting to hear more. Read the summary in our newsletter and click on our photo gallery to learn more. *Click here for photo gallery*

As Spring approaches, it also signals the time of year for our *Annual World Trade Centers Day Awards and Celebration*. After 9/11 the World Trade Centers Association, in cooperation with the United Nations, chartered a day in May for all World Trade Centers to celebrate "World Trade Centers Day," to honor global peace and prosperity through trade. On May 11th at the National Constitution Center, we will gather the international business community and once again honor a global business leader and two member companies for their global vision, achievement and contribution to making Greater Philadelphia a world-class region.



Meet our newest World Trade Center Members!



CPV Manufacturing

is a globally renowned manufacturing company in Kennett Square, PA. For more than 100 years, we've specialized in manufacturing high-quality valves and fittings for many industries, including the petrochemical, industrial gas, and ship building industries.



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.



Jennings International

has been and continues to be the world leader in the design and manufacture of PTFE Ram Extruders. We have over 400 machines in service around the world

I am delighted to announce that Daniel K. Fitzpatrick, President and CEO of Citizens Bank of Pennsylvania, New Jersey, and Delaware has been selected to receive our 2017 Global Business Leadership Award. Our 2017 New Jersey Member Company of the Year Award will be given to Destination Maternity of Moorestown, NJ, and DFT of Exton, PA, will be receiving our 2017 Pennsylvania Member Company of the Year Award. Our congratulations to all our award recipients! I invite you to attend and celebrate with us on May 11th! Click here to register.

Throughout the year, we remain committed to providing you with informative and timely programs to support your global success. Please refer to our calendar of events and join us for our upcoming events on China, Mexico and Cuba, among others.

We also hope to hear more from you. Follow us on social media and if you aren't already a member of the WTCGP, please consider joining.

Sincerely,

Linda Myslung Coalen

Linda Mysliwy Conlin

President, World Trade Center of Greater Philadelphia

TOP STORIES

14TH ANNUAL GLOBAL BUSINESS CONFERENCE - WHAT A LINEUP!



Now, more than ever before, we need to remain engaged and up-to-date on what's happening in global trade and we did just that at our 14th Annual Global Business Conference. Our Keynote speaker, Jim Clifton of Gallup, Inc. gave a candid view of the forces shaping the global business environment and an impassioned account of his personal quest to find the world's next entrepreneurial rainmakers in the least likely places in the developing world. Mr. Clifton was accompanied by Vipula Gandhi who gave a global view of the workplace of the future and why ASEAN countries remain growth markets. And former US trade official and recognized trade expert, Grant Aldonas, skillfully guided the conversation with his thought provoking questions.

Read More / Photos

producing such
products as PTFE
insulated wire, micro
tubing, medical tubing,
large bore tubing,
push-pull cable tubing,
and PTFE Film.



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



<u>OnTrackNorthAmerica</u>

is a 501(c)(3)
nonprofit* action think
tank for expanding the
capacity and footprint
of rail transportation
within an optimal
system in service to
the economy,
environment, and
quality of life.



Why should you become a member of the WTCGP?

Let our members tell you...

John Curley,
Vice President International Sales
and Global Marketing,
Sandmeyer Steel:
"Up until we really
started all of this, our
only export markets
were Mexico and

JON HUNTSMAN, WTCGP 2016
ANNUAL GLOBAL BUSINESS
CONFERENCE KEYNOTE
SPEAKER UNDER
CONSIDERATION AS U.S.
AMBASSADOR TO RUSSIA



We were honored to have had the opportunity to present Jon Huntsman, former Governor of Utah, U.S. Ambassador to China and to Singapore, and U.S. Trade Ambassador, as our keynote speaker at our 2016 Annual Global Business Conference. Gillian Tett, U.S. Managing Editor of the *Financial Times*, led a fireside chat with Ambassador Huntsman where he shared his extensive knowledge on global markets and personal perspective on serving as our country's senior diplomat in China. Following the conference, the Ambassador met at a private luncheon with members of our CEOs China Operations Club.

"Given Ambassador Huntsman's impressive background as Governor of Utah and as both a diplomat and trade official, should he be officially nominated and subsequently confirmed, we would welcome his experienced hand at this important post," says Linda Conlin, President, WTCGP.

MAY 11TH WORLD TRADE CENTERS DAY AWARDS & CELEBRATION UPDATE

Dan Fitzpatrick of Citizens Bank to receive Global Business Leadership Award along with Member Companies of the Year Honorees - Destination Maternity and DFT® Inc.



Each year, WTCGP recognizes the global achievements of individuals and companies whose contributions have helped to make Greater Philadelphia a world-class region. This year, WTCGP has selected **Dan Fitzpatrick**, **President and CEO of Citizens Bank of Pennsylvania, New Jersey, and Delaware**, to receive our *Global Business Leadership Award*. Through his leadership at Citizens Bank and board service with many corporate, charitable, and business-related organizations, Mr. Fitzpatrick has helped to shape a vibrant future for our communities, positioning our region as a strong global competitor.

We are also pleased to announce our 2017 Member Companies of the Year - **Destination Maternity** for New Jersey, and **DFT** for Pennsylvania.

Please join us on May 11th at the National Constitution Center at our **World Trade Centers Day Annual Awards and Celebration** when we will gather the international business community to honor Dan Fitzpatrick, Destination Maternity and DFT.

<u>Destination Maternity</u> is the world's leading maternity apparel retailer. Formerly known as Mothers Work, Inc., Destination Maternity Corporation is a publicly traded company (Nasdaq: DEST) with over \$500 million in annual sales.

Since 1943 <u>DFTR Inc.</u> has manufactured world class, problem solving, inline, axial flow, nozzle style silent check valves and severe service control valves.

Canada. Now we are seeing inquiries from all over the world. We had to learn how to be an exporter, and WTCGP gave us the path to do that. Now we are able to deal with anybody in the world."

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 professionals.

Click <u>here</u> 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

Reserve Your Seat Today!



JUST HOW MUCH DOES PHILLY TRADE WITH MEXICO?

In this *Philadelphia Magazine* article, World Trade Center of Greater Philadelphia President Linda Conlin, speaks with Fabiola Cineas on the implications of changes in trade policy with Mexico. Mexico was Philadelphia's third-biggest export market in 2015.

Full Story (via phillymag.com)



IMPORTS AT PHILADELPHIA PORT AT ALL-TIME HIGH

In January 2017 the Philadelphia port handled 50,152 20-foot equivalent units (TEUs), under the same month the previous year the port handled 36,813 TEUs. TEUs is a standard measure for container cargo.

Full Story (via philly.com)



LEARN HOW ENTREPRENEURIAL THINKING CAN IMPACT YOUR CAREER

Drexel University's Close School of Entrepreneurship is launching a 6-week entrepreneurship program entitled Starting New Ventures. The flexible program takes place on campus for three Saturdays with the remaining sessions online.

Learn More



HELP HONOR IMMIGRANT ENTREPRENEURS WHO HAVE CHANGED THE WORLD

America was built on the twin bedrocks of immigration and entrepreneurship. And when immigration and entrepreneurship intersect, magic happens.

Nominate an exceptional immigrant entrepreneur to the University City Science Center's Innovators Walk of Fame today.

<u>Details</u> (via sciencecenter.org)

WORLD TRADE CENTER NEWS

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



COMCAST NEWSMAKERS SPOTLIGHT: WORLD TRADE CENTER OF GREATER PHILADELPHIA

Jill Horner of Comcast
Newsmakers speaks with Linda
Mysliwy Conlin, President of the
World Trade Center of Greater
Philadelphia, about connecting
regional companies to global
markets.

View Interview



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 \$1.6 billion in increased export sales, creating more than 21,200 jobs.

Make An Investment











CONGRATULATIONS! WTCGP BOARD MEMBERS TO RECEIVE AWARDS

Dr. Julie Mostov will be receiving the 2017 Dish It Up Woman of The Year Award by the Women Against Abuse at their annual fundraising event, featuring female celebrity chefs, on Wednesday, March 29th. Dr. Mostov is also on the board of Women Against Abuse.

Steven S. Bradley will be receiving the Economic Development Champion Award from the Philadelphia Business Journal at the "Best Real Estate Deals of 2016" event at SugarHouse Casino on March 21. This event will honor the top real estate deals of 2016.



NEWS FROM THE WORLD TRADE CENTER GLOBAL NETWORK

To date, the 'World Trade Center' and 'WTC' branded properties and trade service organizations are located in more than 90 countries and supported by 15,000 WTC professionals. Stay on top of market trends with the latest international news and media coverage of the WTCA and its esteemed network of WTC operations.

Access WTCA News

MEMBER & PARTNER NEWS



LIFE SCIENCES YIELDS \$24.6B FOR GREATER PHILADELPHIA

The Greater Philadelphia Region (GPR) is positioned to lead the next stage of disruption within the spectrum of Life Sciences disciplines, thanks to its world-renowned research institutions, top biomedical programs, and a healthy ecosystem of small and large enterprises and investment activity, a new study shows.

Read More



ATLANTIC CITY GATEWAY, NJ'S LEADING INFRASTRUCTURE PROJECT

Stockton University's Atlantic City campus was recognized as one of New Jersey's Leading Infrastructure Projects with an award from the New Jersey Alliance for Action, a non-profit, non-partisan coalition of over 2,500 business, labor, professional, academic and government leaders.

Read More



CHOP LEUKEMIA DISCOVERY PREPARES TO GO GLOBAL

Initial results from the first-ever international clinical trial of an experimental T-cell therapy for pediatric leukemia, led by Stephen Grupp, MD, PhD, have been published. It's expected that the treatment will be filed for U.S. Food and Drug Administration approval in early 2017, and later in 2017 for European regulatory approval.

Full Story (via philly.com)



ONE-OF-A-KIND CRYSTAL BOWLS FROM LENOX SELECTED AS OFFICIAL INAUGURAL GIFTS

For the eighth consecutive inauguration, Lenox Corporation has created the official Inaugural gifts from the American people, given to the President and Vice President of the United States.

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UPCOMING TRADE EVENTS



SAVE THE DATE:

MIDJERSEY EXPORT FINANCE WORKSHOP

Wednesday, April 20, 2017

WORLD TRADE CENTERS DAY ANNUAL AWARDS & CELEBRATION

Thursday, May 11, 2017

Full Calendar

Event	Location	Dates	Industry	Recruitment Deadline	Staff Contact
MEDICA 2016	Düsseldorf GERMANY	Nov 14 - 17, 2016	Healthcare medical devices	Sold-out	Jen Black Brack@pa.gov
Exhibition Arab Health 2017	Dubii UNITED ARAB EMIRATES	Jan 30 - Feb 2, 2017	Healthcare	Closed	Linda Foerster Eperater@pa.gov
Constig Expo Manufactura	Monterrey MEXICO	Fels 7 - 9, 2017	Multi-sector	Jan 13, 2017	Debra Ratterberg dratterber@pa.co
Conference of Great Laker & St. Lawrence Governory & Pramicro Trade Mission to Indonesia & Vietnam	Jakarta, INDONESIA Ho Chi Miha City, VIETNAM	Feb 27 - Mar 3, 2017	Multi-sector	Dec 15, 2016	Linda Foerster Exerctar@pa.gov
Trude & truestment Business Development Mission to India	Bengalara, Hyderabad & Mumbai & New Delhi INDIA	April 2 – 5, 2017	Multi-sector	to be sistauceitad	Jon Black Black@pa.eor
Conference of Great Labor & St. Coursence Governors & Promiers Trade Mission to Mexico	Mexico City & Monterrey / Queretaro MEXICO	April 3 - 7, 2017	Multi-sector	Jan 25, 2017	Debra Rattenberg drattenber@pa.co
Seoul Food 2017	Secul SOUTH KOREA	May 16 - 19, 2017	Food products	Jan 5, 2017	Linda Foenster Foenster@pa.gov
Slobal Petroleum Show 2017	Calgary, Alberta CANADA	June 13 - 15, 2017	OI & Gas	March 2017	Larry Nelson lanelson@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



INFOSECURITY EUROPE JUNE 6-8

Infosecurity Europe is the region's number one information security event featuring Europe's largest and most comprehensive conference programme and over 360 exhibitors showcasing the most relevant information security solutions and products to 13,500 visitors.

June 6-8, 2017

Details

(via infosecurityeurope.com)



TRADE WINDS: SOUTHEAST EUROPE OCTOBER 16-24

The markets of Southeast Europe are investing in infrastructure and market development. They represent an opportunity for U.S. companies to increase sales and find a strategic foothold to grow in Europe.

October 16-24, 2017

Details (via export.gov)







MID-ATLANTIC DEC GLOBAL BUSINESS CONFERENCE APRIL 26-27

This conference brings together trade experts to address the following topics via presentations and case studies: export compliance, cyber security, ecommerce, risk mitigation.

April 26-27, 2017

Details (via Mid-Atlantic DEC)

2017 CENTRAL BANKING SERIES: MADRID MARCH 27-28

This program will feature Federal Reserve Bank of Chicago President Charles Evans and other international experts. Registration includes admittance to all private and public meetings on March 27-28, as well as the private welcome dinner on March 26. The nonmember rate also includes an annual membership to GIC.

March 27-28, 2017

Details

REGIONAL & INTERNATIONAL TRADE NEWS

AMERICANS' VIEWS ON FOREIGN TRADE

THREAT

OPPORTUNITY

23%

72%

GALLUP, FEB 1-5

IN US, RECORD-HIGH 72% SEE FOREIGN TRADE AS OPPORTUNITY

A record-high 72% of Americans see foreign trade as an opportunity for economic growth. This is up sharply from 58% last year, after much debate about trade during the presidential election cycle...

Full Story (via gallup.com)



PORT OF PAULSBORO RECEIVES ITS FIRST SHIPMENT

As President Trump works to come up with a plan to create jobs, he may want to look to Paulsboro, New Jersey. The blue-collar town due east of the Philadelphia International Airport is opening a 200-acre shipping port...

Full Story (via newsworks.org)



EXIM BANK RELEASES ITS FY 2016 ANNUAL REPORT

The Export-Import Bank of the United States (EXIM Bank) released its Fiscal Year 2016 Annual Report highlighting its support of more than \$8 billion in U.S. exports and an estimated 52,000 U.S. jobs.

Read More



SOUTH KOREA: STATISTICAL AGRICULTURAL MARKET REVIEW

This market update is prepared by Pennsylvania Authorized Trade Representative South Korea Office with the goal of providing market data and insight for PA agricultural companies to have a better understanding of the Korean market.

Access Market Review



WTO'S TRADE FACILITATION AGREEMENT ENTERS INTO FORCE

A major milestone for the global trading system was reached on 22 February 2017 when the first multilateral deal concluded in the 21 year history of the World Trade Organization entered into force.

Read More (via wto.org)



USTDA RELEASES 2016 ANNUAL REPORT

The U.S. Trade and Development Agency released its Fiscal Year 2016 Annual Report, which highlights its successful efforts opening emerging markets for the export of U.S. goods and services while promoting sustainable development abroad.

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More News and Updates

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