



OKLAHOMA INTERNATIONAL TRADE BULLETIN



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[Exporting 101: Basics of Exporting Workshop – October 26, 2010 – Oklahoma City, OK](#)

The Oklahoma District Export Council, in conjunction with the Oklahoma U.S. Export Assistance Center and the Oklahoma Department of Commerce, will sponsor a full-day workshop in Oklahoma City on October 26, 2010, on **Exporting 101 - Basics of Exporting**. Registration will begin at 8:30 a.m. The workshop will be held from 9:00 a.m. to 4:00 p.m. The workshop will be located at the Oklahoma Department of Commerce, Gallery I-I, 900 North Stiles Avenue, Oklahoma City. For a fee of only \$50.00 participants will receive **A Basic Guide to Exporting** and nearly seven hours of expert advice on export assistance organizations, basic export market research, choosing direct/indirect exporting, choosing an export strategy, organizing an export operation, export pricing, establishing overseas markets, communications, evaluating overseas contacts, methods of payment and financing, and export quotations. Presenters will include international bankers, international attorneys, international business practitioners, and Oklahoma U.S. Export Assistance Center International Trade Specialists. **Your registration fee will also include a networking luncheon.**

Checks should be made payable to the Oklahoma District Export Council and mailed to 301 N.W. 63rd Street, Suite 330; Oklahoma City, Oklahoma, 73116. To pay by credit card, please contact Ashley Wilson at 800-TRYOKLA, extension 223 or 405-608-5302. **For your convenience, a registration form is included below. Advanced registration is required.**

The cancellation policy for all workshops is a full refund up to 24 hours prior to the event. For a cancellation within 24 hours of the event, your registration fee will be applied to a future workshop of your choice or the amount that you paid will be applied to the cost of the annual Oklahoma World Trade Conference. For further information or registration call 405-608-5302, 918-581-7650, or 800-TRYOKLA, extension 223 or e-mail ashley.wilson@trade.gov.

[Exporting 101: Shipping and Documentation Workshop – November 30, 2010 – Oklahoma City, OK](#)

The Oklahoma District Export Council, in conjunction with the Oklahoma U. S. Export Assistance Center and the Oklahoma Department of Commerce, will sponsor a full-day workshop in Oklahoma City, on November 30, 2010, on **Exporting 101 – Export Shipping and Documentation Workshop**. Registration will begin at 8:30 a.m. The workshop will be held from 9:00 a.m. to 4:00 p.m. The workshop will be located at the Oklahoma Department of Commerce, Gallery I-I, 900 North Stiles Avenue, Oklahoma City. For a fee of only \$50.00 participants will receive nearly seven hours of expert advice from freight forwarders and Oklahoma U. S. Export Assistance Center International Trade Specialists. The following subjects will be covered: export licensing; utilizing a freight forwarder; Incoterms; export quotations; shipping methods; export packing; export documentation; and insurance. This will be an excellent opportunity to have your questions answered by the experts. **Your registration fee will also include a networking luncheon.**

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Registration Form – Basics of Exporting/Shipping and Documentation Workshop

Please Mail, Fax, or E-mail back to: U.S. Department of Commerce, 301 N.W. 63rd Street, Suite 330,
Oklahoma City, Oklahoma 73116

Fax to: 405-608-4211 E-mail to: ashley.wilson@trade.gov

Make check payable to Oklahoma District Export Council

***For credit card payment, please contact Ashley Wilson at 800-TRYOKLA, extension 223 or 405-608-5302**

Name(s): _____ Title: _____

Company: _____

Address: _____ City: _____ State: _____ Zip: _____

Telephone: _____ Fax: _____

E-mail: _____ Website: _____

Basics of Exporting Workshop: _____ Shipping and Documentation Workshop: _____

Basics of Exporting and Shipping and Documentation Workshop: _____

Number of Attendees: _____ Amount Enclosed: \$ _____

New Videos on Export Basics Can Guide Your Goods to Profits Abroad:

The Trade Information Center for Foreign Trade Statistics has released a new series of videos on the basics of exporting including segments on best markets, shipment methods, EAR99 and letters of credit. Please [click here](#) to view the videos.

Commercial News USA Offers 50% Discount and Free Spanish Translation:

Commercial News USA (CNUSA), the export promotion magazine of the U.S. Department of Commerce, offers exporters an inexpensive way to promote their products and services in 178 countries worldwide. You can now take advantage of discounted rates in the next *CNUSA*, and receive a listing ad, translated into Spanish, for free. Place an ad in the November-December 2010 issue of *CNUSA* at a 50% discount (new advertisers only) and qualify for a free listing ad in the Spanish language special insert in the January-February 2010 issue. *CNUSA* reaches more than a quarter million buyers worldwide. For details, see: www.thinkglobal.us or e-mail advertise@thinkglobal.us.

U.S. Government International Financing Programs:

The U.S. Government offers four different types of financing programs:

- [Export Development and Working Capital Financing](#)
- [Facilities Development Financing](#)
- [Financing for Your International Buyers](#)
- [Investment Project Financing](#)

To learn more and apply for these programs, please click on the links above.

The U.S. Government also provides [finance related events](#) and [on-line training](#) to further assist in exporting your products and services.

Trade Finance Guide:

Trade Finance Guide: A Quick Reference for U.S. Exporters is designed to help U.S. companies, especially small and medium-sized enterprises, learn the basics of trade finance so that they can turn their export opportunities into actual sales and achieve the ultimate goal of getting paid—especially on time—for those sales. Concise, two-page chapters offer the basics of numerous financing techniques, from open accounts, to forfaiting, to government assisted foreign-buyer financing. To view the trade finance guide, please [click here](#).

Doing Business in Turkey:

- Turkey's rapidly expanding economy, political and economic stability, and the possibility of EU membership have attracted a large and varied set of American companies, ranging from mining to high technology to energy.
- U.S. exports to Turkey have grown strongly during most of this decade, exceeding \$10 billion in 2008, up from \$6.4 billion the previous year. Despite a downturn in 2009, that trend is expected to continue. In the past few years Turkish exports to the U.S. have stagnated.
- Turkey's financial sector is stronger than that of many other countries, in part due to a series of reforms in a wake of a 2001 financial crisis, which left Turkish banks better leveraged than many of their US and European counterparts.
- U.S. exporters have excellent medium-term prospects in this diverse market. Perhaps the most important sector for the next decade will be energy.
- Electricity demand had been growing at 8 percent a year, and will continue to grow, albeit at a slower rate. Turkey realizes it must prepare for continued economic recovery by adding now to its generating capacity to meet that demand. U.S. suppliers and service companies should look into the sector as it relates to electricity and gas distribution, power generation and renewable energies (wind and hydro, particularly).
- Among many other sectors where opportunities exist are: telecommunications services and equipment; safety and security equipment and services; automotive aftermarket, medical devices, and higher education services.

For more information about doing business in Turkey, please [click here](#).

2011 Governor's Award for Excellence in Exporting

The Governor's Award for Excellence in Exporting recognizes one or more Oklahoma firms for successful and noteworthy efforts to increase export sales. Increasing exports means more jobs and enhanced economic development for Oklahoma. If you would like to nominate your company or another company for the 2011 Governor's Award for Excellence in Exporting, call either 405/608-5302 or 800/TRY-OKLA, extension 223, or e-mail ashley.wilson@trade.gov for an application. The application must be completed and returned by February 18, 2011.

Recent Winners of the Governor's Award for Excellence in Exporting

2010	Wilco Machine & Fab Inc.	Marlow
2009	Joshi Technologies International	Tulsa
	Seaboard Foods, LLC	Shawnee Mission
2008	Star Building Systems	Oklahoma City
	T.D. Williamson, Inc.	Tulsa
2007	Callidus Technologies, LLC	Tulsa
	Melton Truck Lines	Tulsa
2006	IronWolf	Noble
2005	Advance Food Company	Enid
	C. H. Guernsey & Company	Oklahoma City
2004	SCIFIT Systems, Inc.	Tulsa
2003	The Charles Machine Works, Inc.	Perry
2002	T. D. Williamson, Inc.	Tulsa
2001	Texoma Peanut Company	Madill
2000	Stillwater Designs	Stillwater
1999	Midwestern Manufacturing Co.	Tulsa
1998	George E. Failing Company (GEFCO)	Enid
1997	Doug Carson & Associates (DCA), Inc.	Cushing
1996	Lowrance Electronics, Inc.	Tulsa
1995	Continental/SiLite International	Oklahoma City
1994	BSW International	Tulsa
1993	SSI Custom Data Cards	Edmond
1992	Unarco Commercial Products	Oklahoma City

[A Basic Guide to Exporting – Understanding Export Controls Webinar](#)
[October 21, 2010 – 1:00-2:00 p.m. CT](#)

- Know the law controlling what you can export and to whom.
- Learn the legal and practical aspects of dual-use items, trade sanction, and sales to foreign militaries.
- Understand what types of products require a license.
- Learn which government agency has jurisdiction over export controls for your products.
- Gain knowledge about the process of a applying for an export license.
- Ask questions of the presenters and listen to the answers for other participants.

Cost: Free but registration is required. For more information or to register, please [click here](#).

[Colombia Market Opportunities:](#)

• Colombia's extensive, planned infrastructure projects will require: project financing, public works subcontracting, logistics, construction equipment for public roads and airports; water treatment, water supply, electric power generation, oil and gas exploration and pollution control equipment, air navigational and port security aids, railway construction, transportation equipment, security and defense items and services, and mass transit systems.

• Awarded to OPAIN in 2006, Bogotá's El Dorado International Airport still requires massive upgrades. The Medellin/Rio Negro airport upgrade is underway. Both concessionaires are seeking U.S. equipment providers.

• The United States Trade and Development Agency (USTDA) and EXIM Bank support U.S. companies as they craft solutions to development challenges and make inroads in key sectors such as oil and gas, petrochemicals, renewable energy, telecommunications, and ports. USTDA grants have resulted in big U.S. company wins at the country's two refineries. EXIM's preliminary commitment of USD 1 billion to Ecopetrol will provide a myriad of export opportunities for U.S. companies. USTDA grants for customs security and operational enhancements at the ports in Cartagena, Buenaventura, and Puerto Salgar should also increase prospects for U.S. exporters.

• Significant U.S. export opportunities not already mentioned include: cotton, wheat, corn soy products, automotive parts and accessories, tourism, computer hardware and software services, IT equipment and services, plastics materials and resins, electrical power systems, safety and security equipment, food and beverage processing and packaging equipment and medical equipment.

For more information about Colombia market opportunities, please [click here](#).

[October/November 2010 Calendar of Events](#)

Date:	Event:	Contact:
October 5, 2010	Minority and Women's Breakfast Metro Tech Economic Development Center	capccokc@coxinet.net
October 26, 2010	Basics of Exporting Workshop Oklahoma Department of Commerce	405-608-5302 or 918-581-7650
November 2, 2010	Minority and Women's Breakfast Metro Tech Economic Development Center	capcokc@coxinet.net
November 30, 2010	Shipping and Documentation Workshop Oklahoma Department of Commerce	405-608-5302 918-581-7650