



OKLAHOMA INTERNATIONAL TRADE BULLETIN



301 N.W. 63rd Street, Suite 330
Oklahoma City, OK 73116
(405)608-5302 Fax: (405)608-5302

700 N. Greenwood Ave., Suite 1400
Tulsa, OK 74106
(918)581-7650 Fax: (918)581-6263

900 N. Stiles Ave.
Oklahoma City, OK 73104
(405)815-6552 Fax: (405)815-5199

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Mark Your Calendar! 28th Annual Oklahoma World Trade Conference to be held in Midwest City on April 6, 2011 at the Reed Center

Mark your calendar to attend the 28th annual Oklahoma World Trade Conference to be held on April 6, 2011, in Midwest City at the Reed Center. The conference is sponsored by the Oklahoma District Export Council in coordination with the U.S. and Oklahoma Departments of Commerce. For an Oklahoma business interested in maximizing its efforts in the international marketplace, this conference will be a very informative update on the dramatic changes taking place in today's global marketplace.

The morning session will be a discussion of ***"Nothing Happens Until Something is Sold" – II, Part One – The Changing Winds of International Trade – Selling & Making Sales in Today's Competitive International Market Place.*** Come and learn from an experienced speaker and panelists tried and true selling and marketing practices that can make your company more competitive in the new international market arena (Direct/Indirect Methods of Exporting; Export Management Companies and Export Trading Companies; Foreign Representatives, Agents, and Distributors; Increasing Export Sales through Websites; Agent/Distributor Agreements; Incoterms 2010; Foreign Corrupt Practices Act; Export Licensing and Regulations).

At the luncheon the ***2011 Governor's Award for Excellence in Exporting*** will be presented and the ***U.S. Department of Commerce Export Achievement Certificates*** will be presented to several Oklahoma companies.

The topic of the afternoon session will be ***"Any Sale is a Gift Until You Have Been Paid" - II, Part Two – The Changing Winds of International Trade – Trade finance can turn your export opportunities into actual sales and result in achieving the ultimate goal of getting paid – especially on time – by effectively mitigating the risks associated with doing business internationally.*** Learn from an experienced speaker and panelists how successful U.S. and Oklahoma companies use trade finance as a selling tool in the global selling arena (Risk Associated with Methods of Payment; Export Factoring and Forfeiting; Overseas Private Investment Corporation; Multilateral Development Banks; IC-DISC).

Conference Fees:

Registration - \$100

Student – ID required - \$10 (\$10 for a limited time only, \$25 thereafter)

Luncheon Program only - \$50

Corporate Table (8 Attendees) - \$700

Corporate Contributory Sponsorship (4 Attendees) - \$500

Display Table (Includes Registration for 2 Attendees) - \$300

Registration fees include information packets, continental breakfast, and luncheon. Registration will begin at 9:00 a.m. and the conference will be held from 9:30 a.m. to 2:00 p.m.

For secure on-line registration and credit card payment go to:

<http://www.acteva.com/go/okdecowtc2011>. We accept Visa, MasterCard, Discover, and American Express. For off-line registration make your check payable to the Oklahoma District Export Council and mail your check and registration to 301 N.W. 63rd Street, Suite 330, Oklahoma City, Oklahoma 73116. **Advanced registration is required.** For your convenience, a registration form is included below on page 2. Cancellation policy is a full refund until March 30th.

From March 30th – April 5th, refunds will be subject to a \$35.00 cancellation fee per registrant. No refunds will be given the day of or after the event.

Registration Form – Oklahoma World Trade Conference – April 6, 2011

****Advanced Registration is Required****

U.S. Department of Commerce,
301 N.W. 63rd Street, Suite 330;
Oklahoma City, Oklahoma 73116

Make check payable to Oklahoma District Export Council

For secure on-line registration and credit card payment go to:

<http://www.acteva.com/go/okdecowtc2011>

Name(s): _____ Title: _____

Company: _____

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

Telephone: _____ Fax: _____

: _

E-mail: _____ Website: _____

Number of Attendees: _____ Corporate Table: _____ Contributory Sponsorship: _____

Display Table: _____ Student: _____ Amount Enclosed: \$ _____

Exporting 101: Basics of Exporting Workshop – February 16, 2011 – Tulsa, 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 Tulsa on February 16, 2011, on **Exporting 101 - Basics of Exporting**. Registration will begin at 8:00 a.m. The workshop will be held from 8:30 a.m. to 4:00 p.m. The workshop will be located at OSU-Tulsa, North Hall, Room 108, 700 North Greenwood Avenue, Tulsa. 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 on page 3.**

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 918-581-7650, 405-608-5302, or 800-TRYOKLA, extension 223 or e-mail ashley.wilson@trade.gov

Exporting 101: Shipping and Documentation Workshop – March 16, 2011 – Tulsa, 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 March 16, 2011, on **Exporting 101 – Export Shipping and Documentation Workshop**. Registration will begin at 8:00 a.m. The workshop will be held from 8:30 a.m. to 4:00 p.m. The workshop will be located at OSU-Tulsa, North Hall, Room 108, 700 North Greenwood Avenue, Tulsa. For a fee of only \$50.00 participants will receive nearly seven hours of expert advice from freight forwarders, international attorneys, international bankers, and Oklahoma U. S. Export Assistance Center International Trade Specialists. The following subjects will be covered: **INCOTERMS 2010**; export licensing; utilizing a freight forwarder; 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.**

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 on page 3.**

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 918-581-7650, 405-608-5302, or 800-TRYOKLA, extension 223 or e-mail ashley.wilson@trade.gov.

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: \$ _____

Overseas Private Investment Corporation (OPIC)

Overseas Private Investment Corporation (OPIC) helps U.S. businesses invest overseas, fosters economic development in new and emerging markets, complements the private sector in managing risks associated with foreign direct investment, and supports U.S. foreign policy.

Insure Investment Transactions with OPIC

[Political risk insurance](#) is available to U.S. investors, contractors, exporters and financial institutions involved in international transactions. Political risk insurance can cover currency inconvertibility, expropriation and political violence, and is available for investments in new ventures, expansions of existing enterprises, privatizations and acquisitions with positive developmental benefits.

For more information about OPIC, please [click here](#).

Export Licenses:

An export license grants permission to conduct a certain type of export transaction. It is issued by the appropriate licensing agency after a careful review of the facts surrounding the given export transaction. Most export transactions do not require specific approval in the form of licenses from the U.S. Government. In fact, a relatively small percentage of all U.S. export transactions require licenses from the U.S. government. It is up to the exporter to determine whether the product requires a license and to research the end use of the product, in other words, to perform “due diligence” regarding the transaction. Exporters should learn which federal department or agency has jurisdiction over the item they are planning to export in order to find out if a license is required. For more information about export licenses, please [click here](#).

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](#).

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

February/March 2011 Calendar of Events

Date:	Event:	Contact:
February 16, 2011	Basics of Exporting Workshop OSU-Tulsa	918-581-7650 or 405-608-5302
March 16, 2011	Shipping and Documentation Workshop OSU-Tulsa	918-581-7650 or 405-608-5302