



OKLAHOMA INTERNATIONAL TRADE BULLETIN



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[Exporting 101: Basics of Exporting Workshop – February 16, 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 February 16, 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 \$35.00 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 2.**

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.

[Exporting 101: Shipping and Documentation Workshop – March 16, 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 March 16, 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 \$35.00 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.**

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 2.**

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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@mail.doc.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: \$ _____

Getting Paid for Exports to China

“Any sale is a gift until you have been paid!” This practical business insight is especially true for international transactions where the buyer and seller could be 12,000 miles away. Therefore, be sure to undertake appropriate due diligence when qualifying your Chinese buyers. While it is prudent to make use of the various credit reporting companies active in China, you also should ask for trade references, especially from other U.S. firms that you could easily contact. That being said, it is important to recognize some significant differences in the Chinese commercial and banking landscape. First, China still has many state-owned enterprises which can have a high degree of government involvement, potentially complicating negotiations and sometimes slowing the release of funds for a given contract. Second, the banking system is not yet as transparent as in Western countries, which means you probably will want the active involvement of your U.S.-based bank’s international division to help you through any hurdles. Third, the private sector is still developing in China, so your buyers might not yet have the expertise to smoothly navigate China’s internal bureaucracy and regulations on such things as securing foreign currency for their transactions. The net result of these factors is that you could potentially encounter some delay in payments regardless of the payment method used. For further details about getting paid for exports to China, please [click here](#).

Export Programs Guide

The Export Programs Guide is a comprehensive guide of federal programs which assist U.S. exporters. The Export Programs Guide includes detailed descriptions of more than 100 programs offered by 20 different federal agencies. These include:

- Export counseling programs
- Information on trade promotion events
- Export financing programs
- Sources of industry- and country-specific information and assistance
- Information on export controls and licenses

To view the Export Programs Guide, please [click here](#).

[One-Stop Trade Assistance For Africa](#)

The Africa Portal on export.gov contains country specific - market research, trade leads and trade events, as well as information on business opportunities in the following countries:

Algeria, Benin, Botswana, Burkina Faso, Cameroon, DRC, Egypt, Ethiopia, Gabon, Guinea, Kenya, Lesotho, Madagascar, Malawi, Mauritius, Mozambique, Rwanda, South Africa, Swaziland, Tanzania and Uganda. The site

includes an interactive map of U.S. government export assistance resources available in specific countries. Visit: www.export.gov/africa/index.asp.

[U.S. Department of Commerce China and Indonesia Energy Mission – May 15-25, 2010](#)

U.S. Commerce Secretary Gary Locke will lead clean energy business development missions to China and Indonesia, May 15-25, 2010. The missions will promote exports of leading U.S. technologies related to clean energy, energy efficiency, and electric energy storage, transmission, and distribution. The missions will make stops in Hong Kong; Shanghai and Beijing, China; and Jakarta, Indonesia. For more information about the missions, please [click here](#). The application deadline is Friday, February 26, 2010.

[Doing Business in Venezuela](#)

U.S. companies still benefit from established commercial ties between the U.S. and Venezuela, e.g., strong consumer preference for U.S. products, preference for U.S. technologies, and the long tradition of U.S. foreign direct investment in Venezuela. Venezuelans are avid consumers of imported products, which have benefited from the subsidy provided by the fixed exchange rate.

Leading sectors for U.S. exporters include: oil & gas machinery, IT equipment and services, telecommunications equipment and services, auto parts/service equipment, electrical power generation systems and electrical equipment, medical equipment, chemicals, travel and tourism, agricultural commodities, aircraft/parts and aviation services, educational services, safety and security equipment, and transportation equipment. For further information about doing business in Venezuela, please [click here](#).

[2010 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 2010 Governor’s Award for Excellence in Exporting, call either 405/608-5302 or 800/TRY-OKLA, extension 223, or e-mail ashley.wilson@mail.doc.gov for an application. The application must be completed and returned by February 26, 2010.

[Recent Winners of the Governor's Award for Excellence in Exporting](#)

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

Market Research Reports:

Canada: Aerospace Market

The Canadian aerospace industry is robust, dynamic and poised for a bright future, offering many opportunities for U.S. aerospace suppliers. In 2008, the Canadian aerospace production totaled \$22.6 billion, making it the fifth largest aerospace market worldwide. Numerous industry estimates indicate that between 2009 and 2018, global demand for commercial aircraft will be at over 25,000 aircraft valued at \$3 trillion dollars. Canada is best positioned to take off with this renewed global demand for commercial aircraft since approximately 80 percent of its aerospace production is for commercial use. In the meantime, while Canadian companies are facing the same global slowdown, they are working through healthy backlogs and launching new product development programs. U.S. aerospace suppliers have captured a large share of Canada's aerospace market; most Canadian aerospace companies purchase over 50 percent of their inputs from the United States, generating export revenues of about 7 billion dollars for U.S. firms. Canada is a great market offering many opportunities for U.S. suppliers, particularly in aircraft, parts, and aircraft maintenance, repair and overhaul (MRO). For more information, please [click here](#).

South Korea: Aircraft Parts and Components Industry

The Korean aircraft part and components industry is primarily driven by the fact that Korea has one of the largest commercial aircraft fleets operating in Asia, and that the country has also embarked on the establishing of an aircraft components production industry to supply Boeing, EADS-Airbus and to support maintenance of both commercial and military aircraft. With a current aerospace market of nearly USD 4.39 billion and fleet and route expansion being planned for both passenger and cargo operations; Korea continues to be an important aircraft parts market in Asia. For more details, please [click here](#).

France: Automotive Parts and Equipment Market

France is the fifth largest automotive market in Europe after Germany, Italy, U.K. and now Russia in terms of vehicle sales with 2,064,999 new light vehicles sold/registered in 2007. In terms of production, France is the second market after Germany with 2,544,699 light vehicles produced in 2007. France is facing difficult times as both new car production and demand have decreased. On the other hand, the average life span of cars is increasing and a higher number of used cars were registered, due to the growing cost of new vehicles in France. For further details, please [click here](#).

France: Plastic Machinery and Equipment Market

Europe is the top producer of plastic machinery and equipment, garnering 57 percent of world's total production, while Asia and North America control 35 and 20 percent, respectively. After the United States, Germany, and Japan, the French plastics industry ranks fourth in the world. In terms of equipment and machinery production in Europe, France is ranked number three after Germany and Italy, respectively. There are 3,800 plastics manufacturing and processing companies and 4,100 plastic processing plants in France. For more information about the plastic machinery and equipment market in France, please [click here](#).

February 2010 Calendar of Events

Date:	Event:	Contact:
February 16, 2010	Basics of Exporting Workshop Oklahoma Department of Commerce	(405)608-5302 or (918)581-7650