



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.**

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.

Registration Form – Basics of Exporting 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: 405-608-4211 E-mail: 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: _____

Number of Attendees: _____ Amount Enclosed: \$ _____

Market Overview of the United Kingdom (UK)

- The UK (estimated 2009 GDP of \$2.2 trillion) has the sixth-largest economy in the world, the third-largest economy in the European Union, and is a major international trading power.
- Highly developed, sophisticated, and diversified, the UK market is the largest in Europe and the fifth largest in the world for U.S. goods exports.
- With few barriers, the UK is the entry market into the EU for more than 40,000 U.S. exporters.
- The UK is the single largest export market for U.S. services exports.
- Annual U.S. exports of both goods and services are valued over \$100 billion.
- Major categories of U.S. exports include aerospace, automotive, electronics, healthcare, information technologies, telecommunications, and safety/security equipment.
- The UK is the number one overseas market for travel to the United States, and close to 4 million UK travelers visited the United States in 2009.
- The U.S.-UK investment relationship is largest in the world with a cumulative stock in direct investment valued over \$875 billion.
- Over two million jobs, about one million in each country, have been created over the years to manage and drive this investment.
- Over 7,500 U.S. firms are present in the UK, and the UK is the top location in Europe for U.S. regional headquarters covering Europe, the Middle East, and Africa.

For information about doing business in the United Kingdom, please [click here](#).

New, No Fee Export Basics Webinars:

- [How to Identify International Markets for Your Products](#)
Wednesday, October 13, 2010 2 - 3 PM EDT; FEE: No Charge
- [Financing Your Exports and Getting Paid](#)
Wednesday, October 13, 2010 2 - 3 PM EDT; FEE: No Charge
- [Improving Your Cultural Intelligence](#)
Wednesday, November 3, 2010 2 - 3 PM EDT; FEE: No Charge
- [Cashing in with Free Agreements such as NAFTA and CAFTA](#)
Wednesday, November 3, 2010 2 - 3 PM EDT; FEE: No charge

For more information about the above webinars, please [click here](#).

Doing Business in the United Arab Emirates (UAE):

The United States and the United Arab Emirates have a strong bilateral relationship, based on a joint commitment to the security and stability of the Gulf region. Our two governments share many similar concerns on a host of international issues. Over the past decade, the commercial relationship has grown to become one of the pillars of the relationship. U.S. exports have grown from \$2.3 billion in 2000 to \$12.1 billion in 2009, making the UAE the top market in the Middle East/North Africa region for U.S. exports.

The prosperity of the UAE is based in large part on the country's vast oil and gas reserves, most of which lie in the largest emirate and seat of the capital, Abu Dhabi. The UAE has nearly eight percent of the world's proven oil reserves and five percent of proven gas reserves. Other emirates include Dubai, Sharjah, Ras al Khaimah, Fujairah, Ajman, and Umm al Quwain. This federation of seven emirates was founded in 1971 and is an active member of the Gulf Cooperative Council (GCC), which includes Saudi Arabia, Kuwait, Oman, Qatar, and Bahrain. It is one of the wealthiest nations in the world with per capita GDP in 2008 estimated at over US\$40,000.

The UAE, particularly the emirate of Dubai, has long been recognized as the commercial and business hub of the Middle East. It has developed a leading role in business services, including finance, and has effectively created a logistics hub between east and west. It is home to the busiest man-made port in the world, Jebel Ali. The UAE is home to two of the fastest growing airlines in the world, Emirates and Etihad.

The country has no corporate taxes (with the exception of banks and foreign oil companies that have concessions in UAE oilfields), no income taxes, and a relatively low import duty of five percent.

Although oil and gas production will remain the backbone of the UAE economy for years to come, the non-oil sector of the economy is expanding rapidly. Major growth areas include: aircraft & parts, security and safety equipment; IT equipment and services; medical equipment, services and supplies; architecture, construction, and engineering services; building products; air conditioning and refrigeration equipment; environmental and pollution control equipment. Water and power projects continue to offer opportunity due to the UAE's growing demand for water and electricity.

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

Tariffs and Import Fees:

What is a tariff?

A tariff (or duty, the words are used interchangeably) is a tax levied by governments on the value of imported products. Sales and state taxes, and in some instances customs fees, will often be levied as well. The tariff is assessed at the time of importation along with any other applicable taxes/fees. Tariffs raise the prices of imported goods, thus making them less competitive within the market of the importing country. Before you export to any country, you need to determine what the tariff rate is on your product(s) as well as any import fees for that country. The following information will help you make this determination.

Step 1: Determine your HS or Schedule B Number

The first step in determining duty and tax information is to identify the [Harmonized System or Schedule B number](#) for your product(s).

The Census Bureau sponsors a free online tool called the [Schedule B Search Engine](#) and an instructional [video](#) to help you classify your products.

Step 2: Determine Tariff Rates

Once you know your product's Schedule B or HS number, you will be able to determine the applicable tariff and tax rates in a particular foreign country. The links below provide resources for looking up specific foreign tariff and tax rates for your product. This [video](#) explains how to find tariff rates using the first link below, Country Specific Tariff and Tax Information.

- [Country Specific Tariff and Tax Information](#): Tariff and tax information for exporting overseas
- [U.S. Government Tariff Resources for Agricultural Exports](#)
- [Online Tariff Database](#) provided by Customs Info LLC
- [Tariff and Tax Information for U.S. Territories](#)
- [Sending Gifts](#)
- [Additional Tariff Resources](#) (including information for importing into the U.S.)

New for U.S. Exporters! Free Market Research on Italy:

An Industry Report is a market research report on a selected industry sector. These reports are prepared by industry specialists and are free of charge for U.S. companies. Reports include information on:

- Market potential and demand trends
- Market size and import statistics
- Competition
- Market access
- Regulations and standards
- Distribution practices
- Best sales prospects
- End-users

- Key industry contacts

To request market research reports on Italy, please [click here](#).

Doing Business in Australia:

Australia is the world's 15th largest economy with a GDP of over US\$1 trillion and is forecast to grow more than 3 percent in 2010. Australia's per-capita GDP is among the highest in the world (US\$41,982 in purchasing power parity terms). The Australian economy grew for 17 consecutive years before the Global Financial Crisis (GFC). Subsequently, the Rudd government introduced a fiscal stimulus package worth over US\$61.08 billion (about 6 percent of GDP) to offset the effect of the slowing world economy, while the Reserve Bank of Australia cut interest rates to historic lows.

These stimulus policies and continued demand for commodities, especially from China, helped the Australian economy to rebound after just one quarter of negative growth. The Australian financial system remained resilient throughout the GFC and Australian banks have rebounded. Australia was one of the first advanced economies to raise interest rates (six times since October 2009) and the government removed the US\$165.79 billion wholesale funding guarantee for financial institutions on March 31, 2010. Australia has a large services sector (over 70 percent of GDP), but is also a significant exporter of natural resources, energy, and food. Australia's abundant and diverse natural resources attract high levels of foreign investment and include extensive reserves of coal, iron ore, copper, gold, natural gas, uranium, and renewable energy resources.

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

Market Research Reports:

Germany: Telecommunications Industry

In terms of revenue, Germany's ICT market is the second largest in the European Union with 19 percent of the EU market and fifth in the world, with 5 percent of the global market. The ICT industry achieved sales of around EUR 130 billion in 2009. Telecommunications products and services makes up the largest segment, with estimated sales of EUR 66.07 billion in 2009. For further details, please [click here](#).

Venezuela: Automotive Industry Outlook

Venezuela has a population of over four million cars, trucks, and buses and is the fourth-largest assembler of automobiles in Latin America. The market is pro-U.S., with U.S. auto companies assembling cars in Venezuela and strong sales of U.S. vehicles and automotive products. The estimated average age of motor vehicles in circulation is above 10 years, which makes Venezuela an important market for spare parts for older cars. The Venezuelan automotive industry is experiencing a crisis due to government restrictions on foreign exchange and strict regulations from the Ministry of Light Industry and Commerce. As a result, new vehicle sales decreased by over 27 percent in 2009. Currency controls have disrupted the importation of inputs, forcing automakers to halt production on several occasions since 2003. The overall economic situation is reflecting highly negatively on the entire automotive sector. Auto parts imports have been affected as much as the domestic parts industry whose major clients are the automobile assemblers. Nonetheless, there remain significant opportunities for U.S. auto parts suppliers. The replaceable parts this report covers include batteries, belts, brakes pads, oil filters, shock absorbers, spark plugs, and windshield wipers. For more information, please [click here](#).

September 2010 Calendar of Events

Date:	Event:	Contact:
September 7, 2010	Minority and Women's Breakfast Metro Tech Economic Development Center	capccokc@coxinet.net