



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

A joint newsletter of the Oklahoma Department of Commerce and the U.S. Department of Commerce

Volume XXVII, Number 1

October 2009

Exporting 101: Shipping and Documentation Workshop – November 12, 2009 – 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 November 12, 2009, 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 OSU-Tulsa, Room 106 of the North Hall, 700 North Greenwood Avenue, Tulsa, OK. For a fee of only \$35.00 you 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 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 918-581-7650, 405-608-5302 or 800-TRYOKLA, extension 223.

Registration Form – 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: _____

Number of Attendees: _____ Amount Enclosed: \$ _____

Common Export Documents

Airway Bill

Air freight shipments require Airway bills, which can never be made in negotiable form (see [sample](#)). Airway bills are shipper-specific (i.e. USPS, Fed-Ex, UPS, DHL, etc).

Bill of Lading

A contract between the owner of the goods and the carrier (as with domestic shipments). For vessels, there are two types: a straight bill of lading, which is non-negotiable, and a negotiable or shipper's order bill of lading. The latter can be bought, sold, or traded while the goods are in transit. The customer usually needs an original as proof of ownership to take possession of the goods (see [Sample Short Form Bill of Lading](#) and [Sample Liner Bill of Lading](#)).

Commercial Invoice

A bill for the goods from the seller to the buyer. These invoices are often used by governments to determine the true value of goods when assessing customs duties. Governments that use the commercial invoice to control imports will often specify its form, content, number of copies, language to be used, and other characteristics (see [Sample](#)).

Export Packing List

Considerably more detailed and informative than a standard domestic packing list, it lists seller, buyer, shipper, invoice number, date of shipment, mode of transport, carrier, and itemizes quantity, description, the type of package, such as a box, crate, drum, or carton, the quantity of packages, total net and gross weight (in kilograms), package marks, and dimensions, if appropriate.

Electronic Export Information Form (EEI) – Shippers Export Declaration (SED)

The EEI is the most common of all export documents. Required for shipments above \$2,500 and for shipments of any value requiring an export license. SED has to be electronically filed via [AES Direct](#) (free service from Census and Customs) online system.

Generic Certificate of Origin

The Certificate of Origin (CO) is required by some countries for all or only certain products. In many cases, a statement of origin printed on company letterhead will suffice ([download generic certificate](#) or see [sample with explanation](#)). The exporter should verify whether a CO is required with the buyer and/or an experienced shipper/freight forwarder or the Trade Information center.

For more information about common export documents, please go to http://www.export.gov/logistics/eg_main_018121.asp.

Doing Business in Canada

The United States and Canada are each other's largest trading partners and share the single largest trading relationship in the world. U.S. trade with Canada is greatly facilitated by the market's close proximity, common culture, comparable standard of living, similar business practices, language, lifestyle pursuits, and the ease of travel between both countries for business and pleasure. Furthermore, the North American Free Trade Agreement (NAFTA) gives U.S. exporters a clear competitive advantage in Canada. The best prospect sectors in Canada for U.S. exporters in 2009-2010 are Medical Devices (MED); Safety and Security Equipment (SEC); Agricultural Machinery and Equipment (AGM); Aerospace and Defense (AIR) and (DFN); Consumer Electronics (CEL); Travel and Tourism (TRA); Automotive Aftermarket Parts & Accessories/Service Equipment (APS); Computer Hardware (CPT); Telecommunications Equipment (TEL); Computer Software (CSF); Oil and Gas Field Machinery (OGM); and Electrical Power Systems (EPS). For further information about doing business in Canada, please go to http://www.buyusainfo.net/docs/x_59233.pdf.

[Trade Mission to Senegal and South Africa – March 7-12, 2010](#)

Senegal is the main portal for business in French-speaking Central Africa, and South Africa is the starting point for doing business in southern Africa. Both countries have surging demands for high-end products and increasing numbers of higher-income earners. Senegal and South Africa have well-developed infrastructures, including ports, airports, and telecommunications systems, with opportunities for upgrading. There is credit financing available through the multiple lending institutions very active there. Senegal has just received a \$540 million Millennium Challenge Corporation Grant for financing infrastructure projects.

U.S. companies have the chance to launch or increase their current sales in these growing markets by joining this Executive-Led Trade Mission to Senegal and South Africa, March 7-12, 2010. This mission is designed to promote a cross section of U.S. industries with clear potential in these Sub-Saharan markets. For more details or to apply for the trade mission, please go to <http://www.export.gov/africamission2010/>. The deadline to apply for the mission is January 15, 2010.

[Doing Business in Japan](#)

Japan is the United States' fourth largest export market, after Canada, Mexico and China, and the second largest foreign investor in the United States, with more than \$200 billion invested, second only to the United Kingdom. Japan is also the world's largest economy, with a GDP of roughly \$5 trillion in 2008. Japan is a promising market for U.S. exporters, with a market scale ranking near the top of developed nations. Partnerships with Japanese companies enable U.S. companies to leverage their respective strengths, which is vital to remaining globally competitive. Japanese companies emphasize enhancing product development and manufacturing efficiency, making Japan an ideal venue for innovation. Japanese companies continue to expand their market reach throughout East Asia and their established networks provide U.S. business partners with smooth access to these important markets. For more information about doing business in Japan, Please go to www.buyusa.gov/japan/en/doingbusinessinjapan.html

[Free Trade Agreements \(FTAs\)](#)

FTAs help open markets and expand opportunities for American workers and businesses and can help a company enter and compete more easily in the global marketplace. FTAs are also a tool for promoting fair competition and encouraging foreign governments to adopt open and transparent rulemaking procedures as well as non-discriminatory laws and regulations. For more information about FTAs, please go to <http://www.export.gov/FTA/index.asp>.

[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 19, 2010.

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

2009	Joshi Technologies International Seaboard Foods, LLC	Tulsa Shawnee Mission
2008	Star Building Systems T.D. Williamson, Inc.	Oklahoma City Tulsa
2007	Callidus Technologies, LLC Melton Truck Lines	Tulsa Tulsa
2006	IronWolf	Noble
2005	Advance Food Company C. H. Guernsey & Company	Enid 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

Methods of Payment: Letters of Credit

Letters of credit (LCs) are among the most secure instruments available to international traders. An LC is a commitment by a bank on behalf of the buyer that payment will be made to the exporter provided that the terms and conditions have been met, as verified through the presentation of all required documents. The buyer pays its bank to render this service. An LC is useful when reliable credit information about a foreign buyer is difficult to obtain, but you are satisfied with the creditworthiness of your buyer's foreign bank. An LC also protects the buyer since no payment obligation arises until the goods have been shipped or delivered as promised. The letters of credit can take many forms: **irrevocable or revocable, confirmed, or special (transferable, revolving or standby)**. For more detailed information about letters of credit see [Chapter 3](#) of the *Trade Finance Guide*. For further information other methods of payment, please go to http://www.export.gov/finance/eg_main_018103.asp.

Market Research Reports:

Brazil: Oil and Gas Exploration and Production

Although Brazil ranks 15th in world proven oil reserves and 14th in oil production, it is not part of the Organization of Petroleum Exporting Countries (OPEC); however, the new large oil and gas discoveries that Petrobras made in late 2007 under the pre-salt layer, could turn Brazil into a net oil and gas exporter. According to a recent presentation by Brazil's National Oil and Gas Regulator ANP, Brazil's 2008 proven oil reserves reached 12.8 billion barrels; gas reserves amounted to 365 billion m3 and oil production was 1.83 million barrels/day. As of July 2009, about 89 percent of oil production and 69 percent of gas production originates from **offshore** fields, mostly at extreme depths. For more information and to view the market research report, please go to http://www.buyusainfo.net/docs/x_4689330.pdf.

Canada: Pumps, Compressors, Valves

The Canadian market for Pumps, Valves and Compressors (PVC) was valued at US\$ 6.2 billion in 2008 and almost half of it was concentrated in the province of Ontario. Both imports and exports have generally been trending upwards for the past several years. Imports peaked at US\$ 5.5 billion in 2008 following a slight decrease from the previous year. To view the market research report that examines the PVC market segment and evaluate opportunities and best prospects for U.S. manufacturers in Canada, please go to http://www.buyusainfo.net/docs/x_3713350.pdf.

Argentina: Metalworking Machine Tools Market

The Argentine market for metalworking machine tools has slowly started to recover after the 2008 international financial crisis. The market is dominated by imports, with local production accounting for twenty percent. U.S. participation is also starting to moderately recuperate from 10% in 2007 to 12% in 2008. A majority of machine tools are exempt from import duties but this provision is scheduled to expire on January 1, 2011. For more details about the metalworking machine tools market in Argentina, please visit http://www.buyusainfo.net/docs/x_5169912.pdf.

November 2009 Calendar of Events

Date:	Event:	Contact:
November 12, 2009	Shipping and Documentation Workshop OSU-Tulsa, Tulsa	(918)581-7650 or (405)608-5302



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November 2009

[Dominican Republic and Jamaica Trade Mission – March 15-19, 2010](#)

The U.S. Department of Commerce is organizing an outbound Trade Mission focused on business opportunities in the Dominican Republic & Jamaica. This event offers a timely and cost-effective opportunity for U.S. firms to tap into steadily-growing markets in the Caribbean. The region is the third largest market for U.S. exports in Latin America behind only Mexico and Brazil!

Target sectors holding high potential for U.S. exporters include building and construction, hotel and restaurant equipment, medical equipment and supplies, automotive parts and accessories, printing and graphic arts equipment, and renewable energy. Other sectors will be considered based on their market potential in both countries.

What is included in the Trade Mission?

- Personalized appointment scheduling for one (1) company representative and inclusion in all mission-related activities, including:
- One-on-one personalized business appointments in each country.
- Conference call with U.S. Embassy staff to review your specific goals and objectives.
- Local transfer from Airport to Hotel (must travel on suggested group ground transportation).
- U.S. Embassy rates with local hotel (must book through mission coordinator).
- Reception at U.S. Ambassadors' residences in both countries
- Market overview briefings

For more details about the trade mission, or to register, please go to http://www.buyusa.gov/tradeamericas/mission_dr_jamaica.html or contact: Lesa Forbes, lesa.forbes@mail.doc.gov or Ashley Wilson, ashley.wilson@mail.doc.gov. The priority registration deadline for the conference is December 15, 2009.

[Doing Business in Singapore](#)

Singapore is one of the most highly developed and sophisticated industrial, commercial, financial and consumer economies in the world. Despite the current economic turmoil, Singapore offers a stable, yet dynamic, market for U.S. exporters and is a key regional trade center. The World Bank's "Doing Business 2009" report ranked Singapore as the easiest country in which to do business. U.S. companies feel comfortable in Singapore. English is the language of business and government. The rule of law and Intellectual Property Rights are respected. Singapore was the 12th largest export market and 17th largest trading partner of the United States in 2008. Despite being halfway around the world, the United States was Singapore's second largest import source, behind Malaysia. For more information about doing business in Singapore, please go to http://www.buyusainfo.net/docs/x_5978420.pdf.

[Frequently Asked Question \(FAQ\) about Trade Sanctions](#)

Q. Where can I find information on trade sanctions?

A. The Office of Foreign Assets Control (OFAC) in the U.S. Treasury Department administers and enforces economic and trade sanctions against targeted foreign countries, terrorism-sponsoring organizations, and international narcotics traffickers based on U.S. foreign policy and national security goals. OFAC acts under Presidential wartime and national emergency powers, along with authority granted by specific legislation, to impose controls on transactions and freeze foreign assets under U.S. jurisdiction. Many of the sanctions are based on United Nations and other international mandates, are multilateral in scope, and involve close cooperation with allied governments. For more information, please go to <http://www.treas.gov/ofac>.

Mexico: Exporting “Door to Door” and Customs Logistics Process

Imagine the following scenario: A Mexican company seeking a specific product from a U.S. supplier wants the product delivered to its door. Would you know what to do? Are you prepared to send “door to door” shipments?

The following are important must knows:

- When shipping a product overseas, the U.S. exporter must be aware of the packing, labeling, documentation, and insurance requirements.
- By Mexican law only Mexican Customs Brokers can clear Mexican Customs.
- Goods imported into Mexico must be imported by an accredited importer (Person or Company) listed on the “**Padrón de Importadores**” (Import Registry) maintained by the Secretariat of Finance and Public Credit (Secretaría de Hacienda). Your customer, the Mexican company, is required to be listed on this official national registry of importers.

For more information about the Mexico “door to door” and customs logistics process, please go to http://www.buyusainfo.net/docs/x_2791926.pdf.

Securing Export Financing

You know where you want to go, your sales strategy, and how you will ship your products. Another component of your plan to address is whether you need export financing to make your sale happen — either for your own company, or to offer financing terms to your buyer.

Tools & Resources for Securing Export Financing:

[U.S. Government Export Finance Programs](#). The small Business Administration handles working capital needs of \$1.1 million and below, while the Export-Import Bank handles needs above \$1.1 million.

[Payment Terms](#). This section provides a list of things to consider when determining the best price for your product overseas.

[Federal Grant Programs](#). The federal government offers a number of grant programs to help your company test foreign markets, orient itself in a new market, train U.S. or foreign representatives, and overcome in-country obstacles to trade.

[Export Credit Insurance](#). Learn about loan guarantees, export credit insurance, and direct loans in this section.

[Getting Paid](#). In international trade, problems involving bad debts are more easily avoided than rectified after they occur. This section deals with what to do when payment problems occur.

[Ex-Im Finance Seminars](#). This website provides a complete list of seminars offered around the country.

[Doing Business in Germany](#)

The German economy is the world's fourth largest and, after the expansion of the EU, accounts for nearly one-fifth of European Union GDP. Germany is the United States' largest European trading partner and is the sixth largest market for U.S. exports. Germany's "social market" economy largely follows free-market principles, but with a considerable degree of government regulation and generous social welfare programs. Germany is the largest consumer market in the European Union with a population of over 82 million. However, the significance of the German marketplace goes well beyond its borders. An enormous volume of worldwide trade is conducted in Germany at some of the world's largest trade events, such as Medica, Hannover Fair, Automechanika, and the ITB Tourism Show. The volume of trade, number of consumers, and Germany's geographic location at the heart of a 27-member European Union that added ten members in 2004, and two more in 2007 make it a keystone around which many U.S. firms seek to build their European and worldwide expansion strategies. For more information about doing business in Germany, please go to http://www.buyusainfo.net/docs/x_751829.pdf.

[New Export Training Videos](#)

To view training videos on topics such as the Foreign Trade Regulations, AES*Direct*, NAFTA, Taxes/Tariffs, Commodities, etc. please go to <http://www.census.gov/foreign-trade/aes/exporttraining/videos/>.

[2010 Governor's Award for Excellence in Exporting](#)

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	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

[Frequently Asked Questions \(FAQs\) about Doing Business in China](#)

Q: How do I locate the import tariff applied to a particular product?

A: A wealth of information related to China customs issues is available at the China BIC's [China Customs page](#). Before finding the tariff amount for a particular product, companies need to identify the harmonized tariff schedule number for their product. The harmonized tariff schedule number can be located by using the [Census Bureau's Schedule B search engine](#) or by speaking with commodity expert at 1-800-549-0595. After identifying the harmonized tariff number, The U.S. government provides a database that U.S. exporters may use to identify [import tariffs](#) applied by nearly 50 countries. China's tariff rates may also be found on [China Tariff Schedule](#) located on the World Trade Organization Website and Department of Commerce's [Market Access and Compliance Tariff Schedule](#).

Q: What method of payment is recommended for exports to China?

A: The most secure method of payment is letter of credit confirmed by a U.S. bank. Although the Bank of China dominates China's trade-finance business, most Chinese commercial banks have the authority to issue letters of credit for imports. These include China Construction Bank, Industrial and Commercial Bank of China, Agricultural Bank of China and CITIC Industrial Bank. Foreign banks with branch or representative offices in China can also issue letters of credit. Other common forms of payment are less secure. [Learn more](#) about methods of payment used in international commercial transactions.

Q: Where are some of the "warning" signs of a Chinese scam?

A: Although China's booming economy offers great opportunities for U.S. companies, businesses looking to invest or export to any foreign country should always exercise due diligence. Several exporters recently reported unsolicited buyer interest from China and elsewhere that turned out to be bogus. While not all unsolicited interest is fraudulent, American companies should always be cautious when considering such situations. Requests for advance payments, samples or prototypes to be sent in advance of sales negotiations, cash for a banquet far in excess of typical costs, cash for travel expenses for an "essential" U.S. meeting, all pose red flags that a business opportunity may be fraudulent. To report a suspicious business offer from China, contact either one of the Oklahoma offices or the China Business Information Center at (chinabic@mail.doc.gov).

[Low Cost Option for U.S. Publishers to Promote Titles at the Doha International Book Fair](#)

The U.S. Embassy is staging a 100 square meter U.S. Pavilion at the **20th Doha International Book Fair**, which takes place December 30--January 9. All costs have been subsidized, including the booth space and program management, so the only cost to U.S. publishers to participate is \$100. This is a flat fee for exhibiting up to five titles. Don't miss this opportunity to promote your titles and your brand at this key international event for just \$100! Spaces are available on a first-come, first-serve basis.

Once you register to participate, the U.S. Embassy will:

- * Display your publications in a 9 square meter booth, 3 x 3 sq. meters
- * Collect sales leads from interested local buyers
- * Assist you as you follow up with the local contacts
- * Staff the booth and represent your publications with visitors/buyers

To learn more about this event, go to <http://www.buyusa.gov/qatar/en/158.html>. You can also refer to the Frequently Asked Questions document at <http://www.buyusa.gov/qatar/en/160.html>.

To register on-line, fill out the registration form at www.buyusa.gov/qatar/en/112.doc and send to Dawn.Bruno@mail.doc.gov and Anissa.Lahreche@mail.doc.gov.

The deadline to register is Friday, November 27, and you MUST send your titles to the office in Qatar by this date. Spaces are going fast, so sign up today!

If you have any questions, you can direct them to the U.S. Commercial Service in Qatar at: doha.office.box@mail.doc.gov or to Dawn Bruno at Dawn.Bruno@mail.doc.gov.

[December 2009 Calendar of Events](#)

Date:	Event:	Contact:
December 2, 2009	Minority and Women's Breakfast Metro Tech Economic Development Center	(405)427-4444 capccokc@coxinet.net



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[Export Financing Resources Workshop – January 14, 2010 – Oklahoma City, OK](#)

What: Export Financing Resources Workshop (Sponsored by Oklahoma Department of Commerce's Global Business Services Division)

When: Thursday, January 14, 8:00 a.m. to 12:30 pm

Where: Oklahoma Department of Commerce, 900 N. Stiles Avenue, Oklahoma City

Contact: [Dessie Apostolova](#) 918-594-8412 or [Jesse Garcia](#) 405-815-5213

Registration: Registration is required. [Click here to register.](#)

Cost: \$25 (Payable by check or cash at the door)

Commerce's workshop will give an overview of the Export-Import Bank (Ex-Im Bank) and the Small Business Administration (SBA), their financing products and services, and tips for using their products and services to launch or expand your company's international trade strategy. In addition, you will learn how your local bank can help you structure international payment transactions.

Ex-Im Bank is the official export credit agency of the United States. Ex-Im Bank's mission is to assist in financing the export of U.S. goods and services to international markets. Ex-Im Bank enables companies - large and small - to turn export opportunities into real sales that help to maintain and create U.S. jobs and contribute to a stronger national economy. Ex-Im Bank does not compete with private sector lenders but provides export financing products that fill gaps in trade financing. The agency assumes credit and country risks that the private sector is unable or unwilling to accept. Also, Ex-Im Bank helps to level the playing field for U.S. exporters by matching the financing that other governments provide to their exporters.

The mission of SBA's Office of International Trade is to enhance the ability of small businesses to compete in the global marketplace; facilitate access to capital to support international trade; ensure that the interests of small business are considered and reflected in trade negotiations; and support and contribute to the U.S. Government's international agenda.

[Upcoming Trade Missions](#)

Executive-led Trade Mission to Senegal and South Africa

March 7-12, 2010

Apply by January 15, 2010

Learn more/register: Go to <http://www.export.gov/africamission2010/> or contact Karen Dubin at

Karen.Dubin@mail.doc.gov or 202-482-3786

- Senegal and South Africa offer a gateway for U.S. companies to enter the African continent. A growing consumer base and national efforts to upgrade and develop infrastructure have created opportunities for U.S. exporters in both countries. This mission will promote U.S. equipment and services in key sectors such as electric power systems, automotive spare parts, construction and mining equipment, and agribusiness, among others. Businesses with clean technologies in those and other sectors are also encouraged to apply.

Medical Trade Mission to India

March 8-13, 2010

Learn more/register: Go to <http://www.buyusa.gov/india/en/296.html> or contact Jetta DeNend at 212-809-2644 or Jetta.DeNend@mail.doc.gov.

- India's vast and rapidly growing healthcare market presents opportunities across the spectrum of subsectors. This mission will promote U.S. medical and healthcare products and services in New Delhi, Chennai, and Mumbai, major healthcare hubs in India. One-on-one business matchmaking appointments, site visits to healthcare facilities, and meetings with Indian government officials are all part of this package. The mission is strategically scheduled to accommodate U.S. firms planning to exhibit at Medical Fair India 2010 in Mumbai.

Trade Mission to the Dominican Republic and Jamaica

March 15-19, 2010

Apply by January 22, 2010

Learn more/register: Go to http://www.buyusa.gov/tradeamericas/mission_dr_jamaica.html

or e-mail Lesa.Forbes@mail.doc.gov or Ashley.Wilson@mail.doc.gov

- Led by a senior Commerce official, the Trade Mission to Santo Domingo, Dominican Republic and Kingston, Jamaica, will open doors for U.S. firms seeking to enter or expand their presence in the Caribbean, a steadily growing regional market full of business opportunities for U.S. exporters. The Caribbean Region is a natural commercial partner of the United States, closely linked by geography, history, and culture. This mission offers a timely way for U.S. companies to gain first-hand market information, access to government decision-makers, and one-on-one meetings with pre-screened potential agents, distributors and other business partners.

India Solar Energy Trade Mission II

February, 14-19, 2010

Learn more/register: Go to <http://www.buyusa.gov/pacificsouth/indiatradermission.html> or e-mail

Cynthia.Torres@mail.doc.gov

- Building on the success of the first solar energy trade mission, March 2009, the highly anticipated Second Solar Energy Trade Mission to India will include visits to New Delhi, Chennai and Mumbai. As a direct result of the first solar mission, contracts worth approximately 60MW of solar power, representing a collective value of \$252 million, were awarded to U.S. providers. Mission participants can expect to benefit from business-to-business matchmaking, industry networking events, and policy discussions with the central and state governments.

Franchise Trade Mission to Mexico

March 3-5, 2010

Apply by January 16, 2010

To learn more/register: Go to http://www.buyusa.gov/mexico/en/franchise_tradermission.html or contact

Martha Sánchez at Tel: 011 52 55 5140-2621 or martha.sanchez@mail.doc.gov or Kristin Houston at

Tel: 949-660-1688, ext. 314 or kristin.houston@mail.doc.gov.

- Strong commercial ties to the United States make Mexico a natural path for expansion into Latin America. Mexico is among the world's top 10 best countries for penetration through franchises, with one franchise for every 800 citizens – and the United States is by far Mexico's largest international provider. The mission will include business matchmaking at Mexico's prestigious International Franchise Fair – the Feria Internacional de Franquicias – and an optional spin-off visit to Monterrey.

Agriculture Equipment and Technology Trade Mission to Nigeria

May 25-26, 2010

Apply by March 31, 2010

To learn more/register: Timothy.Cannon@mail.doc.gov or Chamberlain.Eke@mail.doc.gov

- The Agricultural Equipment and Technology Trade Mission to Abuja, Nigeria -- limited to 15 U.S. companies -- will include pre-travel briefings and webinars on Nigeria; one-on-one business appointments in country with pre-screened distributors, buyers, joint venture partners, and business owners; a networking reception; and meetings with key Nigerian government contacts.

U.S. Exporters Targeted by Fraudulent Credit Card Transactions in Singapore

If you receive a credit card order from Singapore, check its legitimacy before you ship. The U.S. Commercial Service, American Embassy Singapore, has received multiple complaints from U.S. merchants reporting fraudulent credit card transactions committed by companies/individuals purporting to be in Singapore. Investigation of the fraudulent transactions has revealed that the shipments are actually being sent to freight forwarders in Singapore and diverted to unknown consignees in neighboring countries. The orders normally range from US \$5,000 to US \$30,000. The “buyer” places the order via telephone or Internet email correspondence. The “buyer” either splits the total purchase price between several cards or makes several attempts (using multiple credit card numbers) to complete the transaction. Once the transaction/credit card number(s) are accepted, the “buyer” requests immediate air shipment. Not aware of the fraud that has just occurred, the merchant complies with the customer’s request of an expedited shipment. For more information about how U.S. exporters can protect themselves from fraudulent credit card transactions, please [click here](#).

Doing Business in Brazil

The Federal Republic of Brazil is the largest country and economy in South America, with approximately 189 million inhabitants. With a total area that is just slightly smaller than the continental U.S., Brazil shares borders with every South American country except Chile and Ecuador. Brazil enjoys a growing middle class, increasing internal demand for goods and services, and while being affected by the global economic downturn, seems to be at least somewhat protected from the dramatic economic downturns experienced by many other countries. [Click here](#) for further information about doing business in Brazil.

Business Opportunities by Region in Mexico

Business Opportunities in Monterrey

Located in the northern state of Nuevo Leon, Monterrey is home to Mexico’s 10 largest conglomerates. Strategically situated on the principal industrial corridor connecting the US with Mexico’s interior, Monterrey is a key distribution center in addition to being a manufacturing heavyweight that includes

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 19, 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

major industries such as glass, steel, autos and cement. Monterrey is also known for its “North American” culture and openness to business. [Click here](#) for more information.

Business Opportunities in Guadalajara

Mexico’s second largest city and “Silicon Valley” is the de facto capital of western Mexico. In this region multinational manufacturers share the limelight with small and medium sized family-owned business. From electronics to agribusiness, commercial opportunities abound for U.S. suppliers. Guadalajara, the capital of the State of Jalisco is best known as the home to tequila, mariachi music and traditional Mexican culture. [Click here](#) to read more about it.

To learn more about business opportunities in Northwest Mexico, Mexico City, and along the U.S./Mexico border, please [click here](#).

Protecting Intellectual Property Rights Abroad: Resources For U.S. Exporters

Globalization and the rapid proliferation of technology have elevated the importance of intellectual property protection for companies. The intangible nature of intellectual property and the worldwide inconsistency of standard practices create challenges for U.S. businesses wishing to protect their inventions, brands, and business methods in foreign markets. The three most common vehicles for protecting intellectual property are patents, trademarks, and copyrights. [Click here](#) for a brief overview of intellectual property rights and the methods being employed to protect those rights internationally.

Market Research Reports:

Ecuador: Opportunities in the Oil Sector

Since the oil boom in the 1960s, Ecuador’s main economic source has been crude oil production and export. Over one quarter of gross domestic product (GDP), 26 percent, is derived from the oil sector. Ecuador is a member of the Organization of Petroleum Exporting Countries (OPEC) – being its smallest member, in terms of barrels per day (bpd). Price fluctuations for crude greatly affect the government’s budget in Ecuador, with recent drops in price due to the international crisis and reserves of crude dropping worldwide. The government of President Rafael Correa, in an effort to reduce the deficit, has imposed several measures and restrictions. One of them is changing the oil contracts from participation to service agreements in order to receive more benefits from petroleum exploitation in the country. For further details, please [click here](#).

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 further details about the Korean aircraft parts and components industry, please [click here](#).

January 2010 Calendar of Events

Date:	Event:	Contact:
January 14, 2010	Export Financing Resources Workshop Oklahoma Department of Commerce	Dessie Apostolova Jesse Garcia



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

A joint newsletter of the Oklahoma Department of Commerce and the U.S. Department of Commerce

Volume XXVII, Number 4

January 2010

[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
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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



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Oklahoma City, OK 73104
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A joint newsletter of the Oklahoma Department of Commerce and the U.S. Department of Commerce

Volume XXVII, Number 5

February 2010

[Mark Your Calendar! 27th Annual Oklahoma World Trade Conference to Be Held in Tulsa on April 14th at the Hilton Inn, Tulsa Southern Hills](#)

Mark your calendar to attend the 27th annual Oklahoma World Trade Conference to be held on April 14, 2010, in Tulsa at the Hilton Inn, Tulsa Southern Hills. 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 topic of the morning session will be ***"Any Sale is a Gift until you have been Paid" - Part One – 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.***

Despite the sheer size of the global market place, many U.S. exporters are unsuccessful in selling, getting repeat sales, increasing their market presence or failing to win new sales contracts against foreign competitors! Why? Because of payment terms usually demanded of the foreign buyers! It is a costly mistake for the seller and not the buyer. 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.

At the luncheon the ***2010 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 afternoon session will be a discussion of ***"Nothing Happens until something is Sold" - Part Two – The Changing Winds of International Trade – Selling & Making Sales in Today's Competitive International Market Place.***

With the recent and lingering global financial crisis the world economy has suffered its biggest shock in a generation. As a result newly developing economies (Brazil, China, India, and Russia) are rapidly becoming savvy and aggressive competitors in the international trade arena and are shifting the economic center of gravity from West to East thus changing the rules of the game and requiring U.S. and Oklahoma companies to rethink how they go to the new international marketplace. Come and learn from experienced speakers and panelists tried and true selling and marketing practices that can make your company more competitive in the new international market arena.

Conference Fees:

Registration - \$85.00

Student – ID required - \$25

Luncheon Program only - \$35

Corporate Table (8 Attendees) - \$595.00

Corporate Contributory Sponsorship (4 Attendees) - \$500

Display Table (Includes Registration for 2 Attendees) - \$270.00

Registration fees include information packets, continental breakfast, and luncheon. Registration will begin at 9:00 a.m. and the conference will be held from 9:45 a.m. to 2:00 p.m.

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

<http://www.acteva.com/go/okdecowtc2010>

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.** Cancellation policy is a full refund until April 7th. From April 8-13, 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 14, 2010

****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

Name(s): _____ Title: _____

Company: _____

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

Telephone: _____ Fax: _____

E-mail: _____ Website: _____

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

Display Table: _____ Amount Enclosed: \$ _____

[U.S. Government International Financing Programs](#)

Do you need working capital loans? Does your foreign buyer need financing to buy your products? Do they prefer lease financing?

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](#)

For more information about these programs, please click on the above links.

[Insurance](#)

The U.S. Government offers U.S. companies insurance and risk-mitigating policies that cover export transactions and for overseas investments. Coverage includes losses for non-payment, currency inconvertibility, asset expropriation and political violence. For further details, please [click here](#).

[Why Export to India?](#)

The Indo-U.S. relationship is in the midst of a remarkable transformation. The two countries, politically and economically distant for much of the late twentieth century, now find their national interests converging on many points. The Indian market, and its one billion plus population, presents lucrative and diverse opportunities for U.S. exporters with the right products, services, and commitment.

Opportunities:

India's infrastructure, transportation, energy, environmental, health care, high-tech, and defense sector requirements for equipment and services will exceed tens of billions of dollars in the mid-term as the Indian economy globalizes and expands. India's gross domestic product (GDP), currently growing at over 8 percent, makes it one of the fastest growing economies in the world. Construction of nearly everything from airports to container ports to teleports is setting the stage to remake India. India's entrepreneurs and technologists have the dynamism and knowledge to make their country a global economic power. While high tariffs and poor infrastructure present the biggest obstacles to foreign investment and growth, India's infrastructure requirements also present trade and investment opportunities for American companies.

For further information about exporting to India, please [click here](#).

[Trade Problems and Foreign Trade Barriers](#)

While trade barriers and unfair practices take many forms, the most common examples are listed below:

- Intellectual property infringement - including copyright, patent and trademarks.
- Customs procedures that are not uniformly applied
- Lack of competitive bidding for foreign government tenders.
- The application of direct or indirect subsidies by a foreign government in favor of domestic suppliers.
- Burdensome certification and testing requirements that are not required by domestic manufacturers.
- Influence pedaling - A corporate entity or country is interfering with fair trade practices at your expense.
- Bribery, corruption and requests for payoffs - When foreign bribery prevents you from competing fairly on the basis of price, quality or service.

If you feel your company's exports or foreign bids have been, or may be adversely affected by a trade barrier or unfair business practice, you may [file a complaint electronically](#) with the [Trade Compliance Center](#) within the International Trade Administration.

[Export Controls](#)

The Bureau of Industry and Security (BIS) is responsible for implementing and enforcing the Export Administration Regulations (EAR), which regulate the export and reexport of most commercial items. BIS refers to the items that are regulated as "dual-use" – items that have both commercial and military or proliferation applications – but purely commercial items without an obvious military use are also subject to the EAR.

The EAR do not control all goods, services, and technologies. Other U.S. government agencies regulate more specialized exports. For example, the U.S. Department of State has authority over defense articles and defense services. A list of other agencies involved in export controls can be found at www.bis.doc.gov or in Supplement No. 3 to Part 730 of the EAR which is available on the Government Printing Office Web site.

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

[Doing Business in Libya](#)

Libya - one of the largest countries in North Africa – boasts large oil and natural gas reserves and a consumer market of almost 6 million. Since the re-establishment of diplomatic relations with Libya in 2004, the United States has lifted economic sanctions against the country and has removed Libya from the U.S. list of states that sponsor terrorism. With these new developments, Libya is now more accessible to U.S. companies. Libya is a challenging but potentially rewarding market. With proper planning and foresight, U.S. companies can take advantage of commercial opportunities in almost every sector, from oil and gas to agriculture to telecommunications and tourism. For more information about doing business in Libya, please [click here](#).

[Market Research Reports:](#)

Selling Military Supplies and Equipment to the Government of Canada

Canada offers one of the most open, accessible and transparent public sector markets for U.S. goods and services. As the sixth highest military spending economy in NATO and the thirteenth highest military spender in the world, the Government of Canada (GoC) is a significant purchaser of aerospace, defense, and security products. Canada spent US\$19.3 billion on total military expenditures in 2008 representing a 9.6 percent increase, or \$1.8 billion increase over the last fiscal year. According to the latest budget estimates, the GoC will spend approximately \$21.2 billion in fiscal year 2009-10. U.S. organizations account for the largest share of military contract awards by the GoC. Canada trades US\$3.5 billion of defense and security products and technologies with the U.S. annually. For further details, please [click here](#).

Mexico: Labeling for Medical Devices

All medical devices to be sold in Mexico need to comply with sanitary requirements and official standards (NOMs), including labeling standards. On December 12, 2008, the Federal Commission for Protection against Sanitary Risks (COFEPRIS) published the official standard for labeling of medical devices: NOM-137-SSA1-2008. This standard specifies the information that must be contained on labels of domestic and foreign manufactured medical devices for sale to Mexican consumers. This standard applies to health care materials, diagnostic agents, contrast mediums, dental materials, prostheses, orthotics, functional aids, surgical materials, and products for hygiene, laboratory kits, laboratory tests, other medical instruments, apparatus, equipment, devices and accessories. For more information about labeling medical devices for export to Mexico, please [click here](#).

Overview of the Plastic Industry in Central Mexico

During the last few years, the plastic industry has been growing steadily from three to five percent a year. However, 2009 represented a setback because of the global economy slowdown, which affected the consumption and pricing. 2010's forecast of growth for this industry is approximately 2% for raw materials, reported by the National Association of the Plastic Industry (ANIPAC). Mexico City and the metropolitan area still represent the major production area in Mexico nationwide. Mexico consumes around 5.3 million tons a year of plastic products and 4 million tons for raw materials. There are many business opportunities for U.S. companies with a decent market of 100 million Mexican consumers. Direct plastic consumption per capita in Mexico is 48 kg a year. For further details, please [click here](#).

[April 2010 Calendar of Events](#)

Date:	Event:	Contact:
April 6, 2010	Minority and Women's Breakfast Metro Tech Economic Development Center	capccokc@coxinet.net
April 14, 2010	Oklahoma World Trade Conference Hilton Inn, Tulsa Southern Hills	918-581-7650 or 405-608-5302



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Volume XXVII, Number 6

March 2010

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Registration will begin at 9:00 a.m., and the conference will be held from 9:30 a.m. to 2:00 p.m. To open the conference, a Proclamation of World Trade Day in Tulsa will be presented.

The topic of the morning session will be **"Any Sale Is a Gift Until You Have Been Paid" – Part One: 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.**

Despite the sheer size of the global marketplace, many U.S. exporters are unsuccessful in selling, getting repeat sales, increasing their market presence, and winning new sales contracts against foreign competitors! Why? Because of payment terms usually demanded of the foreign buyers! It is a costly mistake for the seller and not the buyer. Learn from the experienced speaker and panelists how successful U.S. and Oklahoma companies use trade finance as a selling tool in the global selling arena.

The presentation by Gabe DiGiorgio, Vice President International Banking, Commerce Bank, Kansas City, Missouri will be followed by a discussion of panelists. The panel discussion will include John Blum, Financial Management Analyst, U.S. Small Business Administration, St. Louis, Missouri; Rick Meyers, Chief Financial Officer, Tulco Oils, Tulsa, Oklahoma; and John Johnson, S.W. Business Development Officer, Export-Import Bank of the United States, Houston, Texas. A question-and-answer session will follow.

At the luncheon the **2010 Governor's Award for Excellence in Exporting** will be presented and **U.S. Department of Commerce Export Achievement Certificates** will be presented to several Oklahoma companies.

The afternoon session will be a discussion of **"Nothing Happens Until Something Is Sold" - Part Two: The Changing Winds of International Trade – Selling and Making Sales in Today's Competitive International Marketplace.**

With the recent and lingering international financial crisis the global economy has suffered its biggest shock in a generation. As a result, newly developing economies (Brazil, China, India, and Russia) are rapidly becoming savvy and aggressive competitors in the international trade arena and are shifting the economic center of gravity from West to East thus changing the rules of the game and requiring U.S. and Oklahoma companies to rethink how they go to the new international marketplace. Come and learn from an experienced speaker and panelists about marketing and sales practices that can make your company more competitive in the new international market arena.

The presentation by Jerry Fulcher, National Sales Director, Advanced Chemical Technologies, Oklahoma City, Oklahoma will be followed by a discussion of Oklahoma company panelists. The panel discussion will include Stephen R. Smith, Director of Customer Sales, Crosby International, Tulsa, Oklahoma; Anthony Chandler, Vice President, Administration, Wilco Machine & Fab Inc., Marlow, Oklahoma; and Douglas Hughes, Vice President, Business Development, Mathey-Dearman, Inc., Tulsa, Oklahoma. A question-and-answer session will follow.

Conference Fees:

Registration - \$85

Student – ID required - \$25

Luncheon Program only - \$35

Corporate Table (8 Attendees) - \$595

Corporate Contributory Sponsorship (4 Attendees) - \$500

Display Table (Includes Registration for 2 Attendees) - \$270

Registration fees include information packets, continental breakfast, and luncheon.

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

<http://www.acteva.com/go/okdecowtc2010>

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.** Cancellation policy is a full refund until April 7th. From April 8-13, refunds will be subject to a \$35.00 cancellation fee per registrant. No refunds will be given the day of or after the event.

For registration or additional information, call 405-608-5302, 918-581-7650, or 800-879-6552, extension 223, or e-mail ashley.wilson@trade.gov.

Registration Form – Oklahoma World Trade Conference – April 14, 2010

****Advanced Registration Required****

Please mail to: U.S. Department of Commerce, 301 N.W. 63rd Street, Suite 330, Oklahoma City, Oklahoma, 73116

Make check payable to Oklahoma District Export Council

Name(s): _____ Title: _____

Company: _____

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

Telephone: _____ Fax: _____

E-mail: _____ Website: _____

Number of Attendees: _____ Number of Student Attendees: _____

Number of Luncheon Attendees: _____ Corporate Table: _____

Contributory Sponsorship: _____ Display Table: _____ Amount Enclosed: \$ _____

Exporting 101: Basics of Exporting Workshop – May 11, 2010 – 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 May 11, 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 North Hall of OSU-Tulsa, 700 North Greenwood Avenue, Tulsa, OK. 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. **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.

Registration Form – Basics of Exporting Workshop – May 11, 2010

****Advanced Registration Required****

Please mail to: U.S. Department of Commerce, 301 N.W. 63rd Street, Suite 330, Oklahoma City, Oklahoma 73116

Make check payable to Oklahoma District Export Council

Name(s): _____ Title: _____

Company: _____

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

Telephone: _____ Fax: _____

E-mail: _____ Website: _____

Number of Attendees: _____ Amount Enclosed: \$ _____

Methods of Payment

Cash-in-Advance – With this payment method, the exporter can avoid credit risk, since payment is received prior to the transfer of ownership of the goods.

Letters of Credit - Letters of credit (LCs) are among the most secure instruments available to international traders. An LC is a commitment by a bank on behalf of the buyer that payment will be made to the exporter provided that the terms and conditions have been met, as verified through the presentation of all required documents.

Documentary Collections - A documentary collection is a transaction whereby the exporter entrusts the collection of a payment to the remitting bank (exporter's bank), which sends documents to a collecting bank (importer's bank), along with instructions for payment.

Open Account - An open account transaction means that the goods are shipped and delivered before payment is due, usually in 30 to 90 days. Obviously, this is the most advantageous option to the importer in cash flow and cost terms, but it is consequently the highest risk option for an exporter.

For further information about the various methods of payment, please go to http://www.export.gov/finance/eg_main_018103.asp.

Brazil Announces List of Products Subject to Tariff Increases

On March 8, 2010, Brazil released a [list of over 100 products](#) that will be subject to significant duty increases, effective April 7th, 2010.

The Brazilian action is the result of an ongoing dispute between Brazil and the United States over US cotton programs. The impacted products span a broad range of sectors including agricultural goods (fish, nuts, fruits), food supplements, medications, cosmetics, tires, textile items, jewelry, cell phones, other electronic goods, automobiles, and watches.

The tariff increases range from 8 percent to 14 percent on medications and from 8 percent to 100 percent on cotton. Tariffs on other products may double or even triple.

The list of products, according to a Brazilian government press release, may affect some \$591 million of U.S. exports. An additional \$238 million of US services exports and intellectual property rights fees may be affected should the Brazilian government elect to implement further retaliatory measures.

For further information, please go to http://www.export.gov/articles/eg_main_021393.asp.

Africa, Near East, and South Asia (ANESA) Region Business Conference: Uncovering New Export Markets in the ANESA Region - May 11 & 12, 2010 - Radisson Plaza Hotel - Minneapolis, MN

Uncover profitable export opportunities in 20 countries in only two days! Explore new opportunities in high-potential markets, gain insights regarding developing a market entry or market expansion strategy, and tap into resources needed to succeed in markets in the Africa, Near East and South Asia (ANESA) region. The International Trade Administration is providing 18 Senior Commercial Service Officers from the ANESA region to present information about their respective countries and to hold pre-scheduled one-on-one meetings with conference attendees. The conference also features other government and industry leaders. Countries included in the ANESA region are as follows: Afghanistan, Algeria, Egypt, Ghana, India, Iraq, Israel, Jordan, Kenya, Kuwait, Lebanon, Libya, Morocco, Nigeria, Pakistan, Qatar, Saudi Arabia, Senegal, South Africa, and the United Arab Emirates. The event is sponsored by the Minnesota District Export Council, in cooperation with the U.S. Commercial Service.

For further information or to register, please go to http://www.export.gov/eac/show_detail_trade_events.asp?EventID=16354 or <http://www.exportassistance.com>

April 2010 Calendar of Events

Date:	Event:	Contact:
April 6, 2010	Minority and Women's Breakfast Metro Tech Economic Development Center	capccokc@coxinet.net
April 14, 2010	Oklahoma World Trade Conference Hilton, Tulsa Southern Hills	918-581-7650 or 405-608-5302



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A joint newsletter of the Oklahoma Department of Commerce and the U.S. Department of Commerce

Volume XXVII, Number 7

April 2010

Wilco Machine & Fab. Inc. Receives the 2010 Governor's Award for Excellence in Exporting

Wilco Machine & Fab. Inc. received the 2010 Governor's Award for Excellence in Exporting. Charles D. Mills, Chairman, Oklahoma District Export Council, presented the awards during the 27th Annual Oklahoma World Trade Conference held at the Hilton, Tulsa Southern Hills in Tulsa, Oklahoma on April 14, 2010.

Wilco staff began laying the foundation for an aggressive export growth strategy mid-year 2007. The process was initiated with an evaluation of the Wilco equipment portfolio in relation to potential demand for the equipment in international markets. This evaluation clearly dictated that Wilco would need to expand the portfolio of equipment offered to meet specifications and functional needs required in many international markets. Wilco leadership responded by hiring additional knowledge based engineering staff and aggressively grew the equipment and product lines required to be an international equipment supplier to the worldwide oil, gas and geothermal energy services markets. To date, Wilco is continuing to grow its engineering staff in order to focus on the design, release and support of new equipment and products for Wilco's expanding global customer base.

Also initiated in 2007, was an effort to aggressively research international oil, gas, and geothermal energy markets. Wilco leadership wanted to clearly understand what geographical regions were growing and which energy service companies were likely to support these areas. Wilco's approach was to utilize a number of research sources in order to capture an abundance of information in the shortest possible time. These avenues included the Research Wizard at the Tulsa Public Library, Oklahoma Manufacturing Alliance Research tools, Cameron University's Center for Emerging Technologies and Entrepreneurial Studies, Oklahoma State University, as well as extensive research provided by the Oklahoma Department of Commerce and U.S. Department of Commerce.

In addition to the Oklahoma Department of Commerce (ODOC) just providing research, Wilco was also invited by ODOC to participate in two trade missions. These trade missions, (Brazil and U.A.E.), offered an extensive amount of insight into additional opportunities for growing Wilco's customer base in South America and the Middle East region. Both trade missions resulted in growth opportunities for Wilco which have since expanded Wilco's customer base.

An additional tool that Wilco also gained a great deal of value from was the ExporTech Program initially sponsored by the Oklahoma Manufacturing Alliance and the Oklahoma and U.S. Departments of Commerce. The ExporTech Program offered companies new to export markets an opportunity to develop a comprehensive export plan and to have the plan reviewed and critiqued by international business experts. Wilco's participation in the ExporTech Program facilitated its development of the Company's first export plan in 2008. Thereafter, the plan has been reviewed, updated and modified every quarter to accommodate ever changing global markets.

Wilco leadership summarized their success story by stating "success came from our leadership making a commitment to aggressively focus on export growth, effectively utilizing every available resource, successfully launching an aggressive global marketing campaign and implementing a "real time" export strategy.

Chairman Mills also presented seven Oklahoma exporters – **DCA Inc., NanoBioMagnetics, Inc., Oasis Supply & Trade, LLC, Digital Designs, Inc., Unitherm Food Systems, Inc., Vacuworx International, and Wilco Machine & Fab. Inc.** – with the U. S. Commercial Service’s Export Achievement Certificate. The certificate program is designed to showcase the important role that exporting plays in our national economy, to highlight the contributions made by exporters to their local communities, and to recognize new and existing exporters.

Exporting 101: Basics of Exporting Workshop – May 11, 2010 – 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 May 11, 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 in room 150 at the North Hall of OSU-Tulsa, 700 North Greenwood Avenue, Tulsa, OK. 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 2. 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.

Exporting 101: Shipping and Documentation Workshop – June 8, 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 Tulsa, on June 8, 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 in room 250 at the North Hall of OSU-Tulsa, 700 North Greenwood Avenue, Tulsa, OK. 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.**

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. 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 918-581-7650, 405-608-5302 or 800-TRYOKLA, extension 223.

Registration Form – Basics of Exporting/Shipping and Documentation Workshop
****Advanced Registration is Required****

Please mail to: 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 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: \$ _____

Doing Business in Indonesia:

Indonesia is Southeast Asia's largest economy and has delivered consistently high annual growth exceeding 6% in both 2007 and 2008. During the difficult global conditions of 2009, Indonesia's economy was among the top worldwide performers. The consumer market continues to lead growth in what is now the world's fourth largest country with 237 million citizens, 50% of whom are under the age of 30. Indonesia is a thriving democracy with significant regional autonomy. It is located on the world's major trade routes and has extensive natural resources.

Opportunities in Indonesia:

- Important opportunities exist in mining, energy, agribusiness equipment and services.
- The aircraft market favors U.S. products. Aircraft, replacement parts and service are valuable and significant markets.
- Telecommunications technology and satellites remain excellent areas for American products and services.
- The expansion of banking to previously underserved customers offers software and systems opportunities.
- Education and professional training, research, medical equipment and high-quality American agricultural commodities all retain their market edge even with premium prices.
- Emerging opportunities include palm oil biofuel processing, clean energy and technology to improve local production capacity.
- Growing markets include: renovation and construction of regional and municipal infrastructure, military upgrading, safety and security systems and protection of sea-borne traffic.

For further information about doing business in Indonesia, please go to http://www.buyusainfo.net/docs/x_2208484.pdf.

Special Promotions for the July 2010 Edition of Commercial News USA – Free Arabic Language Translation Offer:

You can promote your products worldwide at a discounted rate in two consecutive issues of Commercial News USA and have your ad translated into Arabic – for free!

Place an ad in the July-August 2010 issue of Commercial News USA at the standard one-time rate and get a second ad in the September-October issue at 50% off. You also will receive a free listing ad, translated into Arabic, that will be included as a special insert in with the September-October 2010 issue.

The deadline for space reservations and materials is Friday, May 14th. For more information or to reserve space in the next issue, call 1-800-581-8533, Ext. 822.

Market Research Reports:

Saudi Arabia: Heavy Equipment

The heavy equipment industry witnessed high demand due to the growth the country has made in the construction and oil and gas sectors in the past five years. High oil prices and the subsequent investment in sectors such as infrastructure, property, manufacturing and trading, among others, have supplemented this demand. Real growth in the construction sector of Saudi Arabia reached 3.9 per cent in 2009 with real estate growing by 1.8 per cent according to report from the Ministry of Finance. In addition to a wide range of commercial and residential developments, Saudi Arabia has also embarked on a diverse range of education, transportation, agriculture and other infrastructure development projects, which has further boosted the demand for specialized construction technology and equipments. More than 720 projects with a total budget of more than \$430 billion are currently in the pipeline confirming Saudi Arabia's position as the Middle East's leader in the construction industry. For further details, please [click here](#).

Canada: Construction Equipment

The Canadian construction equipment market was valued at US\$4.8 billion in 2008. Imported construction equipment dominates the Canadian market. In 2008, Canada imported US\$6.05 billion of equipment that was used in the construction industry (residential, commercial, industrial and institutional). The United States was the leading supplier, accounting for US\$4.01 billion, or 66.3 percent of the import market. Japan is the United States' major competitor, followed by Germany, Sweden, the United Kingdom, China, and South Korea. The strength of the Canadian dollar continues to stimulate U.S. equipment competitiveness in Canada.

Residential construction comprises the largest of the construction segments and is again on an upward trend. However, non-residential construction will take awhile to recover. There is excess capacity in office space and on the plant floor. Government sponsored non-residential work, which is mainly in the engineering/civil category, is also growing due to stimulus funding.

Construction equipment is in demand in the following categories: cranes, forklifts, front end shovel loaders, mechanical shovels and excavators, parts of boring or sinking equipment, parts of cranes/work trucks/shovels, and dumpers for off-highway use. For more information, please [click here](#).

May/June 2010 Calendar of Events

Date:	Event:	Contact:
May 11, 2010	Basics of Exporting Workshop OSU-Tulsa	918-581-7650 or 405-608-5302
June 1, 2010	Minority and Women's Breakfast Metro Tech Economic Development Center	capccokc@coxinet.net
June 8, 2010	Shipping and Documentation Workshop OSU-Tulsa	918-581-7650 or 405-608-5302



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[Website Design for a Global Marketplace – August 25, 2010 – Tulsa, OK](#)

[Is your company's website prepared to handle overseas customers? E-commerce is increasing rapidly in the United States, and even more so outside of the United States!](#)

Many small and medium sized businesses have become savvy in finding customers and selling their products through their websites. However, with the high-speed and expanding reach of today's business environment, companies are finding it necessary to continually adapt, improve, and more effectively use, their websites to appeal to and accommodate international customers. But with constraints on staff and budgets, companies are also faced with the need to maximize outreach strategies. Let's make it a little easier.

If you've ever asked yourself if there are simple tools and best practices to make your company's website work for you in attracting foreign buyers, distributors, and customers, then this seminar is 2G2BT...too good to be true that is!

For a fee of only \$35, join the U.S. Commercial Service and its tech-savvy speakers for this event on August 25, 2010! The workshop will be located at OSU-Tulsa, 700 North Greenwood Avenue, Tulsa, OK and will be held from 8:30 a.m. to 12:30 p.m. After this training, you'll have the information necessary to improve your company's ability to find and fulfill international orders to meet your web-based bottom line!

Participants will learn:

- Simple, inexpensive modifications that will improve your websites ability to attract and retain customers;
- How to refine websites to specifically target international customers through website internationalization, regionalization and localization;
- Best practices and techniques related to website translation;
- Proactive promotion of websites overseas, including advice on Search Engine Optimization (SEO;)
- Leveraging internet tools to target foreign markets and track inquiries; and
- International eCommerce options, risks and foreign payment mechanisms

For further information or registration call 405-608-5302 or 800-TRYOKLA, extension 223 or e-mail ashley.wilson@trade.gov. Advanced registration is required.

[Doing Business in Singapore](#)

Market Overview:

In 2009, Singapore was the United States' 11th largest export market (up from 12th place in 2008) and 13th largest trading partner (up from 17th place in 2008). This reflects Singapore's important role as a major distribution center, serving as the gateway to the region. The Singapore economy contracted by 2.0% in 2009 but is expected to expand by 4.5% to 6.5% in 2010, according to the Government of Singapore (GOS). Private economists are more optimistic, forecasting a growth of up to 7.0% this year,

supported by the expected strong expansion of the services sector and the recovery of other Asian economies.

During the first six years of the U.S. Singapore Free Trade Agreement, which came into effect on January 1, 2004, two-way trade has increased 41% and U.S. exports by nearly 74%. In 2009, the United States overtook Malaysia to become Singapore's largest supplier of imported goods. The other major suppliers were China, Japan, Indonesia, South Korea, Taiwan, France, Thailand and Saudi Arabia.

Market Challenges

Singapore is a small and open market and the main challenge for American companies is strong competition from both foreign and local suppliers. Although the GOS is committed to maintaining a free market, it plays a dominant role (via government-linked companies) in the domestic economy. Singapore imposes no tariffs on most goods, but for social and/or environmental reasons, it levies high excise taxes on distilled spirits and wine, tobacco products, motor vehicles, and gasoline.

Market Opportunities

Best prospects for U.S. companies in Singapore include: oil and gas equipment, aircraft and parts, pollution control equipment, telecommunications equipment, computer hardware and software, laboratory and scientific instruments, medical devices, electronics, university education services and franchises. Businesses that can enhance productivity should be able to tap into opportunities arising from Singapore's efforts to implement the recommendations of its influential Economic Strategies Committee (www.esc.gov.sg).

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

[Rebuild Chile Expo 2010 – June 15-17, 2010 – Santiago, Chile](#)

Rebuild Chile Expo 2010 is a trade event that responds to the enormous need; immediate, medium and long term rebuilding of Chile's severely damaged provinces resulting from the February 2010 earthquake. Chile's government has the will and vision to complete the reconstruction process. The U.S. Commercial Service in Santiago will support U.S. companies coming to Chile for business expansion in support of the rebuilding process. This three day event includes presentations from representatives from the Chilean Ministries of Reconstruction, Public Works, Housing, Energy, Finance and Health. To view a detailed program itinerary please [click here](#).

U.S. attendees have three participation options:

- **EXHIBITOR:** U.S. companies interested in exhibiting can find exhibition applications at: http://www.exporebuildchile.com/uploads/Rebuild_Chile_Space_App_4-13-2010.pdf
- **EXECUTIVE CLUB:** For those unable to exhibit, the "Executive Club" package provides many of the same participation benefits as exhibitors. The Executive Club package includes access to the show, admittance to the conference, and use of shared meeting facilities. Executive Club application can be found at: http://www.exporebuildchile.com/uploads/Special_Programs_Contract.pdf.
- **PRODUCT CATALOG DISPLAY ONLY:** For those companies that cannot attend the event, the Product Catalog Display Only option is a perfect solution. Your company will be represented through your product literature in a dedicated catalog display area. Applications can be found at: http://www.exporebuildchile.com/uploads/Special_Programs_Contract.pdf.

Rebuild Chile Expo 2010 is organized by Kallman Worldwide Inc. **For additional information contact:** Christa March at 201-251-2600 Ext. 116 or ChristaM@Kallman.com or contact Mitch Larsen, Senior Commercial Officer, United States Commercial Service – Santiago Chile at mitch.larsen@trade.gov.

[Executive-Led Trade Mission to Baghdad, Iraq – October 2010](#)

Iraq continues to improve its security and to build an environment that is more conducive to trade and economic development. In November 2009, the Iraq Parliament passed an amendment to Investment

Law No. 13 that would allow foreigners to own land for housing projects. It is designed to help streamline regulations and applications for foreign business and investment. Iraq's government has budgeted over \$80 billion for infrastructure development, focusing on a number of large projects relating to construction, highways, railways, telecommunications, and security and defense.

The U.S. is Iraq's 3rd largest trading partner, directly behind Syria and Turkey. This trade mission offers U.S. company representatives an excellent introduction to a broad range of Iraq officials as well as an opportunity to begin identifying appropriate business partners. In Baghdad, Iraq, where deals are made on the strength of personal contacts, this mission will include face-to-face business appointments with prospective agents, distributors, and end-users; meetings with government officials; updates on major projects; Embassy briefings on doing business in the region; and networking events. U.S. Commercial Service staff from the region will also be available for export counseling.

The mission will be comprised of U.S. firms representing a cross section of U.S. industries with growing potential in the target markets, including, but not limited to the following sectors: oil and gas (including oil field and upstream equipment, technology, and services); construction (including engineering, architecture, transportation, and infrastructure); and information and communications technology.

Apply by July 19, 2010 (no later than midnight)

Questions?

Please contact Jessica Arnold at (202) 482-2026 or at iraqmission2010@trade.gov.

[Commercial News USA - Free French Language Translation Offer](#)

Attention Exporters: You can promote your products worldwide at a discounted rate in two consecutive issues of Commercial News USA and have your ad translated into French – for free! Place an ad in the September-October 2010 issue of Commercial News USA at the standard one-time rate and get a second ad in the November-December issue at 50% off. You also will receive a free listing ad, translated into French that will be included as a special insert in the November-December 2010 issue. **The deadline for space reservations and materials is Friday, July 9th.** For more information or to reserve space in the next issue, call 1-800-581-8533, Ext. 802.

[U.S. Department of Commerce Executive-Led Trade Mission to Saudi Arabia](#)

The mission will introduce U.S. energy and infrastructure suppliers to end-users and prospective partners from the Kingdom of Saudi Arabia. The Saudi Arabian energy and infrastructure markets are among the most dynamic in the world, and major development projects are planned in these sectors. Saudi Arabia's rapidly-growing economy and strong ties to the United States make it one of the world's most promising markets for U.S. suppliers. To help U.S. firms leverage opportunities in the Saudi energy and infrastructure sectors, a senior-level Department official will lead a trade mission to Riyadh and Dhahran, Saudi Arabia, December 6-8, 2010.

Where?

Riyadh and Dhahran, Saudi Arabia

Why?

-The Oil and Gas Sector

Major development projects in the oil and gas sector, including by Saudi Aramco, the world's largest producer and exporter of crude oil, are creating opportunities for U.S. oil and gas equipment suppliers.

-Petrochemicals

The development of downstream, value added petrochemicals industry is a cornerstone of the Saudi government's efforts to diversify the economy away from oil and gas. It will bring strong opportunities for

U.S. petrochemical and engineering companies, as well as U.S. manufacturers/suppliers of equipment, parts, suppliers and services related to the petrochemical industry.

-Construction

A combination of a large and growing economy and strong demographic fundamentals are resulting in an impressive real estate growth in Saudi Arabia. A fast-paced construction sector activity is creating a wealth of opportunity for American architecture, engineering, design and construction firms. Likewise, ambitious expansion of Saudi Arabia's transport sector, including road infrastructure, airports and seaports, is fueling demand for a broad variety of cutting-edge construction materials.

-Rapidly Growing Economy

Saudi Arabia has enjoyed budget surpluses for several years and carried cash reserves of \$452 billion in 2009.

-Strong Ties with the United States

Commercial ties between the United States and Saudi Arabia have expanded at a rapid pace, making the U.S. Saudi Arabia's largest import partner. Exports of U.S. goods and services to Saudi Arabia totaled \$10.2 billion in 2009.

Apply by

September 15, 2010 (no later than midnight)

See [Application Process and Check List](#)

Questions? Please contact Sean Timmins at (202) 482-1841 or Sean.Timmins@trade.gov or Natalia Susak at (202) 482-4423 or Natalia.Susak@trade.gov.

Market Research Reports:

Chile – Urgent Request for Medical Equipment

Due to the February 27, 2010, earthquake and tsunami that caused substantial damage in numerous hospitals and outpatient healthcare centers in the country, on April 13, 2010, the Chilean government officially requested via diplomatic missions accredited in Chile, and which expressed an interest to cooperate with the country's need to alleviate the emergency, the following types of medical equipment: autoclaves, surgical tables, surgical instruments, ECG monitors (low and medium complexity), ventilators, infusion pumps, aspiration pumps, central monitors, echo tomography, mobile incubators, dental equipment, and ophthalmoscopes. For further details, please [click here](#).

Australia – Materials Handling Equipment

Australia's demand for materials handling equipment (MHE) is US\$2.8 billion. Imports constitute 67 percent of the market; with imported equipment from the United States totaling 19 percent. MHE has applications in Australia's mining, farming, and manufacturing sectors. Since 2002, a nation-wide drought has adversely affected Australia's agricultural sector. The Global Financial Crisis (GFC) briefly dampened demand for capital equipment in the manufacturing and mining sectors. While demand in the manufacturing sector is expected to recover slightly, mining companies anticipate strong demand for capital equipment, including MHE. In light of rising world commodity prices and capital spending, the future for U.S. MHE suppliers to Australia, particularly within the mining sector, looks positive. For further information, please [click here](#).

August 2010 Calendar of Events

Date:	Event:	Contact:
August 3, 2010	Minority and Women's Breakfast Metro Tech Economic Development Center	capccokc@coxinet.net
August 25, 2010	Website Design for a Global Marketplace OSU-Tulsa	405-608-5302, 918-581-7650, or 800-TRYOKLA, ext. 223



OKLAHOMA INTERNATIONAL TRADE BULLETIN



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

A joint newsletter of the Oklahoma Department of Commerce and the U.S. Department of Commerce

Volume XXVII, Number 9

June 2010

Website Design for a Global Marketplace – August 25, 2010 – Tulsa, OK

Is your company's website prepared to handle overseas customers? E-commerce is increasing rapidly in the United States, and even more so outside of the United States!

Many small and medium sized businesses have become savvy in finding customers and selling their products through their websites. However, with the high-speed and expanding reach of today's business environment, companies are finding it necessary to continually adapt, improve, and more effectively use, their websites to appeal to and accommodate international customers. But with constraints on staff and budgets, companies are also faced with the need to maximize outreach strategies. Let's make it a little easier.

If you've ever asked yourself if there are simple tools and best practices to make your company's website work for you in attracting foreign buyers, distributors, and customers, then this seminar is 2G2BT...too good to be true that is!

For a fee of only \$35, join the U.S. Commercial Service and its tech-savvy speakers for this event on August 25, 2010! The workshop will be located at OSU-Tulsa, 700 North Greenwood Avenue, Tulsa, OK and will be held from 8:30 a.m. to 12:30 p.m. After this training, you'll have the information necessary to improve your company's ability to find and fulfill international orders to meet your web-based bottom line!

Participants will learn:

- Simple, inexpensive modifications that will improve your websites ability to attract and retain customers;
- How to refine websites to specifically target international customers through website internationalization, regionalization and localization;
- Best practices and techniques related to website translation;
- Proactive promotion of websites overseas, including advice on Search Engine Optimization (SEO;)
- Leveraging internet tools to target foreign markets and track inquiries; and
- International eCommerce options, risks and foreign payment mechanisms

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 two. 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 918-581-7650, 405-608-5302 or 800-TRYOKLA, extension 223.

Registration Form – Website Design for a Global Marketplace
****Advanced Registration is Required****

Please mail to: 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 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: \$ _____

[Frequently Asked Questions \(FAQs\) about Export Licensing Requirements for Commercial Items](#)

Q. Is there a list of restricted countries to which I can not export?

A. Restrictions vary from country to country and from item to item. The most restricted destinations are the embargoed countries and those countries designated as supporting terrorist activities, including Cuba, Iran, Sudan, and Syria.

Q. How do I know if my shipment needs an export license?

A. The first step is knowing your item's Export Control Classification Number (ECCN). ECCN entries are found on the Commerce Control List (CCL) and identify reasons for control which indicate licensing requirements to certain destinations. Other reasons an export license may be required for your shipment relate to concerns about the parties to the transaction and the end-use of the item.

Q. Do all items have an ECCN ?

A. Many commercial goods are not on the Commerce Control List and do not have an ECCN. These goods are designated as EAR99. EAR99 items generally consist of low level technology, consumer goods, etc. and do not require a license in most situations. However, if your proposed export of an EAR99 item is to an embargoed country, to an end-user of concern, or in support of a prohibited end-use, you may be required to obtain an export license.

Q. Where do I find the Commerce Control List?

A. The Commerce Control List is part of the Export Administration Regulations (EAR) which can be found on the Government Printing Office's EAR database at http://www.access.gpo.gov/bis/ear/ear_data.html. Scroll down the page to Part 774 and below are the ten categories of the Commerce Control

For the complete guide of FAQs about export licensing requirements, please go to http://www.bis.doc.gov/pdfpublications/bis_booklet.pdf.

[North American Free Trade Agreement \(NAFTA\) Rules of Origin:](#)

The North American Free Trade Agreement (NAFTA), is a trade agreement among the United States, Canada, and Mexico that liberalizes restrictions on trade among the three countries. Some of the agreement's objectives include:

- The [elimination of tariff or duty rates](#) (all qualifying products to Canada are now duty-free, and virtually all qualifying products to Mexico are now duty-free).
- Promoting conditions of free competition, and increasing market access and investment opportunities within the free trade area.

In NAFTA, the Rules of Origin refer to product specific rules that stipulate what must happen to inputs from non-NAFTA countries for the final, exported product to qualify for NAFTA benefits. The rules are listed in [HTSUS General Note 12\(t\)](#) by HS code heading or subheading and may require a tariff shift which means that the foreign input must have a different heading or subheading than the exported product. Rules of origin may also require that exported products with foreign inputs contain at least a certain amount of value-added from the U.S. or other NAFTA countries.

For further information about the NAFTA Rules of Origin, please [click here](#) to view an instructional video or go to http://www.export.gov/FTA/nafta/eg_main_017791.asp.

Doing Business in Saudi Arabia:

According to the International Monetary Fund (IMF), the Saudi economy will expand 4.0% this year as increased public expenditure paves the way for sustained economic recovery. Specifically, the growth in the manufacturing sector led by the petrochemicals industry is expected to see strong demand from Asia. US\$70 billion of investment in the petrochemical sector by 2011 is expected. Likewise, power generation, water treatment, telecommunications, transportation and infrastructure sectors are expected to register strong growth. Specifically, the construction sector will be one of the main beneficiaries of continued large government outlays.

Leading sectors for U.S. export and investment for Saudi Arabia include: Engineering & Architectural Services, Construction Equipment, Medical Equipment, Water Resources Equipment, Franchising, Safety & Security, Education & Training Services, Telecommunications Services, Railroad Equipment, Electrical Power Systems, Mining Industry Equipment, Oil & Gas Field Machinery, Chemical Production Machinery, Air-Conditioning & Refrigeration Equipment, and Automotive Parts, Services & Equipment.

For further information about doing business in Saudi Arabia, please [click here](#).

Special Offers from Commercial News USA: Buy Two Ads, Get One Free and Free French and Chinese Translation

Advertise in the next two issues of Commercial News USA and receive your third ad for free. PLUS! Reserve your space in the September-October and November-December 2010 issues of Commercial News USA and receive free French and Chinese translations.

Commercial News USA, the official export promotion magazine of the U.S. Department of Commerce, reaches more than a quarter million distributors and buyers in 176 countries worldwide. Magazine specials include:

- Buy 2 ads (at the 1-time rate), get the 3rd ad free
- \$100 off any 1-time ad at the 1-time rate
- Showcase Ads Just \$499 (not eligible for 2-for-1 offer)
- Free online listing

For more information about advertising in Commercial News USA, call 1-800-581-8533 ext. 802 or send e-mail to bperret@thinkglobal.us

CE Marking:

CE marking is probably the most widely used and recognized marking required by the EU. It insures the

free movement of goods within the EEA (European Economic Area, consisting of the 27 EU Member States, Iceland, Norway and Liechtenstein). It is required for many products, from electrical equipment to toys and medical devices, and it attests the verification by a manufacturer that these products meet EU safety, health and/or environmental requirements.

Such products fall under one or more Directives – called ‘New Approach’ directives – which determine the specific requirements – called ‘essential requirements’ - that the product must meet in order to be CE marked. Such Directives typically contain references to harmonized European standards. Their use provides the manufacturer with the ‘presumption of conformity’ with essential requirements. Other non-EU standards may be used to demonstrate a product’s compliance with the applicable directive(s). In this case, manufacturers should seek certification from Member States’ test laboratories.

It is the manufacturer’s responsibility to verify that the goods he is selling comply with all relevant legislations or – if necessary – to have it examined by a notified conformity assessment body for that purpose. By placing “CE” marking on a product, a manufacturer is declaring, on his sole responsibility, that it is conformed to all legal requirements.

For further information about CE marking, please [click here](#).

Market Research Reports:

India: Opportunities in Automotive Engine Components

The Indian automotive industry is on a fast track for growth. After a brief period of reduced growth due to the economic slowdown and credit crunch during early 2009, the automobile industry has recovered and started positive growth. Major international automobile firms maintain manufacturing ventures in the country, and they compete with Indian firms. These projects manufacture small and fuel-efficient cars for both domestic and export markets. To meet the sustained domestic demand, several of them expanded their production facilities in the country. A vibrant automobile industry supports the component industry. The Indian auto component industry has reached an impressive \$19.1 billion for the fiscal year 2008-09. Local production continued to meet the domestic demand of auto components. However, the automobile industry continued to import critical components, including engine parts, and this trend is likely to continue for the next several years. A favorable government policy regime continues to support the growth of the auto and component industry. For further details, please [click here](#).

Opportunities in Panama’s Energy Sector

Panama’s Energy Sector is Booming. Panama’s solid GDP growth, expansion of the Panama Canal, and a number of other infrastructure projects have led to an aggressive road map for increasing the installed base of energy generation. In addition, plans for regional integration of transmission and a growing recognition of the importance of more efficient use of energy represent significant opportunities for U.S. companies in this sector over the next 3 – 5 years. For further information, please [click here](#).

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Volume XXVII, Number 10

July 2010

Website Design for a Global Marketplace – August 25, 2010 – Tulsa, OK

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Telephone: _____ Fax: _____

E-mail: _____ Website: _____

Number of Attendees: _____ Amount Enclosed: \$ _____

Mandatory Screening of Cargo on Passenger Flights:

Effective August 1, 2010, 100 percent of cargo flown on passenger aircraft (PAX) originating in the United States must be screened, per an act passed by Congress and signed into law by former President Bush. Beginning August 1, all PAX cargoes must now be screened at the piece level - which is the individual item within a shipment - before it can be loaded on an aircraft in the United States.

This requirement stems from the [9/11 Commission Act of 2007](#) (the "9/11 Act"), which mandates that countermeasures be taken to defend against threats that are posed to the public, transportation systems, and critical infrastructure. The PAX mandate is intended to close a large gap in the nation's aviation security, which threatens the safety of travelers and the transportation system. Earlier milestones in meeting this mandate are discussed below.

TSA responded to the Congressional mandate by creating the [Certified Cargo Screening Program](#) (CCSP). CCSP is a voluntary program which allows for industry to participate in the achievement of 100% cargo screening without impeding the flow of commerce. It facilitates screening of PAX cargo at a level of security commensurate to that of passenger baggage. While air carriers are ultimately responsible for ensuring that all cargo on their passenger aircraft has been screened, CCSP provides industry the flexibility to screen their own cargoes prior to delivery to the air carrier, to speed cargo acceptance by the carrier and to avoid system delays.

For further information, please [click here](#).

Export Training:

Whether a company is new to the idea of exporting or an experienced exporter, training is a critical component.

When looking for training, it is important to select the correct [type of training](#) to suit your needs.

- Are you looking for on-line classes or a classroom environment?
- Do you need help to get you started in exporting or do you need help entering into new markets?

- Is there a new requirement that you need to be aware of?
- Are you unable to leave your office and are interested in webinars?

Please [click here](#) for a chart that identifies a variety of training opportunities. These vendors may offer training in both online and classroom formats. To learn more about a specific training vendor or to view their course schedules, please follow the links below each vendor name.

[Doing Business in Vietnam](#)

As one of the few countries to experience strong growth, Vietnam has emerged from the global financial crisis as one of the brightest opportunities in the region. Continued strong economic growth, ongoing reform and a large population of 86 million—half of which are under the age of thirty—have combined to create a dynamic and quickly evolving commercial environment in Vietnam.

Telecommunications, information technology, oil and gas exploration, power generation, highway construction, environmental project management and technology, aviation and education will continue to offer the most promising opportunities for U.S. companies over the next few years as infrastructure needs continue to expand with Vietnam's pursuit of rapid economic development. For more information about doing business in Vietnam, please [click here](#).

[El Salvador – U.S. Products Marketing Showcase:](#)

Are you interested in identifying a distributor, representative or simply want to evaluate your product's opportunity in the Salvadoran market? Position your product in El Salvador by participating in the U.S. Commercial Service's U.S. Product Marketing Showcase!

The U.S. Product Marketing Showcase will allow U.S. companies to participate in two local shows: the 23rd International Trade Show 2010, the largest trade show in El Salvador with over 25,000 visitors; and the 6th Industrial Congress 2010.

U.S. companies from all industries are encouraged to take advantage of this marketing opportunity and participate in the U.S. Commercial Service's U.S. Product Marketing Showcase. U.S. businesses have significant export opportunities in the Salvadoran market specifically in the following sectors: food processing and packaging equipment, consumer goods, construction materials and tools, industrial products, safety and security, automotive parts and accessories, chemicals, pharmaceuticals, plastics, home and houseware items, cosmetics, medical equipment, safety and security, and agribusiness. Other products that can be featured during the events include: technology and services for conservation and protection of the environment, waste management, recycling, energy efficiency, pollution control, eco-tourism, eco-friendly construction, sustainable development, disaster prevention, and alternative fuels.

For a fee of \$300, the U.S. Commercial Service will offer:

- a) Display of the U.S. company brochures, CD roms, and other promotion materials during both trade shows.
- b) Provide a list of companies that visit the U.S. Commercial Service's Showcase.
- c) Receive trade leads of potential partners/clients (when identified).
- d) Post a profile of the U.S. company on the Commercial Service's CS El Salvador website for two months.

To participate, U.S. companies should send an email to Lidia.Sosa@trade.gov, or Cecilia.Avila@trade.gov. The deadline to register and pay is September 30, 2010.

Next Markets To Consider - C I V E T S:

You have heard of the BRICs - Brazil, Russia, India and China, but the next tier of markets to consider are:

- **Colombia** - www.buyusa.gov/colombia/en/
- **Indonesia** - www.buyusa.gov/indonesia/en/
- **Vietnam** - www.buyusa.gov/vietnam/en/
- **Egypt** - www.buyusa.gov/egypt/en/
- **Turkey** - www.buyusa.gov/turkey/en/
- **South Africa** - www.buyusa.gov/southafrica/en/

To learn more about opportunities for U.S. exporters in these markets, click on the links above.

Market Research Reports:

Saudi Arabia: Oil & Gas Sector

Saudi Arabia is the largest Arab nation in the Middle East, as well as the world's largest producer and exporter of petroleum liquids; it is currently the world's second largest crude oil producer behind Russia. Saudi Arabia's economy remains heavily dependent on oil and petroleum-related industries, including petrochemicals and petroleum refining. The country's petroleum sectors account for 45% of the GDP and 90% of export earnings.

Saudi Aramco, the state-owned oil company, has eleven upstream and downstream investment plans valued at around US \$60 billion to meet increasing world demand for energy. By the year 2020, Saudi Aramco's daily production capacity of 12 million bpd will increase to 15 million bpd. Unassociated gas is also a priority for Saudi Aramco because it presently accounts for 44% of the Kingdom's primary energy consumption. The expansion program will have foreign companies to boost oil refining capacity in Saudi Arabia and in overseas markets such as China.

To reach these ambitious production targets and to meet the growing demand for energy around the world, the country will invest billions of dollars to boost production capacity by developing new projects and upgrading existing ones. For further details, please [click here](#).

Mexico: Overview of Financial System Institutions and Regulations

[Click here](#) for basic information on the general structure of the Mexican Financial System, Institutions, and important laws for U.S. companies that want to learn about the financial organization and its regulatory framework, to better explore the Mexican market considering the legal guidelines of this industry.

If a U.S. financial firm is considering doing business or providing services in Mexico it is important to be aware of the basic legal and regulatory guidelines that govern the Mexican financial industry in order to avoid pitfalls in this sector.

August 2010 Calendar of Events

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Volume XXVII, Number 11

August 2010

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.**

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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



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

A joint newsletter of the Oklahoma Department of Commerce and the U.S. Department of Commerce

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September 2010

[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.**

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.

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