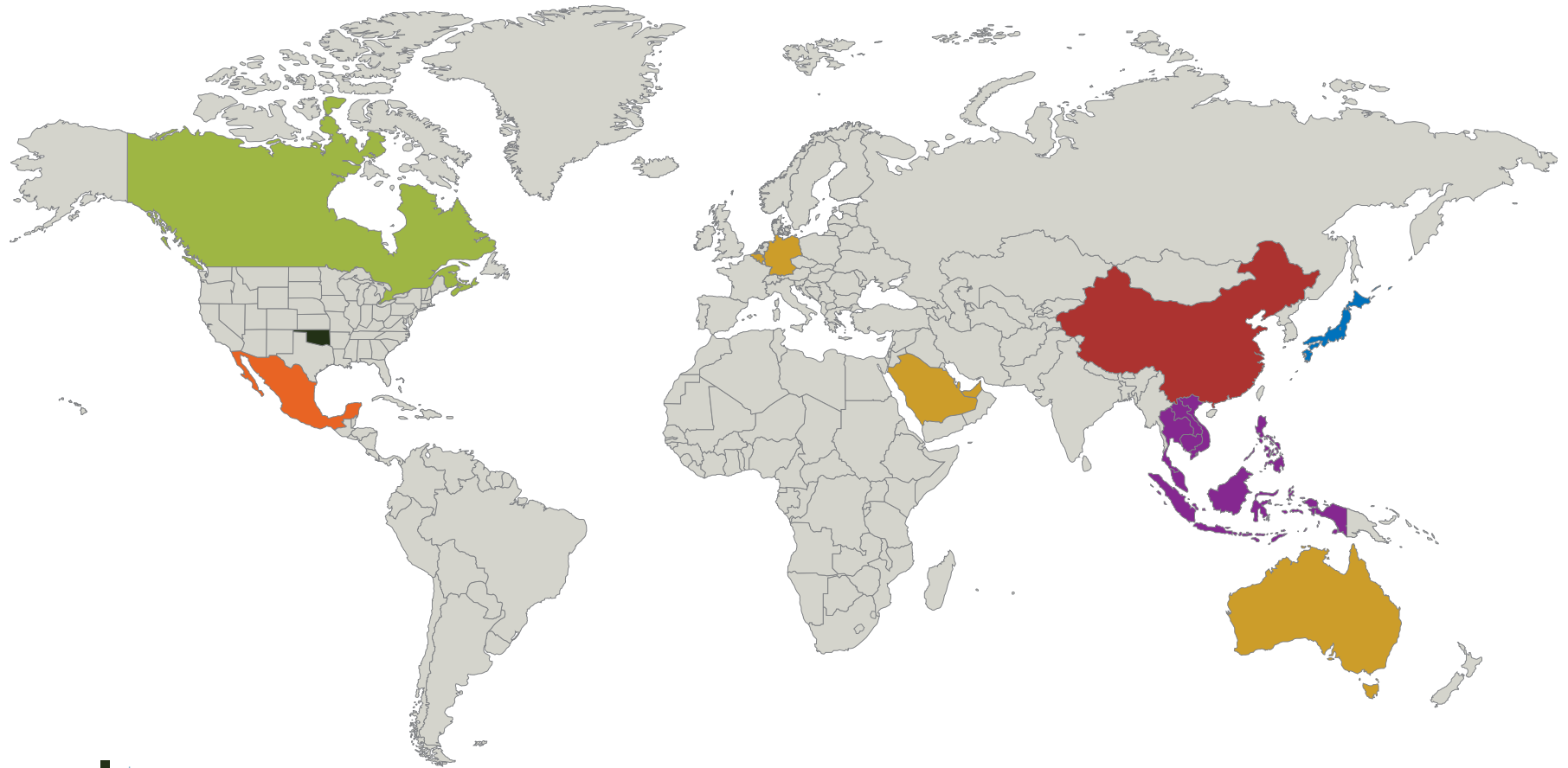




**OKLAHOMA IS: GLOBAL**

2009 OKLAHOMA EXPORT REPORT





**\$4,415,124,146**  
**TOTAL 2009 OKLAHOMA EXPORTS**

**\$90M - 116M**

- GERMANY - 2.6%
- SAUDI ARABIA - 2.3%
- UNITED ARAB EMIRATES - 2.2%
- AUSTRALIA - 2.1%
- BELGIUM - 2.1%

**\$1,369,209,854**

CANADA - 31%

**\$527,292,036**

MEXICO - 11.9%

**\$282,772,838**

JAPAN - 6.4%

**\$145,597,215**

SINGAPORE - 3.3%  
 (Southeast Asia)

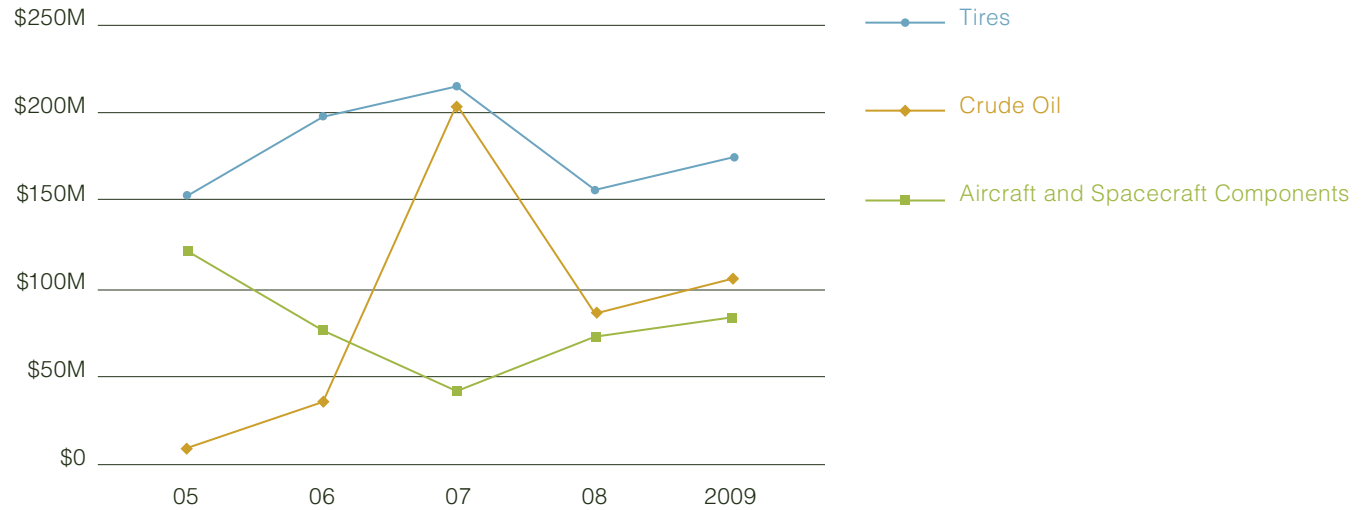
**\$136,568,454**

CHINA - 3.1%

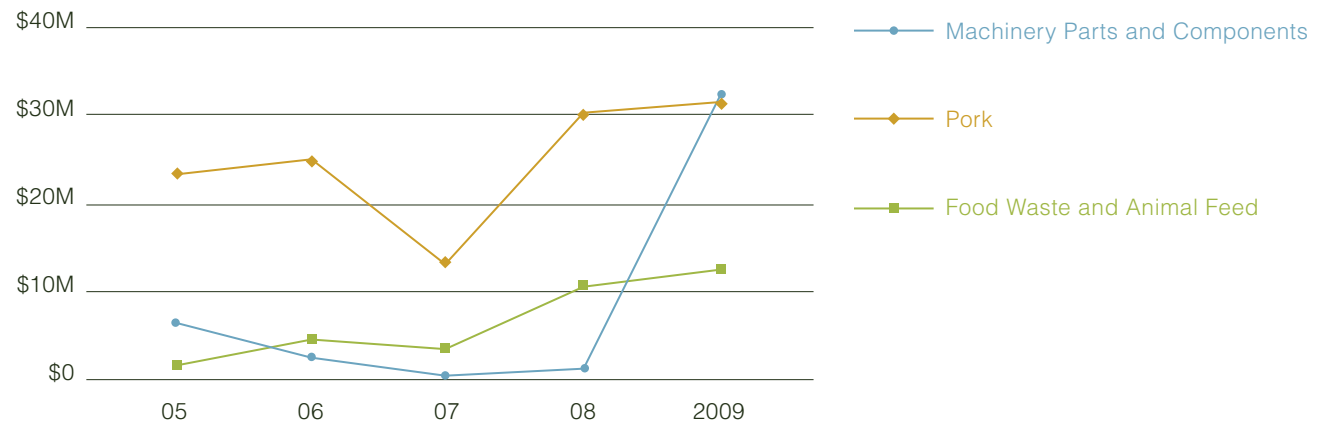
TOP REASONS FOR OKLAHOMA COMPANIES TO GROW THEIR EXPORTS...

- The innovation-driven, entrepreneurial character of Oklahoma business supports their success in global markets.
- A favorable U.S. dollar exchange rate makes American exports more competitive even in price-sensitive international markets.
- An increasing number of companies are globalizing their business models, expanding their customer bases and supply chains to meet the competitive pressures of today's shifting economy.
- International sales present growth opportunities in a shifting domestic market.

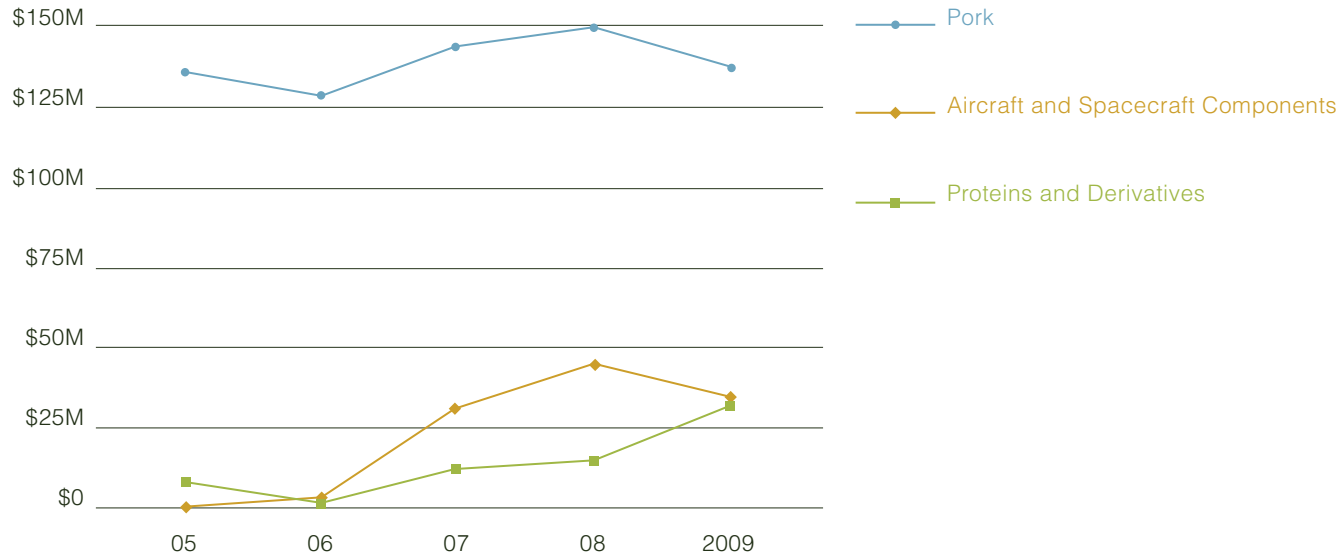
LEADING OKLAHOMA EXPORTS TO **CANADA**



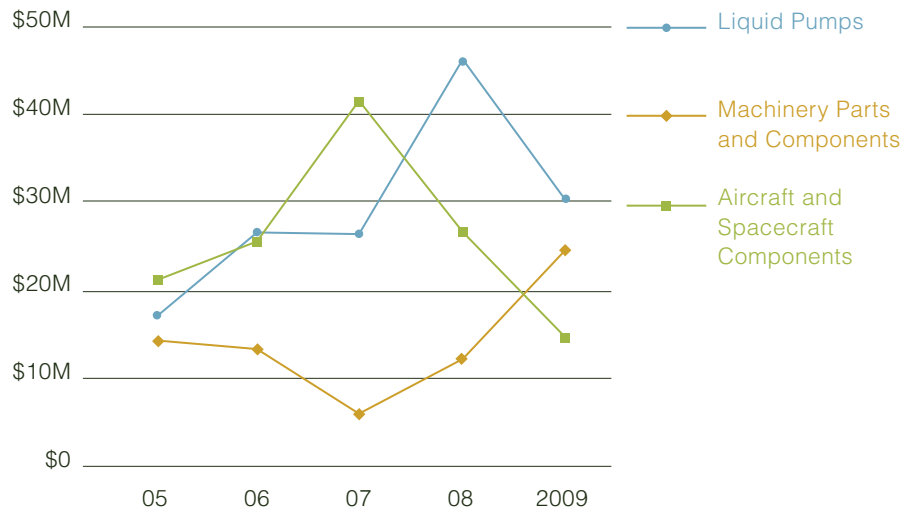
LEADING OKLAHOMA EXPORTS TO **MEXICO**



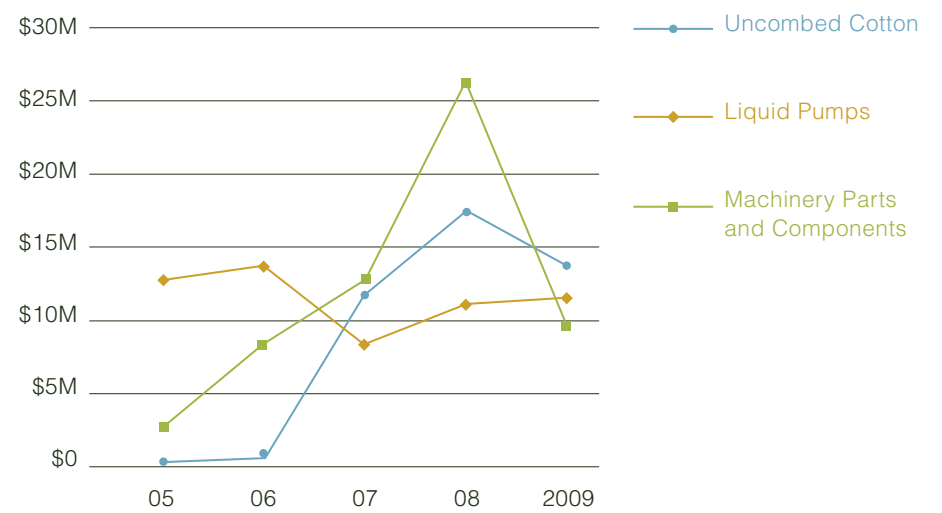
LEADING OKLAHOMA EXPORTS TO **JAPAN**



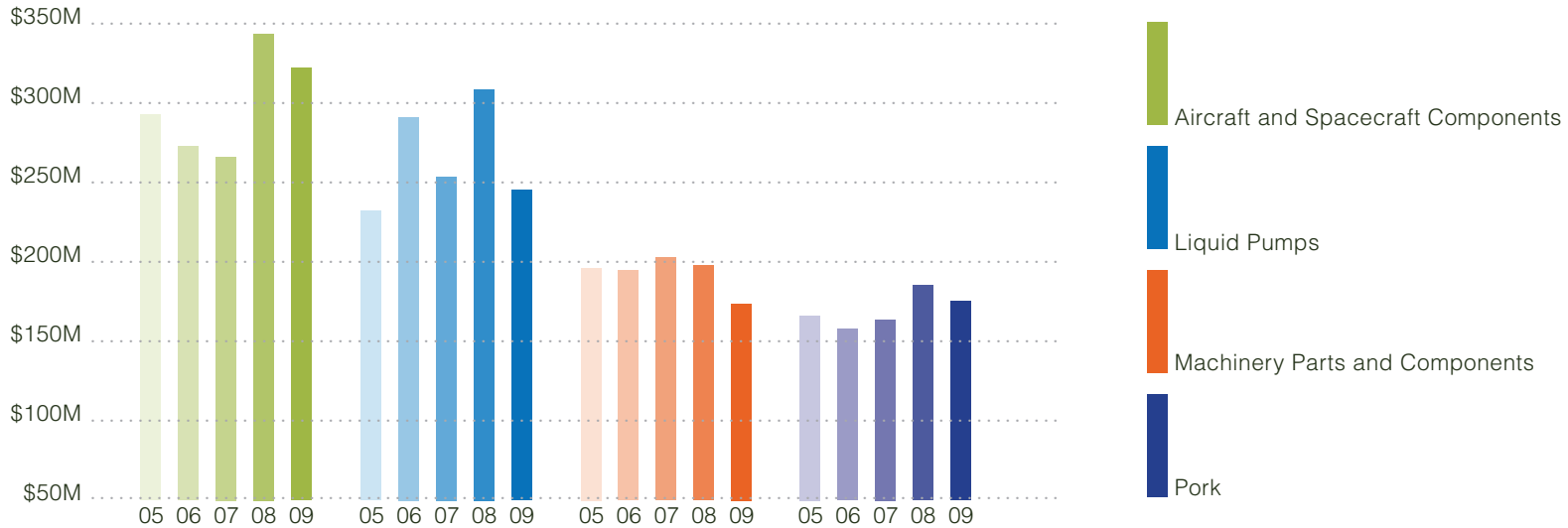
LEADING OKLAHOMA EXPORTS TO **SINGAPORE**



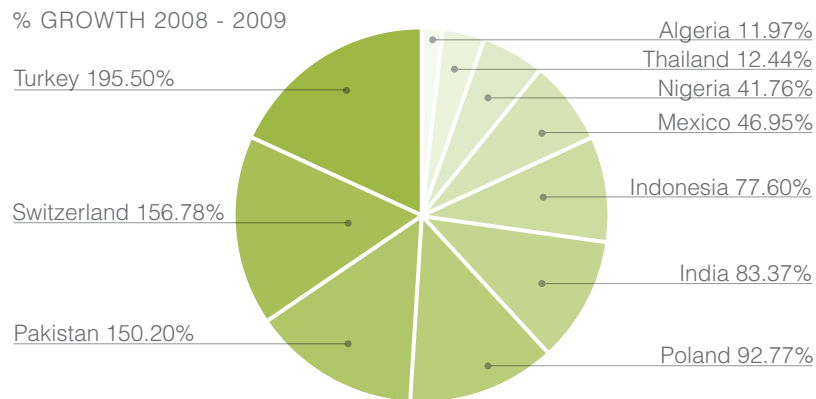
LEADING OKLAHOMA EXPORTS TO **CHINA**



LEADING OKLAHOMA EXPORTS TO THE WORLD



GROWTH MARKETS GREATER THAN \$10 MILLION (2009)



OKLAHOMA TOP GROWTH MARKETS (% of total growth)

In international markets with export sales of more than \$10 million, the most substantial growth for Oklahoma exports from 2008 to 2009 was seen in Turkey (195.50%), Switzerland (156.78%), Pakistan (150.20%), Poland (92.77%), India (83.37%), Indonesia (77.60%), Mexico (46.95%), Nigeria (41.76%), Thailand (12.44%), and Algeria (11.97%)

"Due to a major revision in export classification codes by the US Census Bureau Foreign Trade Office, the 2009 Oklahoma Department of Commerce Export Report should not be compared to previous Oklahoma Department of Commerce Export Reports."

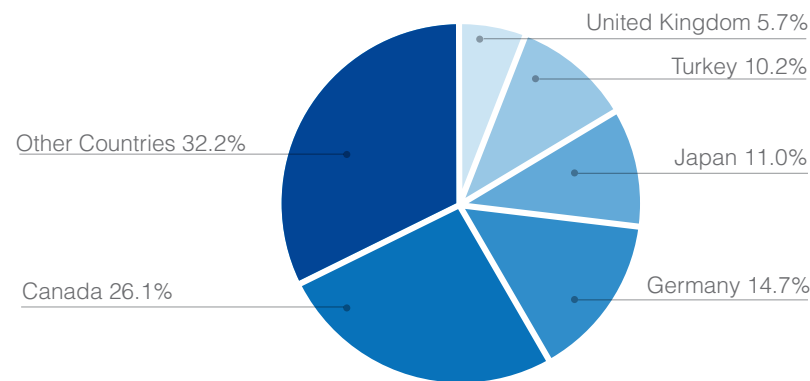
## STATES 2009 EXPORT GROWTH TO MEXICO

At nearly 47%, Oklahoma marked the third largest export growth to Mexico in the nation.

NATIONAL EXPORT RANKING 2009	STATE	EXPORTS TO MEXICO			% GROWTH 2008-2009
		2007	2008	2009	
	<b>US Total</b>	\$135,918,138,711	\$151,220,056,463	\$128,997,679,354	-14.70
47	Wyoming	\$15,509,202	\$36,438,351	\$74,115,228	103.40
51	District of Columbia	\$4,035,605	\$5,151,812	\$10,477,648	103.38
<b>33</b>	<b>Oklahoma</b>	<b>\$433,566,218</b>	<b>\$358,832,499</b>	<b>\$527,292,036</b>	<b>46.95</b>
26	New Hampshire	\$128,424,047	\$557,782,983	\$769,661,000	37.99
49	Maine	\$29,096,574	\$32,286,351	\$43,136,329	33.61
22	Washington	\$1,035,756,368	\$851,111,248	\$1,058,532,602	24.37
40	Nevada	\$177,561,462	\$185,621,224	\$218,200,082	17.55
37	Utah	\$223,808,337	\$241,904,336	\$279,759,635	15.65
28	Virginia	\$586,788,583	\$685,487,342	\$753,082,468	9.86
35	Maryland	\$465,577,772	\$413,383,511	\$429,664,413	3.94

## OKLAHOMA'S TOP 5 EXPORT MARKETS OF AIRCRAFT AND SPACECRAFT PARTS AND COMPONENTS

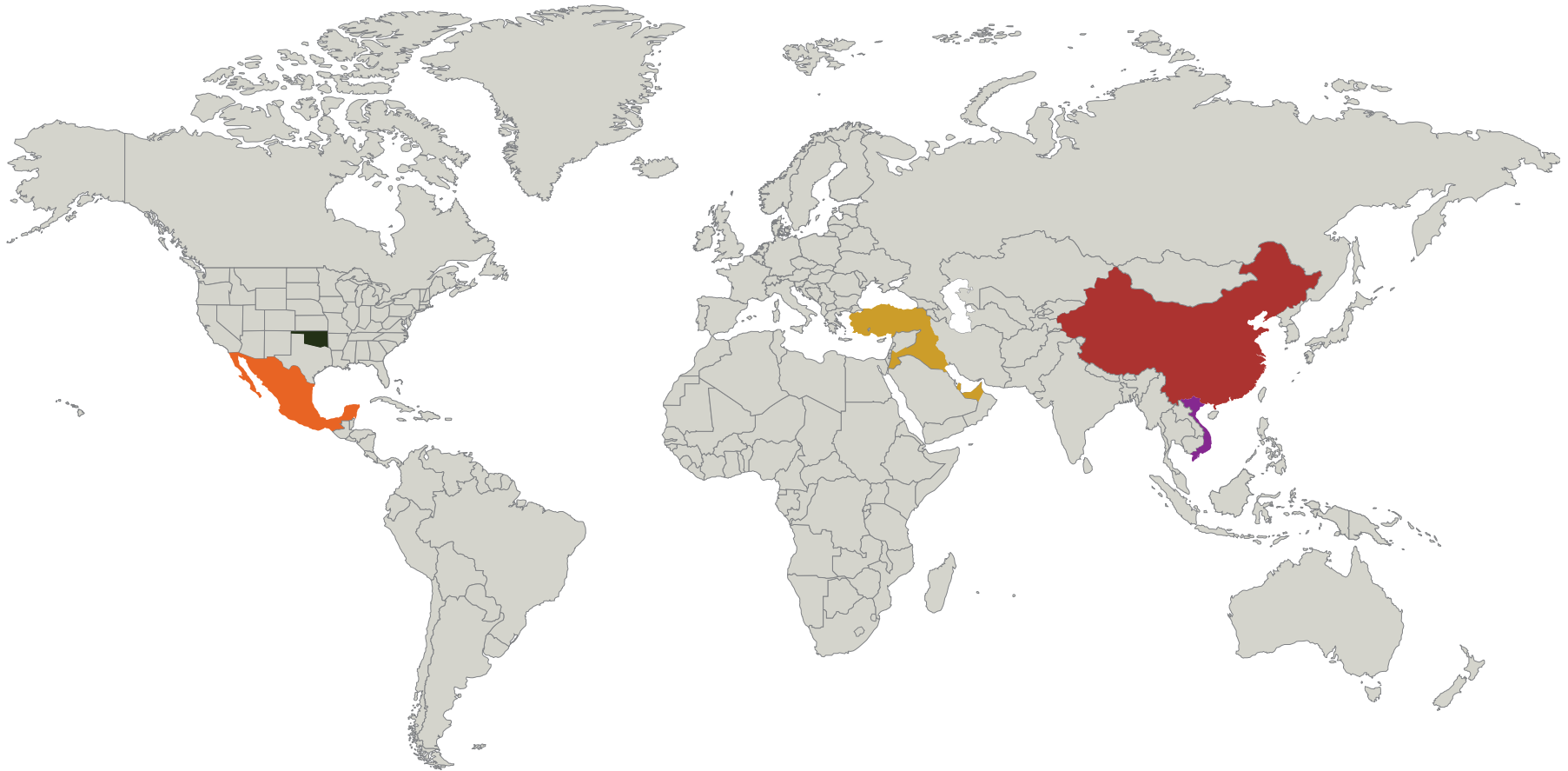
2009 TOTAL US DOLLARS	
Other Countries	103,844,754
Canada	83,663,701
Germany	46,947,535
Japan	35,063,560
Turkey	32,559,835
United Kingdom	18,210,725



Oklahoma's largest export sales in 2009 were in aircraft and spacecraft parts and components, totaling \$320.3 million in global sales and accounting for 7.25% of the state's export portfolio. Oklahoma's aerospace-related exports grew by 20% from 2007 to 2009.

Nearly 70% of the state's aerospace-related exports go to the state's five top markets: Canada, Germany, Japan, Turkey, and the United Kingdom. Canada leads the way, accounting for just over 26% of Oklahoma's total aerospace exports.

Aerospace ranked among Oklahoma's top three export industries to Canada for the first time in 2009, scoring a remarkable 15.5% growth over 2008.



**OKLAHOMA TRADE OFFICES:**

- Mexico**
- Middle East (Israel)**
- China**
- Vietnam**

During FY 2009, Oklahoma's international offices successfully assisted more than 140 clients enter and grow sales in their respective markets. Oklahoma's offices provide partner searches; due diligence; market entry and strategy consulting; sourcing assistance; in-country support during trade shows and client visits.

*"Linde relies on Commerce for information, training and, most recently, business intelligence..."*

- Juergen Fuchs – Linde Process Plants (Tulsa, OK)

In 2009, the Oklahoma Department of Commerce assisted approximately 350 companies with their international business needs.

*“Our exports have grown from 3 to 53% of total revenue in the past two years, primarily as a result of our trade missions with Commerce. WILCO now has more worldwide customers than at any time in our history.”*

*- Anthony Chandler – WILCO Machine and Fab, Inc. (Marlow, OK)*

Our professional staff will exceed your expectations through excellent customer service tailored to your individual business needs.

**WORLD CLASS SERVICES:**

- International trade consulting
- Foreign market research
- Trade mission and trade show assistance
- Export financing and international trade resource referrals
- International business seminars and workshops
- CIBER Core export readiness assessment
- Video conference facilities



*“Nearly one-fifth (19.5%) of all manufacturing workers in Oklahoma depend on exports for their jobs.”*

*Source: State Export-Related Employment Project, International Trade Administration and Bureau of the Census*

The Commerce Global Business Services team is your one-stop resource for trade information and assistance. Additional trade support services are available through our partnership network.

**United States Department of Commerce** ([www.export.gov](http://www.export.gov))

*Brings together resources from across the U.S. Government to assist American businesses in planning their sales strategies into the global marketplace.*

**Oklahoma Alliance for Manufacturing Excellence** ([www.okalliance.com](http://www.okalliance.com))

*Assists small and medium-sized Oklahoma manufacturers become progressively more successful in the marketplace by delivering hands-on services.*

**Export-Import Bank of the United States** ([www.exim.gov](http://www.exim.gov))

*Provides financing for the export of U.S. goods and services to international markets.*

**Overseas Private Investment Corporation** ([www.opic.gov](http://www.opic.gov))

*Helps U.S. businesses invest overseas and foster economic development in new and emerging markets.*

**U.S. Small Business Administration** ([www.sba.gov](http://www.sba.gov))

*With three specialized loan guaranty programs, the SBA can help provide export financing, credit to close a sale, and funds for working capital.*

**OKLAHOMA**  
DEPARTMENT OF COMMERCE

**OKLAHOMA CITY**

900 North Stiles Avenue  
Oklahoma City, OK 73104  
(405) 815-6552

**TULSA**

700 North Greenwood Avenue, Suite 1400  
Tulsa, OK 74106  
(918) 594-8116

OKcommerce.gov  
(800) 879-6552

All data provided by GTIS, March 2010

"Due to a major revision in export classification codes by the US Census Bureau Foreign Trade Office, the 2009 Oklahoma Department of Commerce Export Report should not be compared to previous Oklahoma Department of Commerce Export Reports."

**OKLAHOMA**  
DEPARTMENT OF COMMERCE

[OKcommerce.gov](http://OKcommerce.gov)

