



WORLD-CLASS

Expand your business to the global marketplace.

OKLAHOMA
DEPARTMENT OF COMMERCE

OKcommerce.gov





BECOMING EXPORT READY

PREPARED TO TAKE ON THE WORLD

Before investing in the business of exporting, it helps to gain a knowledge of trade fundamentals and opportunities.

Our partner network offers training and resources to prepare your business for exporting.

Along the way, our Global Team offers free counseling. We can guide you through the process of taking your existing business international or starting your international trade business.

From creating a comprehensive international business plan to getting ideas and cost-effective solutions to help achieve your business goals, we and our partners are here to help.

THE STATE OF **TRADE**

Top Reasons to Export



REACH MORE CUSTOMERS

96 percent of the world's consumers live outside of the U.S.



DIVERSIFY YOUR PORTFOLIO OF CUSTOMERS

Buffer your business from changes in the domestic economy and from seasonal fluctuations



EXTEND SALES OF EXISTING PRODUCTS

Increase the potential and shelf life of your current product



COMPETITIVE ADVANTAGE

Oklahoma innovation-driven products are known for world-class quality and are likely to succeed in global markets.

85%

**OF OKLAHOMA'S GOODS EXPORTS
ARE GENERATED BY SMALL AND
MEDIUM-SIZED COMPANIES**

COMMERCE TRADE SERVICES



TRADE COUNSELING

Analyzes the exporting capabilities of individual Oklahoma companies to help them prepare to enter new markets or sell new products to known markets. We provide counseling on a variety of export issues, such as tariff and non-tariff trade barriers, financing, regulations, policies and standards, competitive factors, contracts and distribution practices.



TRADE SHOWS

The agency attends and hosts booths at trade shows to provide venues for Oklahoma exporters to meet international buyers, distributors or representatives. By organizing trade missions and international tradeshow, the Global Team can subsidize exhibiting fees.



INTERNATIONAL BUSINESS MATCHMAKING

Our no-cost agent and distributor search service connects Oklahoma companies with businesses or individuals in targeted export markets that can ensure products and services reach the right industries, sectors, and customers.



INFORMATION SERVICES

ExportWatch service updates subscribers on current export opportunities as well as upcoming seminars, workshops and webinars for international business growth. Updates are vetted thru local and international resources and organizations to give Oklahoma businesses a level playing field in a global marketplace.



The support we have received from the Oklahoma Department of Commerce has been phenomenal. They are always available to answer questions, provide feedback, organize events, etc. It has overall been a great experience.

**– JOHNNY “BUMP” GRANT, PRESIDENT
CONSOLIDATED TURBINE SPECIALISTS, LLC**



CONTACT OUR GLOBAL TEAM TODAY: 800-588-5959

\$5 Billion

TOTAL OKLAHOMA EXPORTS FROM MORE THAN 3,000 COMPANIES IN 2016

OKLAHOMA'S EXPORTS GREW 13% FROM 2009 TO 2016

Oklahoma's Market Share Values for Top-Exporting Markets in 2016:

in millions of U.S. Dollars

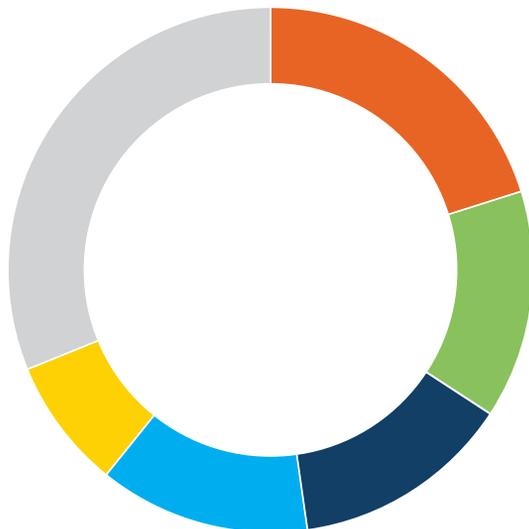


| | |
|-----------------|-----------------|
| Canada | 27.9% |
| | \$1.394 Billion |
| Mexico | 10.8% |
| | \$537 Million |
| Germany | 7.4% |
| | \$369 Million |
| Japan | 4.7% |
| | \$233 Million |
| Singapore | 4.7% |
| | \$233 Million |

| | |
|----------------------|----------------|
| China | 4.4% |
| | \$219 Million |
| India..... | 3.4% |
| | \$170 Million |
| Netherlands..... | 3.1% |
| | \$157 Million |
| United Kingdom | 2.6% |
| | \$130 Million |
| Saudi Arabia..... | 1.9% |
| | \$95.4 Million |

LEADING OKLAHOMA EXPORTS TO THE WORLD

IN 2016



| | | | |
|------------------------------------------------------------------------------------|----------------------------------|-------|---------------|
|  | Machinery..... | 20% | \$992 Million |
|  | Transportation Equipment..... | 14% | \$698 Million |
|  | Computer & Electronic Parts..... | 13.5% | \$674 Million |
|  | Fabricated Metal Products..... | 13% | \$642 Million |
|  | Chemicals..... | 8% | \$405 Million |

12.4%

AEROSPACE EXPORTS GREW

BY 12.4% SINCE 2014. OKLAHOMA AEROSPACE PRODUCT & PARTS EXPORTS TOTALED \$457 MILLION IN 2016

\$4.7B

MANUFACTURING ACCOUNTED FOR

\$4.7 BILLION OF OKLAHOMA'S TOTAL MERCHANDISE EXPORTS IN 2016

GAIN LOCAL ADVANTAGE WITH OUR **MEXICO TRADE OFFICE**

Oklahoma's trade office in Mexico provides Oklahoma Businesses access to the Mexican market. Gain invaluable insight and peace of mind by working with our International Trade Director. Mexico trade office services include:

- International agent/distributor/partner searches
- Comprehensive market research reports
- International trade/market entry consulting
- International due diligence requests
- International trade show assistance
- International regulations/certifications/standards assistance
- Vetted international trade leads & bidding opportunities
- Sourcing assistance

\$5.4B

Total Exports in Goods from Oklahoma to Mexico in 2016

Top Exports in Goods from Oklahoma to Mexico in 2016:

| | |
|----------------------------------|--------------|
| FABRICATED METAL PRODUCTS | \$86,409,820 |
| CHEMICALS | \$74,980,383 |
| MACHINERY (except electrical) | \$70,347,017 |
| FOOD MANUFACTURES | \$63,930,381 |
| COMPUTER AND ELECTRONIC PRODUCTS | \$41,868,855 |

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Thanks to the Oklahoma Department of Commerce and their Mexico trade office, this show was simple to plan and very **affordable to attend**. We sincerely appreciate ODOC's investment and the opportunity to showcase Smithco Engineering. The show was a great success for our company.

- JIM MATTHEWS
MARKETING INFORMATION
SYSTEMS COORDINATOR, SMITHCO

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Partner Network Directory

| Organization | Assistance Provided | Contact |
|---------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------|
| U.S. Department of Commerce/Oklahoma U.S. Export Assistance Center | Marketing & international business counseling; Strategy planning & market implementation; Advertising & promotional events | Marcus Verner Ashley Wilson 405-608-5302 - OKC marcus.verner@trade.gov ashley.wilson@trade.gov |
| Oklahoma International Trade Center SBDC | Export & import assistance; NAFTA free trade agreements; Customs & trade compliance | Anthony Cambas 405-744-7128 anthony.cambas@okstate.edu |
| Oklahoma Manufacturing Alliance | ExporTech - International business growth program; Export strategy & best practices; State export/trade resource introductions & presentations | Joe Genet 405-269-6463 joe.genet@okalliance.com |
| U.S. Small Business Administration | State Trade Expansion Program; Export finance products; International trade affairs | Dottie Overal 405-609-8011 dorothy.overal@sba.gov |
| Export-Import Bank of the United State | Protect against foreign buyer nonpayment; Access working capital for export sales; Extend credit; Support performance & bid bonds with lower collateral requirements | Kelly Kemp 214-551-4959 |



THE STATE OF SUCCESS

Subscribe to ExportWatch to receive alerts to qualified bid opportunities from our Mexico Trade Office along with events, webinars, opportunities, and information about trade and exporting from our Global Team.

[OKCOMMERCE.GOV/ExportWatch](https://okcommerce.gov/ExportWatch)

Ready to enter the global marketplace?

[OKCOMMERCE.GOV/TRADE](https://okcommerce.gov/TRADE) | 405-815-5136

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