



International Trade Administration—Fostering Oklahoma’s **Competitiveness and Job Growth Through Trade**

Helping Oklahoma companies export, penetrate new markets, and protect their interests abroad.

As the trade promotion arm of the U.S. Department of Commerce’s International Trade Administration, the U.S. Commercial Service (CS) helps thousands of companies—more than 85 percent of which are small and medium-sized businesses—export goods and services worth billions of dollars every year. Located in 109 offices in 48 states, as well as in 124 offices in nearly 80 countries, our global network of trade experts provides U.S. companies with the market intelligence, trade counseling, business matchmaking, and commercial diplomacy they need to succeed in international markets.

Why Oklahoma companies should export:

- Over 95 percent of the world’s customers are located beyond U.S. borders
- Exporters realize higher employment growth than non-exporters
- Most companies that export have an easier time riding out fluctuations in the U.S. economy and are more likely to stay in business
- Export wages are typically 13–18 percent higher than non-export wages

Export Successes in Oklahoma

Wilco Machine & Fab Inc. produces, in Marlow, OK, fabricated and machined equipment, products, and tools for the energy industry worldwide. Looking to increase exports, Wilco attended two CS sponsored trade missions, forming partnerships with MPN in Recife, Brazil, and established representative agreements in Oman, Egypt and Jordan. Wilco also used CS’s ExporTech to develop an export strategy that was reviewed and critiqued by industry experts. As a result, Wilco’s exports as a percent of total sales have grown from zero to 52 percent.

Oasis Supply and Trade LLC of Oklahoma City, is a leading supplier of metals, plastics and heavy equipment, and caters to the recycling material needs of small and large businesses. Oasis tapped export counseling and market research from the CS Oklahoma and Vietnam offices to find opportunities in Vietnam’s metal market and throughout Asia. The firm has also utilized Small Business Administration financing and U.S. Export-Import Bank credit insurance to mitigate risks associated with offering credit terms to their international customers.

ITA Impact on Oklahoma (FY 09–10)

- *CS-Facilitated Export Value: \$94,476,164*
- *Companies Served: 98*
- *Jobs Supported by Exports: 511*
- *Top Industries Served:*
 - *Sporting Goods & Recreational Equipment*
 - *Oil & Gas Field Machinery & Equipment*
 - *Construction Equipment*
- *Export Markets: 80*

U.S. Commercial Service Oklahoma

Oklahoma City
(405) 608-5302
buyusa.gov/oklahomacity

Tulsa
(918) 581-7650
buyusa.gov/tulsa

The U.S. Commercial Service supports the President’s National Export Initiative