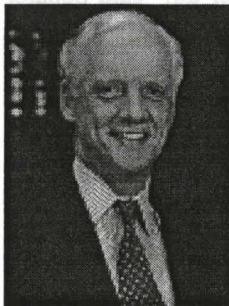


WORLD TRADE CONFERENCE FEATURES GOVERNOR

From Oklahoma Dept. of Commerce

■(OKLAHOMA CITY) Governor Frank Keating will be the keynote speaker for the 13th annual Oklahoma World Trade Conference on May 22, 1996, at the Doubletree Hotel in Downtown Tulsa. Governor Keating will also present the 1996 Governor's Award for Excellence in Exporting.



Gov. Frank Keating

The conference offers Oklahoma businesses interested in the international marketplace an opportunity to gain an informative perspective on some of the dramatic changes taking place in our world. The conference is sponsored by the Oklahoma District Export Council in coordination with the U.S. and Oklahoma Departments of Commerce.

One of the highlights of the conference will be a session called *The Opening of Vietnam* led by Kevin Chambers, Director of the International Trade and Investment Division, Oklahoma Commerce Department. With an annual economic growth rate of over 8 percent, Chambers says Vietnam offers unique opportunities for firms in our state.

"The combination of substantial direct foreign investment, greater privatization and market liberalization make Vietnam one of the world's most promising emerging markets," added Chambers. A panel discussion will follow with representatives of Wing Associates, Inc. and Parker Drilling Company, offering their experiences and answering questions.

Despite constant threats to the peace process, most countries in the Middle East have initiated economic reforms to encourage investment and trade. A session called *Peace in the Middle East: Opportunities and Challenges* will be led by Joe DeSutter, Business Advisor, Builders for Peace, Washington DC. A panel discussion with representatives from Oklahoma companies including Mills International from Shawnee, Bridge Products, Inc. in Muskogee and Ramsy Winch Company of Tulsa and a question-and-answer session will follow.

Also during the morning session, presenters from the U.S. Department of Commerce in Washington will speak on *Eastern Europe, Russia and the Commonwealth of Independent States: Politics vs. Business*

Potential. News from Eastern Europe, Russia, and the CIS reveals many companies, across all sectors, who are already profitable and negotiating deals. How other interested companies find good partners and navigate changing political, business and legal systems will be explored.

A panel discussion with representatives from Oklahoma companies including Century Martial Arts Supply, Inc., Midwest City; Parker Drilling Company, Tulsa; T.D. Williamson, Inc. Tulsa; and the Director of Oklahoma's European Office will follow.

Exporting to the 15 nations of the European Union (EU), Switzerland, and Norway requires conforming to EU product safety and documentation requirements. The afternoon session will begin with a session on *Understanding CE Mark and Other European Union Requirements* by Bob Stractz

from the U.S. Department of Commerce in Washington, DC. The Oklahoma panel includes the Director of the Oklahoma European Office and representatives from Little Giant Pump Corporation in Oklahoma City and Ramsy Winch Company of Tulsa.

The registration fee of \$70.00 includes information packets, luncheon, and break refreshments. Checks should be made payable to the Oklahoma District Export Council and mailed to 440 South Houston, Suite 505, Tulsa Oklahoma 74127. The cancellation policy for the conference is a full refund until May 17; after that date, the refund will be \$35.00.

For further information or registration, contact either Tom Strauss, Tulsa Office, (918) 581-7650 or Sharon Bunge, Oklahoma City, (405) 231-5302.

AUSTRIAN AMBASSADOR PLANS OKLAHOMA VISIT

From Oklahoma Dept. of Commerce

■(OKLAHOMA CITY) At the invitation of Lt. Governor Mary Fallin, Austrian Ambassador Dr. Helmut Tuerk will come to Oklahoma to discuss business opportunities between Austria and Oklahoma and to familiarize himself with the state. On May 15 and 16, Ambassador Tuerk will be available to meet at the Oklahoma Department of Commerce in Oklahoma City with companies interested in doing business in Austria.

The Lt. Governor's office will introduce Ambassador Tuerk to key government officials and state legislators. "It is always exciting to have foreign dignitaries come to our wonderful state and explore economic opportunities. After meeting Ambassador Tuerk on a recent visit to the nation's capitol, he expressed his desire to visit Oklahoma, one of the few states he hasn't visited," Fallin said.



Lt. Gov. Mary Fallin

"Oklahoma is competing with other states, like Texas or Arkansas, as well as a number of other nations for jobs and exporting opportunities in the international marketplace. These types of meetings can make

those goals a reality. It is my plan to coordinate with the Governor so he and I can give the best team coverage possible to trading partners around the globe to help our economy grow," Fallin added.

Given the current economic climate, Austria could prove to be a great place to do business, according to the Regional Manager-Europe for the Department of Commerce, Darcie Goodwin. "At approximately 1.7 percent, Austria has one of the lowest rates of inflation and the lowest unemployment rate, just under 4 percent, within the European Union," Goodwin explained. "Austria's capitol, Vienna, is one of the richest in the European Union with a purchasing power in excess of 50 percent greater than the average European country."

Ambassador Tuerk came to the United States in 1957 as an exchange student. In 1959, he returned to Austria to pursue a Juris Doctorate degree at the University of Vienna. After receiving his J.D., Ambassador Tuerk began his work in government. He has held numerous high level positions including serving as the Austrian Consulate General to Hong Kong. Ambassador Tuerk has also served as a delegate to various United Nations Committees and Conferences.

To schedule an appointment with Ambassador Tuerk on May 15 or 16, please contact Darcie Goodwin at the Oklahoma Department of Commerce, (405) 841-5218.