



Los Angeles Area
Chamber of Commerce



Celebrating a month
of world trade in May[®]

2012

World Trade Week Info Guide

A complete guide to Southern California's international trade organizations, consul general listings and other useful, up-to-date resources.

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worldtradeweek.com



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- Administrative Support & Permission

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KOTRA (Korea Trade-Investment Promotion Agency) is a non-profit, government agency of the Republic of Korea, committed to promoting international trade and investment, KOTRA Los Angeles KBC (Korea Business Center) is a part of worldwide network of 111 offices in 76 countries, offering a wide variety of business service initiatives to support U.S. Clients.





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World Trade: Embracing Global Alliances

World Trade Week 2012 encourages global connectivity that empowers nations and cities to become more efficient and gain greater access to consumers, producers, manufacturers, service providers and international traders.

The unprecedented interconnectivity of global markets is an opportunity to engage in more robust, reliable and efficient trade and commerce. Open, vibrant and reciprocal trade has become even more important to our individual and collective well-being. Trade opportunities have become more varied and widespread as we and other countries worldwide embrace safe and efficient transportation networks connecting people and moving goods.

Here in the Los Angeles region, our ability to provide infrastructure to capitalize on trade opportunities and remain competitive in an ever emerging market has enabled us to overcome economic challenges, and we continue to make strong progress.

At Los Angeles International Airport (LAX) we are delivering a \$4.1 billion capital program to improve the passenger experience and improve parts of the airfield. There is likely another \$10 billion to be spent in the near future at LAX.

The Port of Los Angeles is breaking new records in exports and is embarking on a major waterfront initiative that includes more than seven new projects over the next decade at an estimated investment of \$2 billion dollars.

Together, with these gateways to global markets, we now are embracing local and global alliances through initiatives such as the Los Angeles Regional Export Council (LARExC). This Council will raise regional export awareness by providing export assistance to local businesses through a consortium of services.

Internationally we are working more closely with our neighbors in Latin America, Asia, Africa, the Middle East and Europe to create more opportunities for exports, business growth, and to create more local employment in our region. More specifically, we support LARExC's strategy of targeting countries with which the United States has free trade agreements. Equally important, we want to learn from one another as we continue to align globally to develop critically important facilities and vehicles for trade, tourism and commerce.

It is through the dedication and creativity of members of the World Trade Week Committee that all of us are working together to continue embracing global alliances for a more open, vibrant and reciprocal world market supporting stronger global economic vitality and well-being for trade, tourism and commerce.

Valeria C. Velasco

VALERIA VELASCO

2012 Chair, World Trade Week Southern California
Vice President, Los Angeles Board of Airport Commissioners



Message from the U.S. Trade Representative Executive Office of the President

Dear Members and Friends of the Los Angeles Area Chamber of Commerce,

Congratulations on your 86th year celebrating World Trade Week. This important initiative highlights the job-building benefits of international trade and investment for Los Angeles area companies, entrepreneurs and workers.

Selling more of what we make, growing and providing right here in the United States is part of President Barack Obama's blueprint to build an economy that lasts with better jobs for more Americans. As I saw first-hand during my visit last year, Angelenos both benefit from and contribute to America's exporting strength. With some of the busiest ports in the country and a dynamic regional economy, your metropolitan area is well-positioned to continue creating economic growth and jobs in the 21st century, and the Obama administration is committed to helping you succeed.

The U.S.-Korea Trade Agreement (KORUS) is an integral part of President Obama's efforts to grow American jobs by doubling American exports. Last year, California exported \$8.4 billion worth of goods to Korea, more than any other state in the country. The Los Angeles area will be seeing even more trade and exports as a result of KORUS which took effect on March 15, 2012. Both the U.S.-Colombia trade agreement and U.S.-Panama trade agreement will also boost U.S. exports and support additional American jobs. That's why the administration is working intensively with the governments of Colombia and Panama to ensure their respective obligations are met and to bring those agreements into force as soon as possible.

As a gateway to the Asia-Pacific region, the greater Los Angeles area also stands to benefit significantly from the Trans-Pacific Partnership (TPP) regional trade agreement that the United States is currently negotiating with eight like-minded countries – Australia, Brunei Darussalam, Chile, New Zealand, Peru, Singapore, Malaysia and Vietnam. The TPP will foster additional job-supporting export opportunities for U.S. producers, and it will address new cross-cutting issues, such as promoting regulatory coherence among the countries; enhancing the participation of small businesses in Asia-Pacific trade; and building regional supply chains that promote U.S. jobs.

Los Angeles area businesses and workers also benefit from the Obama Administration's unprecedented efforts to enforce U.S. trade rights and hold our trading partners accountable. For example, the administration has brought cases against China's unfair trade practices at nearly twice the rate of the previous administration. Furthermore, President Obama created an Interagency Trade Enforcement Center to significantly enhance the administration's capabilities to aggressively challenge unfair trade practices around the world, including in China.

President Obama noted in his State of the Union address that “it’s not right when another country lets our movies, music and software be pirated.” Consequently, protecting and enforcing intellectual property rights remains a key trade priority for the administration.

These are just some of the many ways the Obama Administration is helping to open markets and secure a level playing field for U.S. exporters. At the same time, we are working to make trade policy more responsive and accessible to all Americans with cutting-edge online tools, such as www.businessusa.gov, an online one-stop shop where businesses can go for information and assistance with exporting. To learn more, please also visit www.ustr.gov and www.export.gov.

In conclusion, thank you all for sustaining the tradition and vision of World Trade Week. I look forward to working with the Los Angeles Area Chamber of Commerce as we continue to open markets, enforce U.S. trade rights, and support American jobs through trade.

A handwritten signature in black ink that reads "Ron Kirk". The signature is written in a cursive, slightly stylized font.

RON KIRK
U.S. Trade Representative



Message from the Secretary of Commerce, U.S. Department of Commerce

Since 1935, the president of the United States has declared the third week in May to be "World Trade Week." World Trade Week has provided us with an opportunity to celebrate the importance of international trade to our continued economic prosperity

and future commercial prospects. International trade benefits the United States and all nations throughout the world.

International trade continues to be the keystone to our continued economic recovery. In March, we celebrated the two-year anniversary of President Barack Obama's signing of the executive order creating the National Export Initiative to achieve the goal of doubling U.S. exports by the end of 2014. Between 2009 and 2011, U.S. jobs supported by exports increased by 1.2 million. Building on strong growth in 2010, exports supported approximately 9.7 million jobs in 2011, and the value of U.S. exports of goods and services exceeded \$2.1 trillion for the first time in U.S. history.

In an effort to further expand markets for U.S. businesses, President Obama signed into law legislation implementing the U.S.-Korea Trade Agreement (KORUS), which entered into force on March 15, 2012. KORUS is expected to increase U.S. exports by approximately \$11 billion and support tens of thousands of U.S. jobs. This past year, the president also signed into law legislation implementing trade agreements with Colombia and Panama, which when implemented are expected to increase U.S. exports to those countries and support even more U.S. jobs.

I congratulate the Los Angeles Area Chamber of Commerce and the hundreds of local and state organizations that partner with the Department of Commerce and other U.S. government agencies on raising awareness and educating businesses on the importance and benefits of global trade.

As we celebrate World Trade Week, we must recognize that government can only set the stage for increased trade. American companies must seize the opportunities to bring the best and most competitive products to the world marketplace.

A handwritten signature in black ink, reading "John E. Bryson". The signature is fluid and cursive, with a large initial "J" and "B".

JOHN E. BRYSON
U.S. Secretary of Commerce



Message from Governor Edmund G. Brown Jr.

Greetings to everyone gathered for the 86th anniversary of World Trade Week.

In today's challenging economy, it is important that our State continues to build strong financial ties abroad. California's involvement in the international business sector is vital for our prosperity. I welcome

events such as World Trade Week; which raise international trade awareness throughout the State and nation.

It is a pleasure to join you in recognizing your honorees that have made impressive efforts to increase participation in the global markets and expand our economic well-being. I applaud all the work they have done to continue our Golden State's legacy as pioneers, innovators and leaders.

Please accept my very best wishes for a memorable event and every continued success.

Sincerely,

A handwritten signature in black ink that reads "Jerry Brown". The signature is written in a cursive, flowing style.

GOVERNOR EDMUND G. BROWN JR.
State of California



Message from Mayor Antonio Villaraigosa

On behalf of the City of Los Angeles, it is my pleasure to welcome you to the 86th Annual World Trade Week, the most extensive and unique celebration of international trade in the country.

In 1927, the Los Angeles Area Chamber of Commerce set a national precedent with the first World Trade Week — demonstrating remarkable foresight about the importance of international trade to our region. With the continued support of the Chamber, I am proud of how globally-connected Los Angeles has become over the past 86 years.

The Los Angeles customs district is an engine of our national economy, handling more than 10 percent of U.S. international trade by value and 40 percent of all containerized imports. Our world-class educational institutions, highly skilled workforce, and exceptionally diverse population make Los Angeles attractive to global corporations and business. Our local sectors including aerospace, clean technology, film, fashion and apparel, and tourism drive global innovation.

Thanks in large part to the efforts of the Chamber, Los Angeles continues to lead the way in growing international trade. In partnership with the Chamber, the Brookings Institution and regional global trade institutions, my office launched the Los Angeles Regional Export Council (LARExC). LARExC is already becoming the standard for plans to grow exporting in other U.S. metropolitan areas.

The future of Los Angeles will be even more global than it is today, and it is programs like World Trade Week that ensure we stay on the leading edge. I would like to thank the 2012 World Trade Week Committee and its chair, Commissioner Valeria Velasco, whose participation and influence have made a lasting impact on the Los Angeles region.

I offer my best wishes for a successful and memorable celebration.

Very truly yours,

A handwritten signature in black ink, appearing to read 'Antonio Villaraigosa'.

MAYOR ANTONIO R. VILLARAIGOSA
City of Los Angeles



Message from Mayor Bob Foster

Greetings 2012 World Trade Week
Attendees:

As Mayor of Long Beach, it is once again my pleasure to recognize the 86th anniversary of World Trade Week and its national Southern California observance.

As in past years, this tremendous event will promote the Long Beach and Los Angeles Ports, their expanding economies and the increasing international trade.

As the 2012 chair of World Trade Week, Valeria Velasco is eager to kick off this month's events. Under her leadership, May 2012 is sure to provide another outstanding opportunity to recognize the countless benefits of free and fair trade.

Celebrating great achievements in international trade while raising awareness about its importance to Southern California, World Trade Week has made a positive and lasting impact on our business market. I want to congratulate the members of the World Trade Week Southern California Committee for their important efforts to address trade issues.

Again, I want to welcome everyone to World Trade Week 2012 and extend my best wishes for another successful month of events.

Warmest Regards,

A handwritten signature in black ink that reads "Bob Foster". The signature is written in a cursive, flowing style.

MAYOR BOB FOSTER
City of Long Beach

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Week 2012**



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The Port of Long Beach
is a proud sponsor of
World Trade Week, the
annual celebration of this
region's most vital industry—
international trade.



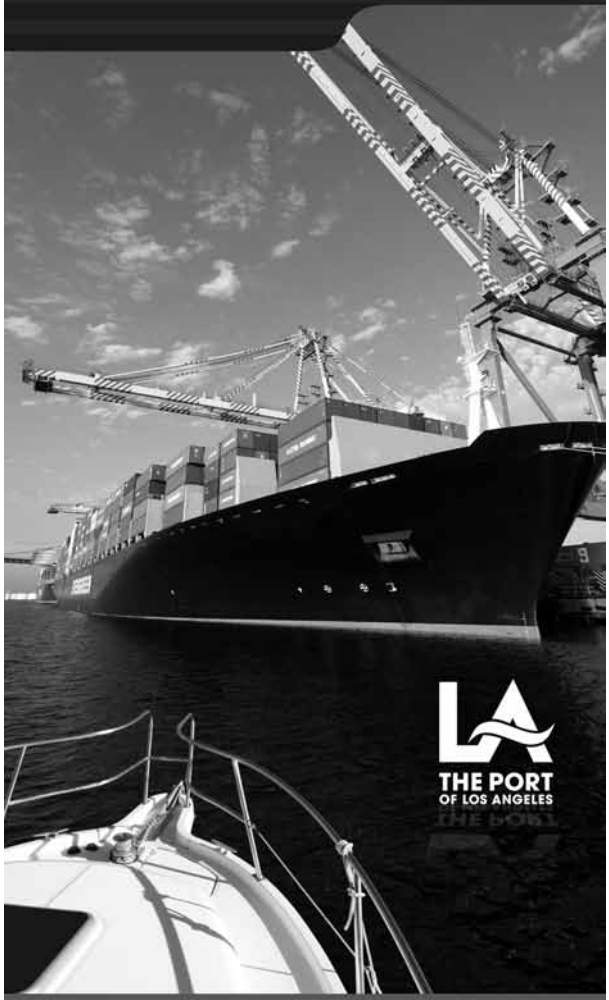
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Free Public Boat Tours

Saturday, May 19, 2012

10:00 a.m. – 3 p.m.



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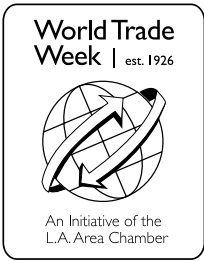
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World Trade Week History



Celebrating a month
of world trade in May

®

The World Trade Week concept was conceived in 1926 and first observed in 1927 in Southern California. World trade significantly contributes to the nation's economy and has developed a vast new horizon for America's businesses.

In 1926, Stanley T. Olafson, then manager of the World Trade Department of the Los Angeles Chamber of Commerce, conceived the idea of a World

Trade Week observance in Southern California. This was during a period of isolationism and under the conditions prevailing during the heyday of the restrictive Smoot-Hawley Tariff Act.

In 1935, President Franklin Delano Roosevelt officially proclaimed World Trade Week a national observance by the U.S. Government and selected the third week in May each year, which includes May 22, National Maritime Day.



Initially, the purpose of World Trade Week was the promotion of the Ports of Los Angeles and Long Beach. Following World War II, the expanding economy and potential for international commerce growth created an opportunity for World Trade Week to expand its scope to include all facilities and organizations in the Southern California area involved in world trade.

Under the guidance of its founding sponsors — the Los Angeles Area Chamber of Commerce, Los Angeles World Airports, The Port of Long Beach and The Port of Los Angeles — the original week-long observance has now grown to more than 30 events held each year throughout the month of May in the counties of Los Angeles, Orange, Riverside, San Bernardino, San Diego and Ventura.

This tremendous nonprofit endeavor is further supported by Southern California companies who offer sponsorship for the many programs and informational materials the World Trade Week Southern California Committee creates each year.

Here comes **\$400 billion!**



ONLINE NOW!

See WorldCity's interactive and updated trade data map at www.ustradenumbers.com.

In 2011, the Los Angeles Customs district was responsible for a record-breaking \$387.2 billion in global trade, from \$153.81 billion with No. 1 China to \$321 with No. 228 Niue. It's a story told in the sixth annual *LA TradeNumbers*, complete with charts and graphs – and the 2012 story is unfolding at www.ustradenumbers.com.

In addition to *LA TradeNumbers*, WORLD CITY has published *New York, Houston, New Orleans, Laredo, Seattle, Georgia, Miami, Boston, U.S., Americas, China, South Korea, Costa Rica, Perishable* and *Technology TradeNumbers*. In 2012, it is adding *Export TradeNumbers* and *Mexico TradeNumbers*.

To learn more, contact WORLD CITY at 305.441.2244.

WORLD CITY

>> ustradenumbers.com <<

Chair

Valeria Velasco Los Angeles Board of Airport
Commissioners

Vice Chair

Noel Massie UPS, Central California District

**World Trade Week
Manager**

Jasmin Sakai-Gonzalez Los Angeles Area Chamber of
Commerce

Committee Members

Kay Amano	Japan America Society
Norman Arikawa	Port of Los Angeles
Steve Arnold	FedEx Services, Inc.
Cesar Arellanes	Center for International Trade Development Long Beach
Monica Banken	RAND Corporation
Caroline Brown	Comerica
William Collier, Jr.	Keesal, Young & Logan
Lanie Denslow	Fashion Institute of Design & Merchandising
Wolfram Doelker	German American Business Association
David Eads	Los Angeles Area Chamber of Commerce
Janet Elliott	International Visitors Council of Los Angeles
Doug Erber	Japan America Society
Guy Fox	Guy Fox & Associates
Elizabeth Glynn	Global Business Solutions
Amy L. Grat	International Trade Education Programs
Jessica Gray	National U.S.-Arab Chamber of Commerce
Michelle Grubbs	Pacific Merchant Shipping Association
Julie Anne Hennessy	U.S. Department of Commerce
Vincent Iacopella	Los Angeles Customs Brokers and Freight Forwarders Association
Melissa Isom	Quebec Government Office
David Iwata	LD Two Group, Inc.
Kaylynn Kim	Tierra Global Advisors, LLC
Maurice Kogon	Center for International Trade Development
Sandy Lee	Asian Business Association
Gail Levy	Los Angeles Area Chamber of Commerce
Jim MacLellan	Port of Los Angeles
Lilia Navarrete	LKN Global Enterprises, Inc.
David F. Porter	Los Angeles Air Cargo Association
Carol Rowen	International Trade Education Programs
Rachid Sayouty	U.S. Department of Commerce
Joyce Sloss	Los Angeles World Airports
Susanne Stirling	California Chamber of Commerce
Helen Thomas	International Visitors Council of Los Angeles
Nicki Ung	Chinese Chamber of Commerce of Los Angeles
Carlos J. Valderrama	Los Angeles Area Chamber of Commerce
Delia Valdivia	U.S. Department of Commerce
Al Washington	Africa USA Business Council
Tony Williamson	Los Angeles Transportation Club
Nancy Woo-Hiromoto	N.F. Stroth & Associates
Anatoly Zhuplev	Loyola Marymount University



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World Trade Week 2012, an annual
celebration of international trade
and the important economic benefits
it brings to Southern California.

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Although Southern California World Trade Week awards are presented during official activities in May, the World Trade Week Committee is on the lookout year-round for potential recipients.

Each company chosen to receive award recognition has demonstrated its outstanding contribution to the international community by contributing to the local, domestic or international economy in a way that fosters new innovation and promotes perpetual growth. These companies have proven to be examples of organizations that allow for international business to continue rising to new heights. Their achievements are highlighted below.

2012 AWARD WINNERS

Stanley T. Olafson Bronze Plaque

Bella Heule, President and CEO, WORLD TRADE CENTER San Diego

This prestigious plaque recognizes an outstanding member of the world trade community in Southern California who has contributed above and beyond job requirements throughout a long career in international trade.

Export Achievement Award

Matthews Studio Equipment Inc.

Recognizing local companies, especially small and medium-sized firms, which have experienced significant and continued growth in export sales and now derive a significant portion of their revenue from exports.

Foreign Direct Investment Award

Fresh & Easy Neighborhood Markets

Recognizes non-U.S. companies who have made significant contributions to the Southern California economy through financial investment in California companies or the establishment of local facilities.

Bob Kleist Leadership Award

Office of the Mayor, City of Los Angeles

This prestigious award recognizes and honors an organization or company that has demonstrated inspirational and visionary leadership in the development of world trade in Southern California. The recipient exemplifies the attributes of Bob Kleist, such as being a positive spokesperson and force for trade, advocating for Southern California's interests in promoting trade, and providing world class education for the next generation of international traders. Their work benefits the trade community at large and broadens the horizons of what is possible through trade.

To submit candidates or for more information regarding these awards, contact Global Initiatives Manager Jasmin Sakai-Gonzalez, 213.580.7569 or jgonzalez@lachamber.com.

10 | Past World Trade Week Chairs and Stanley T. Olafson Plaque Recipients

- 2011 **Chair:** Mario Cordero, Long Beach Board of Harbor Commissioners
Richard Drobnick, Center for International Business Education and Research, University of Southern California
- 2010 **Chair:** Kaylynn Kim, Allen Matkins Leck Gamble Mallory & Natsis LLP,
Los Angeles Board of Harbor Commissioners
Dr. Abraham Lowenthal, University of Southern California
- 2009 **Chair:** William H. Collier, Keesal, Young & Logan
Carol Rowen, International Trade Education Programs Inc.
- 2008 **Chair:** Steve Arnold, FedEx Services
Nancy Woo Hiromoto, Citizen Watch Co.
- 2007 **Chair:** Mark Mayers, City National Bank
Carlos J. Valderrama, Carlsmith Ball, LLP
- 2006 **Chair:** Carlos J. Valderrama, Carlsmith Ball, LLP
Captain Karsten Lemke, FuturePorts
Leslie Cazas, Nissan North America
- 2005 **Chair:** Charles Woo, Megatoys, Inc.
Marianne Venieris, Center for International Trade & Transportation
- 2004 **Chair:** Nancy Woo Hiromoto, Citizen Watch Co.
Marian Duntley, Toyota Motor Sales USA Inc.
- 2003 **Chair:** Bryan G. Stockton, Mattel, Inc.
R. Thomas Decker, Strategic Resources Alliance
- 2002 **Chair:** Marian Duntley, Toyota Motor Sales USA Inc.
Arthur R. Litman, FedEx Trade Networks
- 2001 **Chair:** R. Thomas Decker, L.A. Area Chamber
Tom Teofilo, World Trade Center Assc. LA-LB
- 2000 **Chair:** Susan Corrales-Diaz
Jay Winter, International Association Services
- 1999 **Chair:** William M. Royer, Citibank
Guy Fox, Global Transportation Services
- 1998 **Chair:** Jeffrey Coppersmith, Coppersmith Inc.
Richard Shostak, Stein Shostak Shostak & O'Hara
- 1997 **Chair:** Denis R. Brown, Pinkerton's, Inc.
Michael Dugan, Western Overseas Corp.
- 1996 **Chair:** Russell Hanlin, Sunkist Growers, Inc.
Ezunial Burts, Port of Los Angeles
- 1995 **Chair:** Paul V. Colony, AON Worldwide
Irene Fisher, California Export Finance Office
- 1994 **Chair:** Leslie Browne Cazas, Nissan North America
Fermin Cuza, Mattel, Inc.
- 1993 **Chair:** Fermin Cuza, Mattel, Inc.
Russell Hanlin, Sunkist Growers, Inc.

- 1992 **Chair:** Anthony J. Stapleton, Atchison, Topeka & Santa Fe Railway Co.
Clifton A. Moore, Los Angeles Department of Airports
- 1991 **Chair:** Irene Fisher, California Export Finance Office
Manfred H.K. Aschemeyer, Stevedoring Srv. of America
- 1990 **Chair:** William B. Filbert, Intl. Diversified Technologies
L. Fargo Wells, Export Finance Office, CSWTC
- 1989 **Chair:** Jane A. Beseda, Toyota Motor Sales, U.S.A., Inc.
John R. Liebman, Hill, Farrer & Burrill
- 1988 **Chair:** Steven Paul Resnick, Port of Los Angeles
William B. Filbert, Intl. Diversified Technologies, Inc.
James McJunkin, Port of Long Beach
- 1987 **Chair:** Thomas N. Teofilo, Port of Long Beach
Enrico Salvo, Carmichael International Service
- 1986 **Chair:** Al Mazarella, L. E. Coppersmith, Inc.
Richard Hoffman, L.A. Area Chamber
- 1985 **Chair:** Charles Nevil, Meridian Enterprises
Kenneth Waymire, Mattel Toys, Inc.
- 1984 **Chair:** Gladys A. Moreau, Security Pacific National Bank
Tom Bradley, Mayor, City of Los Angeles
- 1983 **Chair:** W. Guy Fox, Global Transportation Services, Inc.
Charles Nevil, Meridian Group of Companies
- 1982 **Chair:** Manfred H. K. Aschemeyer, Stevedoring Services
Carl Scanlon, C. Scanlon and Company
- 1981 **Chair:** Emmett C. McGaughey
Bradford Daniel, Daily Commercial News
- 1980 **Chair:** J. Louis Munoz, Jr., Security Pacific National Bank
Richard King, Office of International Trade
- 1979 **Chair:** Donald Butler, Merchants & Manufacturers Assn.
Sam Orr, Sam E. Orr, International Public Relations
- 1978 **Chair:** William Escherich, Southern California Auto Club
Stanley "Buddy" Epstein, Anglo-American Aviation
- 1977 **Chair:** James Craig, Long Beach Harbor Commission
Francis V. Swanson, Association Services
- 1976 **Chair:** Richard Shostak, Stein Shostak Shostak & O'Hara
Thomas Thorley, Port of Long Beach
- 1975 **Chair:** Robert D. Hudson, Port of Los Angeles
Lew Coppersmith, L.E. Coppersmith, Inc.
- 1974 **Chair:** Douglas Friman, Transmarine Navigation Co.
Dr. Vittorio Sanguineti, Italian Trade Commissioner

12 | Past World Trade Week Chairs and Stanley T. Olafson Plaque Recipients

- 1973 **Chair:** Richard C. King, King International
Samuel Yorty, Mayor, City of Los Angeles
- 1972 **Chair:** Marjorie Shostak, Stein & Shostak
W. Theodore Johnson, United California Bank
- 1971 **Chair:** Thomas J. Thorley, Port of Long Beach
Robert F. Holbrook, Williams Dimond and Co.
- 1970 **Chair:** Robert H. Autenreith
John F. Parkinson, Port of Los Angeles
- 1969 **Chair:** Lew E. Coppersmith, L. E. Coppersmith, Inc.
Charles L. Vickers. Port of Long Beach
- 1968 **Chair:** W. Theodore Johnson, United California Bank
Fran Wilcox, Sunkist Growers
- 1967 **Chair:** Robert F. Holbrook, Williams, Dimond & Co
Albert Perrish, Winter, Wolff & Co.
- 1966 **Chair:** Harry Ridings, Jr., Long Beach Harbor
Commission
Milo Hefferlin, Bank of America
- 1965 **Chair:** Milo Hefferlin, Bank of America
Robert O. Vernon, Foreign Trade Assn. of So. California
- 1964 **Chair:** Melvin J. Erickson
John A. Sowers, L.A. Chamber of Commerce
- 1963 **Chair:** Charles Vickerrs, Port of Long Beach
Albert Rebel, Albert Rebel, Inc.
- 1962 **Chair:** Albert Perrish, Winter, Wolff & Co.
Robert D. Kleist, Pacific Far East Lines
- 1961 **Chair:** Robert D. Kleist, Pacific Far East Lines
Marjorie Shostak, Stein & Shostak
- 1960 **Chair:** John Parkinson, Los Angeles Harbor Dept.
Eugene D. Flaherty, American President Lines
- 1959 **Chair:** William A. Harrington - Bethlehem Pacific Steel
Lloyd L. Menveg, L.A. Harbor Commission
- 1958 **Chair:** George H. Mohr
Ned Lewis, Wilbur-Ellis Co.
- 1957 **Chair:** Wendell Shore, California Honey Co.
Dr. Adamantios T. Polyzoides, USC
- 1956 **Chair:** Max J. Linder, Jr., Transmarine Navigation
Bernard J. Caughlin, L.A. Harbor Department
- 1955 **Chair:** John McHose, Lillick, Geary, & McHose
Jack Warner, Warner Brothers Studios
- 1954 **Chair:** Mel Buether, Farmers Merchants National Bank
S.J. Hindle, American President Lines
- 1953 **Chair:** Alvin K. Maddy, Long Beach Harbor Dept.
Robert D. Parrish, Woodbury College

- 1952 **Chair:** Frank J. Connolly
- 1951 **Chair:** Unknown
Norman E. Dunnavant, Los Angeles Commercial News
- 1950 **Chair:** Unknown
Philip Stein, Law Offices of Philip Stein
- 1949 **Chair:** Bernard Caughlin, Port of Los Angeles
W.S. Rosecrans, L. A. Chamber of Commerce
- 1948 **Chair:** Unknown
Michael Harris, Max Factor Co.
- 1947 **Chair:** Norman Dunnavant, Los Angeles Commercial
News
Walter Disney, Walt Disney Productions
- 1946 **Chair:** Alfred E. Hopkins
Edgar Wilson, American President Lines
- 1945 **Chair:** Michael Harris
Fletcher Bowron, Mayor, City of Los Angeles
- 1944 **Chair:** Unknown
Max Linder, Transmarine Navigation Co.
- 1943 **Chair:** Unknown
Henry Human, Banco Nacional de Mexico
- 1942 **Chair:** Unknown
Dr. Rufus B. Von Kleinsmid, USC
- 1941 **Chair:** Unknown
Arthur Eldridge, Los Angeles Harbor Dept.
- 1940 **Chair:** Unknown
W.D. Fraser, Importer
- 1939 **Chair:** Gustav Riedlin, Bank of America
Stanley T. Olafson, L. A. Chamber of Commerce
- 1938 **Chair:** Unknown
Gustav Riedlin, Bank of America
- 1937 **Chair:** Unknown
- 1936 **Chair:** Walter Measday, US Bureau of Foreign & Domestic
Commerce
- 1935 **Chair:** David Livingston
- 1933 **Chair:** Unknown
E.E. Manning, Southern California Telephone
Eloi J. Amar, Long Beach Harbor Dept.



Our
COMPLIMENTS.

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Los Angeles County Trade Statistics

No. 1 port complex in the nation

International trade is a major driver of the Los Angeles county economy. The Los Angeles Customs District (LACD) — which includes the ports of Long Beach and Los Angeles, Port Hueneme, and Los Angeles International Airport — is the nation’s largest.

500,000> jobs in Los Angeles County directly linked to trade

6.1 MILLION TEUs

Passed through the Port of Long Beach in 2011, a 20 percent jump from 2009

2.1 MILLION TEUs

in exports passed through the Port of Los Angeles in 2011, surpassing the previous record of 1.84 million in 2010.

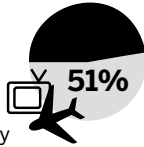


\$387 million

\$387 billion

The value of two-way trade passing through the LACD in 2011.

The top export commodities out of the LACD are electric machinery, sound & TV equipment and parts, computers, medical instruments, plastics, motor vehicles and aircraft, together constituting approximately 51 percent of exports through the LACD and over **\$53.5 billion**.



\$155 billion

The two-way trade value between L.A. and China. L.A.’s top two-way trade partners include China, Japan, South Korea, Taiwan and Thailand.

Source: Los Angeles County Economic Development Corporation, Port of Los Angeles

California Trade Statistics

\$1.9 trillion California’s gross state product, making it among the 10 largest economies in the world.

↑ 11%

the value that California’s exports rose from 2010, from approximately

\$143 billion to \$159 billion.

\$168.6 BILLION

California’s exports shipments of merchandise in 2010

California exports to **227 foreign markets.**

\$26 billion

California posted merchandise exports to Mexico in 2011. Mexico was followed by Canada (\$17.2 billion), China (\$14.1 billion), Japan (\$13.0 billion), and Korea (\$8.4 billion).

5 percent

of California's total private-sector employment is linked to exports

22.4 percent

of manufacturing jobs in California depend on exports.

46.1 billion

the value of the State's largest merchandise export category in 2011, computers and electronic products. Other top merchandise exports are transportation equipment (\$15.0 billion), machinery manufactures (\$14.8 billion) and miscellaneous manufactures (\$13.0 billion).



Source: U.S. Department of Commerce, California Department of Finance

U.S. Trade Statistics

Top importers of U.S. goods in 2011 include Canada, Mexico, China, Japan, the United Kingdom and Germany. In 2011, Canada accounted for more than **\$280 billion** of exports.

Transportation equipment was the top U.S. export in 2011

11 million manufacturing jobs in the U.S. in 2009. **21.9** percent were export-supported.

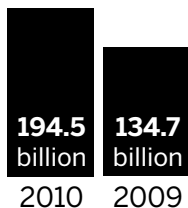


\$3.7 trillion

The total value of U.S. trade with the world in 2011. This marks a record high, topping the previous record of \$3.4 trillion in 2008. This is only the third time in U.S. history that U.S. trade has topped \$3 trillion.

U.S. subsidiaries manufacture goods in America to export around the world — accounting for more than 18 percent of all U.S. exports, or \$232.4 billion.

Foreign Direct Investment in the United States in 2010 totaled \$194.5 billion, an increase of more than **44 percent** compared to \$134.7 billion in 2009.



Source: U.S. Census Bureau, U.S. Department of Commerce

Education has been a focus of World Trade Week Southern California in recent years. Some current programs and involvement include:

SCHOLARSHIPS

The World Trade Week Committee offers scholarships to aspiring students in international trade-related fields. Scholarships are awarded to outstanding graduating high school seniors entering an accredited college or university with the goal to prepare for a profession in international trade.

At the university level, scholarships are awarded to full-time students that have completed or are in the process of completing at least a quarter or semester internship with an international business, organization or association of the Los Angeles international trade community.

The purpose of the scholarships is to foster international trade education and international business development. In establishing this scholarship program, the committee hopes to develop a network of international trade professionals who would be willing to provide mentoring to future students wanting to enter the field of international business.

INFORMATIONAL BRIEFINGS

The World Trade Week committee hosts several educational briefings a year, focused on educating high school students, educators and career counselors on career opportunities in fields related to international trade.

PUBLICATIONS

International Careers: A Roadmap to Success features specific international career profiles from the public and private sectors, including banking, consulting, education, logistics, marketing and trade policy promotion.

WORLD TRADE WEEK CONGRESSIONAL OUTREACH

Representatives of the World Trade Week committee connect with Congressional members and staff members for briefings on the impact of trade on California's Congressional districts.

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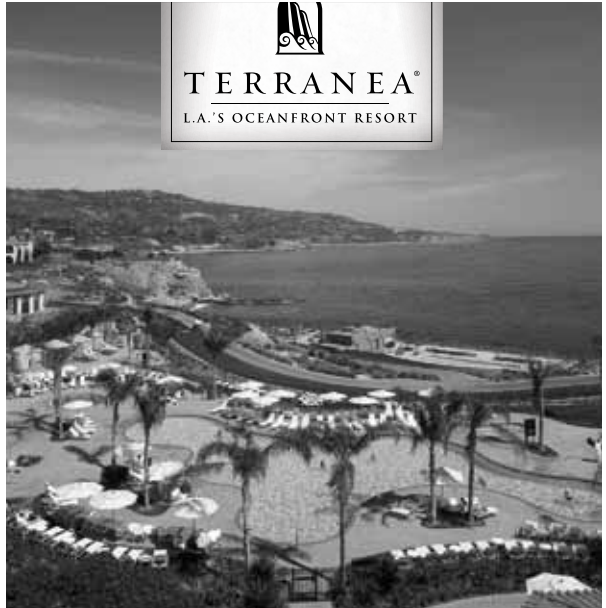
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This info guide is published annually and includes a directory of Southern California trade-related offices and organizations and current statistics on the value of world trade to the region.

If you find any errors, please contact the World Trade Week office at the Los Angeles Area Chamber of Commerce by emailing jgonzalez@lachamber.com.

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