



*Los Angeles
World Airports*



LAWA International Trade Series

“Expanding Your Horizons:
Doing Business Abroad”

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The World Is Open For Business Yours





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Now is the Time to Export!!

- Over 90% of global consumers are outside the United States
- The U.S. only exports 1% of all global exports
- \$88 Billion in Exports last year through the Big 3
 - LAX, Port of Los Angeles & Port of Long Beach





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Why Export?

- ***US Dollar has been weakening and will continue to do so***
- ***World's demand for basic U.S. products such as auto and aircraft parts, scrap iron steel, cotton, corn, medical equipment, cellular phone parts, and all new Green Technology is stronger than ever***





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Exports & Import Statistics For Top 5 Countries in 2010

- Over \$213 Billion in yearly goods
- \$156.75 Billion in Imports
- \$56.25 Billion in Exports
- Top 5 Countries
 - China
 - Japan
 - South Korea
 - Taiwan
 - Thailand





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Exporting and Why to Use Los Angeles

- # 1 Customs District in the U.S.
- Over \$350 Billion in Imports & Exports
- The most strategic location in the U.S.
 - Air Cargo Services
 - Ocean Services
 - Rail Services
 - Customs Brokers & Freight Forwarders
 - 100+ Consuls & Trade Commissioners





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Los Angeles International Airport (LAX) Cargo Services

- LAX is the thirteenth busiest cargo airport in the world, handling almost 1.9 million tons of origination and destination air cargo in 2010.
- More than 1,000 flights depart and arrive every day carrying cargo.
- More than half of the air cargo at LAX arrives and departs in the bellies of passenger aircraft. This allows airlines serving LAX to offer some of the lowest airfares to travelers.





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Los Angeles International Airport (LAX) Cargo Services

- More than 50 percent of LAX air cargo activity is international in origin or destination.
- An estimated 79 percent of the region's air cargo is handled through LAX.
- The most exported air commodity in terms of tonnage from LAX is vegetables, fruits and nuts with 15.1 percent of the total weight.
- LAX now boasts the largest refrigeration unit west of the Mississippi, which enables us to conduct just in time shipping for additional fresh products, including fresh flowers.





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Los Angeles International Airport (LAX) Cargo Services

- Other leading exports are base metals and articles thereof; computer equipment; photo, science and medical instruments; paper and pulp products; chemical products; plastics and articles thereof; prepared foodstuffs; special classification provisions; and aircraft products.
- Apparel is the leading imported air cargo commodity, followed by computer equipment, audio and video media, fish, office machinery, textiles, footwear, vehicles other than railway, photo, science and medical instruments and electronic components.





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Los Angeles International Airport (LAX) Cargo Services

- There is an ever-growing number of air carriers, presently 100 passenger and all-cargo airlines, and their worldwide service area have created an extensive air cargo handling network at LAX. The airport has 2.1 million square-feet developed for cargo on 194 acres.
- Four million square-feet are developed for cargo use in the immediate vicinity of the airport.





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LAX Traveler Services

- Passenger Volume Rose 5.4 Percent During First Half of 2011
- Delta Airlines Now Operates Nonstop Daily Flights from LAX to Oakland (OAK)
- Turkish Airlines Begins Fifth Daily Flight from LAX to Istanbul (IST) Aug. 31
- Air China Begins Nonstop Daily Flight Between Los Angeles and Beijing Sept. 1
- American Airlines Adds Nonstop Service to Fort Lauderdale (FLL) Nov. 17
- American Eagle Begins Flights from LAX to Aspen (ASE) Dec. 15





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Modernizing LAX

- Complete Projects: Tom Bradley International Terminal, Theme Building, LAX Aircraft Rescue and Firefighting Station No. 80, LAX Airport Response Coordination Center (ARCC)
- Under construction: Bradley West - \$1.545 Billion project to add capacity to TBIT, Central Utility Plant \$438 million project to replace the 50-year old existing CUP, Elevators, Escalators and Moving Walkway Modernization, Terminal 6 Renovation and Inline Baggage System





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LAWA's Business and Job Resources Center (BJRC)

- Connecting you and your business to other international connections
- Partner with various other International Trade experts
 - Port of Los Angeles
 - U.S. Department of Commerce
 - Centers for International Trade
 - Trade Organizations and Unions
 - Local Exporters and Importers





BJRC Service Lines

- Business Outreach
- Bond Assistance (BAP-LA)
- International Trade
- Gateways Internship
- Job Training
- First Source Hiring





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BJRC Customers

- Local business enterprises
- International business enterprises
- Community residents
- Local employers
- LAWA tenants
- LAWA divisions
- Employment development agencies
- Job seekers
- Educational institutions
- Local and international students





Contact Information & Resources

- BJRC – Jamie A. Gutierrez
- (424) 646-7300 X 7305
- www.lawa.org/bjrc
- www.export.gov





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Thank You



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