



# NEWS RELEASE

SENATOR

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## **Sen. Wright, port, state officials host business leaders in push to boost California exports**

(GARDENA, CA.) – In these rough times, smart business people are looking everywhere for that next sale. But inside a local nightclub?

“I’ll bet you never expected to come to a nightclub setting to learn about exporting products overseas,” said state Senator Roderick D. Wright (D-Inglewood), who joined forces with the Port of Los Angeles (POLA) and the state Board of Equalization (BoE) to host the seminar for businesses contemplating taking the leap to become exporters.

“Boosting exports is not important just for your company,” said Wright. “Exports are important to the bottom line for California and the nation.”

On hand were experts from the port, the U.S. Department of Commerce, U.S. Small Business Administration, the state’s export program, the freight forwarding industry and Los Angeles International airport.

“Your businesses are extremely fortunate,” said Jim MacLellan, with the Port of Los Angeles. “You have more than 16 ocean carriers at the nation’s busiest seaport complex and one of the busiest airports for international air cargo.”

“All the resources your company needs to learn how to sell products overseas are within your reach,” said Norman Arikawa, International Trade Development Manager at the Port of Los Angeles.

An analysis of trade data from the U.S. Department of Commerce showed that the \$12.32 billion in goods shipped by California businesses to other countries in September was 19 percent higher than in September 2009, representing the 11th straight month of year-to-year increases. The growth was led by airborne shipments of high-value items such as electronics components, medical and scientific instruments, and pharmaceuticals.

“Whether it goes out by ship or plane, exports get our economy where we need to be,” said Wright, who has focused his work in the legislature on promoting manufacturing.

“Yours are the businesses that will lift us out of this hard economy,” said Culver City Mayor Chris Armenta, attending on behalf of State Board of Equalization Vice Chairman Jerome E. Horton, who sponsored the seminar with Wright.

“Global trade is big business for California and we must do everything we can to keep the goods moving,” said state Assemblyman Steven K. Bradford (D-Gardena), who talked about trade legislation he’s authored in the state legislature.

Wright pointed out the setting – the “Million Dollar Showroom” in Gardena’s historic Normandie Casino – but while the dozens of entrepreneurs and organizers on hand showed amusement at Halloween decorations and lighthearted artwork, the audience stayed focused at the work at hand.

“We’re here for business,” said Anthony Kim, president of the Cambodian American Business Association (CAMBA), who came with two fellow officers from his group, based in Long Beach. Cambodia, it was noted, has a single deep-water port capable of handling vessels that carry containerized cargo like those flowing from the ports of Long Beach and Los Angeles. “What we learn here could help make a brighter future for trade with our two countries,” said CAMBA’s Kim.

## END ##

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