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Giant Loop Takes a Giant Leap Forward in Growing its Export Sales

Wondering if federal export assistance programs work?

Look no further than Giant Loop, a maker of heavy-duty motorcycle saddlebags based in Bend, Oregon.

Over the years, Giant Loop received help from a variety of sources, including a loan from the Small Business Administration. But when it came to needing assistance with exporting, the company turned to the International Trade Administration's U.S. Commercial Service.

"The U.S. Commercial Service has provided great market data and seminars on export

mechanics. And government agencies work together to help small businesses like mine. They are invaluable, top notch,” says founder Harold Olaf Cecil.

Today, thirty percent of Giant Loop's revenue comes from international export sales to Canada, Germany, the United Kingdom, South Africa, Italy, Iceland, and Latvia, among many other countries. Not bad for a company founded in 2008.

Read more about Harold and [Giant Loop's path to export success](#).

And continuing our World Trade Month theme, we share some more extraordinary export and international trade resources.

More Success Stories, More Help

Interested in learning more about how other companies have launched and grown their export operations with federal assistance, as well concrete guidance on how you can do it? If you happened to miss our previous email, be sure to check out the U.S. Commercial Service's latest version of [A Basic](#)

[Guide to Exporting](#). What's [new in this 11th edition](#)? You'll find:

- Expanded information on [cross-border e-commerce or "e-exporting"](#)
- More about [export controls and regulations](#), including tax procedures and intellectual property considerations
- A new chapter on [rules of origin in Free Trade Agreements or FTAs](#)
- Updated content on [creating export plans](#) to strategically start or increase export sales
- [All new case studies](#), including small U.S. “micro multinationals” that sell to buyers in 30 or more countries.

Get Help Financing Your Export Strategy

Exporting isn't just about having a great product or service. Companies also need capital to help finance their expansion overseas. Learn more about different ways to finance your overseas expansion with the Export-Import Bank of the United States' guide [Export Expertise: 10 Finance Tools to Grow Your Export Business](#)

Do You Need an Export License?

Did you know that most export transactions do not require specific U.S. government licenses? It is up to each exporter to determine whether their products require a license. Read more about which federal department or agency has jurisdiction over the items you plan to export in order to determine [whether or not you will need an export license](#).

Small Business Expertise for Emerging Markets

Just looking for some solid small business guidance for participating in emerging markets? The Overseas Private Investment Corporation (OPIC) has compiled a comprehensive list of tools and resources including plans, templates and financial modeling tools. Check out the [OPIC Small Business Guide](#).

Have a Minute to Help?

Both the [Export-Import \(Ex-Im\) Bank of the United States](#) and the U.S. Department of Commerce's [Economics and Statistics Administration \(ESA\)](#) rolled out new, more intuitive web sites in an effort to be more responsive to users. Be sure to take a look.

They're not the only ones that are making upgrades. BusinessUSA is in the process of rolling out a new home page, and we'd love your input as we finalize things. Visit the [new Beta home page](#), take a look around, and [tell us what you think](#). You can also access the Beta page from our [current home page](#) by clicking "take me there" at the top. We look forward to hearing from you!

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