

MID-AMERICA TRADE SUMMIT

Outstanding Exporter Honorees



Ag World International Corp (Illinois) - <https://agworld.international/>

Company Representative: Jacob Cluver, CEO/President - jacob@agwic.com

Company Description: Ag World is a purebred livestock exporter whose export history spans more than 40 years. Ag World exports high quality swine, beef and dairy cattle, sheep and goats to breeders in 100 countries in six continents globally. As exclusive Powder River and Renco distributors, Ag World also provides customers with access to top of the line livestock testing and handling equipment.

Export Awards/Recognition: Ag World was recognized in the early 1980's with the prestigious President's E-Award. The company was then recognized in 2013 at Exporter of the Year by the State of Illinois.



Allen Engineering Corporation (Arkansas) - <https://www.alleneng.com/>

Representative: Joey Ward, Inside Sales & International Sales Manager - joey.ward@alleneng.com

Company Description: Allen Engineering Corporation is a family owned company, based in Paragould, Arkansas. In 2020, the company will celebrate 56 years in business as a global provider of concrete construction and related equipment. Allen's USA made equipment can be found in working on major international airports, bridges, and small and large flat floor projects all around the world.

Export Awards/Recognition: In 2018, Allen Engineering Corporation received the Arkansas Governor's Award for Excellence in Exporting.

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AMEROC EXPORT INC. (Illinois) - www.Ameroc-Export.com

Company Representative: Sophia Fourzia Leguedi, President - sophia@ameroc-export.com

Company Description: AMEROC EXPORT INC. is an international trade company that specializes in exporting U.S.-made heavy equipment, industrial tires and automotive lubricants. The company serves export markets in North Africa, the Middle East, Central America and the Caribbean.

Export Awards/Recognition: Among other awards, AMEROC EXPORT INC. was recognized by SBA as the Illinois Exporter of the Year in 2016 and received the Export Achievement Certificate Award from the US Commercial Service that same year.



Champion Laboratories, Inc. (Illinois) - <https://www.champlabs.com/>

Company Representative: Pam Schell, Trade Compliance Manager - Pam.Schell@champlabs.com

Company Description: Champion Laboratories, Inc., established in 1936, has grown into a global leader in automotive filter manufacturing. The company has become one of the industry's largest private label automotive filter suppliers and a leading manufacturer of original equipment filters and aftermarket brands such as Champ Filters, Luber-finer and Petro Clear. Champion's key export markets are Canada, China, Mexico, Saudi Arabia and Russia.

Export Awards/Recognition: Champion Laboratories, Inc. was nominated as an Outstanding Exporter Honoree for 2020 by the Illinois SBDC.

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Dazor Lighting Technologies, LLC (Missouri) - <https://www.dazor.com/>

Company Representative: Stan Hogrebe, Vice President - Shogrebe@dazor.com

Company Description: For over 75 years, Dazor has supplied customers from around the world with leading lighting technologies designed and manufactured for professional environments in which precision lighting and magnification is critical for visual accuracy, worker comfort and production efficiency. Dazor products are a staple in the global gemological and jewelry manufacturing market, widely recognized throughout the diamond districts in Europe, Hong Kong, Russia, India and South Africa. Its illuminated magnifiers are found throughout Korea, Vietnam and Singapore in industrial factories which manufacture semiconductors for memory and sensors, capacitors and other electronic components for the global community.

Export Awards/Recognition: Dazor Lighting Technology was nominated as an Outstanding Exporter Honoree for 2020 by the Missouri District Export Council.



ECOJOHN (Arkansas) - <https://shop.ecojohn.com/>

Company Representative: Stefan Johansson, Founder & CEO - sjohansson@ecojohn.com

Company Description: ECOJOHN manufacture sustainable wastewater evaporation systems and incinerating toilets that operate completely off-grid. These toilet systems have been installed in the most extreme environments around the world including Africa, Antarctica and Arctic (all seven continents). The ECONJOHN line of products are ideal in remote or mobile applications where septic or sewer is not practical such as RVs, tiny homes, mining, oil & gas, MoD, cottages. All black and greywater gets incinerated into a small amount of sterile ash that can be easily disposed.

Export Awards/Recognition: ECOJOHN was the 2018 recipient of the Arkansas Governor's Award for Excellence in Global Trade and Sustainability.

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Global Aviation Technologies, LLC (Kansas) - <https://www.globalaviationtechnologies.com/>

Company Representatives: Woody Cottner, Founder & VP of Business Development - woody@globalaviationtechnologies.com and Candace Cottner, Director of Finance - candy@globalaviationtechnologies.com

Company Description: Global Aviation Technologies, LLC (GAT) is a certified MRO (Maintenance Repair Organization) specializing in Airframe, Avionics & Special Missions Integration, Modification and Certification, Build-to-Print Cable Assemblies and Electrical Sub-Assemblies. Even though GAT is centrally located in Wichita, Kansas, known as the "Air Capital of the World," the vast majority of its customer base year after year has been outside the state of Kansas and largely international. GAT is committed to growing exporting as part of its overall business strategy supporting future growth. Markets currently served (but not limited to) include Turkey, Taiwan, United Arab Emirates, Saudi Arabia, Germany, and Jordan.

Export Awards/Recognition: Among several other awards received, Global Aviation Technologies, LLC was the 2016 recipient of the SBA's Exporter of the Year Award for Kansas.



Committed to the Cut.®

The Grasshopper Company (Kansas) - <https://www.grasshoppermower.com/>

Company Representative: Ray Garvey, International Business Development Manager - rgarvey@grasshoppermower.com

Company Description: Known as a pioneer of zero-turn radius technology in the landscape equipment industry, the Grasshopper Company was founded in 1969 and currently distributes product in 40 international markets, all 50 states and additional US territories. It's an industry leader in the design, manufacture and distribution of commercial- and farm-grade mowers, snow removal and grounds maintenance equipment.

Export Awards/Recognition: In October 2020, The Grasshopper Company received recognition as a Presidents "E" Award recipient. Among other accolades, the company exporting exploits been recognized by the World Trade Council of Wichita and the state of Kansas. Grasshopper was a featured exporter in International Business New Magazine and the Wichita Business Journal.

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InnovaPrep (Missouri) - <https://www.innovaprep.com/>

Company Representative: Ann Packingham, Sales and Marketing Director - apack@innovaprep.com

Company Description: InnovaPrep makes tools for modern microbiology that help people and animals live safer and healthier lives. The company's products are marketed in 60 countries through a network of 13 distribution partnerships.

Export Awards/Recognition: InnovaPrep was nominated as an Outstanding Exporter Honoree for 2020 by the Missouri Department of Economic Development International Trade & Investment Office.



IVS (International Veterinary Supplies), Inc. (Iowa) – <https://myvetsupplies.com/>

Company Representative: Alicia Jaime, President - ajaime@intervetsupplies.com

Company Description: International Veterinary Supplies (IVS) is dedicated to providing quality animal health instruments and superior service to veterinary clinics and livestock and farm operators. Outside of the U.S., the IVS brand is well known in Japan, Dubai, South Africa, England and throughout the Americas.

Export Awards/Recognition: In 2018, IVS was the recipient of the SBA Iowa Exporter of the Year award and Regional Exporter of the Year award.

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MOTORPARTS
NATION

MotorParts Nation (Missouri) - <https://motorpartsnation.com/>

Company Representative: Genera Moore, President - gtm@motorpartsnation.com

Company Description: Launched in 2017, MotorParts Nation is a U.S.-based automotive parts distributor. The company exports U.S.-made aftermarket auto parts, motor oil, lubricants, tires and car batteries to Africa. With a goal to transform the auto-repair industry in Africa, MotorParts Nation is working with mechanics to enhance their technical skills and provide easier access to diagnostic technology, financing and payment options.

Export Awards/Recognition: MotorParts Nation was nominated as an Outstanding Exporter Honoree for 2020 by the Missouri Department of Economic Development International Trade & Investment Office.



Oscarware, Inc. (Kentucky) – <http://www.oscarwareinc.com/>

Company Representative: Debra Dudley, President & Owner - debra.dudley@oscarwareinc.com

Company Description: Oscarware is a family-owned manufacturing business founded in 1989 by Debra Dudley and her late husband Reg Dudley. Sensing the anything-can-be-grilled trend, they invented a new product they called “grill topper” making it possible to cook a variety of meals on an outdoor grill. All products are made in Bonnieville, a city of less than 300 people in south central Kentucky. Oscarware is the leading domestic manufacturer of both disposable and porcelain coated steel toppers in the U.S. Since 2014, the company has increased sales and market share in exporting and introducing their made in USA “grill toppers” to Europe. The company is currently working with customers in Canada and Mexico with assistance from the SBA STEP exporting program.

Export Awards/Recognition: Throughout the years, Oscarware has received numerous awards. Most recently, company owner (Debra Dudley) was named the 2017 Kentucky Small Business Person of the Year and the SBA National 1st-Runner-Up Small Business Person of the Year.

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PACIFIC SUPPLIES COMPANY

Pacific Supplies Co. (Missouri)

Company Representative: Mary Rackers, Export Manager

Company Description: Launched in 1994, Pacific Supplies Company is a U.S.-based export/import company aiding traders in the Pacific Rim region. The company specializes in sourcing, consolidating, facilitating the sale of food and food-related items to customers throughout North America and Mexico.

Export Awards/Recognition: Pacific Supplies Company was nominated as an Outstanding Exporter Honoree for 2020 by the Missouri Department of Agriculture.



PT (Oklahoma) - <http://www.ptcoupling.com>

Company Representative: Charles Mowery, International Sales Manager - Charles.Mowery@ptcoupling.com

Company Description: PT Coupling (PT) manufactures and distributes American made quick connect/disconnect couplings and replacement parts for the Petroleum, Industrial, Chemical and Food Grade markets. PT has a committed focus in foreign markets, which includes fostering an in-house international sales team. Active export markets for the company include Mexico, Argentina, Australia, Canada, Egypt, Germany, New Zealand, South Africa and the United Kingdom.

Export Awards/Recognition: PT was nominated as an Outstanding Exporter Honoree for 2020 by the Oklahoma SBDC – Wes Watkins Center of International Trade Development.

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Pyramid Foods (Missouri) - <https://pitmasterlt.com/>

Company Representative: Luther Tookes, CEO - ltookes@pyramidfoods.co

Company Description: Pyramid Foods, LLC manufacturers of an assortment of PITMASTER LT's Bar-B-Que sauces and meat rubs. The company ventured into the export market by participating in Food Export Association sponsored events in 2018. Rewarded with a single customer order from Toronto, CA in early 2019, Pyramid has since contracted with a Canadian Broker to expand its distribution footprint throughout all Canadian provinces. Sales to Kuwait and Spain also present exciting growth opportunities for Pyramid Foods. Thanks are extended to the Food Export Association, US Commercial Service, Kansas Dept. of Commerce, USDA, World Trade Center KC and the KC Chamber of Commerce for their guidance and support.

Export Awards/Recognition: Pyramid Foods, LLC was nominated as an Outstanding Exporter Honoree for 2020 by the Food Export Association of the Midwest.



Sawyer Manufacturing Company (Oklahoma) - <https://sawyermfg.com>, <https://sawyerfab.com>

Company Representative: Dave Hembree, President - dave@sawyermfg.com

Company Description: Sawyer Manufacturing Company is a global provider of pipeline and welding equipment with 72 years of manufacturing experience, exporting equipment globally, including to all 50 states and more than 50 countries. Most recently, Sawyer Manufacturing secured the largest distribution channel in the Middle East that will stock their products for one day service to seven Gulf Coast Countries in the Middle East. Sawyer Fabrication, a division of Sawyer Mfg., is a full service ASME code welding facility focusing on heavy structure, vessels, tanks, and piping systems that are exported worldwide for use in the oil and gas industry as well as other custom fabricated equipment for the food industry, health and fitness, and aerospace.

Export Awards/Recognition: Sawyer Manufacturing Company was the recipient of the 2015 SBA National Exporter of the Year and 2018 Governor's Award - Excellence in Exporting.

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SEVO Systems (Kansas) - <http://sevosystems.com/>

Company Representative: Jon Flamm, Owner & Managing Director - jflamm@sevosystems.com

Company Description: Launched in 2001, SEVO Systems was formed to develop and commercialize a evolutionary new technology, Novec 1230 Fire Protection Fluid, invented and marketed by 3M for use in fire suppression systems. This development represented a major breakthrough in halon replacement technology – combining high extinguishing efficiency with excellent environmental, health and safety properties. Today, SEVO Systems' distribution is established in over 55 countries in North America, South America, Asia, Europe and the Middle East providing full engineering and mission critical services to support our distributors and end users in a variety of different industries.

Export Awards/Recognition: SEVO Systems was nominated as an Outstanding Exporter Honoree for 2020 by the MU International Trade Center.



Stauder Technologies (Missouri) - <https://www.staudertech.com>

Company Representative: Gerard Stauder, President - jstauder@staudertech.com

Company Description: Stauder Technologies, a defense contractor founded in 1997, is passionate about solving real-world problems where they connect the old with the new, allowing customers to add new components, systems and platforms with low-cost, out-of-band upgrades. Stauder Technologies has long recognized the transformational move toward a dynamic digital world along with the associated need for a common operating picture for world-wide users in a networked environment. Using their Hyde family of hardware systems and their JECL software, NATO and Allied militaries working with the U.S. military can readily meet the digital communications and system interoperability requirements needed for coordinated ground and air missions and situational awareness. In recognition of this need, Stauder Technologies is expanding into foreign military markets, specifically targeting those countries which have friendly relations with the United States. Over the past 5 years, they have substantially expanded sales beyond the original US-only military market, with nearly 75% of our business now coming from over 15 foreign customers primarily located in Europe, Australasia and the Americas.

Export Awards/Recognition: Stauder Technologies was nominated as an Outstanding Exporter Honoree for 2020 by the Missouri Department of Economic Development International Trade & Investment Office.

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Two Rivers Fisheries, Inc. (Kentucky) - <http://www.tworiversfisheries.com/>

Company Representative: Yongqin "Angie" Yu, President - angie@tworiversfisheries.com

Company Description: Two Rivers Fisheries is the largest fish processor and fastest growing exporter in the State of Kentucky with a mission of reducing, reusing, and redefining invasive Asian Carp in America. Its quality products are in high demand domestically as well as internationally by dozens of countries in Europe, Asia, and the Middle East.

Export Awards/Recognition: Two Rivers Fisheries received the Martha Layne Collins International Trade Excellence Award from the Commonwealth of Kentucky in 2015.



WW Cedar (Missouri) - <http://www.wwcedarcollc.com>

Company Representative: Otto Williams, Owner & CEO - wwcedarcollc@yahoo.com

Company Description: WW Cedar Co LLC is an eastern red cedar business based in Maries county and currently processing about 720,000 board feet a year. The company takes pride in offering a high-quality cedar product to customers domestically and internationally. WW Cedar has been shipping approximately 40 containers a year to customers located in China and Taiwan.

Export Awards/Recognition: WW Cedar was recognized by the state of Missouri as an honorary exporter in 2010 and 2011. In 2012, they were the recipient of the Missouri Governor's Award for Agricultural Achievement.

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Vortex Surgical Inc. (Missouri) - <https://www.vortexsurgical.com>

Company Representative: Michael Fanning, CEO - mfanning@vortexsurgical.com

Company Description: Vortex Surgical is a manufacturer of high-quality disposable products for ophthalmic surgery. With a focus on innovation, quality and exquisite craftsmanship, Vortex has experienced rapid growth. The company currently serves customers in 22 global markets and planning a 40% expansion for 2021 markets.

Export Awards/Recognition: Vortex Surgical was nominated as a 2020 Outstanding Exporter Honoree by the Missouri District Export Council.

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2019 Outstanding Exporter Honorees

- 4B Components Ltd – Illinois
- Double D Mats – Kansas
- Elastec – Illinois
- Hayes Abrasives, Nc. – Illinois
- Kuder, Inc. - Iowa
- Link Electronics – Missouri
- Serola Biomechanical, Inc. – Illinois
- SEV-REND High Performance Packaging – Illinois
- Sunnen Products Company – Missouri
- U.S. International Foods – Missouri

2018 Outstanding Exporter Honorees

- Brewer Science – Missouri
- CCK Strategies – Oklahoma
- Clayton Agri-Marketing – Missouri
- Coneqtec Universal – Missouri
- Diamond V – Iowa
- Missouri Pacific Lumber – Missouri
- SCD Probiotic – Missouri
- SEV-REND High Performance Packaging – Illinois
- Smart Controls – Illinois
- Sunnen Products Company – Missouri
- TriCorps Technologies – Oklahoma
- Vacuworx – Oklahoma