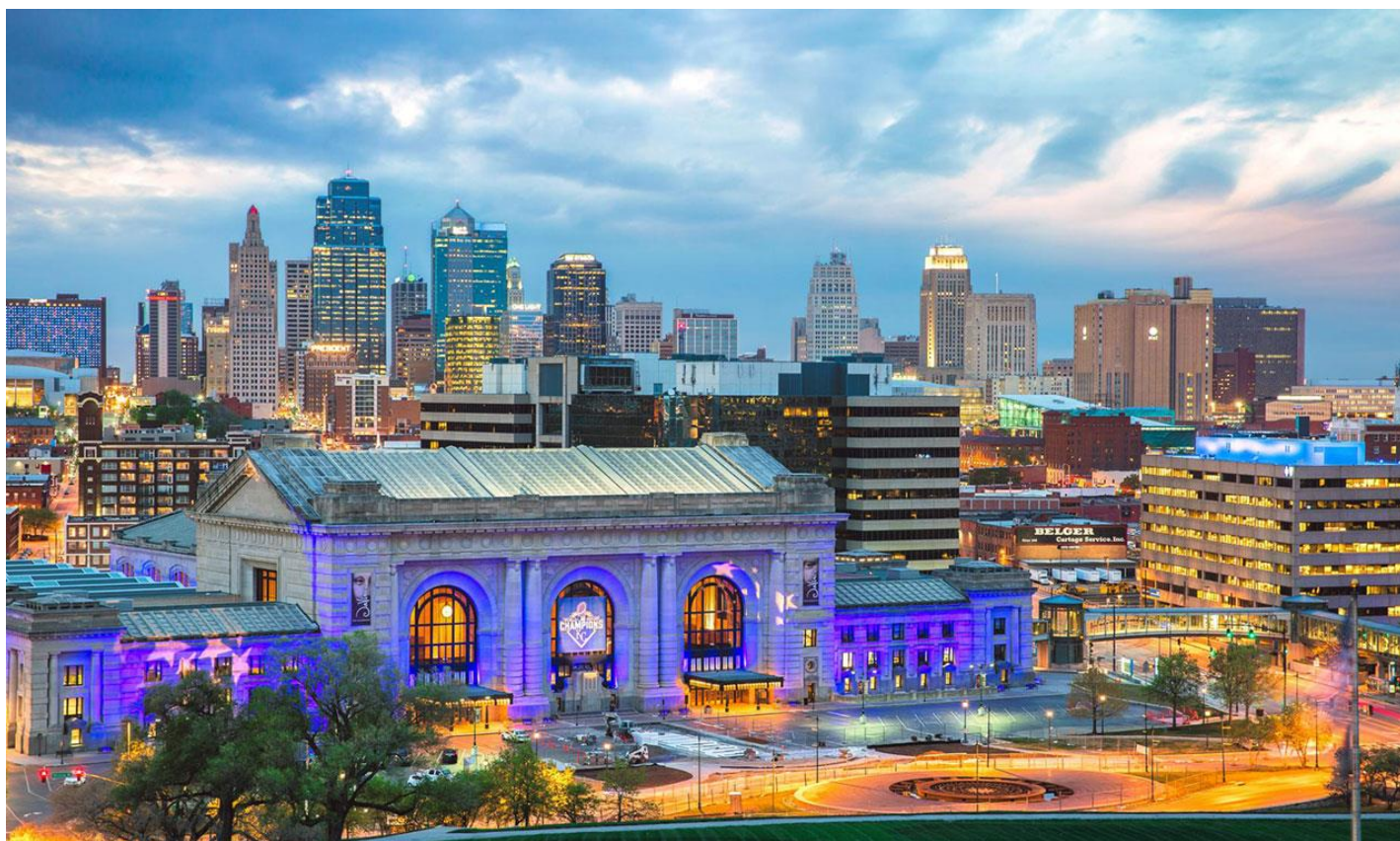


TRULASKE TRADE TREK



2024 EVENT PROGRAM

March 14 – 15, 2024

AGENDA

Thursday, March 14, 2024 (11:15 a.m.-8:00 p.m.)

- 11:15 a.m. Meet at Cornell Hall – Outside Busch Auditorium
- 11:30 a.m. Depart Columbia
- 1:30-3:15 p.m. **Labconco Corporation**
8811 Prospect Avenue, Kansas City, MO 64132
- 3:15 p.m. Depart Labconco for World Trade City-Kansas City
- 4:00-5:00 p.m. **World Trade Center-Kansas City Industry Panel**
Union Station, 30 W Pershing Rd, Kansas City, MO 64108
- 5:00-6:00 p.m. **NETWORKING / COCKTAIL HOUR**
- 6:00 p.m. Depart Union Station Kansas City for Chicken N Pickle
- 6:30-8:00 p.m. **Chicken N Pickle**
1761 Burlington, North Kansas City, MO 64116
- 8:00 p.m. Depart Chicken-N-Pickle for Hotel
- Hotel: Comfort Inn & Suites
7300 NE Parvin Rd
Kansas City, MO 64117
Phone: 816-454-3500

Friday, March 15, 2024 (8:30 a.m.-5:00 p.m.)

- 8:00 a.m. Depart Hotel for Port KC
- 8:30-10:30 a.m. **Port KC**
Office: 110 Berkley Plaza, Kansas City, MO 64120
Port Terminal: 1769 Market St, Kansas City, MO 64105
- 10:30 a.m. Depart Port KC for SubTropolis
- 11:00 a.m.-1:00 p.m. **Hunt Midwest / SubTropolis**
8300 NE Underground Dr, Kansas City, MO 64161
- 1:00 p.m. Depart SubTropolis for ULTRAX Aerospace
- 1:30-3:00 p.m. **ULTRAX Aerospace**
4200 NE Sun Court, Lee's Summit, MO 64064
- 3:00 p.m. Depart Kansas City for Columbia
- 5:00 p.m. Arrive in Columbia

DAY 1: Thursday, March 14, 2024

1:30 P.M. Labconco Corporation



Representatives: **Nathan Ladd** - Vice President of Sales – nladd@labconco.com
 Nathan Richardson – International Sales Manager – nrichardson@labconco.com
 Mona Daniels – International Operations Manager - mdaniels@labconco.com

About Labconco: Labconco has a long history that started humbly in 1925 in a garage in downtown Kansas City, Missouri. Ralph Callaway, a salesman, stopped by Philip Goldfisch's garage. He needed his car battery repaired. An unusual contraption in the back caught Ralph's eye. Phil had a knack for invention. He was working on a long metal pipe that held round bottom flasks for a local grain laboratory to remove acid fumes. The process was known as Kjeldahl nitrogen determination. The salesman and the inventor formed a partnership named Laboratory Construction Company. Their mission—to build and sell Kjeldahl apparatus to the numerous milling companies in the area.

Early years were lean, but the company survived and added new products. Carts. Tables. Goldfisch Fat Extractors. In 1939, Ralph's son, Redman, joined the business. During his 60-year career, his brand of building relationships, serving customers and caring for people helped the company thrive. In 1957, Labconco, as we came to be called, outgrew the garage and moved to our present headquarters in south Kansas City. The modern era began. We expanded from agricultural labs into other scientific markets. In the 1960s, Labconco introduced a series of fume hoods. They were lined with durable molded fiberglass, a signature feature still found in our Protector Premier line. Other equipment made with molded fiberglass, such as glove boxes, quickly followed.

Along the way, we established enduring relationships with laboratory supply dealers. They expanded our geographic reach and passed along product ideas suggested by their laboratory customers. Many of these ideas came to fruition. In 1969, a glassware washer. In 1974, freeze dryers. In 1976, biological safety cabinets. In 1984, water purification systems. In 1989, we acquired Buchler Instruments, and with it, the expertise to add evaporators and centrifugal concentrators. Our product lines were expanding and becoming more diverse.

Labconco stays the course with our mission to make superior quality laboratory equipment. More recently, a first of its kind—Purifier Axiom Class C1 Biosafety Cabinet—became another example of our commitment to innovate for science. Today we stay close to the core values that Redman Callaway instilled in us—we care about our customers, superior quality and our people. That's what grounds us and keeps us growing. Learn more about [Labconco Corporation](https://www.labconco.com).

About Nathan Ladd: [Nathan Ladd](#) is Labconco's Vice President of Sales & Service, an executive role he has enjoyed for the past three years. Over his almost 17-year career at Labconco, he has served in a myriad of sales roles including Director of Global Sales, International Sales Manager, and APAC Territory Manager. Notably, Nathan was Labconco's first associate to be based overseas (Singapore) working with their distribution partners in APAC. Being in the market laid the groundwork for the company's expansion in the Asia-Pacific region and establishing a precedent of sales managers being based in the markets where they serve. This has ensured shortened response times and more direct end-user access. Nathan's work for

Labconco has taken him to over 35 countries to meet and train with sales partners and customers serving the variety of research areas where Labconco's products fit.

He earned his degrees in Business Management and International Studies, with a focus on International Business and Human Resources, from the University of Kansas, Lawrence. His time at university was marked by academic recognition, including receiving a Chancellor's award, serving in student government, and extensive travel including study abroad & internships in Mexico, China, Singapore and London over his 4 years. A proud Midwesterner and originally from Effingham, Kansas, Nathan has spent most of his Labconco time based out of Labconco's KC headquarters so has built up extensive flight miles.

Outside of work, Nathan enjoys simple pleasures like traveling, baking, trying new restaurants, and gardening. He finds joy in growing different types of plants, reflecting his interest in nurturing and personal growth. Yoga and reading are also part of his routine, contributing to his well-rounded lifestyle. Nathan attributes his career achievements to his curiosity and the personal connections he's made with customers and dealers, valuing the variety and challenges each day presents.

About Nathan Richardson: [Nathan Richardson](#) currently manages the international department for Labconco. Over the past three years as the International Sales manager, he has played a key role in helping the company grow its international presence. Before this, Nathan progressed through various positions at Labconco, including International Business Development Manager, Project Development Manager, and Regional Territory Manager, contributing to the company's development and expansion.

Prior to Labconco, he was a Sales Director at a retirement community, enhancing his skills in sales strategy and customer relations. Nathan's career also includes a diverse background that spans scientific research at the Pacific Northwest National Laboratory and various roles in the Air Force, such as Marketing Manager, Sales Trainer, Recruiter, and Aircraft Mechanic. This combination of experiences has given him a well-rounded skill set in both technical and sales domains.

He earned a bachelor's degree in Neuroscience from Washington State University and holds an MBA, showcasing his dedication to lifelong learning and self-improvement. After moving from Detroit to Kansas City in 2018 for a promotion at Labconco, Nathan has embraced new professional challenges.

Outside work, Nathan values time with his family, supports his daughter's gymnastics, and enjoys traveling, outdoor activities like hiking and biking, and reading, which speaks to his broad interests and love for learning.

Integrity is a core value for Nathan, influencing his approach to both life and work. He aims to constantly learn and grow, valuing new experiences and opportunities. Nathan's varied background and commitment to improvement and integrity make him a dependable and adaptable member of Labconco's team.

About Mona Daniels: [Mona Daniels](#) has managed international operations at Labconco since 2019, where her responsibilities include managing the international customer service team and ensuring compliance with export laws. She also assists dealers in meeting requirements for importing Labconco products.

Her lifelong love of exploring cultures began in childhood. During college, she actively engaged with international students, building connections that enriched her understanding of cross-cultural communication. One of these friendships started her journey into the world of international business, where she began purchasing and exporting everything from blue jeans to satellite dishes to Kenya. Mona also spent five years teaching martial arts in Saudi Arabia to members of the royal family and their friends.

Today, as Labconco's International Operations Manager, Mona uses her cross-cultural background to understand clients' needs thoroughly, ensuring they receive unparalleled support. She collaborates with dealers and navigates the complexities of export compliance to facilitate seamless operations.

Outside the office, she has variety of hobbies, each with an international perspective that highlights her love for learning and embracing global diversity. Whether volunteering with charitable causes, following sports, delving into world history, appreciating universal music, or traveling the world, her pursuits transcend geographical boundaries. This enthusiasm for interconnected experiences strengthens her commitment to a world where curiosity and compassion know no limits.

4:00 P.M. Global Trade Industry Panel



Representatives: **Drew Felling** – Chair, Mid-America District Export Council (MADEC) and VP of Trade
Jennifer Kahmann – VP, People Operations – jkahmann@scarbrough-intl.com
Melissa Miller – Director – mmiller@kcchamber.com
Pinki Thakker – Acting Global Education Team Leader – Pinki.Thakker@trade.gov

Session Description: In 2022, Kansas City metro area exported USD 9.6 billion a 4.8% increase from the previous year making them the 40th largest exporter among U.S. metro areas. There are more than 2,000 companies exporting goods from the region with 82% being small-medium sized entities. Kansas City's top trading partners include Canada, Mexico, China, Germany, and Japan exporting a wide variety of products such as transportation equipment, agricultural products, chemicals, and processed foods. Kansas City is home to one of the largest foreign trade zones in the country with over 450 million square feet of approved foreign trade zone space. The Kansas City trade zones handle more volume than those of Chicago, Dallas, Denver, Minneapolis, and St. Louis. For all these reasons and more, companies located in the Kansas City region benefit from the community's global connectivity worldwide.

About Commerce Bank: Commerce Bank helps exporters and new-to-exporting companies grow their global sales. Whether it be through our international trade or foreign currency services, or our EXIM/SBA export working capital programs, Commerce Bank has the resources you need. Learn more about [Commerce Bank](#).

About Drew Felling: [Drew](#) is a Certified Global Business Professional (CGBP) with more than 30 years of international experience in export sales, logistics, trade payment and finance services. With proven success in assisting exporting and importing companies grow their international business, Drew works with Commerce Bank's commercial relationship officers in Western Missouri, Arkansas, Texas, Oklahoma and Colorado. Service offerings include Letters of Credit, Documentary Collections, and Export Working Capital Loans. He also serves as Chair for the Mid-America District Export Council.

About Scarbrough Group: Founded in 1984, The Scarbrough Group has grown its global logistics operation one client and one employee at a time. Whether international freight forwarding, customs brokerage, domestic trucking, or warehousing, The Scarbrough Group manages supply chains differently. The company remain a people-first organization with dedication to traditional values and support for our community. Expect More™ from your logistics provider. Learn more about [Scarbrough Group](#).

About Jennifer Kahmann: [Jennifer](#) serves as Vice President, People Operations at The Scarbrough Group. Jenn is a Licensed Customs Broker and Certified Customs Specialist. She oversees the elements of Scarbrough that support its most important asset: its people. Jenn joined The Scarbrough Group while earning her degree in International Relations, Political Science, and Religion from William Jewell College. She has extensive experience in both import and export operations and garnered a true passion for people-centric management during her time leading international operations for Scarbrough's regional presence.

About World Trade Center Kansas City: A World Trade Center connects its regional business community to the people, companies, data and government agencies that make up the fabric of global commerce. As part of a network of 330 World Trade Centers, WTCKC offers a variety of programs and resources to stimulate international trade. The KC Chamber is one of only three chambers in the U.S. to operate a licensed World Trade Center. Learn more about the [World Trade Center](#).

About Melissa Miller: Before joining the World Trade Center, [Melissa](#) served as an International Trade Specialist for the Missouri Department of Agriculture (MDA) specializing in the promotion of Livestock & Genetics. During her time at MDA, she led numerous trade missions and represented the State of Missouri at various trade shows. Prior to that she worked as a Data Analyst for Lincoln University of Jefferson City where she was charged with maintaining and reporting University data on the local, state, and national levels. Melissa is originally from central Missouri and is an avid traveler. She attended Truman State University and Lincoln University of Jefferson City. She holds a Bachelor of Science in Agribusiness and a Master of Business Administration in Business Management.

About U.S. Commercial Service: As the export promotion arm of the U.S. Department of Commerce, the U.S. Commercial Service (USCS) works every day to grow U.S. exports to increase U.S. jobs. With global relationships and expertise in every major industry sector, USCS leverages the strength of the U.S. government to support U.S. company export growth through strategy development; partner background checks; in-country matchmaking through our flagship Gold Key Service (and other programs) to connect U.S. companies to the right partners; counseling with U.S. and international based staff on export regulations and compliance; overseas product promotion; and trade show support. USCS has a network of trade professionals ready to assist your company. U.S. companies can find USCS trade professionals to assist them in over 100 U.S. cities and in more than 75 countries to help them increase sales to new global markets. For more information, please visit: www.export.gov

About Pinki Thakker: [Pinki](#) serves as the Acting Global Education Team Leader for the U.S. Department of Commerce. In this role, she manages and oversees U.S. Commercial Service Education Team programs that assist U.S. educational institutions with international promotion and recruitment efforts. She also oversees U.S. Commercial Service collaboration with education partners both domestically and abroad. Prior to this assignment, Pinki was a Senior International Trade Specialist at the U.S. Commercial Service in Kansas City, Missouri. She provided export counseling and international trade promotion services to the business community across Kansas and Missouri in key industry sectors (including advanced manufacturing, agribusiness, consumer goods, education, energy, and textiles and apparel). Pinki is a graduate of the University of Missouri-Columbia, where she earned a Master's in Business Administration and Bachelor's degrees in International Studies, Anthropology, and French Language and Literature. Pinki speaks fluent Hindi and Gujarati with conversational French skills and is currently teaching herself Spanish, Arabic, and Korean. In her spare time, she enjoys solo traveling, watching Bollywood films, baking, dancing, and spending time with her family and friends.

6:30 P.M. Chicken N Pickle

Chicken N Pickle®

KANSAS CITY

Representative: Dave Johnson, Founder & Principal at Chicken N Pickle and Chairman & CEO, Maxus Properties, Inc. - djohnson@maxusprop.com

About Chicken N Pickle: An indoor/outdoor entertainment complex includes a casual, chef-driven restaurant and sports bar that boasts pickleball courts, a variety of yard games and enough space to kick back and relax with your favorite peeps. Learn more about [Chicken N Pickle](#).

About Maxus Properties: Maxus Properties, LLC has been in business since 1987. During the 1990's Maxus responded to the change in the rental markets by taking over several struggling public partnerships and capitalizing on opportunities created through syndication of Low-Income Housing Tax Credits. Maxus currently operates rental housing of every income level and continues to have substantial operations with market properties as well as with those under various affordable housing programs. Maxus also specializes in turnarounds. The company has taken over struggling partnerships, tenant-in-common deals and REITs, and have also been involved in the purchase of hundreds of millions of dollars in distressed debt.

Their growth and success through the years have been based upon the pride in creating, maintaining and enhancing the value of both the residential and commercial properties they own and manage. Value enhancement is the focus of their business. Maxus regional corporate supervisors and administrators have over 50 years of combined experience in providing full apartment management property services. The company's leadership and staff are experienced professionals who have devoted long careers to property management, understanding each property's unique requirements. Whether its Class A new construction or Class B rehabilitations, their more than 350 in-house and on-site employees assure long-term continuity and direction. The company's goal is to provide solutions before there's a problem. By delivering quality services using state of the art technology, resident retention is increased resulting in lower turnover costs and higher occupancy.

About Dave Johnson: [Mr. Johnson](#) is a 1978 graduate of the University of Missouri-Columbia. Upon graduation, Mr. Johnson joined the international accounting firm of Arthur Andersen & Company where he was promoted to Tax Manager in 1982. At Arthur Andersen, Mr. Johnson specialized in structuring real estate transactions for clients and was on the National Real Estate Team. In 1988, Mr. Johnson left Arthur Andersen to pursue a career in the acquisition and management of commercial and multi-family real estate projects. Mr. Johnson is a licensed real estate broker and a certified public accountant in the State of Missouri.

DAY 2: Friday, March 15, 2024

8:30 A.M. Port KC



Representatives: **Richard Grenville**, VP of Port Operations - RGrenville@portkc.com
Meredith Hoenes, Communications Director – mhoenes@portkc.com

About Port KC: Port KC's mission is to grow the economy of Kansas City's port district through transportation, global commerce and development. The organization's vision is to be the premier port providing efficient, effective, and innovative transportation and development solutions to compete nationally and globally. Learn more at [Port KC](https://portkc.com).

About Parson Port Terminal: The Governor Michael L. Parson Port Terminal (formerly known as The Woodswether Terminal) is located at Missouri River mm 367 just below the confluence of the Kansas and Missouri Rivers offering three barge docks. The facility offers a combined indoor storage capacity for fertilizer products of 13,500 tons. Additionally, the facility currently provides access to two large concrete pads designed for non-weather sensitive cargo storage. Near-term expansion plans will augment the facility's ground storage thanks to state funding awarded to Port KC. It is also located on the Union Pacific rail spur with capacity to hold 15 cars. The Port also maintain a certified truck scale, material handlers and multiple mobile loaders all conveniently located in the industrial heart of downtown Kansas City near Interstates 70 and Interstate 35.

About Missouri River Terminal (MRT): Port KC bought 415-acres of former steel mill land in 2018 to develop it into a multimodal, inland port. In 2020, the US Department of Transportation awarded Port KC a USD 9.9 million grant to advance the redevelopment of the state-of-the-art MRT. Thanks to a dedicated USD 30 million by state leaders from the FY 2024 budget, MRT is primed to continue its mission forward to change the waterway and economic landscape for Missouri. The funding will build road access into the site which is located at the convergence of the Blue River into the Missouri River in Jackson County. It already has access to five major railroads, and the Missouri River, but required better road access for trucks in and out of the property. The state funds will allow development of the terminal, which will expand Kansas City's footprint as a global logistics center and attract needed new jobs and opportunity to the eastside neighborhoods of Kansas City. Port Duisburg in Germany has been a case study in the design MRT. It is Europe's largest inland port, handling 4.4 million TEUs in 2019.

About Richard Grenville: [Richard](#) is responsible for all Port Terminal Operations and business development of freight related business. His extensive career in the maritime industry has afforded him a wide breadth of experience and innovation in the transportation/logistics field. His corporate career of more than 35 years includes many aspects of marine and terrestrial transportation in international and domestic arenas. A native of London England, Richard graduated in 1970 from the Naval Training school "Arethusa" in Kent England. Richard attended King Edward VII nautical College (University of London) and Plymouth Polytechnic (Exeter University) earning his DOT Second mates Certificate FG.

11:00 A.M Hunt Midwest / SubTropolis



Representatives: **Mike Bell** – Senior VP, Commercial Real Estate – mbell@huntmidwest.com
Ryan Tompkins – Director, Sales & Leasing - rtompkins@huntmidwest.com
Morgan Mutert – Senior Manager, Business Development & Government Affairs – mmutert@huntmidwest.com

About Hunt Midwest: Hunt Midwest is a Kansas City-based, privately held real estate development company with six decades of expertise in industrial, self-storage, residential, multifamily, and senior living communities, with more than USD 2.5 billion of developed projects in multiple geographic markets. Hunt Midwest leverages its reputation, resources, and relationships to create successful real estate solutions. Hunt Midwest is one of the pillars of the Lamar Hunt Family's holdings, which include interests in real estate, sports/entertainment, energy/natural resources, and private equity. Other marquee brands include the Kansas City Chiefs, Chicago Bulls, FC Dallas, Hunt Southwest, and Trinity Hunt. Learn more at HuntMidwest.com.

About SubTropolis: Situated 150 feet below Kansas City, is an immense man-made cave nestled in the bluffs above the Missouri River. This colossal underground storage facility where more than 1600 people work spans an astonishing 55,000,000 square feet (equivalent to approximately 1,100 acres). In fact, it proudly holds the title of the "World's Largest Underground Business Complex." With temperatures constant and lower energy costs, the space is perfect for e-commerce, supply chain, pharmaceutical, animal health, record storage and food storage operations.

About Mike Bell: [Mike Bell](#) leads Hunt Midwest's commercial real estate division and is responsible for the overall growth and management of the company's industrial leasing, property management, construction, mission critical, and development services.

An architectural engineer by training, Mike has more than 27 years of experience in the construction, design, and development aspects of commercial real estate, including more than 12 years at Hunt Midwest. During his tenure the company's commercial and industrial holdings have grown exponentially. SubTropolis, already the world's largest underground business complex, has grown from 4.7 million square feet of space to more than 8.1 million square feet of space in 2023 and plans to expand the facility up to 14 million total square feet over the coming decade. He was integral to the creation of SubTropolis Technology Center, a mission critical development with up to 100MW of power capacity. He has overseen the development of the 2,500-acre Hunt Midwest Business Center above ground, which includes another 1.2 million square feet of industrial space built or under construction in 2023, and the new 3,300-acre KCI 29 Logistics Park.

Mike also has overseen Hunt Midwest's industrial expansion into the Southeast U.S., including ongoing industrial development projects across Florida, Kentucky, and South Carolina. He helped attract the first hyper-scale data center company to Missouri, using state incentives that Hunt Midwest helped Missouri lawmakers pass, and helped secure a future data center on 300 acres at the Hunt Midwest Business Center.

Mike is a member of the Society of Industrial and Office Realtors and previously served as chairman for the Associated Builders and Contractors. He also is a member in a variety of other real estate and technology organizations, including the Kansas City Area Development Council, Smart Port, AFCOM and 7x24 Exchange,

CCIM, IMN, and NAOIP. He also previously served as chairman for the Church of the Resurrection board of trustees when the congregation undertook a \$92 million expansion in Leawood.

Born in Michigan, Mike is an avid hockey fan who still plays weekly in an adult competitive league in Shawnee. He earned a Bachelor of Science degree in architectural engineering from the University of Kansas. He lives with his family in Leawood, Kansas.

About Ryan Tompkins: As director of sales and leasing, [Ryan Tompkins](#) works with commercial real estate brokers to market available office and/or industrial space within SubTropolis, the world's largest underground business complex. In addition, he represents the company's surface property portfolio including both the Hunt Midwest Business Center and the Hunt Midwest Commerce Center located in Kansas City, Missouri.

Ryan has been involved in leasing over 2 million square feet of commercial, industrial and office space in SubTropolis and in the Hunt Midwest Business Center.

Ryan is a graduate of the University of Kansas in Lawrence with a master's degree in Urban Planning. Ryan is an active member of the Urban Land Institute of Kansas City. He currently resides with his family in Prairie Village, Kansas.

About Morgan Mutert: [Morgan Mutert](#) is responsible for developing business opportunities and expanding Hunt Midwest's industrial footprint in the Southeast U.S. including South Carolina, Georgia and Florida. She is focused on the marketing and leasing of industrial properties and works closely with brokers, site consultants and economic development agencies during the site selection process.

Prior to joining Hunt Midwest, Morgan led business development efforts for a civil engineering firm in Kansas City. She was also a member of MarksNelson's Location Strategies team where she focused on economic development strategy for rural communities and site selection. During her time at the Economic Development Corporation of Kansas City, Missouri, Morgan managed the city's new business recruitment and existing business retention efforts in manufacturing, distribution and technology industries helping grow Kansas City's economy.

She is an alumnus of the Greater Kansas City Chamber of Commerce's Centurions Leadership Program (2020) and is a past board member of the Missouri Economic Development Council.

Morgan graduated from the University of Missouri-Columbia with a Bachelor of Science in Business Administration and Marketing. She also earned an Economic Development Certification from the University of Oklahoma's Economic Development Institute. She lives in Lee's Summit with her family.

1:30 P.M. **ULTRAX Aerospace**



Representatives: [Troy Prewitt](#), President
[Lee Johnson](#), Business Development Manager

About ULTRAX Aerospace: Founded in 1995, ULTRAX Aerospace, Inc. mission and values guide every aspect of their enterprise, from R&D to deployable capability matrix to their relationships with discerning customers. With technology deployed globally, ULTRAX counts among its discerning customers all branches of the US Military, foreign militaries, aircraft OEM's, MRO's, and both business and commercial aviation enterprises. The company offers testing equipment, operational test program sets (OTPS), control and relay panels, controllers, interconnect devices (ICD), fault monitors, and other products. The company also features condition-based intelligence, designing, development, and risk mitigation solutions.



Trulaske Trade Trek — Spring 2024



Name: Charlie Dake

LinkedIn: <https://www.linkedin.com/in/charlie-dake/>

Major: Management

Year in School: Senior

Graduation: Spring 2024

Phone: 618-407-5301

E-Mail: charlie.a.dake@missouri.edu

Charlie is a dynamic business professional hailing from Waterloo, IL. While pursuing his degree in Business Management, he has experienced numerous professional opportunities: interning in Washington DC for his congressman, consulting for Roche at MU Hospital, participating in the National Association of Broadcasters' Fellowship program and working with his brothers to create Dake Brothers LLC, an investment management company. Charlie has a passion for hands on problem solving and a future of improving lives through data assisted solution development.



Name: Abby Daw

LinkedIn: <https://www.linkedin.com/in/abigail-daw/>

Major: Management

Year in School: Senior

Graduation: Spring 2024

Phone: 636-295-1549

E-Mail: amdwcbb@umsystem.edu

Abby is a senior majoring in business administration with an emphasis in management and film production. When she's not in class, you can find her at Mid-Missouri's local news station, where she works as a technical director. Abby is looking forward to this experience and the opportunity to witness global trade in action.



Name: Shiloh Ehler

LinkedIn: <https://www.linkedin.com/in/shilohehler/>

Major: Marketing; Cert. in Global Business

Year in School: Senior

Graduation: Spring 2024

Phone: 615-414-6300

E-Mail: sfkeb7@umsystem.edu

Shiloh is a senior graduating in May with a Bachelor of Science in Business Administration with an emphasis in Marketing, a minor in Anthropology, and certificates in Global Business and Multicultural Studies. She is involved in several global student organizations and holds a Residential Advisor position within the university. After graduating, Shiloh plans on utilizing the global skills she has learned in her internships and academics to pursue a position in foreign affairs or global trade.



Name: Samantha Elia

LinkedIn: <https://www.linkedin.com/in/samantha-elia/>

Major: Marketing; Cert. in Global Business

Year in School: Senior

Graduation: Spring 2024

Phone: 573-745-1019

E-Mail: srebgz@umsystem.edu

Samantha is a senior from Lake Ozark, MO pursuing a Bachelor of Science in Business Administration with a focus on Marketing and two additional certificates in Global Business and Digital Marketing. Samantha's interest in international business began with her first internship in the United Kingdom. Samantha is looking forward to furthering her knowledge in global markets and research.



Trulaske Trade Trek — Spring 2024



Name: Gleb Fridburg

LinkedIn: <https://www.linkedin.com/in/gleb-fridburg/>

Major: Finance and Banking

Year in School: Freshmen **Graduation:** Spring 2027

Phone: 573-673-5743

E-Mail: gffcb@umsystem.edu

Gleb is an Estonian international student in his freshman year of studying Business Administration at MU, where he hopes to enter the Accounting emphasis area. He has studied in Russia, Switzerland, and Spain in the past and hopes to expand his understanding of global trade, business, and cooperation through participation in the Trade Trek activities.



Name: Drew Froidl

Major: International Business

Year in School: Freshmen

Graduation: Spring 2027

Phone: 573-514-1585

E-Mail: dtf8nx@umsystem.edu

Drew is a freshman majoring in International Business and Spanish. He is excited to participate in the Trade Trek as it will provide opportunity of him to expand his knowledge on international trade and business and his explore career opportunities in this field.



Name: Mia Goddard

LinkedIn: <https://www.linkedin.com/in/mia-goddard/>

Major: Marketing

Year in School: Sophomore **Graduation:** Spring 2026

Phone: 636-515-6535

E-Mail: mkg64r@umsystem.edu

Mia is a sophomore from St. Louis Missouri. She is pursuing a degree in Business Marketing, a minor in Entrepreneurship and Innovation, as well as a certificate in Global Business and Digital Marketing. Through this experience, Mia hopes to gain a better understanding of global trade and see it in action. Upon graduation Mia has interest in pursuing a career in marketing and digital marketing.



Name: Sam Hinton

Major: International Business; Management; Marketing

Year in School: Freshmen

Graduation: Spring 2027

Phone: 314-403-4455

E-Mail: shy9n@umsystem.edu

Sam is a freshman from the suburbs of St. Louis. He is pursuing a Bachelor of Science in Business Administration and currently undecided on an emphasis. I am interested in management, marketing, as well as global business. Sam is very excited to meet new faces, learn more about global trade, and discover potential career paths.



Trulaske Trade Trek — Spring 2024



Name: McKinley Hopkins

LinkedIn: www.linkedin.com/in/mckinley-hopkins

Major: Economics, Finance & Banking;
Political Science

Year in School: Senior **Graduation:** Spring 2024

Phone: 816-977-6381

E-Mail: mahyh6@umsystem.edu

McKinley is studying Finance, Political Science and Economics. With three degrees he still finds time to pursue various interests including coding, chess, and serving at Applebee's. Long term he plans on attending law school to better handle mergers and acquisitions in the ever-changing world of business. His experience in international relations was inspired by his brief venture to Oxford. An eye opening experience that left him with a burning passion to expand horizons.



Name: Cody Kleiman

LinkedIn: www.linkedin.com/in/codykleiman/

Major: Management; Cert. in Global
Supply Chain Management

Year in School: Junior **Graduation:** Spring 2025

Phone: 414-303-9563

E-Mail: cjkm3t@umsystem.edu

Cody is a junior from Milwaukee, WI pursuing a Bachelor of Science in Business Administration with an emphasis in Management along with a certificate in Global Supply Chain as well as Digital Marketing. He is very curious and passionate about business development and analytics and is constantly seeking new opportunities for professional growth.



Name: Jayson Mathers

Major: International Business

Year in School: Senior

Graduation: Spring 2024

Phone: 708-800-6174

E-Mail: jdmymd@umsystem.edu

Jason is an international business major from Kankakee, Illinois with a minor in Japanese and a certificate in multicultural studies. He speaks English, Spanish, and Japanese and attended school in Mexico and Japan. Upon graduation he hopes to secure a job that will provide him with opportunity to travel the world. Currently Sony Corp has his attention as a prospective employer.



Name: Grant Novinger

LinkedIn: [linkedin.com/in/grantnovinger/](https://www.linkedin.com/in/grantnovinger/)

Major: Crosby MBA Program

Year in School: 2nd Year **Graduation:** Fall 2024

Phone: 660-342-7544

E-Mail: ghnc7c@umsystem.edu

Grant graduated from the University of Missouri in 2019 with a Bachelor's degree in Agriculture Business. Since graduating in 2019, Grant has helped manage their cow-calf, feedlot, and row crop operation in Kirksville, Missouri. Grant has had an opportunity to travel to multiple countries such as Taiwan, New Zealand, Ireland, Canada, and the United Kingdom studying agriculture practices and trade agreements.



Trulaske Trade Trek — Spring 2024



Name: Zach Patton

LinkedIn: www.linkedin.com/in/zach-patton/

Major: Marketing

Year in School: Sophomore **Graduation:** Spring 2026

Phone: 314-566-1510

E-Mail: zcpybf@umsystem.edu

Zach Patton is a sophomore from St. Louis MO studying marketing. He has had the opportunity to travel abroad over the past few years and has enjoyed learning about the differences and similarities of cultures. Zach is eager to use this opportunity to learn more about global trade and the business aspect of cultural differences.



Name: Josh Pitts

LinkedIn: <https://www.linkedin.com/in/joshcpitts>

Major: Management; Cert. in Global Business; Cert. Global Supply Chain Management

Year in School: Senior **Graduation:** Spring 2024

Phone: 316-749-0300

E-Mail: jcpf76@umsystem.edu

Josh, a graduating senior from Rocklin, CA, is set to receive his degree in Management this May, accompanied by certificates in both global supply chain management and global business. His professional experience includes a short stint as a supply chain intern at Lowe's Companies Inc. in CT, in addition to his role as a Global Trade Advisory intern at Deloitte in their Chicago office. This semester Josh is working as an intern at the MU ITC providing valuable export insights to a leading machining solutions client.



Name: Elaine Roberts

LinkedIn: <https://www.linkedin.com/in/elaine-roberts>

Major: Management

Year in School: Senior **Graduation:** Spring 2024

Phone: 314-585-9539

E-Mail: emrvgt@umsystem.edu

Elaine Roberts is a senior from St. Louis, Missouri majoring in Business Administration with an emphasis in Management. She is a market research intern at the MU International Trade Center conducting global market research to assist J. Rieger with new market evaluation. This winter break, Elaine also had the opportunity to study abroad with the Trulaske College of Business in Frankfurt, Germany and Paris, France.



Name: Mirieli Silva Santos

LinkedIn: <https://www.linkedin.com/in/medsantos/>

Major: International Business; Cert. in Global Supply Chain Management

Year in School: Senior **Graduation:** Summer 2024

Phone: 573-530-3765

E-Mail: md3c3@umsystem.edu

Mirieli is a graduate student with an International Business degree pursuing a graduate certificate in Global Supply Chain Management. Originally from Brazil, Mirieli is passionate about diverse perspectives and cultures and is eager to channel this enthusiasm into driving business growth while furthering professional development. Mirieli aims to leverage her skills and experiences to drive businesses to success.



Trulaske Trade Trek — Spring 2024



Name: Chuck Schraudenbach

LinkedIn: www.linkedin.com/in/chuck-schraudenbach

Major: Finance and Banking

Year in School: Senior

Graduation: Spring 2024

Phone: 636-236-5628

E-Mail: cas3hy@umsystem.edu

Chuck is a senior from St. Louis, Missouri studying Business Administration with an emphasis in Finance as well as a certificate in Multicultural studies. Chuck recently interned with FedEx (Summer 2023), working in the St. Louis area. He is excited for the opportunity to learn from industry professionals and hopes to conduct international business in some form in the future.



Name: Lindsey Stelzer

LinkedIn: www.linkedin.com/in/lindsey-stelzer

Major: International Business; Management; Cert. in Global Supply Chain Management

Year in School: Junior

Graduation: Spring 2025

Phone: 314-591-2948

E-Mail: lism47@umsystem.edu

Lindsey is an International Business Management major, with emphases in Global Supply Chain, Multicultural Studies, and Spanish. She has participated in the Trulaske Study Abroad program to Alicante, Spain and wishes to work in Supply Chain in the future. She is actively involved in her service fraternity, Alpha Phi Omega, and other Global based clubs such as Global Professionals and Mizzou Conversation Partners.



Name: Kevin Tabb

LinkedIn: www.linkedin.com/in/kevin-tabb

Major: Accountancy; Economics

Year in School: Junior

Graduation: Spring 2026

Phone: 573-201-0304

E-Mail: kttgfm@umsystem.edu

Kevin is a junior from Jefferson City, MO pursuing a Bachelor's and Master's degree in Accountancy and a minor in Economics. Kevin is interested in a career in public accounting, specifically audit. Kevin is excited to grow in his knowledge of international trade.



MU INTERNATIONAL TRADE CENTER

M Robert J. Trulaske, Sr.
College of Business
University of Missouri



Your central source for high quality global trade research, analysis, education and training.

The MU International Trade Center utilizes the time and talent of student interns and MU faculty, along with leading market research databases, to conduct customized research to meet your business needs.

The research provides information you can use to effectively evaluate global market opportunities in a timely, meaningful and affordable way. Working with the MU International Trade Center positions your business to strategically enter new markets and expand in the global marketplace.

The goal of the MU International Trade Center is to promote economic development and aid in the international decision-making of Missouri businesses, while providing MU students, tomorrow's business leaders, opportunities for experiential learning.

WORK WITH US TO...

- Assist with export strategy development and planning.
- Research potential export markets and assist in assessing foreign market opportunities.
- Secure actionable data that can be used to make informed and timely market entry or expansion decisions.
- Connect your company to additional resources and expertise in the areas of export finance, shipping, documentation and compliance.
- Meet your international trade education needs.

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PARTNER WITH US

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- To secure unbiased guidance, consultation and training that supports export growth and development.
- As a member of the MU Global Trade Consortium to secure access to customized market research reports and dedicated research hours.

FOCUS ON THE FUTURE

The MU International Trade Center works with:

- **Businesses** to aid international decision-making and support growth.
- **Students** to provide a hands-on learning experience that enhances their global trade knowledge and better positions them for employment.

EXPECT CONFIDENTIALITY

Every client engagement entered into by the MU International Trade Center is done in confidence. We recognize the sensitivity of your company's information. Faculty and students working with clients sign a Code of Conduct Agreement that requires client confidentiality.



WORKING WITH THE MU INTERNATIONAL TRADE CENTER BETTER POSITIONS YOUR BUSINESS TO STRATEGICALLY ATTACK THE **GLOBAL MARKETPLACE.**

"American Outdoor Brands is proud to partner with the Trulaske College of Business, and specifically the MU ITC, as it gives us exposure to a talented group of faculty and students who are helping us explore the expansion of our international footprint."

ANDREW FULMER, CHIEF FINANCIAL OFFICER
AMERICAN OUTDOOR BRANDS

"The insight provided is exactly what we need. The research completed hit on information we have been chasing after and will help us to connect the dots within the renewable energy industry sector that is of interest to us."

JON FLAMM, CHIEF EXECUTIVE OFFICER
IFP SMART FIRE SOLUTIONS

"We believe the information compiled by the students and the MU International Trade Center will be helpful to us in identifying customers with the highest growth potential. This information will help us a lot as we move forward."

KURT OHSE, DIRECTOR OF MARKETING
CLEMCO INDUSTRIES

"MU ITC and the Trulaske College of Business are developing a talent pipeline and providing Endovac with access to a ready supply of great student interns and potential future employees. MU ITC has also provided a level of connectivity with state and federal agencies and industry involved with international trade that has been vital to our growth."

STEVE KNORR, PRESIDENT
ENDOVAC ANIMAL HEALTH

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Hotel Information: Comfort Inn & Suites Kansas City - Northeast



HOTEL DESCRIPTION


Hotel includes an indoor pool and a fitness center. Additional amenities at this hotel include complimentary wireless internet access, gift shops/newsstands, and a television in a common area.


Grab a bite from the snack bar/deli serving guests of Comfort Inn & Suites Kansas City - Northeast. A complimentary full breakfast is served daily from 6:30 AM to 9:30 AM.


Featured amenities include a business center, express check-out, and complimentary newspapers in the lobby. Free self-parking is available onsite.


Guest rooms feature refrigerators and microwaves. 32-inch plasma televisions with digital programming provide entertainment, while complimentary wireless internet access keeps you connected. Private bathrooms with shower/tub combinations feature complimentary toiletries and hair dryers. Conveniences include desks and complimentary weekday newspapers, as well as phones with free local calls.


AMENITIES

 Internet Access


 Fitness Center

 Accessible

 Smoking Areas


 Dry Cleaning


 Kitchen

 Pets Allowed (conditions apply)

 Bar

 24 hour

 Swimming Pool

 Room Service

 Smoke free

 Concierge