

MID-AMERICA TRADE SUMMIT



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



2025 EVENT PROGRAM

October 8, 2025

MID-AMERICA TRADE SUMMIT

AGENDA

Wednesday, October 8, 2025 - 9:00 a.m.-Noon and 1:30-4:00 p.m. CT

- 8:45 a.m. Informal Networking Opportunity**
- 9:00 a.m. Welcome and Opening Remarks**
- 9:15-10:00 a.m. Session 1: *Supply Chain Resilience*** - In today's world of constant change – whether it be global disruptions, tariffs, rising costs, or logistics challenges – building stronger, more agile supply chains is critical. This session will explore practical strategies to help businesses stay resilient and competitive.
- Moderator:** *Aldis Jakubovskis, Associate Professor – Supply Chain Management, Trulaske College of Business, University of Missouri*
- Panel Members:**
- *Gino Serra, Board Chair, Greater Kansas City Foreign Trade Zone*
 - *Tina Roth, Senior Associate Director, Distribution and Inventory Control, Boehringer Ingelheim Animal Health USA Inc.*
 - *Jay Devers, President & Managing Partner, Bestway International*
- 10:00-10:15 a.m. Trade Resource Highlights**
- 10:15-11:00 a.m. Session 2: *Business Opportunities In Africa*** – Africa is brimming with innovation and investment potential, from infrastructure and Agri-value chains to tech innovation and energy. This session unpacks what exporters from Mid-America need to know from navigating new trade corridors to connecting with the right partners.
- Moderator:** *Tim Nowak, Executive Director, World Trade Center St. Louis*
- Panel Members:**
- *Mike Strobe, President, MSSC, LLC*
 - *Kemi Arosanyin, Center Director, Center for International Trade & Director, Trade Development (Africa & Caribbean), World Trade Center Miami*
 - *Ike Nwabuonwu, Chairman & CEO, Alpha Energy and Electric, Inc.*
- 11:00 a.m.-Noon Keynote Presentation: *Into Uncharted Territory*** - Companies big and small need to keep up with the sweeping changes transforming the global—and the U.S.—economy. Erik Peterson, who works at the intersection of business and policy as a senior partner at Kearney, will explore the multiple big-ticket shifts currently transforming markets and what they mean for business in the future. Discussion will focus on what companies can and should be doing to prepare.
- Moderator:** *Melissa Miller, Executive Director, World Trade Center Kansas City*
- Presenter:** *Erik Peterson, Senior Partner at Kearney*
- Noon-1:30 p.m. Lunch Break**

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1:15-1:30 p.m. Informal Networking Opportunity

1:30-2:00 p.m. Recognition of 2025 Outstanding Exporters

- Amfuel, Inc. (Arkansas)
- Conway Machine (Arkansas)
- Litanía Sports Group (Illinois)
- Markwort Sporting Goods (Missouri)
- Missouri Walnut (Missouri)
- Unico, Inc. (Missouri)

2:00-2:45 p.m. Session 3: *Navigating Uncertainty: Tips from the Field* – From supply chain disruptions and shifting trade policies to currency swings and geopolitical changes, uncertainty is a constant in international business. This session brings together seasoned exporters and trade professionals who will share firsthand experiences and practical strategies for staying resilient, adapting quickly, and turning challenges into opportunities. Whether you're just getting started or have years of global trade experience, these field-tested insights can help you manage risk and grow with confidence.

Moderator: *Tom Dustman, International Sales Director, Sunnen Products Co.*

Panel Members:

- *Scott Intagliata, Chief Marketing Officer, Unico, Inc.*
- *Adam Garfein, Ph.D., President, Devane Advisors and Operational Advisor, Amfuel*
- *Erik Peterson, Senior Partner at Kearney*

2:45-3:45 p.m. Session 4: *Ask the Experts Trade Panel* - This session is your chance to hear directly from experienced exporters and trade professionals. They'll share real-world lessons learned, challenges overcome, and strategies that have helped them succeed in global markets. Even better - you'll have the opportunity to ask your own questions and get candid, practical advice. If you're looking to expand internationally or want to sharpen your exporting know-how, this is the session to join. It's all about connecting, learning from peers, and walking away with insights you can put into action.

Moderator: *Shannon O'Hagan, Manager, Office of International Trade & Investment, Missouri Department of Economic Development*

Panel Members:

- *Brian Gordon, SVP & Manager, International Banking, Commerce Bank*
- *Caitlin Murphy, Founder & CEO, Global Gateway Logistics*
- *Jim Ryan, Director, Illinois SBDC International Trade Center at Bradley University*

3:45-4:00 p.m. Thanks & Closing Remarks

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9:00 a.m. Welcome & Opening Remarks

9:15 a.m. Supply Chain Resilience

Session Description: From supply chain disruptions and shifting trade policies to currency swings and geopolitical changes, uncertainty is a constant in international business. This session brings together seasoned exporters and trade professionals who will share firsthand experiences and practical strategies for staying resilient, adapting quickly, and turning challenges into opportunities. Whether you're just getting started or have years of global trade experience, these field-tested insights can help you manage risk and grow with confidence.

Moderator: *Aldis Jakubovskis, Associate Professor – Supply Chain Management, Trulaske College of Business, University of Missouri*

Panel Members:

- *Gino Serra, Board Chair, Greater Kansas City Foreign Trade Zone*
- *Tina Roth, Senior Associate Director, Distribution and Inventory Control, Boehringer Ingelheim Animal Health USA Inc.*
- *Jay Devers, President & Managing Partner, Bestway International*

About Your Moderator & Panel Members:



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

Dr. Aldis Jakubovskis (CGBP), Associate Teaching Professor – Supply Chain Management – jakubovskisa@missouri.edu

Trulaske College of Business, University of Missouri - <https://business.missouri.edu/>

Aldis Jakubovskis is an Associate Teaching Professor in the Management Department at the Robert J. Trulaske, Sr. College of Business, University of Missouri. His education includes a Ph.D. in Logistics and Supply Chain Management from the University of Missouri, an MBA from Saint Louis University, and an undergraduate degree from Lomonosov Moscow State University. He teaches courses in supply chain management, operations management, project management, and business analytics.

Dr. Jakubovskis conducts research and has published in the areas of facility location problems and supply chain optimization. He is the program administrator for the Trulaske College of Business Global Supply Chain Management certificate. Dr. Jakubovskis is a Certified Global Business Professional (CGBP). Before joining the Trulaske College of Business, he worked for the MU Extension Business Development Programs.

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Jay Devers, President and Managing Partner - jay@bestway-intl.com
Bestway International – <https://bestway-intl.com/>

Jay Devers is a graduate of the Northwest Missouri State University, with BS in International Business. He is President and Managing Partner of Bestway International, Inc., Kansas City, Missouri.

Devers is a past director and executive committee member of the International Trade Council of Greater Kansas City, board member of World Trade Center Kansas City, and is active with the World Trade Council of Wichita, Kansas, and the Kansas International Trade Coordinating Council. He is the 2019 Legacy of Service Award Honoree of the International Trade Council of Greater Kansas City. In 2024, Devers was appointed by the US Department of Commerce to the Mid-America District Export Council (MADEC) to represent the Kansas and Western Missouri international trade community for a 4-year term ending in December 2028.

Founded in 1988, Bestway International is a US Customs broker and international freight forwarder, based in Kansas City, Missouri. In 2017, Bestway International was presented the President's "E-Award" for Export Service, the highest recognition any U.S. company can receive for making a significant contribution to the expansion of U.S. exports.



**Boehringer
Ingelheim**

Tina Roth, Senior Associate Director, Distribution & Inventory Control - tina.roth@boehringer-ingelheim.com
Boehringer Ingelheim Animal Health USA Inc. - <https://www.boehringer-ingelheim.com/us>

Tina Roth is a long-standing advocate and leader in the Kansas City international trade community, currently serving as Senior Associate Director, Distribution & Inventory Control at Boehringer Ingelheim Animal Health. She holds a degree in international business from Northwest Missouri State University and is a Certified U.S. Export Compliance Officer.

Tina has held influential roles across the region, including President of the International Trade Council of Greater Kansas City and the Kansas City International Logistics Association. She was honored with the Women of International Business Legacy Award for her contributions to the trade community. Appointed by the U.S. Secretary of Commerce to the Mid-America District Export Council, Tina advises on trade policy and supports

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regional export growth. She also champions leadership development as Co-Leader of Boehringer Ingelheim's National Women's Community Network.

Her career includes roles at DeLaval Services, Hallmark Cards, Sanofi, and Scarbrough International, where she supported cross-functional initiatives and contributed to operational improvements. Tina continues to shape the industry and promote international trade education through active membership in the International Compliance Professionals Association and the International Trade Council of Kansas City.



Gino Serra, Board Chair – gino.serra@bclplaw.com

Greater Kansas City Foreign Trade Zone - <https://kcsmartport.thinkkc.com/site-selection/kansas-city-foreign-trade-zone>

Gino Serra is a corporate attorney who represents both nonprofit and for-profit companies in a broad range of sectors. He previously practiced in Europe and assists non-U.S. business with U.S. foreign direct investment. He is the Board Chair of the Greater Kansas City Foreign Trade Zone and serves as the Honorary Vice Consul of Italy for Kansas and Western Missouri.

The Greater KC Foreign Trade Zone is a regional grantee of the national FTZ program. GKCFTZ has been the grantee since 1974 and was the first non-profit organization to be designated a grantee. GKCFTZ sponsors both Foreign-Trade Zone No. 15 in Missouri and Zone No. 17 in Kansas. Zone 15 serves FTZ needs in 23 counties in western Missouri. Zone 17 serves 9 counties in eastern Kansas.

10:00 A.M. *Trade Resource Highlights*

- Missouri International Trade & Investment Office
- Missouri Department of Agriculture – International Marketing Program
- Kansas Department of Commerce
- Missouri Small Business Development Centers
- Kansas Small Business Development Centers
- World Trade Center – Kansas City
- World Trade Center – St. Louis
- Mid-America District Export Council
- Arkansas District Export Council
- International Trade Center @ MU Trulaske College of Business
- U.S. Commercial Service

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10:15 A.M. *Business Opportunities in Africa*

Session Description: Africa is brimming with innovation and investment potential, from infrastructure and Agri-value chains to tech innovation and energy. This session unpacks what exporters from Mid-America need to know from navigating new trade corridors to connecting with the right partners.

Moderator: *Tim Nowak, Executive Director, World Trade Center St. Louis*

Panel Members:

- *Mike Strobe, President, MSSC, LLC*
- *Kemi Arosanyin, Center Director, Center for International Trade & Director, Trade Development (Africa & Caribbean), World Trade Center Miami*
- *Ike Nwabuonwu, Chairman & CEO, Alpha Energy and Electric, Inc.*

About Your Session Moderator & Panel Members:



Tim Nowak, Executive Director – TNowak@worldtradecenter-stl.com

World Trade Center St. Louis - <https://worldtradecenter-stl.com/>

As Executive Director, Tim Nowak leads the World Trade Center St. Louis. Nowak joined the WTC in 2007, bringing years of experience in business development, domestic and international sales, and management. He has extensive international working experience in Europe, Asia-Pacific, the Middle East, Latin America, and Africa. Born and raised in St. Louis, Nowak holds bachelor's degrees in marketing and logistics from the University of Missouri - Columbia and a MBA from Webster University

For more than 30 years, as the international division of St. Louis Economic Development Partnership, WTC has supported growth for the region's businesses, most importantly, ensuring St. Louis companies are represented in an increasingly global marketplace. From customized research to trade training, hosting inbound/outbound delegations and managing St. Louis' Mosaic Project, Foreign Trade Zone and Sister Cities program, WTC brings together a strong system of business and government agencies to support trade and investment and enhance St. Louis' global connectivity.

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Michael (Mike) Strobe (CGBP), President – strobe@msscllc.com
MSSC, LLC - <https://msscllc.com/>

Michael Strobe is President of MSSC, LLC, where he oversees global operations and manages a network of more than 275 distributors in 60 countries. He has led successful market expansions across Sub-Saharan Africa, delivering significant new sales and long-term distributor partnerships. Michael also serves on the Missouri District Export Council and other trade organizations, contributing expertise on international growth and U.S. export competitiveness.

MSSC, LLC makes packaging and coding equipment that helps manufacturers mark and ship products efficiently. We serve customers in over 60 countries, including 10 across Africa, where demand for reliable packaging solutions is growing fast.



Center for International
Trade Development - Miami

Kemi Arosanyin (CGBP), Center Director - kemi@tradecenters.org
Center for International Trade Development (CITD) – Miami - <https://citdmiami.org/>

Kemi Arosanyin is an International Trade Specialist currently serving as the Center Director at the Center for International Trade Development (CITD) - Miami. She also serves as the Director for Trade Development (Africa & Caribbean) at the World Trade Center Miami. A Certified Global Business Professional (CGBP) and a multiple award-winning professional with over 25 years of experience in trade development.

The Center for International Trade Development (CITD) – Miami is an economic development organization dedicated to advancing strategic global outreach and market integration between Africa and the Americas (North America, South America, and the Caribbean). CITD-Miami is a leading voice in promoting Miami as the hemispheric gateway to Africa. Our mission is to drive economic growth and enhance global competitiveness by designing and delivering high-impact trade and investment programs.

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Ike Nwabuonwu, Chairman & CEO – Ike.Nwabuonwu@alphaee.com

Alpha Energy and Electric - <https://www.alphaee.com/>

Ike Nwabuonwu is the Chairman & CEO of Alpha Energy and Electric, Inc., a leading Engineering, Procurement, and Construction (EPC) firm with over 20 years of industry excellence. With more than three decades of executive leadership experience, Ike has consistently guided organizations toward innovation, integrity, and global impact.

He serves on the boards of several distinguished organizations and has been honored with numerous awards and citations—including a proclamation from the Governor of Missouri recognizing him as an Achiever in Business and Industry. In 1998, he was inducted into the Black Achievers Society of Kansas City, a testament to his enduring commitment to excellence and community upliftment.

Ike also contributes to shaping international trade policy as a member of both the District Export Council (DEC) and the Trade Advisory Committee on Africa (TACA), helping foster economic growth and cross-cultural collaboration.

11:00 A.M. Keynote: *Into Uncharted Territory*

Session Description: Companies big and small need to keep up with the sweeping changes transforming the global—and the U.S.—economy. Erik Peterson, who works at the intersection of business and policy as a senior partner at Kearney, will explore the multiple big-ticket shifts currently transforming markets and what they mean for business in the future. Discussion will focus on what companies can and should be doing to prepare.

Moderator: *Melissa Miller, Executive Director, World Trade Center Kansas City*

Keynote Presenter: *Erik Peterson, Senior Partner at Kearney*

About Your Moderator & Keynote:



Melissa Miller (CGBP), Executive Director – mmiller@kcchamber.com

World Trade Center Kansas City - <https://www.kcchamber.com/world-trade-center/>

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Melissa joined the World Trade Center – Kansas City (WTC-KC) team in 2016. Charged with assisting Kansas City regional businesses with their international trade needs, Melissa is responsible for overseeing the organization's various events and programs designed to fulfill this mission.

Before joining WTC-KC, 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 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.

As part of a network of 300+ World Trade Centers, World Trade Center Kansas City offers a variety of programs and resources to stimulate international trade in the Greater Kansas City region. Serving as the international arm of the Greater Kansas City Chamber of Commerce, we strive to connect the Kansas City business community with the tools and connections necessary to achieve global trade success.



KEARNEY

Erik R. Peterson, Senior Partner & Managing Director – Erik.Peterson@kearney.com
Kearney – <https://www.kearney.com/>

Erik R. Peterson is a senior partner at Kearney and managing director of the firm's Global Business Policy Council (GBPC), a strategic advisory service designed to provide insight and analysis to business and other leaders worldwide. In that capacity, he has supported a range of initiatives pertaining to strategic planning, foresight, global trends, scenario planning, contingency assessments, and quantitative forecasting. Prior to joining Kearney, Peterson served as Senior Vice President and Director of Studies at the Center for Strategic and International Studies, where he held the William Schreyer Endowed Chair in Global Analysis. Earlier he served as Director of Research at Kissinger Associates. Currently, Peterson serves on the Chief Economists Group of the World Economic Forum and on the advisory board for the Center for Global Business at University of Maryland's Robert H. Smith School of Business.

Noon

Lunch Break

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1:15 p.m. Informal Networking Opportunity

1:30p.m. Recognition of 2025 Outstanding Exporter Honorees

- Amfuel, Inc. (Arkansas)
- Conway Machine (Arkansas)
- Litanía Sports Group (Illinois)
- Markwort Sporting Goods (Missouri)
- Missouri Walnut (Missouri)
- Unico, Inc. (Missouri)

2:00 P.M. Navigating Uncertainty: Tips from the Field

Session Description: From supply chain disruptions and shifting trade policies to currency swings and geopolitical changes, uncertainty is a constant in international business. This session brings together seasoned exporters and trade professionals who will share firsthand experiences and practical strategies for staying resilient, adapting quickly, and turning challenges into opportunities. Whether you're just getting started or have years of global trade experience, these field-tested insights can help you manage risk and grow with confidence.

Moderator: *Tom Dustman, International Sales Director, Sunnen Products Co.*

Panel Members:

- *Scott Intagliata, Chief Marketing Officer, Unico, Inc.*
- *Adam Garfein, Ph.D. – President, Devane Advisors and Operational Advisor, Amfuel*
- *Erik Peterson, Senior Partner at Kearney*

About Your Session Moderator & Panel Members:



Tom Dustman, CGBP - Director of International Sales – tdustman@sunnen.com

Sunnen Products Company (Missouri) - <https://www.sunnen.com/>

Tom Dustman is the International Sales Director for Sunnen Products Company, headquartered in St. Louis, Missouri. Sunnen is a family-owned business celebrating 95 years as a leading supplier to the machine tool industry. Sunnen has exported for more than 80 years and has a global network of subsidiaries and independent distributors focused on precision bore finishing.

Tom has been involved with sales leadership at Sunnen for over 20 years and currently directs the sales efforts in the Americas while supporting the company's international sales channel. As part of Sunnen's global

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expansion program he coordinated the creation of joint ventures in China and Brazil and established direct sales in Canada on behalf of the company. Additionally, over the course of his career Mr. Dustman has shared his knowledge of bore finishing and international business via numerous speaking engagements in various countries around the world.

Tom is a past chair of the Missouri District Export Council and a current board member of the National Association of District Export Councils. He has served on the Department of Commerce Investment Advisory Council. Tom is a graduate of the University of Missouri–Rolla with a degree in Ceramic Engineering. He and his wife, Allyson, reside outside of St. Louis, Missouri.



The Unico System®

Scott Intagliata, Chief Marketing Officer/Owner - scott@unicosystem.com

Unico Inc. – unicosystem.com

Scott launched Unico, Inc. in May 1997 and currently serves at the company's Chief Marketing Officer. As a business owner and investor he has a demonstrated history of growing revenue and profits at branded businesses.

Unico Inc. has successfully exported their products since 2001, and our products have been sold in over 25 countries around the world. We currently have ongoing supply arrangements in the United Kingdom, the Republic of Ireland, Australia, New Zealand, China, Israel, Ghana, and Romania. Exports make up 5% of our total sales revenue and we are always looking to increase this total and this channel.



Devane Advisors

Adam Garfein, PhD, President – adam@devane.com

Devane Advisors - <https://devaneadvisors.com/>

Dr. Garfein, founder of Devane Advisors, is a trusted resource in planning and executing holistic change to create customer focused, rapid and sustainable gains in operational and financial performance. He has over 35 years of experience in business turnaround, operational transformation, profit improvement, advanced manufacturing, science and technology, software and analytics, program/project management, innovation and marketing in commercial, military and government sectors. He has authored two books on production flow and is a former research scientist in the field of gerontology.

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He serves as Operational Advisor for Amfuel, Inc. (Arkansas) one of the 2025 Outstanding Exporter Honorees recognized at the 2025 Mid-America Trade Summit.



KEARNEY

Erik R. Peterson, Partner & Managing Director, Global Business Policy Council – Erik.Peterson@kearney.com
KEARNEY - <https://www.kearney.com/>

Erik R. Peterson is a senior partner at Kearney and managing director of the firm's Global Business Policy Council (GBPC), a strategic advisory service designed to provide insight and analysis to business and other leaders worldwide. In that capacity, he has supported a range of initiatives pertaining to strategic planning, foresight, global trends, scenario planning, contingency assessments, and quantitative forecasting. Prior to joining Kearney, Peterson served as Senior Vice President and Director of Studies at the Center for Strategic and International Studies, where he held the William Schreyer Endowed Chair in Global Analysis. Earlier he served as Director of Research at Kissinger Associates.

Currently, Peterson serves on the Chief Economists Group of the World Economic Forum and on the advisory board for the Center for Global Business at University of Maryland's Robert H. Smith School of Business.

2:45 P.M. *Ask the Experts Trade Panel*

Session Description: This session is your chance to hear directly from experienced exporters and trade professionals. They'll share real-world lessons learned, challenges overcome, and strategies that have helped them succeed in global markets. Even better - you'll have the opportunity to ask your own questions and get candid, practical advice. If you're looking to expand internationally or want to sharpen your exporting know-how, this is the session to join. It's all about connecting, learning from peers, and walking away with insights you can put into action.

Moderator: *Shannon O'Hagan, Manager, Office of International Trade & Investment, Missouri Department of Economic Development*

Panel Members:

- *Brian Gordon, SVP & Manager, International Banking, Commerce Bank*
- *Caitlin Murphy, Founder & CEO, Global Gateway Logistics*
- *Jim Ryan, Director, Illinois SBDC International Trade Center at Bradley University*

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About Your Session Moderator & Panel Members:



Shannon O'Hagan, Managing Director - Shannon.OHagan@ded.mo.gov
International Trade & Investment Office, Missouri Department of Economic Development –
<https://ded.mo.gov/international-trade>

Shannon O'Hagan is the Managing Director for the International Trade and Investment Office within the Missouri Department of Economic Development. In this role, Shannon leads a Missouri-based team of international trade specialists and coordinates with the state's Global Office Network to support Missouri companies with export and trade development. She also directs federal and state cost-share grants that support international marketing activities.

Missouri's International Trade & Investment Office is your extended staff and partner when doing business in global markets. Our experienced international trade specialists and global office network personnel provide free services to create or improve your business's global footprint.



Brian Gordon, SVP, International Trade Finance – Brian.Gordon@CommerceBank.com
Commerce Bank - <https://www.commercebank.com/business>

Brian is currently the Senior Vice President in charge of the trade and trade finance line of business at Commerce Bank. With over 35 years of international banking experience Brian enjoys helping customers solve problems and issues as they grow their international market presence. He currently serves on the board of BAFT (Bankers Association for Finance and Trade), MITA's (Midwest International Trade Association) advisory council, the World Trade Center KC's investor board, and on the Greater Kansas City Foreign Trade Zone board.

In the industry for 160 years, Commerce offers a super-community banking experience that pairs large bank products and services with deep local market knowledge, experience, and customer support. Commerce Bank's innovative financial solutions are designed to empower smaller businesses so you can focus on the bigger picture.

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Caitlin Murphy, CEO - caitlin@shipglobalgateway.com

Global Gateway Logistics (Missouri) - <https://www.shipglobalgateway.com/>

Caitlin Murphy is the founder and CEO of Global Gateway Logistics, a global freight forwarding and NVOCC firm based in St. Louis, Missouri. She received a BSBA in International Business from the University of Missouri and attended Peking University in Beijing. During her 14-year career in domestic and global logistics, Ms. Murphy managed an extensive portfolio of large scale domestic and global logistics projects.

In 2017, Caitlin founded Global Gateway Logistics offering services in global maritime, air, and ground transportation for an array of commodities. Her extensive experience in the logistics industry and firsthand knowledge of global shipping markets and fundamentals have assisted many firms in strategizing their global supply chains. The firm's mission is to simplify global logistics through a hybrid approach of customer service and technology.

In 2022, Murphy was chosen by Governor Mike Parson for the Missouri Supply Chain Task Force. She was also awarded one of the Most Influential Business Women 2022 by the St. Louis Business Journal and chosen as one of the two women from St. Louis for the Business Journals Top 100 List. Caitlin was added to the Board of Directors at Plymouth Industrial REIT, Inc. (NYSE: PLYM), a real estate investment trust focused on the acquisition, ownership, and management of industrial real estate. She also serves on the board of Camp Circle Star, a nonprofit organization that provides summer camp opportunities for children with disabilities throughout the region. She resides in Saint Louis with her family.



Jim Ryan, Director - jryan@bradley.edu

Illinois SBDC – International Trade Center, Bradley University -

<https://www.bradley.edu/academics/academic-centers/turner-center-for-entrepreneurship/international-trade-center/>

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Jim, the Director at the IL SBDC International Trade Center (ITC), has a wealth of overseas experience and a passion for international trade. He advises clients on a wide range of international business opportunities, including export readiness, import and export compliance, foreign market identification and entry, and strategies for international growth and market diversification. He has taught at Bradley and been at the ITC since 2008.

The Illinois SBDC International Trade Center (ITC) in the Turner Center for Entrepreneurship at Bradley University provides one-on-one, confidential advising and training at no cost to existing and new to-export companies interested in pursuing international trade opportunities. Since 1989, the ITC has assisted over 1,100 companies and has been credited with supporting over \$1bn in export sales. The ITC was recognized when it received the U.S. President's "E" Award – the country's highest honor in recognizing export success. It receives a combination of funding from the State of Illinois Department of Commerce and Economic Opportunity, the U.S. Small Business Administration, and matching funds from Bradley University.

3:45 P.M **Thanks & Closing Remarks**

SPONSOR THANKS.....





2025 Outstanding Exporter Honorees



Amfuel (Arkansas) - <https://www.amfuel.com/>

Company Representative: Adam Garfein, Operational Advisor - adam@devane.com
 Faith Elliot, Vice President - faith.elliott@amfuel.com

Company Overview: Amfuel is the premier manufacturer of self-sealing and crash-resistant aviation fuel cells and liquid logistic tank solutions for both military and civilian customers. Supported vertical lift and fixed wing aircraft include CH-53K, F-15, F-16, F-5, T-38, C-130, KC-135, CH-47, H-1, H-92 and many more. Exports to foreign allied militaries continue to increase.

Export Awards/Recognition: Amfuel was the 2023 Arkansas Governors “Innovation and Impact in Manufacturing” Award recipient and a 2024 President’s “E” Award for Export Services recipient. The company was nominated for recognition as a 2025 Outstanding Exporter by the Arkansas District Export Council.



Conway Machine (Arkansas) – <https://conwaymachine.com/>

Company Representative: Rachael Cox, VP Business Development – rc@conwaymfggroup.com

Company Overview: Conway Machine, Inc. was established in 1972 as a tool and die shop. Conway began manufacturing replacement gripper bars for Bobst die cutters in the late 1970s. Within a decade, Conway Machine became one of the leading worldwide manufacturers of aftermarket parts for the folding carton industry. Today, the company manufactures complete gripper bars on-site at Conway Machine’s USA facility, in adherence to strict OEM specifications. Conway can also supply related parts such as strip pins, chain, and other replacement parts.

Export Awards/Recognition: Conway Machine, Inc. was a 2024 Arkansas Governor’s Export Award recipient. The company was nominated for recognition as a 2025 Outstanding Exporter by the Arkansas District Export Council.

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Litania Sports Group



porter®

Litania Sports Group (Illinois) – www.litaniasports.com

Company Representative: Steve Vogelsang, Vice President – Sales & Marketing - Steve Vogelsang
svogelsang@gillathletics.com

Company Overview: Litania Sports Group (LSG), through its flagship brands Gill Athletics and Porter Athletic, exports track & field and gymnasium equipment through dependable partners to nearly 100 countries. LSG's products have been trusted at the Olympic Games, World Championships, and leading athletic facilities worldwide, building a reputation for reliability and innovation. Notably, Pacer pole vaulting poles have been used at every Olympic Games since fiberglass poles were introduced in 1952, and the javelin world record, set in 1996, was thrown on the company's OTE 90m Tailwind. Gill Athletics holds more World Athletics product certifications than any other manufacturer.

Export Awards/Recognition: Litania Sports Group was nominated for recognition as a 2025 Outstanding Exporter Honoree by the Illinois SBDC.



Markwort Sporting Goods Company (Missouri) - <https://markwort.com/>

Company Representative: Herb Markwort, Jr, President - H@markwort.com

Company Overview: Markwort Sporting Goods Company has been exporting American sports equipment to 60 countries over the last 50 years. The company has exhibited at more than 50 tradeshows in Europe including at the first NFL football games in the UK and Sweden. They also exhibited at 20 trade events throughout Asia and many more in Canada/Mexico. The Markwort C-Flap Cheek & Jaw Product changed batting everywhere baseball is played with more protection for the batter.

Export Awards/Recognition: Markwort Sporting Goods Company was nominated for recognition as a 2025 Outstanding Exporter Honoree by the World Trade Center St. Louis.

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Missouri Walnut, LLC (Missouri) - <https://www.missouriwalnutgroup.com>

Company Representative: William Qian, Sales Manager - wqian@missouriwalnutgroup.com

Company Overview: With decades of experience in the timber industry, Missouri Walnut has cultivated a profound understanding of the unique character and unparalleled quality of Missouri's black walnut wood. Missouri Walnut delivers cutting-edge technology with a sales network that exports to over 40 countries. The company has built a strong reputation for high quality and on-time delivery. A member of several professional organizations, including the National Hardwood Lumber Association (NHLA) and the American Walnut Manufacturers Association (AWMA) and FSC certified.

Export Awards/Recognition: Missouri Walnut was nominated for recognition as a 2025 Outstanding Exporter Honoree by the Missouri Department of Agriculture Market Development Team.



Unico Inc. (Missouri) - unicosystem.com

Company Representative: Scott Intagliata, Chief Marketing Officer – scott@unicosystem.com

Company Overview: Unico Inc. has successfully exported their products since 2001, with products being sold in over 25 countries around the world. Unico currently has ongoing supply arrangements in the United Kingdom, the Republic of Ireland, Australia, New Zealand, China, Israel, Ghana, and Romania. Exports make up 5% of the company's total sales revenue, with long-term goals set to increase this total and expand sales into new markets.

Export Awards/Recognition: Unico Inc. was recognized in 2009 by the U.S. Department of Commerce for Excellence in Exporting – Midwest Region. They were nominated for recognition as a 2025 Outstanding Exporter Honoree by the several member of the Missouri trade community to include the World Trade Center St. Louis, the U.S. Commercial Service – St. Louis, and the International Trade & Investment Office within the MO Department of Economic Development.



2024 Outstanding Exporter Honorees

- Cornsilk Company & Cornsilk World Parts – Oklahoma
- Crease Beast – Kansas
- Hyalogic, LLC – Missouri
- Mercer Valve – Oklahoma
- Mills Machine Company – Oklahoma
- Scinomix – Missouri

2023 Outstanding Exporter Honorees

- Aero-Mod, Inc – Kansas
- Bison Inc. – Nebraska
- DOT Training Solutions – Kansas
- Heritage Tractor – Kansas
- Preferred Popcorn – Nebraska
- RIBUS, Inc. – Missouri
- Rocklin Manufacturing Co. – Iowa
- The Teledentists - Kansas

2022 Outstanding Exporter Honorees

- DataLocker - Kansas
- EWR Radar Systems – Missouri
- MSSC LLC - Illinois
- OTT Enterprises LLC - Missouri
- Save the Girls Touchscreen Purses - Illinois
- White River Hardwoods - Arkansas
- SMART Reproduction - Arkansas

2021 Outstanding Exporter Honorees

- Alliance Rubber Company – Arkansas
- Alpha Energy & Electric – Missouri
- Bhatt International – Missouri
- Bruckman Rubber Co. – Nebraska
- Earth Science Laboratories – Arkansas
- Franklin Strap - Tennessee
- HCI ENERGY – Kansas
- Holtec Gas Systems – Missouri
- ISS Inc. – Illinois
- Leather Brothers – Arkansas
- Lubrication Engineers – Kansas
- RADIOLOGY-Planning – Missouri
- SharkOFF – Kansas
- Steco Corp (Tap Magic) – Arkansas
- Superior Products International (SPI Coatings) – Kansas
- Ultra-Tech Aerospace – Kansas



2020 Outstanding Exporter Honorees

- Ag World International Corp - Illinois
- Allen Engineering Corporation - Arkansas
- Ameroc Export, Inc. - Illinois
- Champion Laboratories, Inc. - Illinois
- Dazor Lighting Technology, LLC - Missouri
- ECOJOHN - Arkansas
- Global Aviation Technologies, LLC – Kansas
- Grasshopper Company (Morige Manufacturing Inc.) – Kansas
- InnovaPrep - Missouri
- IVS (International Veterinary Supplies), Inc. - Iowa
- MotorParts Nation - Missouri
- Oscarware, Inc. - Kentucky

2020 Outstanding Exporter Honorees cont'd

- Pacific Supply Co - Missouri
- PT Coupling - Oklahoma
- Pyramid Foods – Kansas
- Sawyer Manufacturing Company - Oklahoma
- SEVO Systems – Kansas
- Stauder Technologies - Missouri
- Two Rivers Fisheries, Inc. - Kentucky
- Vortex Surgical - Missouri
- WW Cedar - Missouri

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

MID-AMERICA TRADE SUMMIT

Event Partners



NASBITE International is a 501(c)(3) non-profit organization focused on the advancement of trade education and professionalism in support of global business. Specifically, NASBITE is the leading authority for global business education, trade credentialing, training and practice, and NASBITE is also the steward of the Certified Global Business Professional (CGBP) credential. NASBITE has nearly 2000 CGBPs and members in the United States, Canada and Mexico who work as trade assistance providers, managers in exporting companies and experts in a wide range of service-oriented companies that support international trade. Visit: <https://nasbite.org/>



The **Export-Import Bank of the United States (EXIM)** is the official export credit agency of the United States. EXIM is an independent, self-sustaining federal agency that supports American jobs by financing the export of U.S. goods and services—at no cost to American taxpayers. When businesses in the United States, or their customers, are unable to secure export financing from the private sector (e.g., due to political or economic uncertainty), EXIM fills in the gap by equipping American businesses with the tools to compete for global sales. Visit: <https://www.exim.gov/>



Missouri Department of
Economic Development

The **Missouri International Trade & Investment Office (ITI)** is the lead agency for export assistance and trade promotion in the State of Missouri. The ITI is a full-service agency with 12 foreign offices in key world markets that assist to discharge the products and services offered to Missouri exporters. These include: Trade Counseling, Agent/Distributor Search, Business Protocol, Customized Market Research, Export Finance, International Trade Shows, Customized Company Trade Missions, Trade Leads, Certificate of Free Sale/Export Documentation, Missouri Export Directory, Export Due Diligence Support and Business Protocol. ITI has foreign office locations in Canada, China, France, Germany, India, Israel, Japan, Korea, Mexico, Taiwan, United Arab Emirates and United Kingdom. For further information on exporting and ITI services please visit: www.exportmissouri.mo.gov



The **Missouri Department of Agriculture**, located in Jefferson City, Mo., is dedicated to the promotion and protection of the state's agriculture industry. With nearly 100,000 farms on more than 28 million acres of farmland, the state's Department of Agriculture works to connect farmers with consumers. Nearly 90% of Missouri's farms are family owned, and our family farms are committed to producing a safe and secure food supply for customers locally and globally. Additionally, more than one in every ten Missouri jobs are in agriculture and forestry.

Visit: <https://agriculture.mo.gov/abd/intmkt/>



The **Missouri Small Business Development Center (SBDC)** helps business owners make confident decisions through personalized one-on-one assistance. SBDC services are available to for-profit businesses at any stage, from concept to startup, growth to renewal, mature to succession in all 114 counties of the state, and the city of St. Louis. Business specialists are here to help you succeed at every stage in your business's lifecycle. The program is funded in part through a cooperative agreement with the U.S. Small Business Administration, institutions of higher education, economic development organizations and other public and private funding partners. Visit: <https://sbdc.missouri.edu/>



Since 1984, the **Illinois Small Business Development Centers (SBDC)** have provided Illinois businesses with management, marketing and financial guidance to help them succeed. The SBDCs assist with the development of business and marketing plans; help improve business ownership skills; assist with the financial analysis of businesses; and provide specialized services including export and government marketing and other business management needs. The Illinois SBDC Network has 32 locations throughout the state and is funded in part by the State of Illinois, the U.S. Small Business Administration and the U.S. Department of Defense. Visit: www2.illinois.gov/dceo/SmallBizAssistance/BeginHere/pages/sbdc.aspx



The **Oklahoma Small Business Development Center (SBDC)** provides confidential, high quality, no cost entrepreneurial and small business management advising in order to help Oklahoma start and grow businesses. The Center for International Trade Development/SBDC at Oklahoma State University works with businesses to enhance their global success through customized research, networking, training and advising/counseling. We are committed to growing Oklahoma's economy one small business at a time.

Visit: <https://www.oksbdc.org/>





The **Iowa Small Business Development Center (SBDC)** supports the collaborative economic development of Iowa by providing entrepreneurs and businesses with individual consultation and educational resources necessary to assist their businesses to succeed. With staff located in 15 regional business assistance centers, the Iowa SBDC is committed to being an innovative source for empowering business success in Iowa. Visit:

<https://iowasbdc.org/>



The **Arkansas Small Business and Technology Development Center (SBDC)** assists entrepreneurs with every aspect of business creation, management, and operation, offering consulting and market research services plus educational programs and events. Funded by the U.S. Small Business Administration in partnership with the University of Arkansas at Little Rock and seven (7) other state universities, ASBTDC's network of offices serves small businesses from any county in Arkansas, in any industry sector, at any stage of development. Visit: <http://asbtcd.org/>



The mission of the **Kansas SBDC** is to increase economic prosperity in Kansas by helping entrepreneurs and small business owners start and grow their business. Increased prosperity of and jobs generated by small businesses is achieved through advising, specialized analytical tools, research, and training of entrepreneurs and small businesses. Kansas SBDC is funded in part through a Cooperative Agreement with the U.S. Small Business Administration. Visit: <https://www.kansasbdc.net/>



The **Small Business Development Centers (SBDC)** program of Nebraska Business Development Center (NBDC) is a resource for small business creation and expansion in Nebraska. The Nebraska SBDC offers confidential consulting services to entrepreneurs and small business owners looking to start and grow their enterprises or to transition companies to the next generation of ownership. SBDC consulting services are offered at no or low cost to those interested in operating a for-profit business in Nebraska. Visit: <https://www.unomaha.edu/nebraska-business-development-center/index.php>



For more than 20 years, as the international division of St. Louis Economic Development Partnership, **World Trade Center St. Louis (WTC)** has supported growth for the region's businesses, most importantly, ensuring St. Louis companies are represented in an increasingly global marketplace. From customized research to trade training, hosting inbound/outbound delegations and managing St. Louis' Foreign Trade Zone, WTC brings together a strong system of business and government agencies to support trade and investment and enhance St. Louis' global connectivity. Visit: <https://worldtradecenter-stl.com/>



The mission of the **World Trade Center – Kansas City (WTC-KC)** is to facilitate international trade in Greater Kansas City by connecting, educating, and providing services to the regional business community necessary to compete in the global marketplace. The WTC-KC participates in the Global Cities Initiative and leads the implementation efforts of Kansas City's Metro Export Plan. Part of the export plan, the signature, Export Concierge program, is designed to connect businesses with the resources needed to complete successfully in the global marketplace. WTC-KC works to support and enhance a prosperous export economy, thereby accelerating Kansas City's economic development and global identity. Visit: <https://www.kcchamber.com/what-we-do/world-trade-center-kc>



The **Missouri Chamber of Commerce and Industry** is the largest business association in Missouri and is the [2019 State Chamber of the Year](#). In 2020, the Chamber launched the Manufacturing Alliance, a dedicated effort to better serve Missouri's manufacturing sector in the areas of policy, programing, communication, innovation and talent development. Together with the Missouri Chamber Federation, the Missouri Chamber represents more than 75,000 employers. Visit: <https://mochamber.com/>



YOUR CONNECTION TO GROWTH™

Food Export Association of the Midwest USA (Food Export-Midwest) is a non-profit organization composed of 13 Midwestern state agricultural promotion agencies that provide U.S. companies with the programs and services needed to export and sell their products internationally. Visit: <https://www.foodexport.org/>



Missouri Enterprise is a leading resource dedicated to supporting and empowering manufacturers in Missouri. By leveraging federal and state funding, they assist small and medium-sized manufacturers in achieving success through comprehensive services, expert guidance, and a vast network of public and private resources. With offices strategically located across the state, Missouri Enterprise caters to the diverse needs of manufacturers in both rural and urban areas, offering a range of specialized solutions including business growth, continuous improvement, supplier development, sustainability, and workforce solutions. Visit: <https://www.missourienterprise.org/>



The Iowa Economic Development Authority's (IEDA)

International Trade Office (ITO) serves as the state's lead agency for export assistance and trade promotion. The ITO supports Iowa companies that are exploring or expanding international markets by offering a wide range of services, including one-on-one consultations, educational seminars, participation in international trade shows and missions, financial assistance programs, and targeted market support. To strengthen Iowa's global presence, the state maintains international offices across Asia, Europe, Israel, and Latin America, providing direct representation in over 35 countries. Through this global network, Iowa companies.



The Arkansas District Export Council (DEC),

a 501(c)(6) organization, is one of over 60 District Export Councils (DECs) nationwide, whose members are appointed by the Secretary of Commerce. The DEC's mission is to promote and support international trade activities and awareness throughout the State of Arkansas. Members and Associates are either Exporters or Export Service Providers who provide advice and counsel about foreign markets, effective and innovative market strategies, and conduct and participate in export education workshops and seminars throughout the State. For the past ten years, The Arkansas DEC has presented the Governor's Award for Excellence in Global Trade to outstanding businesses throughout the state. Visit: <https://exportarkansas.org/>



The **Missouri District Export Council (DEC)** is a private, non-profit organization that brings together experienced international business people who provide guidance and assistance to Missouri-based businesses interested in growing export sales. The DEC also works closely with professionals of the U.S. Department of Commerce in St Louis for the benefit of our Missouri exporting community - www.missouriexports.com



The **Mid-America District Export Council (MADEC)** is one of the 61 District Export Councils established by the U.S. Department of Commerce across the United States. It's mission is to inform, educate, advocate and support Mid-American companies to become successful exporters, working in collaboration with the U.S. Department of Commerce in its western Missouri & Kansas region. Visit: <https://midamericadec.com/>



The **Oklahoma District Export Council** is composed of business leaders, international trade professionals, academic experts and government personnel, each appointed by the U.S. Secretary of Commerce. The Council Members' collective international business knowledge and expertise provide a valuable resource to assist Oklahoma companies to reach international customers, maneuver in those markets and increase international sales. The District Export Council is closely affiliated with the U.S. Commerce Department's Export Assistance Centers and the U.S. and Foreign



Commercial Service. This partnership provides not only expert international business advice, but also trade counseling, advocacy, market intelligence and business matchmaking services.

The **Kansas Department of Commerce** is the leading economic development agency in the state. Their goal is to enhance the business climate by bringing businesses to the state and assisting businesses that already call Kansas home. The Kansas Department of Commerce's International Division provides Kansas exporters with global insight and connections to grow their international business opportunities. Visit:

<https://www.kansascommerce.gov/>

REDI is a collaborative public-private partnership committed to attract, expand and grow business opportunities to create high-quality jobs in Columbia and Boone County, Missouri. REDI coordinates the area's economic development activities to enhance the community's economic base while preserving its exceptional quality of life, and is accredited by the International Economic Development Council (IEDC).

Visit: <https://www.columbiaredi.com/>

Other Federal Participants

The U.S. Department of Commerce

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



SBA's Office of International Trade (OIT) enables small business expansion into the global economy. Three main avenues to accomplish this are 1) The [State Trade Expansion Program](#), which provides grants to small businesses through State trade offices to help business begin or expand exporting; 2) A **trade hotline** and **Fast Track Service** for small businesses to discuss unique challenges with going global and identify potential resource solutions, via international@sba.gov; and 3) Access to capital to support global sales growth through a nationwide network of [Export Finance Managers](#) housed in U.S. Export Assistance Centers (USEACs) around the country.

SBA's participation in this activity is not an endorsement of the views, opinions, products or services of any person or entity. All SBA programs and services are extended to the public on a nondiscriminatory basis.