

KCIES Forum on Putting the World into World-Class Education

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International Education and Business

Raffaele DeVito
Professor of Management
School of Business
Emporia State University
1200 Commercial Street
Campus Box 4058
Emporia, KS 66801
Tel: 620-341-5384
Fax: 620-341-6345
rdevito@emporia.edu

Dr. Clyde Stoltenberg
Barton Distinguished Chair in
International Business
Dept. of Management
Barton School
Wichita State University
1845 Fairmount St.
Wichita, KS 67260
Tel: 316-978-6399
Fax: 316-978-3349
clyde.stoltenberg@wichita.edu

Shailey Innes
Trade Services Support
Kansas World Trade Center
111 S Market St
Wichita, KS 67202
Tel: 316-264-5982
Fax: 316-264-5983
innes@kansaswtc.org



Kansas Exporter of the Year

Introduction

Each year, the Governor's Exporter of the Year award is presented to a Kansas company for exceptional international marketing success.

This award encourages the growth of the State's international commerce by showcasing successful exporters as role models to the Kansas business community.



Kansas Exporter of the Year History

In 1989, Governor Mike Hayden instituted the Exporter of the Year Award.

Now in its twentieth year, the award is co-sponsored by the KITCC, a trade organization whose goal is to encourage Kansas companies to export.

Raising corporate awareness of global markets in Kansas business community is a goal of this award process.



Kansas Exporter of the Year

Purpose

The Governor's Exporter of the Year Award winners and their peers have helped Kansas emerge as a competitor in the international marketplace.

Kansas' exports reached \$10.2 billion in 2007. Today, more Kansas businesses are exporting their products to more foreign countries than ever before.

The Exporter of the year Award is dedicated to thanking employers for helping to put Kansas on the Map.



Kansas Exporter of the Year Award Process

1. Kansas companies (except prior recipients) can be nominated.
2. Awards criteria:
 - Number or increase in jobs due to international activities.
 - Innovations in global marketing.
 - Number of countries exported to.
 - Effective use of international distributors.
 - Long-range international strategies.
 - Prospects for future growth and commitment to their community.



Kansas Exporter of the Year Award Process

3. KITCC reviews nominations, may ask for additional information, and nominates finalists.
4. KITCC visits finalists on-site, and will compare company activities based on presentations by each finalist.
5. KITCC makes recommendation to Governor for award.
6. Governor presents award to the winner at a formal ceremony and gives recognition to all finalists.



Kansas Governor's Exporter of the Year Recipients (1989-2008)

2008-Salina Vortex Corporation, Salina

2007-The Bradbury Company, Inc.,
Moundridge

2006-Great Plains Manufacturing, Inc., Salina

2005-BG Products, Wichita

2004-Tramco, Inc. , Wichita

2003-American Crane & Tractor Parts, Inc.,
Kansas City, Kansas

2002-Butler National Corporation, Olathe

2001-Landoll Corporation, Marysville

2000-Innovative Material Systems, Olathe

1999-Cobalt Boats, Neodesha

1998-Glendo Corporation, Emporia

1997-Pioneer Balloon Company,
Wichita

1996-Roto-Mix Inc., Dodge City

1995-Hill's Pet Nutrition, Inc., Topeka

1994-Kreonite, Wichita

1993-Interconnect Device, Inc.,
Kansas, City

1992-Peabody Tectank, Inc.,
Parsons

1991-Didde Web Press Corporation,
Emporia

1990-M-E- C Company,
Neodesha

1989-Wenger Manufacturing, Inc.,
Sabetha

Exporter of the Year 2008

Winner



Salina Vortex Corporation

Salina, Kansas

- Manufactures quality slide gates, diverters and iris valves
- Founded in 1977



Exporter of the Year 2008

Finalists

HIX Corporation

Pittsburg

ICE Corporation

Manhattan

Salina Vortex Corporation

Salina

Kansas Aviation of Independence, LLC.

Independence

Nanoscale Materials, Inc.

Manhattan



Exporter of the Year 2007 Winner



The Bradbury Company, Inc.

Moundridge, KS

- Producer of metal processing equipment to customers around the world.
- Founded in 1959.
- Owned by The Bradbury Group, who operates subsidiaries in North America, Europe, Asia, and Australia.



Exporter of the Year 2007

Finalists

ABZ Manufacturing

Madison

HIX Corporation

Pittsburg

Kansas Aviation of

Independence, LLC.

Independence

Nanoscale Materials, Inc.

Manhattan



Exporter of the Year 2006

Winner



Great Plains Manufacturing, Inc.
Salina, KS

- Manufacturer of agricultural planters, sprayers, drills, tillage, and tillage tools.
- Founded in 1976.
- Serves a rapidly growing export market, with a focus on markets in Asia, Europe, Australia and New Zealand.



Exporter of the Year 2006

Finalists

Geoprobe Systems

HIX Corporation

MartinLogan LTD

XenoTech, LLC

Salina

Pittsburg

Lawrence

Lenexa



Exporter of the Year 2005 Winner



BG Products, Inc.
Wichita, KS

- Producer of specialty products for automobiles, heavy machinery, and industrial equipment.
- Founded in 1971.
- Has experienced significant growth in exports to Asia.
- Exporter of products all over the world, with distributors in over 35 countries in North and South America, Asia, and Europe.



Exporter of the Year 2005

Finalists

ABZ Valve & Controls

Madison

The Bradbury Company

Moundridge

Kalmar Industries Corp.,

Ottawa Truck Division

Ottawa

XenoTech, LLC

Lenexa



Exporter of the Year 2004 Winner



Tramco, Inc.

Wichita, KS

- Manufacturer of bulk material handling equipment, specializing in environmentally friendly chain and belt conveyors.
- Founded in 1967.
- Tramco's customers include businesses from every corner of the globe.



Exporter of the Year 2004 Finalists

BG Products, Inc.

Wichita

CareFore Medical, Inc.

Olathe

Marcus Food Co.

Wichita

VitaCraft Corporation

Shawnee



Exporter of the Year 2003 Winner

American Crane & Tractor
 Parts, Incorporated

**American Crane & Tractor
Parts, Inc.**
Kansas City, KS

- Leading supplier of replacement parts for earthmoving machines.
- Established in 1982.
- Employs a multinational sales staff, dedicated to product sales to over 70 countries worldwide



Exporter of the Year 2003 Finalists

AgTech, Inc.

CareFore Medical, Inc.

CyDex, Inc.

Manhattan

Olathe

Overland Park



Exporter of the Year 2002 Winner



Butler National Corporation

Olathe, KS

- Producer of equipment systems and support for the aerospace industry, in the military and private sectors.
- Provides electronic monitoring of water pumping stations and management services for Indian gaming enterprises.
- Founded in 1968
- Began exporting in 1980, and has experienced tremendous growth in exports this decade.



Exporter of the Year 2002 Finalists

AIB International

Manhattan

Bushnell Performance Optics

Overland Park

Kustom Signals, Inc.

Lenexa

RHS, Inc.

Hiawatha



Exporter of the Year 2001 Winner



Landoll Corporation
Marysville, KS

- Global designer, manufacturer, and marketer of products and services for Agriculture, Transportation, Material Handling, OEM, and Government.
- Founded in 1963.
- The company's TQM initiative has resulted in ISO 9001 Quality System Certification, and the Quality System Qualification Certificate from the Department of Defense.



Exporter of the Year 2001 Finalists

AIB International

Manhattan

Airsys ATM, Inc.

Shawnee

LaGarde, Inc.

Lawrence

Midland Research

Laboratories, Inc.

Lenexa



Exporter of the Year 2000 Winner



Innovative Material Systems, Inc.

Olathe, KS

- Manufacturer and distributor of hydraulic dredges, weed harvesters, and pumping systems worldwide.
- Products are used for dredging projects, marina maintenance, weed harvesting, and water reclamation projects.
- Founded in 1986.
- IMS' products have been exported to customers for projects on six continents.



Exporter of the Year 2000 Finalists

Camplex Corporation

Emporia

IFR Americas, Inc.

Wichita

Promotional Resources Group

Topeka



Exporter of the Year 1999

Winner



Cobalt Boats

Neodesha, KS

- Premier producer of runabouts, performance cruisers, and yachts in the boating industry.
- Winner of many awards for product quality and service, including J.D. Power and Associates customer satisfaction awards for 5 consecutive years.
- Founded in 1970
- Products are exported to dealers on six continents.



Exporter of the Year 1999

Finalists

The Bradbury Company
Marley Cooling Tower
Aero-Mod, Inc.

Moundridge
Overland Park
Manhattan



Exporter of the Year 1998

Winner



Glendo Corporation

Emporia, KS

- Global producer of engraving, stone-setting, and carving tools, as well as sharpening and drilling tools.
- Founded in 1977.
- Operator of GRS Training Center, allowing engravers and stone-setters to train with top professionals.
- Participant in industry tradeshow worldwide, and actively markets and sells products in Europe, Asia, and Australia.



Exporter of the Year 1998

Finalists

Ottawa Truck

Smith Orthopedics

Vita Craft Corporation

Ottawa

Topeka

Shawnee



Exporter of the Year 1997 Winner



**Pioneer
Balloon Company**
Wichita, KS

- The largest manufacturer of latex and Microfoil balloons in the United States.
- Publisher of educational books, videos, and magazines for balloon artists.
- Founded in 1918.
- Company Headquarters located in the United States, England, Mexico, Japan, and Australia.



Exporter of the Year 1997 Finalists

RHS, Incorporated

Salina Vortex

STRATCO, Inc.

**Taylor Forge Engineered
Systems, Inc.**

Hiawatha

Salina

Leawood

Paola



Exporter of the Year 1996

Winner



Roto-Mix, Incorporated
Dodge City, KS

- Manufacturer of mobile cattle feeding and mixing machinery.
- Founded in 1984.
- Products are exported to dozens of countries on five continents.



Exporter of the Year 1996

Finalists

Aero-Mod, Inc.

Manhattan

Chance Industries

Wichita

Extru-Tech

Sabetha

Pioneer Balloon Company

Wichita



Exporter of the Year 1995 Winner



Hill's Pet Nutrition
Topeka, KS

- Producer of high-quality pet food and veterinary products.
- Founded in 1939.
- Aggressive exporter of pet food products around the world.
- Global promoter of healthy living for pets.



Exporter of the Year 1995

Finalists

Brite Voice Systems, Inc.	Wichita
Concept W Systems, Inc.	Emporia
Pioneer Balloon Company	Wichita
The Pritchard Corporation	Overland Park



Exporter of the Year 1994

Winner



Kreonite, Inc.

(Dunning Photo Equipment, Inc.)

Wichita, KS

- Producer and exporter of photography processing equipment.
- Founded in 1955.
- Acquired by Dunning Photo Equipment, Inc., of Bixby, OK in 2004.



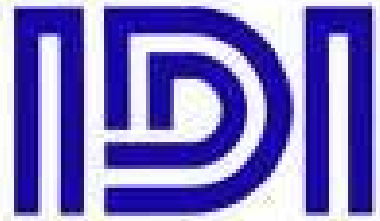
Exporter of the Year 1994 Finalists

Cardwell International, Ltd.	El Dorado
Extru-Tech, Inc.	Sabetha
HIX Corporation	Pittsburg



Exporter of the Year 1993

Winner



Interconnect Devices, Inc.
Kansas City, KS

- Market leader in contact probe technology for leaders in medicine, communications, industry, and the military.
- Founded in 1979.
- Distributors and global sales staff located on six continents, and serving 180 countries.



Exporter of the Year 1993

Finalists

The Bradbury Company
Kantronics, Inc.
Osborne Industries, Inc.
Preco, Inc.

Moundridge
Lawrence
Osborne
Lenexa



Exporter of the Year 1992

Winner



Peabody Tectank, Inc.
Parsons, KS

- Manufacturer of tanks for storage of bulk solids and liquids.
- Founded in 1970.
- Merged with Columbian Steel Tank, of Kansas City, KS, in 2001 to become Columbian TecTank.
- Serves markets globally, and its products are being used in over 100 countries.



Exporter of the Year 1992

Finalists

Glendo Corporation

Emporia

IFR Suystems, Inc.

Wichita

Interconnect Devices, Inc.

Kansas City

Kantronics, Inc.

Lawrence



Exporter of the Year 1991

Winner



Didde Web Press Corporation **(Stolle Manufacturing Company)** **Emporia, KS**

- Industry leader in the manufacture of web presses, parts, and service.
- Founded in 1954.
- Its products are in use in over 60 countries.
- Became a subsidiary of Stolle Manufacturing Company, LLC., in 2004.



Exporter of the Year 1991 Finalists

Evans Products, Inc.

Dodge City

Kantronics, Inc.

Lawrence

Peabody Tectank, Inc.

Parsons

**Taylor Forge Engineering
Systems**

Paola



Exporter of the Year 1990

Winner



M-E-C Company
Neodesha, KS

- Designer, manufacturer and installer of industrial drying systems for a variety of wet materials.
- Founded in 1961.
- Industry leader in dryer performance technology and systems expertise.
- Products and systems are exported to countries in North and South America, Australia, Europe, and the Middle East.



Exporter of the Year 1989

Winner



Wenger Manufacturing, Inc.
Sabetha, KS

- World leader for extrusion processing systems and industrial mixers for the feed and food processing industries.
- Founded in 1959.
- Its extrusion research lab is the largest in the food and grain processing industries.
- Has a significant international presence in Asia and Europe, and sales relationships with agents worldwide.



Exporter of the Year 1989

Finalists

ASIMA Corporation
Aviation Systems, Inc.
Great Plains Industries
Hills Pet Products, Inc.

Independence
Overland Park
Wichita
Topeka



Kansas Exporter of the Year

Contact Information

Dr. Raffaele DeVito
Professor of Management
Chair, KITCC
School of Business
Emporia State University
Emporia, KS 66801-5087

(620) 341-5384
rdevito@emporia.edu



Mr. Tim McCall
International Trade Representative
International Trade Division
Kansas Department of Commerce
1000 SW Jackson St. Suite 100
Topeka, KS 66612-1354

(785) 296-4610
tmccall@kansascommerce.com



Kansas Exporter of the Year

Sponsored By:

Kansas Department of Commerce

Emporia State University

**Kansas International Trade
Coordinating Council (KITCC)**



Kansas Exporter of the Year

KITCC Members

American Crane and Tractor
BG Products, Inc.
Butler Community College
Butler National Corporation
Chapman Advisory Group
China Leads, LLC
Cobalt Boats
Commerce Bank, N.A.



Didde Web Press Corp.
(Stolle Manufacturing Co.)
Dodge City Community College
Emporia State University
First National Bank of Kansas
Fort Hays State University
Friends University
Glendo Corporation



Kansas Exporter of the Year

KITCC Members

Great Plains Manufacturing
Held & Associates

Hill's Pet Nutrition, Inc.

Innovative Medical Systems

Interconnect Devices, Inc.

International Relations
Council



International Trade Council of
Greater Kansas City

Intrust Bank

Johnson County Community
College

Kansas Cavalry

The Kansas Chamber

Kansas Department of
Commerce



Kansas Exporter of the Year

KITCC Members

Kansas International
Kansas State University
Kansas Small Business
Development Center
Kansas World Trade Center
Kreonite, Inc.
(Dunning Photo Equipment, Inc.)
Landoll Corporation

Lawrence Chamber of
Commerce
MADEC
MAMTC
M-E-C Company
Pioneer Balloon Company
Pittsburg State University
Priddle & Associates
ROTO-Mix, Inc.



Kansas Exporter of the Year

KITCC Members

Sedgwick County Free Trade
Zone

Territorial Magazine

Tramco Inc.

University of Kansas

U.S. Department of
Commerce

U.S. Small Business
Administration

Washburn University

Wenger Manufacturing

Western Kansas Manufacturers
Association

Wichita State University

World Trade Center, Greater
Kansas City Chamber of
Commerce

World Trade Council of Wichita

