

NASBITE International
2018 National Small Business Exporter Summit
March 21, 2018 ■ Baltimore, MD

2018 National Small Business Exporter Summit Honorees & Presenters

As of March 12, 2018 - Presented in Alphabetical Order by Exporter Company Name

ACMT, Inc. (Connecticut)

<http://acmt.aero/>

Export Summit Presenter: [Listen to Audio File](#)



Company Representative: Paul Polo. Sr. Vice President -
ppolo@acmt.aero

Company: ACMT, Inc. is a leading manufacturer of complex sheet metal fabrications and assemblies. The company specializes in hot forming of titanium alloy, and hot and cold forming of other materials, surface coatings, riveting, molding and welding, used by jet engine manufacturers. ACMT focuses its international sales activities directly with OEM and tier 1 & 3 suppliers.

Export Awards/Recognition: ACMT, Inc. is a 2017 recipient of the Presidents "E" Award for Export Achievement.

AdEdge Water Technologies (Georgia)

<http://adedgetech.com/>

Export Summit Presenter: [Listen to Audio File](#), [Download the Presentation](#)



Session Title:
Seeking Opportunities in International Markets

Session Description: Exporting is a journey... and you should never take it alone. Join AdEdge Water Technologies as they highlight how advertising and marketing, the creation of strategic partnerships, and the leveraging of state and federal export resources has helped them successfully seek out new global markets.

Presenter: Richard J. Cavagnaro, CEO - rjcaavagnaro@adedgetechnologies.com

Company: Founded in 2002, AdEdge Water Technologies specializes in the design, development, fabrication, and supply of packaged treatment solutions, specialty media, innovative technologies, and membranes that remove contaminants from process or aqueous streams. With extensive experience in the removal of arsenic, iron, manganese, hydrogen sulfide, fluoride, nitrate and uranium from water, the company has sold hundreds of water systems throughout the world including countries in Asia, North America, and South America.

NASBITE International 2018 National Small Business Exporter Summit

March 21, 2018 ■ Baltimore, MD

Export Awards/Recognition: AdEdge Water Technologies was recognized as the Metro Atlanta Chamber of Commerce's Business of the Year 2013, and was an Export Award finalist in 2016.

Alcom LLC (Maine)

<http://www.alcomusa.com/>



Company Representative: Trapper Clark, CEO - tclark.alcominc@gmail.com

Company: Since 2006, ALCOM LLC has produced the most diverse, highest quality aluminum trailer line in the industry. With operations based in Winslow, Maine, the company has grown from a staff of 3 full-time employees, working from a 10,000 square foot facility, to a team of more than 500 dedicated craftsmen, sales associates and office personnel spread across three facilities in ME, MT, and SD. Today, the company serves more than 500 dealerships in 51 States and Provinces, China, India Kuwait and Iceland.

Export Awards/Recognition: ALCOM LLC was nominated by the Maine District Export Council for recognition at the 2018 National Small Business Exporters Summit.

Apfelbaum Industrial, Inc. (Texas)

<http://www.apfelbaumind.com/>



Company Representative: Octavio Manzano, President - octavio@apfelbaumind.com

Company: Apfelbaum Industrial, Inc. provides wholesale, distribution, installation and maintenance of high and medium voltage equipment, accessories and supplies. The company operates four divisions – power generation, transmission & distribution, green power and industrial, and serves a diversified customer base in the U.S., Mexico and South America.

Export Awards/Recognition: Apfelbaum Industrial was nominated by the Texas District Export Council for recognition at the 2018 National Small Business Exporters Summit.

Blue Planet Surf Gear (Hawaii)

<https://blueplanetsurf.com/>


Export Summit Presenter: [Listen to Audio File](#), [Download the Presentation](#)



Session Title:

Using Social Media Marketing Strategies to Effectively Reach a Niche Market

Session Description: Attend this session to learn about the strategies Blue Planet Surf has employed to make YouTube its most valuable marketing tool. Operating in an initially small



NASBITE International
2018 National Small Business Exporter Summit
March 21, 2018 ■ Baltimore, MD

market niche, the company now has four million video views and an international following of subscribers. Learn how you too can make YouTube your most effective and economical marketing tool.

Presenter: Robert Stehlik, CEO - robert@blueplanetsurf.com

Company: Blue Planet Surf got its start in 1993 on the island of Oahu. Founder Robert Stehlik, a business student at the time founded the company on the simple yet solid concept of - unique surf-wear and equipment from Hawaii – for surfers, by surfers. Starting as a clothing line, with the first shipments sold in Hawaii and Japan, additional orders and product line expansion followed. Today the company is based out of Kaka’ako on O’ahu, where its flagship retail store and warehouse are located.

Export Awards/Recognition: Blue Planet Surf Gear was recognized in 2015 as the SBA Exporter of the Year for Hawaii.

Brewer Science (Missouri)

<https://www.brewerscience.com/>

Export Summit Presenter: [Listen to Audio File](#), [Download the Presentation](#)



Session Title:

Leading From the “Heart” Land

Session Description: Exporters can be located anywhere in the country. Success is tied to discovering and building the right relationships, and leveraging these relationships to create awareness for your product and services worldwide. Attend this session to learn how Brewer Science, located in rural Missouri, has used innovation, connectivity and relationship building support company and export growth.

Presenter: Doyle Edwards, Director, Communications & Government Programs,
dedwards@brewerscience.com

Company: Brewer Science is a global technology leader in developing and manufacturing innovative materials and processes for the reliable fabrication of cutting-edge microdevices used in electronics such as tablet computers, smartphones, digital cameras, televisions, LED lighting and flexible technology products. In 1981, Brewer Science revolutionized lithography processes with its invention of ARC® materials. Today, Brewer Science continues to expand its technology portfolio to include products enabling advanced lithography, thin-wafer handling, 3D integration, and chemical and mechanical device protection, including products based on nanotechnology. With its headquarters in Rolla, Missouri, Brewer Science supports customers throughout the world with a service and distribution network in North America, Europe and Asia.

Export Awards/Recognition: With a rich history of awards, recent recognitions include a 2016 listing in the Top 50 Employers in the U.S. by Minority Engineer magazine; GreenCircle Certification for Zero Waste to Landfill in 2016 & 17, and receipt of the Perfect Quality Award for a perfect score for quality in On Semiconductor’s supplier ratings.



NASBITE International
2018 National Small Business Exporter Summit
March 21, 2018 ■ Baltimore, MD

CONNOILS, LLC (Wisconsin)

<http://connoils.com/>

Export Summit Presenter: [Listen to Audio File](#), [Download the Presentation](#)



Session Title:

*Understanding International Business Cultures
and Selling Techniques*

Session Description: Many businesses assume that having a successful domestic sales team will automatically translate to international business success. In reality though, it often takes years of knowledge and international experience to understand and sell overseas. CONNOILS LLC will discuss international sales techniques, and cultural dos and don'ts, and how these can best be applied to succeed in the global economy.

Presenter: Elizabeth Cambar-Roney, International Sales Director, ecambar@connoils.com

Company: Launched in 2007 by Stacy Peterson in Waukesha, WI, CONNOILS was initially formed capitalize on market opportunities when Cargill exited the nutritional supplement industry. Today, CONNOILS has expanded its base beyond vitamin supplements to service the nutraceutical, cosmeceutical, pet nutrition and sports nutrition industries. CONNOILS is a global leader in manufacturing and distributing high quality natural, organic and nutritional internally stabilized bulk oils, oil powders, softgels and specialty ingredients.

Export Awards/Recognition: CONNOILS was the recipient of the Wisconsin Governors Export Award in 2017.

Davenport Aviation, Inc. (Ohio)


www.davenportaviation.com



Company Representative: Leah Simoes, Owner -
leah@davenportaviation.com

Company: Davenport Aviation, Inc. is a global supplier of aircraft spare parts, equipment, supplies and services. Established in 2009, they specialize in global logistics support, repair services and purchase financing. Currently, nearly 100% of the company's annual sales come from international buyers.

Export Awards/Recognition: Davenport Aviation received recognition as a President's "E" Award recipient in 2017.



NASBITE International
2018 National Small Business Exporter Summit
March 21, 2018 ■ Baltimore, MD

Des-Case Corporation (Tennessee)

<http://www.descase.com/>

Export Summit Presenter: [Listen to Audio File](#), [Download the Presentation](#)



Session Title:

Three Building Blocks for the Small Business Exporter

Session Description: 1) Software tools, 2) Leveraging the right relationships, and 3) Managing “people inputs”, have all contributed to Des-Case Corporation’s ability to export to more than 60 countries annually. Join company representatives as they share specific examples of these three building blocks that have bolstered the company’s export success to date.

Presenter: Tony Espinosa, VP Operations & Administration - tony.espinosa@descase.com

Company: Des-Case Corporation was founded in 1983 to provide the lubricant industry with innovative solutions to extend oil and equipment life. For more than 30 years, the Company has enjoyed an excellent reputation for its products and service quality, dependability, and business integrity. Des-Case

holds patents in the airflow design of breathers with technology that has yet to be surpassed in the marketplace.

Export Awards/Recognition: Des-Case Corporation was a 2016 recipient of the Presidents “E” Award for Export Achievement.

Diamond V (Iowa)

<http://www.diamondv.com/>

Export Summit Presenter: [Listen to Audio File](#), [Download the Presentation](#)



Session Title:

Navigating Complicated Regulatory Environments

Session Description: Shaping a compliant export program involves a mix of legal and regulatory pieces. What fits one day, may not make fit the next day. Central to success is understanding the domestic and international resources and partners that can assist you in identify issues, and then crafting strategies with that information in hand. Join Diamond V as they share how they have effectively developed compliance systems and strategies to match the business needs of the company, its customers and stakeholders.

Presenter: Kevin Boot, Legal and Regulatory Counsel - kboot@embriahealth.com

Company: Diamond V is a global, research-focused, technology-driven company that develops and manufactures natural products to improve nutrition, health, and performance in food animal and companion animal species. With a 75-year operating history, Diamond V serves customers in 70 countries via a network that includes six global offices and dozens of distributor partners worldwide.

NASBITE International 2018 National Small Business Exporter Summit

March 21, 2018 ■ Baltimore, MD

Export Awards/Recognition: Diamond V was nominated by the Iowa District Export Council as a 2018 Outstanding Exporter honoree.

Flow Sciences, Inc. (North Carolina)

www.flowsciences.com

Export Summit Presenter: [Listen to Audio File](#), [Download the Presentation](#)



Session Title:

Overcoming the Challenges of Capital Equipment Exporting

Session Description: Exporting capital equipment in the pharmaceutical manufacturing industry presents challenges galore. Leveraging federal, state, and local resources available can however

effectively support new market entry. Learn how Flow Sciences, Inc. has used the Gold Key program, STEP grant funding, and university and college internships to create a lasting positive impact on their small business.

Presenter: Steve Janz, Vice President of International Sales and Strategic Business Development - sjanz@flowsciences.com

Company: Flow Sciences' mission is to provide containment systems for laboratory, pilot plant and manufacturing areas. The products are designed to protect operators from exposure to hazardous particulates and vapors while performing delicate operations.

Export Awards/Recognition: Flow Sciences, Inc. was the recipient of the 2009 Export Achievement Award from the North Carolina USEAC; the 2016 United States India Business (USIB) Summit Collaboration Award, and the Southeastern NC Coastal Entrepreneur Award.

Gatekeeper Security (Virginia)

www.gatekeepersecurity.com



Company Representative: Dirk van der Vaart, COO - dvandervart@gatekeepersecurity.com

Company: Gatekeeper Security is a global leader in the development of intelligent optical inspection and recognition technologies. Since 2004, Gatekeeper's suite of intelligent optical technologies has provided security personnel with the tools to detect today's threats. From air and sea-ports, royal palaces to nuclear power plants and border crossings, Gatekeeper's advanced technologies provide the highest level of security possible in today's world. Technologies that are expressly trusted by governments, military forces and corporations all over the world.

NASBITE International

2018 National Small Business Exporter Summit

March 21, 2018 ■ Baltimore, MD

Export Awards/Recognition: In recognition for his significant experience in opening new markets, staffing foreign offices and growing export revenue, the US Secretary of Commerce appointed Mr. Millar to the Virginia and Washington DC District Export Council (DEC) in January 2016.

Hess Pumice (Idaho)

www.hesspumice.com



Company Representative: Mike Hess Jr., Sales Manager -
jrmike@hesspumice.com

Company: Located in Southeastern Idaho, Hess Pumice Products is a mining & processing operation specializing in the extraction and refining of the world's purest commercial deposit of white pumice. In continual operation since 1958, makes it the largest producer of processed pumice on the planet. For four generations company leadership has been dedicated to assuring that the Hess brand is synonymous with top quality, honesty, and forthright business operations.

Export Awards/Recognition: In 2016, Hess Pumice received the SBA Small Business Export of the Year Award for the state of Idaho.

ImmunoReagents Inc. (North Carolina)


<https://www.immunoreagents.com/>



Company Representative: Ann Black, President & CEO -
ann@immunoreagents.com

Company: Since 2005, ImmunoReagents, Inc. has rapidly become a trusted industry leader in antibody manufacturing and development. With over 100 years of combined technical experience, the company has a strong understanding of the importance of quality and consistency to its customers. ImmunoReagents manufactures and distributes over 1,500 different products utilizing 31 global distributors. Located in Raleigh, North Carolina, the company's manufacturing facility has over 7,500 square feet of workspace, allowing for ongoing expansion & dedicated production space for manufacturing, quality control testing, laboratory prep, contract manufacturing, shipping, & receiving.

Export Awards/Recognition: In 2013, ImmunoReagents was the recipient of the North Carolina SBA Exporter of the Year Award and the U.S. Dept. of Commerce Export Achievement Certificate. In 2015, the company was awarded the Presidential "E" Award for Export Achievements.



NASBITE International
2018 National Small Business Exporter Summit
March 21, 2018 ■ Baltimore, MD

Kira Labs, Inc. (Florida)

<https://www.kiralabs.com/>



Session Title:
Digital Export Strategies

Session Description: Successful exporting requires a departure from the normal business climate and environment. It's time to take a trip...undertaking a sustained digital effort that will support your organizational export initiatives. Join Kira Labs for some pre-departure onboarding, as they share insights on the use of social media and omnichannel ecommerce, and how to define policy and metrics that will support growth in your company's export opportunities.

Presenter: David Rosen, CEO and Founder - david@kiralabs.com

Company: Founded in 2003, Kira Labs is a leading manufacturer of natural, quality skincare products. Since its inception, the company has private labeled and manufactured nearly 100 million units for over 250 brands that are sold globally, making Kira Labs the go-to manufacturer for direct to consumer marketers.

Export Awards/Recognition: Kira Labs was recognized by the Small Business Administration as the 2017 Exporter of the Year for Florida.

Klinge Corporation (Pennsylvania)

<https://klingecorp.com/>

Export Summit Presenter: [Download the Presentation](#)



Session Title:
Strategically Driving Export Success

Session Description: Join Klinge Corporation as they share the export models they have in place to target commercial, military and government sector clients. Gain insight into common pitfalls the company has encountered, and strategies they have employed to effectively overcome them.

Presenter: Allan Klinge, President - aklinge@klingecorp.com

Company: As a world class innovator in the transport refrigeration industry, the Klinge Group provides superior container transporting solutions for a variety of industries. Klinge Corporation Offers a variety of transport refrigeration and freezer containers, including Dual Reefer Systems, Explosion-Proof



NASBITE International 2018 National Small Business Exporter Summit

March 21, 2018 ■ Baltimore, MD

Reefers, Tank Container Reefers, Offshore Reefers, Blast Freezers, Deep Storage Freezers, Quick Thaw Containers, Expandable Containers, DNV Refrigerated Containers, and more.

Export Awards/Recognition: Klinge Corporation was named winner of the Pennsylvania Governor's 2014 ImPAct Award in the Export Impact category. This award is given to a company that has significantly increased their export sales and number of new foreign markets to which it sells.

Kuder, Inc. (Iowa)

<https://www.kuder.com/>



Company Representative: Phil Harrington, President & CEO - harringp@kuder.com & Bailey Rowell, Vice President of International Business Development - rowellb@kuder.com

Company: Kuder is a global career guidance solutions provider that offers comprehensive tools and resources for career planners at all life stages, and supports collaboration between education, business and community stakeholders to drive economic success. Kuder has helped more than 165 million people worldwide visualize what's next in life.

Export Awards/Recognition: Kuder, Inc. was a 2014 recipient of the Presidents "E" Award for Excellence in Exporting.

Lectrodryer, LLC (Kentucky)

<http://www.lectrodryer.com/>



Company Representative: John McPhearson, CEO - jmcphearson@lectrodryer.com

Company: For over 80 years, Lectrodryer has designed, engineered, and manufactured desiccant-type drying and purification equipment for the removal of water and other impurities from air, gases, and liquids. Currently, Lectrodryer serves such markets as hydrocarbon refining, chemical processing, gas manufacturing and refining, solvent drying, sewage/water treatment, and power generation. In fact, 90% of the 100 largest industrial firms in the United States use Lectrodryer equipment for effectively competing in the global marketplace by supplying chemical processing plants and oil refineries all over the world with quality drying systems.

Export Awards/Recognition: Lectrodryer is a 2016 recipient of the Presidents "E" Award.



NASBITE International
2018 National Small Business Exporter Summit
March 21, 2018 ■ Baltimore, MD

Lucigen Corporation (Wisconsin)

<http://www.lucigen.com/>

Export Summit Presenter: [Listen to Audio File](#), [Download the Presentation](#)



Session Title:

How to Develop an Export Plan: Sticking To It, and Reaping its Benefits

Session Description: Whether you are new to exporting or have been at it for years, having a strong export plan is critical to successfully and profitably taking your product across borders. Learn how Lucigen Corporation successfully leveraged federal and state resources, including participation in the ExporTech program, to develop a strategic plan to identify key markets and grow sales. A plan that has resulted in a 30% year-over-year growth in international sales for the company.

Presenter: Glaselyn Miller, Director, Global Business Development & Partnerships, gmliller@lucigen.com

Company: Lucigen Corporation is working to improve people's lives by providing quality products and services to life science and healthcare professionals. Founded in Wisconsin in 1998, Lucigen offers products and services that enable life-science professionals to perform their research and testing more efficiently and effectively. The company has grown to manufacture and sell over 300 biomedical research products and services to customers worldwide. Core competencies include enzyme evolution, protein expression, cloning, competent cells, next gen sequencing, and molecular diagnostics.

Export Awards/Recognition: In 2017, Lucigen was awarded the Governor's Export Achievement Award, and the President's "E" Award for Export Achievement.

Mantis (Illinois)

<https://mantisx.com/>



MANTIS

Company Representative: Austin Allgaier, President -
austin@mantisx.com

Company: MantisX is a revolutionary patent-pending handgun attachment that helps firearms enthusiasts and professionals train more efficiently. While attached to a handgun, this firearm training system analyzes every shot and generates real-time actionable data that users can access via their mobile phone to improve their shooting mechanics and accuracy. Launched two years ago, Mantis now exported to over 40 countries.

Export Awards/Recognition: Mantis was recognized as an Outstanding Exporter Honoree at the 2017 National Small Business Exporter Summit.

Marlin Steel (Maryland)

NASBITE International 2018 National Small Business Exporter Summit

March 21, 2018 ■ Baltimore, MD

www.MarlinWire.com

Export Summit Presenter: [Listen to Audio File 1](#), [Listen to Audio File 2](#), [Download the Presentation](#)



Session Title:

Tips on How to Export More

Session Description: Exporting more manufactured products to the global market is critical to growing the U.S. economy. Join Marlin Steel as they share tips from the trenches, on strategies that have helped them expand their “made in the USA” products to 39 countries. Secure simple step-by-step ideas to quickly create value that you can deploy today.

Presenter: Drew Greenblatt, President, dgreenblatt@marlinwire.com

Company: Marlin Steel is a leading manufacturer of custom-engineered products from steel wire and sheet metal. Its industrial material handling containers serve many industries, including aerospace, defense, medical and automotive.

Export Awards/Recognition: Over the years, Marlin Steel has earned numerous awards for excellence in the field of manufacturing, safety, supplier performance, technology innovation and international leadership.

The Milky Whey, Inc. and TMW International, Inc. (Montana)

<http://themilkywhey.com/>



Company Representative: Curt Pijanowski, Founder and President - curt@themilkywhey.com

Company: The Milky Whey, Inc., a wholesale distribution company, was founded in 1993 and serves the dairy ingredient needs of the domestic United States and Canada. Customers span the spectrum of food, industrial, and feed manufacturers. Our products range from dairy commodities such as nonfat dry milk, buttermilk powder, whole milk powder, whey powder, whey protein concentrate, cheese, butter, butterfat products, to specialty ingredients like nondairy creamers, cheese powders, and cream powders. TMW International, Inc. is focused on the global dairy trade, and supplies ingredients to food and feed manufacturers on several continents.

Export Awards & Recognition: In 2009, The Milky Whey, Inc. was recognized SBA Small Business Exporter of the Year for Montana and SBA's Region VIII. Additionally, the company was 2nd-runner-up for the National SBA Small Business Exporter of the Year award.

NASBITE International 2018 National Small Business Exporter Summit

March 21, 2018 ■ Baltimore, MD

Morrison Textile Machinery (South Carolina)

www.morrisontexmach.com/

Export Summit Presenter: [Listen to Audio File](#), [Download the Presentation](#)



Session Title:

Financing Your Way into New Export Markets – From Zero to Significant in 10

Session Description: Understanding how to successfully leverage export credit tools to your advantage may be a goal for all, but in reality, is a maze for many. Gain insight into how Morrison Textile Machinery has successfully used EXIM's Medium Term Financing and Working Capital Guarantee programs to company and customer advantage; and learn how export letters of credit can be used to support production material purchases.

Presenter: John (Jay) White, President – jwhite@morrisontexmach.com

Company: Morrison Textile Machinery Co. (MTMco) has been at the forefront of design of textile dyeing and finishing machinery for fabric producers worldwide. Part of a fourth generation family business, MTMco has expanded to now include agents in 28 countries, technical staff in six; its exports now comprise more than 80% of the company's sales. Company President, Jay White served on the U.S. EXIM Bank Advisory Board in 2015 & 2016, and chaired the Small Business Committee.

Export Awards/Recognition: Morrison Textile Machinery Co. was a 2016 recipient of the Presidents "E" Award for Export Achievement.

MN8-Foxfire (Ohio)

<http://www.mn8foxfire.com/> and www.lumawaresafety.com



Company Representative: Zachary Green, Founder & CEO - zgreen@mn8foxfire.com

Company: A leading developer of photoluminescent illuminating products MN8-Foxfire®/LumAware is a company that prides itself on illuminating safety — literally. Created by a firefighter, Zachary Green in 2010, MN8 develops, manufactures and sells photoluminescent products to keep firefighters and those they protect safer. They have a wide range of safety products such as code compliant EXIT signs and stairwell solutions that never need batteries or electricity. MN8-Foxfire currently exports product to 25 countries.

Export Awards/Recognition: MN8-Foxfire was recognized as the 2015 SBA Small Business Exporter of the Year for the state of Ohio and selected by the White House to represent the United States as a delegate to the Global Entrepreneurship Conference.

NASBITE International 2018 National Small Business Exporter Summit

March 21, 2018 ■ Baltimore, MD

Nomad Shelter (Alaska)

<http://www.nomadshelter.com/>



Session Title:

Franchising as an Export Growth Strategy in Developing Markets

Session Description: Seeking a way to expand their business concept and make sales internationally, Nomad Shelter has identified franchising as a model that fits with their business and social objectives. Targeting developing countries and rural indigenous areas, Nomad Shelter's export model provides an income stream for the company, and provides purchasers with shelter, job training, and business opportunity.

Presenter: Jessica Tenhoff, Owner & Vice-President - nomadshelter@gmail.com

Company: Nomad Shelter, Inc. has been producing yurts for the Alaskan and world markets for 16 years. Located in Homer, Alaska the business engages a dedicated group of independent crafts people cooperating to make the best possible product in portable shelters. Innovative design, quality materials, and attention to detail are core hallmarks of the Nomad Shelter product.

Export Awards/Recognition: Nomad Shelter was nominated by the Alaska District Export Council as an Outstanding Exporter honoree.

NuStep, LLC (Michigan)


<http://www.nustep.com/>



Company Representative: Linda Wojciechowicz, National Sales Director/Interim VP Global Sales & Marketing - lwojciechowicz@nustep.com

Company Information: Creators of the world's first Recumbent Cross Trainer, NuStep is headquartered in Ann Arbor, Michigan where they design and manufacture their full product line. The NuStep Cross Trainer's inclusive design and ergonomic features make exercise possible for those unable to use traditional exercise equipment due to orthopedic conditions, cardiac event, stroke, spinal cord injury and other physical limitations. Although NuStep has been exporting its products since 1995, they intensified their international efforts in 2009 and exports currently account for approximately 15% of their sales from over 60 countries.

Export Awards/Recognition: NuStep was a recipient of the Presidential "E" Award for Exports 2012, Presidential "E" Star Award for Exports 2016, and Automation Alley's Excellence in International Business Award finalist 2015.



NASBITE International
2018 National Small Business Exporter Summit
March 21, 2018 ■ Baltimore, MD

Otto Environmental Systems North America, Inc. (North Carolina)

www.otto-usa.com

Export Summit Presenter: [Listen to Audio File](#)



Company Representative: Travis Dowell, Director of International Sales -
travis.dowell@otto-usa.com

Company Information: With 83 years of experience in the waste industry, Otto Environmental Systems works to provide innovative products created for today's waste collection needs. Otto currently has 120 million residential and commercial waste collection containers serving communities worldwide in over 80 countries, and processes over 9 million pounds of plastic recycling annually. Otto's North American operation is a member of the worldwide Otto Group providing manufacturing in the USA, Europe and Asia.

Export Awards/Recognition: In 2016 Otto Environmental Systems was the recipient of the U. S. Commercial Service Export Achievement Certificate and the Charlotte Business Journal International Business Award. Otto exports to approximately 20 countries, primarily in the Caribbean and Latin Americas, along with Canada, from the Charlotte, North Carolina facility, and is seeking to continue to grow. They "go where the garbage is!"

Relyco (New Hampshire)

<http://www.relyco.com/>



Company Representative: Bruce Steinberg, President -
bsteinberg@relyco.com

Company: For almost 30 years, Relyco has been the premier supplier of unique and innovative paper products that are designed for laser and inkjet printers. The company's products are great for thousands of uses, which enables customers to get the most value out of their printer investment. Understanding and meeting clients' needs is always Relyco's first priority.

Export Awards/Recognition: Relyco was recognized at the SBA Exporter of the Year for New Hampshire in 2016.

ServerLIFT Corporation (Arizona)


<http://serverlift.com>

Export Summit Presenter: [Listen to Audio File](#), [Download the Presentation](#)



Session Title:
Export Success - Knowing Your Business and Your Customers

Session Description: Socrates stated it over two millennia ago... that "knowing thyself" is critical in the journey of wisdom and discovery. Add to that, "knowing thy customers", and



NASBITE International
2018 National Small Business Exporter Summit
March 21, 2018 ■ Baltimore, MD

you've likely identified the core elements to domestic and international business growth and success. Join ServerLIFT for this session as they highlight some of the resources and opportunities they have used to capture market intelligence, and use that information create exceptional value and a competitive advantage for their clients around the world. Export growth/success, may well be easier than you think.

Presenter: Ray Zuckerman – ray.zuckerman@serverlift.com

Company: ServerLIFT Corporation was founded in 2002 in response to a growing demand for a safer and more efficient way to handle servers and other IT equipment in the data center. With a strong focus on the integration of design and manufacturing across the value chain, the company has grown to become the premier provider of IT Equipment and Server Handling Solutions.

Export Awards/Recognition: The Arizona District Export Council awarded ServerLIFT with the 2012 Excellence in Global Business Award

SnowPure Water Technologies

<https://www.snowpure.com/>



Company Representative: Michael Snow, President -
michael.snow@snowpure.com

Company: Since its inception in 1979, SnowPure has been focused on one thing: providing innovative ultrapure water technology products. With global sales offices, distributors and service centers located in Asia, Europe and the Middle East, SnowPure sells its products in over 57 countries worldwide.

Export Awards/Recognition: SnowPure Water Technologies is a 2016 recipient of the Presidents "E" Award for Export Achievement.

SoilMoisture Equipment Corp. (California)


<http://www.soilmoisture.com/home.php>



Company: For over six decades, SoilMoisture Equipment Corp. has provided superior equipment and outstanding service to three generations of valued customers. SoilMoisture specializes in the understanding of Soil-Earth relationships in creating optimal plant health. With dealers located worldwide, the company's global perspective and superior service are the keys that make the vendor of choice to customers year after year.

Export Awards/Recognition: SoilMoisture was a recipient of the State of California Export Excellence Award in 2011.

Stress Indicators Inc. (Maryland)



NASBITE International
2018 National Small Business Exporter Summit
March 21, 2018 ■ Baltimore, MD

<http://www.stressindicators.com/>



Session Title:
SmartBolts® Go Global

Session Description: Managing business operations, both domestic and international, takes careful planning and execution... and in many cases, helpful outside guidance. Attend this session to hear about one business owner's journey to realize the export potential of a "Made in USA" bolting innovation, while growing that manufacturing business from the ground up.

Presenter: Charles Popenoe III, CEO - charlesp@smartbolts.com

Company: Stress Indicators Incorporated is a technology and manufacturing firm based in Gaithersburg, Maryland. The company provides industrial indication systems that increase productivity and reliability for customers worldwide. Its patented SmartBolts® allow users to simply look at their bolts at any time and know they are tight, and has revolutionized the way industry approaches bolting.

Export Awards/Recognition: Stress Indicators, Inc. is a 2009 graduate of the U.S. Department of Commerce ExporTech program. The company was the recipient of a Maryland Export grant in 2010, and has been a National Manufacturing Day participant for the past two years.

Venture Products Inc. (Ohio)

<https://www.ventureproductsinc.com/>

Export Summit Presenter: [Listen to Audio File](#), [Download the Presentation](#)




Session Title:
Winning the Export Game with the Infinite Power of the Ps

Session Description: Identifying and creating new markets for your business may start with the four Ps of marketing, but there are a plethora of powerful Ps that support growth, expansion and positive results beyond the bottom line. Venture with Venture Products Inc. to learn how passion, persistence, purpose, process and people can be integrated to create a robust global distribution system.

Presenters: Dallas Steiner, CEO, Dallas.Steiner@VentureProductsInc.com and Jeff Dimos, VP of Finance & Operations, Jeff.Dimos@VentureProductsInc.com

Company: Located in Orrville, Ohio, Venture Products, Inc. is the manufacturer of Ventrac sub compact tractors and commercial grade attachments. Since the first release of Ventrac products in 1998, the company has quickly become a leader in the sub-compact tractor market, with the equipment being used by professionals worldwide. Ventrac equipment is sold through a network of dealers and

distributors throughout the world and are used in a wide range of markets, including golf courses, professional contractors, municipalities, hospitals, schools, and estate owners. Employing ~250

The banner features a blue background with a globe and a network of nodes and lines, symbolizing global connectivity and technology.

NASBITE International 2018 National Small Business Exporter Summit

March 21, 2018 ■ Baltimore, MD

employees, Venture has averaged an organic growth rate in excess of 25% per year over the past 7 years.

Export Awards/Recognition: Venture Products Inc. received the Ohio Governor's Award 2007, was a recipient of the Presidents "E" Award 2013, and the Northeast Ohio Small Business Administration (SBA) Export Award in 2014.

Zeigler (Pennsylvania)

www.zeiglerfeed.com

The logo for Zeigler features the word "ZEIGLER" in a bold, black, sans-serif font. A blue horizontal bar is positioned below the letters "I" and "G".

nutrition through innovation

approximately 50 countries.

Company: Zeigler has established itself as a global leader in the field of aquaculture nutrition by researching, formulating and manufacturing innovative feeds used in the farming of fish and shrimp. Founded in 1935, Zeigler is a 3rd generation family owned and operated business located in rural Pennsylvania. The company annual exports to

Export Awards/Recognition: Zeigler was recognized in 2013, as the SBA National Exporter of the Year. The company is also a recipient of the President's "E" Award for export excellence.
