

# 2021 NATIONAL SMALL BUSINESS EXPORTER SUMMIT



## PROGRAM

**February 24 & March 3, 2021**

**Virtual Delivery**

# 2021 National Small Business Exporter Summit

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## Summit Event Partners



Other Federal Participants:



# 2021 National Small Business Exporter Summit



## Day 1 Agenda - February 24, 2021

All times listed are Eastern Standard Time (EST)

10:00 AM

### WELCOME & OPENING REMARKS

10:15 AM

#### Outstanding Exporter—Featured Presenter #1

##### *"Finding Buyers and Getting Paid"*

Howard Melamed, President, CellAntenna International LLC (Florida)

10:45 AM

#### Outstanding Exporter—Featured Presenter #2

##### *"Successfully Launching New Products into New Markets"*

James Ryan, President, Sentry Protection Products (Ohio)

11:15 AM

#### Outstanding Exporter—Featured Presenter #3

##### *"David vs. Goliath: The Big and the Small of Global Partnerships"*

Dennis Nash, President and CEO, Control Station, Inc. (Connecticut)

11:45 AM

### BREAK

NOON

### KEYNOTE PRESENTATION

#### *"At a Glimpse—Emerging Export Opportunities in Eurasia"*

Laurie Kelleher, Commercial Officer, U.S. Commercial Service

12:45 PM

### OUTSTANDING EXPORTER HONOREE RECOGNITION

1:00 PM

#### Outstanding Exporter—Featured Presenter #4

##### *"Navigating International Regulatory Compliance Obstacles"*

Stefan Gefer, Director International OEM Sales, Aseptico, Inc. (Washington)

1:30 PM

#### Outstanding Exporter—Featured Presenter #5

##### *"Using Grant Funding to Aid in the Development of a Strategic Export Approach"*

- John Sammut, President and CEO, Firstronic, LLC (Michigan)

2:00 PM

### THANKS & CLOSING REMARKS

2:15 PM \*

### VIRTUAL NETWORKING SESSION

Opportunity to connect with Summit participants, presenters and sponsors



# 2021 National Small Business Exporter Summit



## Day 2 Agenda - March 3, 2021

All times listed are Eastern Standard Time (EST)

10:00 AM

### WELCOME & OPENING REMARKS

10:15 AM

#### Outstanding Exporter—Featured Presenter #6

*"A World Enlightened by Reading: Building a Powerful Export Business"*

Erica Tucker, Manager, Global Libraries —OverDrive, Inc. (Ohio)

10:45 AM

#### Outstanding Exporter—Featured Presenter #7

*"Selling into a Niche Market"*

Donna Johnson, President and CEO, Pinnacle Technologies, Inc. (Kansas)

11:15 AM

#### Outstanding Exporter—Featured Presenter #8

*"Identifying Export Opportunities & Overcoming Challenges"*

Luis Granes, International Sales Manager, Sauereisen (PA)

11:45 AM

### BREAK

NOON

### KEYNOTE PRESENTATION

*"Beyond COVID—Making Sense of the New Realities"*

David George, Analyst & Services Director, GlobalData

12:45 PM

### OUTSTANDING EXPORTER HONOREE RECOGNITION

1:00 PM

#### Outstanding Exporter—Featured Presenter #9

*"Building a Billion Dollar Business in the NEW NORMAL"*

Rajiv Khatau, Managing Director, LODAAT Pharma (Illinois)

1:30 PM

#### Outstanding Exporter—Featured Presenter #10

*"Partnering with a Giant to Build and Launch a Professional Services Brand"*

Paula Courtney, President and CEO—The Verde Group (Ontario, Canada)

2:00 PM

### THANKS & CLOSING REMARKS

2:15 PM \*

### VIRTUAL NETWORKING SESSION

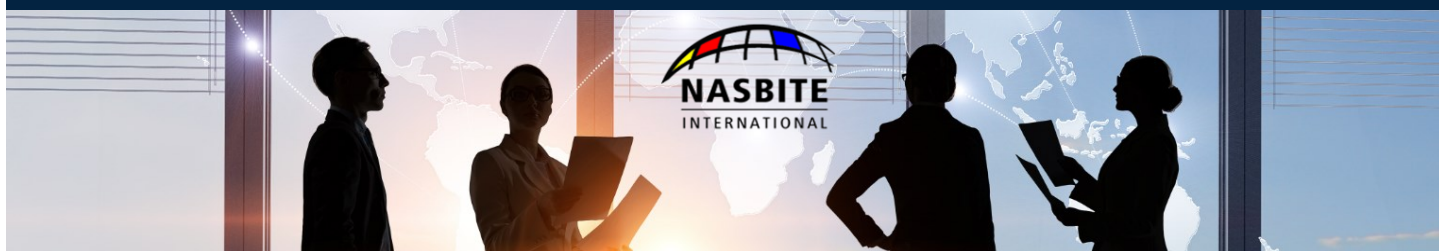
Opportunity to connect with Summit participants, presenters and sponsors

3:00 PM \*

### STUDENT SESSION

*"Preparing for a Career in Global Trade"*

# 2021 National Small Business Exporter Summit



## Featured Presenter Details—Day 1

### Featured Presenter #1: CellAntenna International LLC, Florida

*"Finding Buyers & Getting Paid"*

*Howard Melamed, President*

**Session Description:** The key ingredients to export success are many, but when push comes to shove, finding buyers and getting paid are two baseline fundamentals. Attend this session to gain insights into the tips, tactics, strategies and resources that CellAntenna has used over the past 15 years to support market selection, validate need, vet customers and mitigate payment risks.



**Company:** CellAntenna International LLC designs, manufactures and exports high-power and lower-power amplification solutions used by police agencies around the world. The equipment is used by companies that program software-defined radios to locate, surveil, and defeat communication used by criminals including terrorists. The Private LTE, sometimes referred to Network-in-a-Box, provides secure and reliable communication independent of the local commercial carrier network for IoT devices including body cameras used by police. CellAntenna also provides an array of services including distributed antenna integration for in-building solutions. The company's engineers apply their intimate knowledge of RF systems and properties to accurately locate interference signals, which degrade network performance. Based in Florida and with an office in Poland, CellAntenna products are used by police agencies worldwide including in Israel, Dubai, Canada, United Kingdom, Mexico, New Zealand and Australia.

**Export Awards/Recognition:** CellAntenna has received an Export Achievement Award by the U.S. Department of Commerce.

**Contact:** CellAntenna International LLC (Florida) – <https://cellantenna.com/>, [howard@cellantenna.com](mailto:howard@cellantenna.com)

### Featured Presenter #2: Sentry Protection Products, Ohio

*"Successfully Launching New Products into New Markets"*

*James Ryan, President*

**Session Description:** The selection of export markets – when, where, who and how – can be filled with risks, assumptions and unknowns. Successful market entry for any new product requires the careful balancing of a dynamic mix of research and preparation, timing, confidence and patience. The lessons learned by Sentry Protection Products provide valuable insight into knowing when to get in, how fast to build and evaluating the next steps to support continued new product growth and expansion.



**Company:** Sentry Protection Products is a world-wide leader in impact-absorbing protective products.

Sentry's award-winning products are used in industrial and distribution centers to protect columns, racks, and corners from vehicle collision damage. Sentry's products also protect automobiles and concrete columns in parking structures. Recognized for simple design, ease of use and value to users, Sentry products are manufactured in North America and Europe and are sold worldwide.

**Export Awards/Recognition:** In 2006, Sentry earned the Ohio E-Award for exporting, and in 2014 the company received the President's "E" Award for excellence in exporting.

**Contact:** Sentry Protection Products (Ohio) – <https://www.sentrypro.com/>, [jryan@sentrypro.com](mailto:jryan@sentrypro.com)

## Featured Presenter #3: Control Station, Inc., Connecticut

*“David and Goliath: The Big and the Small of Global Partnerships”*

*Dennis Nash, President & CEO*

**Session Description:** For small suppliers, partnerships can be a key to achieving global growth. The allure of aligning with large players is strong given their reach and established ties to multinational customers. Similarly, there's an attraction to niche partners due to their presence in distant geographies. While there are pros and cons to the two options, determining which is best for your business is often obvious. . . do both!



**Company:** Control Station develops data analytics solutions that empower world-class manufacturers to identify, isolate, and optimize underperforming production control systems. The company's products are known for being intuitive, innovative and award-winning. Although you may never have heard of Control Station, they work with half of the industrial manufacturers listed in the Fortune 500, and contribute to efficiency gains and increased throughput at production facilities in nearly 70 countries.

**Export Awards/Recognition:** Control Stations was recognized as the 2019 SBA Exporter of the Year for the State of Connecticut and was a 2020 National Small Business Exporter Summit Outstanding Exporter Honoree.

**Contact:** Control Station, Inc. (Connecticut) - <https://controlstation.com/>, [Dennis.Nash@controlstation.com](mailto:Dennis.Nash@controlstation.com)

## Keynote Presentation #1

*“At A Glimpse—Emerging Export Opportunities in Eurasia”*

*Laurie Kelleher, Commercial Officer, U.S. Commercial Service*

**Session Description:** With borders that extend from the European Union to the Far East, Eurasia comprises a mix of countries whose expansive, diverse and growing economies offer a range of opportunities in multiple sectors for U.S. exporters. During this session, Laurie Kelleher, commercial officer with the U.S. Commercial Service, will share insights into the rich history, resources, development needs and financial investments being made by countries in this region. Learn about export opportunities in Ukraine, Uzbekistan, Kazakhstan, Azerbaijan and a growing list of countries with evolving markets located in this region.

**About the Presenter:** Laurie Kelleher has more than 20 years of experience in international trade policy and trade promotion working in the Commerce Department, the Office of the U.S. Trade Representative (USTR), and the State Department. She is currently posted in Kazakhstan and will be relocating to the U.S. Export Assistance Center in Pittsburgh in 2021 where she will focus on the agriculture, powdered metals, tool and die, publishing, entertainment, and financial technologies sectors.

Laurie served as a U.S. diplomat at the World Trade Organization in Geneva, Switzerland for five years where she was an industrial goods and standards negotiator. She held several other positions at USTR including: Director for the European Union; Director for Russia, Ukraine and Belarus; and Director for Central Asia and Iraq. She started her career in the ITA as a desk officer for Central Europe. She served as an embedded U.S. trade advisor in Ukraine's Ministry of Industry and Trade. Additionally, she has lived and worked in Croatia, the Czech Republic, the Republic of Georgia, and Kazakhstan.

Laurie holds a dual master's degree from Georgetown's Center for Eurasian, Russian and East European Studies and International Business Diplomacy programs and a bachelor's degree in history from Bard College.

**Company:** The International Trade Administration (ITA)/U.S. Commercial Service is the export promotion arm of the U.S. Department of Commerce with ITA serving as the U.S. government's lead export promotion agency. ITA strengthens the competitiveness of U.S. industry, promotes trade and investment, and ensures fair trade through the rigorous enforcement of our trade laws and agreements. ITA is organized into three distinct, but complementary business units:

1. U.S. Commercial Service/Global Markets.
2. Industry and Analysis.
3. Enforcement and Compliance.

ITA has more than 2,200 employees assisting U.S. exporters in more than 100 U.S. cities and 75 markets worldwide.

**Contact:** U.S. Commercial Service - <https://www.trade.gov>, [Laurie.Kelleher@trade.gov](mailto:Laurie.Kelleher@trade.gov)

## Featured Presenter #4: Aseptico, Inc., Washington

### “Navigating International Regulatory Compliance Obstacles”

*Stefan Gefter, Director of International OEM Sales*

**Session Description:** Is your management team fully aware and equipped to guide your company through the regulatory compliance maze that is a part of doing business internationally? What does the quality assurance infrastructure within your company look like? Should you have an in-house quality assurance team or hire consultants? Join Aseptico for this session as they share their experiences. They will highlight some of the state and federal resources available to help you to identify and navigate your way around key regulatory compliance obstacles.



**Company:** Established in 1975, Aseptico, Inc. is a leading U.S. manufacturer of medical devices, including electric motors and portable field equipment for dental applications. The company exports worldwide through a network of distributors and global strategic partners.

**Export Awards/Recognition:** In 2017, Aseptico was awarded the President’s “E” Award for outstanding achievements in exports.

**Contact:** Aseptico, Inc. (Washington) – <https://aseptico.com/>, [sgefter@aseptico.com](mailto:sgefter@aseptico.com)

## Featured Presenter #5: Firstronic, LLC, Michigan

### “Using Grant Funding to Aid in the Development of a Strategic Export Approach”

*John Sammut, President and CEO*

**Session Description:** Firstronic will share insights and lessons learned as they built the foundation of the company. They will cover the process they used to search for and secure grant funds to launch their export business. Learn as they share examples of simple models they have developed to determine the strategic fit of new customers, establish pricing models that improve margins on key accounts, and support the long-term success of their export endeavors.



**Company:** Over the past eight years, CEO John Sammut has grown the company from less than 50 employees to more than 900. In an industry (electronic manufacturing) where most of the production has transitioned offshore (mainly to China), Firstronic has led the charge in the "reshoring" initiative to bring this production back to Michigan. In 2011, virtually all of the company's sales were domestic. Today, Firstronic exports more than 50 percent of its production to China, Mexico, Canada, Costa Rica, Hungary, Poland and a growing list of countries in development. Combined with a \$5M investment in a state-of-the-art electronic assembly operation in Grand Rapids, Firstronic has worked through the Michigan Economic Development Corp (MEDC) to obtain grants for business development (based upon the growth in jobs), export marketing and training.

**Export Awards/Recognition:** Firstronic, LLC was named Global Trader of the Year by Automation Alley in Southeast Michigan in 2015 and was recognized as the SBA Exporter of the Year for the Midwest Region in 2016.

**Contact:** Firstronic, LLC (Michigan) – <http://www.firstronic.com/>, [jsammut@firstronic.com](mailto:jsammut@firstronic.com)

## Sponsor-Hosted Networking Sessions

### **Commerce Bank— Session Focus: International Trade Finance**

Host: Drew Felling, Vice President—Trade; joined by representatives from EXIM Bank and SBA

### **Kompass North America—Session Focus: Taking Your Business Online**

Host: Rufiya Bland, Vice President—New Business Development

### **BGI Worldwide Logistics—Session Focus: How Are You Coping? Testing Your Supply Chain Patience Throughout the Pandemic**

Hosts: BGI Team Members—Ana Galvis, Dan Roberts, John Bulcher and James Aquafiedda

### **Centers for International Business Education (CIBE's) - Session Focus: Finding Student Talent to Support Your Export Strategies**

Hosts: Christine Everett, Director of Programs, Center for International Business Education and Research, and Nancy Nicholson, Senior Director of Development, Center for Advancing Global Business



# 2021 National Small Business Exporter Summit



## Featured Presenter Details—Day 2

### Featured Presenter #6: OverDrive, Inc., Ohio

*"A World Enlightened by Reading: Building a Powerful Export Business"*

*Erica Tucker, Manager—Global Libraries and Education Support*

**Session Description:** Building a powerful export business takes time, talent and the successful execution of strategy. Learn how OverDrive's international growth has been enabled by a local team familiar with the international markets served, and by solid processes that guide the handling of tenders, invoicing, the payment of taxes and a host of additional key business functions. See how OverDrive has sparked growth in non-English speaking markets and view examples of successful overseas marketing campaigns.



**Company:** OverDrive is the leading global distributor of digital content for libraries, schools, universities and corporations worldwide. The company is dedicated to creating "a world enlightened by reading" by delivering the industry's largest catalog of eBooks, audiobooks and other digital media to a growing network of 53,000 libraries and schools in 78 countries

**Export Awards/Recognition:** With an extensive list of international media mentions, OverDrive, Inc. was nominated as a 2021 National Small Business Exporter Summit Outstanding Exporter Honoree by the U.S. Commercial Service – Ohio.

**Contact:** OverDrive, Inc. (Ohio) – <https://www.overdrive.com/>, [etucker@overdrive.com](mailto:etucker@overdrive.com)

### Featured Presenter #7: Pinnacle Technologies, Inc., Kansas

*"Selling into a Niche Market"*

*Donna Johnson, President and CEO*

**Session Description:** Developing product sales in a niche market is very different than selling a commodity product or something easily identified by customers. With the value of hindsight now on their side, Pinnacle Technology will share insights from the lessons they learned about what works in niche markets. Learn how having an understanding of your customer and who makes the buying decision, then targeting strategies to reach them, and mastering the ability to react have elevated importance in specialized markets.



**Company:** Pinnacle develops products that play an essential role in improving medical research and enabling the discovery of drugs and interventions for brain and sleep disorders, such as Parkinson's disease and Huntington's disease. A large and diverse assemblage of pharmaceutical companies, research universities, and health agencies in 41 different countries currently rely on Pinnacle's integrated systems for their most demanding research.

**Export Awards/Recognition:** Pinnacle Technology Inc. was the 2019 recipient of the Governor's Export of the Year Award for Kansas.

**Contact:** Pinnacle Technologies, Inc. (Kansas) – <https://www.pinnaclet.com/>, [donnaj@pinnaclet.com](mailto:donnaj@pinnaclet.com)

## Featured Presenter #8: Sauereisen, Pennsylvania

### “Identifying Export Opportunities & Overcoming Challenges”

*Luis Granes, International Sales Manager*

**Session Description:** The lessons learned from others can provide us with valuable insights and learning opportunities. Just think of the insights 122 years of exporting experience could yield? Attend this session to gain how-to insights on finding business and export opportunities abroad; identifying and ideally avoiding potential exporting challenges, and tips to effectively managing the export process.



**Company:** A third-generation company established in 1899, Sauereisen is one of the world's leading manufacturers of specialty cements and corrosion-resistant materials of construction. Sauereisen ceramic assembly products are used in a variety of applications including lighting, heating elements, thermocouples, high-temperature filters, resistors, hot surface ignitors serving customers in the wastewater, chemical processing, power, pulp & paper, mining, and food and beverage industries. Proud of what it has accomplished over the past century, Sauereisen looks forward to solving challenges alongside its customers over the next 122 years.

**Export Awards/Recognition:** Sauereisen has received recognition from the U.S. Department of Commerce on numerous occasions. They were honored as a President's "E" Award recipient in 1978 and as a President's "E-Star" Award recipient in 2010 and 2018.

**Contact: Sauereisen (Pennsylvania)** - <https://www.sauereisen.com/>, [lfgranes@sauereisen.com](mailto:lfgranes@sauereisen.com)

## Keynote Presentation #2

### “Beyond COVID—Making Sense of the New Realities”

*David George, Analyst & Services Director, Global Data*

**Session Description:** GlobalData's David George will present their outlook for the global economy in 2021 and share insights about how businesses will adapt to the new realities of life beyond COVID. This includes the impact of the pandemic on how we work as well as its impact on key sectors and international trade more generally. The presentation will cover how new technologies will be deployed as companies update their digital strategies in response to the pandemic to better position themselves for future success.



**About the Presenter:** David George is an experienced and highly rated equity analyst from the investment banking sector. He has studied the technology, media and telecom (TMT) sector for more than 25 years, having worked in both Europe and Asia. He also plays a lead role in the delivery of custom research and advisory work, and is regularly invited to speak at conferences on issues across the technology and digital industries.

**Company:** GlobalData is a leading provider of data, analytics and insight on the world's largest industries. Headquartered in London, UK, the company has key offices located in the U.S., India and Australia. GlobalData generates more than 13,000 reports annually for more than 4,500 clients worldwide. The company's unique data-driven, human-led and technology-powered approach creates trusted, actionable and forward-looking intelligence reports that companies, governments and industry professionals need to predict the future and avoid blind spots.

**Contact: Global Data** - <https://www.globaldata.com/>, [David.George@globaldata.com](mailto:David.George@globaldata.com)



## Featured Presenter #9: LODAAT Pharma, Illinois

“Building a Billion Dollar Business in the NEW NORMAL”

Rajiv Khatau, Managing Director

**Session Description:** In the midst of an increasingly challenging world market that is peppered with political and economic uncertainties and sometimes restrictive regulatory requirements, companies such as LODAAT are still navigating their way to success. Attend this session to gain insights into tactical elements and strategies that SME exporters can use to guide growth and build revenue through careful market evaluation and export market sales.



**Company:** LODAAT (Living-One-Day-At-A-Time) Pharma is an innovative, science-based research firm specializing in botanical ingredients, generic pharmaceuticals and natural medicine. The company is renowned for its worldwide efforts in health issues affecting women and children, specifically in the realm of oncology, cardiovascular, prenatal and dietary supplement. With sales that span the globe, LODAAT has partnerships with leading hospitals and pharmaceutical firms in Latin America, Southeast Asia, the Middle East and Sub-Saharan Africa.

**Export Awards/Recognition:** LODAAT Pharma was recognized as the Best Science Exporter by the State of Illinois in 2014 and 2016. The company was also honored at the American Express GROW GLOBAL Conference in 2015.

**Contact:** LODAAT Pharma (Illinois) – <http://www.lodaatpharma.com/>, [rajiv@lodaat.com](mailto:rajiv@lodaat.com)

## Featured Presenter #10: The Verde Group, Ontario, Canada

“Partnering with a Giant to Build and Launch a Professional Services Brand”

Paula Courtney, President

**Session Description:** Building a professional services brand in a large, saturated market like the U.S. can be a daunting task especially for a small Canadian start-up. How can you own your competitive market? How do you become the go-to when the competitive landscape includes behemoths like McKinsey, Bain or BCG? In this session, you’ll learn how one small Canadian company used the notion of a powerbroker to forge a relationship with one of the most prestigious academic institutions in the U.S. – The Wharton School of Business — to lead a movement around its methodology and get noticed by the likes of Forbes, Businessweek, Fortune and NPR.



**Company:** Verde Group is a global market research consultancy that helps companies grow customer loyalty and revenue by identifying the specific customer experiences that matter most to loyalty, revenue, and market share. The company’s unique approach identifies specific experiences driving unwanted behaviors, isolates those with the greatest negative impact on customer value and prioritizes all experiences on basis of negative financial impact to your company. Verde currently works across multiple industry verticals globally with offices in Canada and the US. HQ is Toronto, Ontario, Canada.

**Export Awards/Recognition:** We are pleased to recognize the Verde Group as the first Canadian company to be recognized as an Outstanding Exporter Honoree as part of the National Small Business Exporter

**Contact:** The Verde Group (Toronto, Canada) - <https://verdegroupp.com/>, [paula.courtney@verdegroupp.com](mailto:paula.courtney@verdegroupp.com)

## Sponsor-Hosted Networking Sessions

**Kompass North America—Session Focus: Market Research Tools**

Host: Rufiya Bland, Vice President—New Business Development

**Centers for International Business Education (CIBE’s) - Session Focus: To Be Announced**

**NASBITE International—Session Focus: What’s New? Resources Support Trade Education & Training**

Hosts: Jackie Rasmussen, President, and members of the NASBITE Board of Governors

## Special Student Session

### “Preparing for a Career in Global Trade”

**Session Description:** Attend this student-focused session to hear real experiences and gain insight into the career opportunities that await new graduates within the global trade sector. A panel of experienced experts, who are being recognized as Outstanding Export Honorees at the 2021 National Small Business Exporter Summit, will share suggestions on how to prepare for a career in global trade. These career opportunities might involve a variety of compelling positions within the private sector or at the federal, state or local community level. With ample opportunity to ask questions, participants will gain an understanding of core competencies they can pursue (such as passing the CGBP Exam), and the impactful global experiences to highlight in their resume that will positively impress future employers.

#### Panel Members :

- Dennis Nash, President & CEO, Control Station, Inc. (Connecticut)  
<https://controlstation.com/>, [Dennis.Nash@controlstation.com](mailto:Dennis.Nash@controlstation.com)
- Eve London, Sector Marketing Director, KaMin Performance Minerals (Georgia)  
<https://www.kaminllc.com>, [eve.london@kaminsolutions.com](mailto:eve.london@kaminsolutions.com)
- Howard Melamed, President, CellAntenna International LLC (Florida)  
<https://cellantenna.com/>, [howard@cellantenna.com](mailto:howard@cellantenna.com)
- Julie Detmering, Customer Care & Shipping Manager, Equilibar, LLC (North Carolina)  
<https://www.equilibar.com>, [julie@equilibar.com](mailto:julie@equilibar.com)
- Devan Walding, International Sales Manager, RADIUS Corporation (Pennsylvania)  
<https://madebyradius.com/>, [dwarding@madebyradius.com](mailto:dwarding@madebyradius.com)
- Steve Sullivan, Senior International Trade Specialist, U.S. Small Business Administration (Maryland)  
<https://www.sba.gov/>, [Stephen.Sullivan@sba.gov](mailto:Stephen.Sullivan@sba.gov)

#### Session Moderators:

##### Alex Klosterman

Alex Klosterman is a second-year student at The Ohio State University Fisher College of Business. Alex is a returning Global Ambassador in the Office of Global Business with international education experiences on three continents. Alex was a 2020 cohort member of the Ohio Export Internship Program (OEIP). Following a successful export-based internship, Alex has returned to the OEIP as a teaching assistant to provide first-hand knowledge for current participants.

##### Linh Tran

Linh Tran is completing her third year at the Ohio State Fisher College of Business and is specializing in Logistics Management with a minor in Japanese Language and Culture. She was a past participant of the Ohio Export Internship Program (OEIP) at The Ohio State University in Spring 2020. She is currently a Global Ambassador in the Fisher Office of Global Business and a teaching assistant for the spring semester export-focused course for incoming students participating in OEIP. She has proficient language and cultural knowledge in Japanese, Vietnamese and French.





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The Centers for International Business Education and Research (CIBERs) increase and promote the nation's capacity for international understanding and competitiveness.

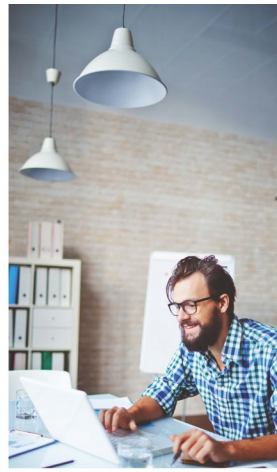
There are 15 nationally designated Centers serving as regional and national resources to business people, students, and teachers at all levels.

Building on the strengths of their faculty and staff, each CIBER organizes a variety of activities to advance the study and teaching of international business and to support applied research on United States competitiveness in the global marketplace.

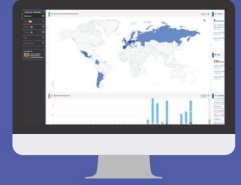
[www.us-ciberweb.org](http://www.us-ciberweb.org)



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# 2021 National Small Business Exporter Summit



## 2021 Exporter Honorees (not presenting)

### Ace Pump Corporation, Tennessee

Company Representative: Andy Randle, CEO

**Company:** Ace Pump Corporation has provided pumping solutions for the off-highway equipment and agricultural crop protection markets since 1945. Over the years, Ace has developed a complete range of products for the mobile equipment market that do not require the electrical grid for operation. The company's pumps serve a variety of functions in a broad array of industrial applications including: concrete trucks, asphalt milling machines, anti-icing trucks, street sweepers, fire trucks, crop sprayers, planters and more. Ace Pumps has actively exported products for over 25 years through a network of international distributor partners in more than 20 countries.



**Export Awards/Recognition:** In recognition of the company's continued growth in exports Ace Pump was a recipient of the President's "E" Award in 2015 and the "E Star" Award in 2019.

**Contact:** Ace Pump Corporation (Tennessee) – <https://www.acepumps.com/>, [arandle@acepumps.com](mailto:arandle@acepumps.com)

### Alliance Rubber Company, Arkansas

Company Representative: Jason Risner, VP Sale and Marketing

**Company:** Alliance Rubber Company has been manufacturing rubber bands since 1923. Products are designed to be used in industrial, office, medical and agricultural applications. With a history based on innovation, the company serves customers in 55 different countries. Of note in 2020, when Covid-19 created a shortage of medical equipment and supplies, Alliance Rubber Company joined with Canadian Manufacturers to provide rubber strips that were used to create millions of face shields for healthcare providers. In addition to this, Alliance has exported a significant volume of rubber bands for bundling medical devices and Covid-19 tests to customers in Asia.



**Export Awards/Recognition:** Alliance Rubber Company was the recipient of the Governor's Excellence in Exporting Award for medium-sized manufacturers in Arkansas in 2013. In 2015, the company was featured as the Arkansas business highlighted in the Department of Commerce's "50 States of Trade for Export Success" publication.

**Contact:** Alliance Rubber Company (Arkansas) – <https://www.rubberband.com/>, [jrisner@alliance-rubber.com](mailto:jrisner@alliance-rubber.com)



## Combustion Associates, Inc., California

Company Representative: Kasum Kavia, Co-Founder and President

**Company:** Combustion Associates, Inc. (CAI), is a California-based company that specializes in engineering and manufacturing of power generation systems and industrial process systems. With over 30 years of U.S. and international industry experience, CAI has emerged as a key EPC and equipment exporter with systems powering projects in the U.S., Canada, the Middle East and countries in Africa and Asia.



**Export Awards/Recognition:** In recognition of the company's excellence in exporting, Combustion Associates, Inc. was a recipient of the President's "E" Award in 2011 and the "E Star" Award in 2016. Most recently, the company was recognized as the 2020 SBA Exporter of the Year Award recipient for Orange County and the Inland Empire District, and the 2020 Innovative Sustainable Exporter of the Year Award by the Los Angeles Women in International Trade Association.

**Contact:** Combustion Associates, Inc. (California) – <https://cai3.com/>, [kkavia@cai3.com](mailto:kkavia@cai3.com)

## CTSi, Maryland

Company Representative: Tom Sanders, Managing Director

**Company:** Founded in 2005, CTSi (Coherent Technical Services, Inc.) provides world-class technical solutions for the Department of Defense, NASA, and a host of commercial customers internationally. CTSi boasts a broad toolset of positioning, navigation and timing (PNT) technologies to address GPS-denied navigation, aerial refueling, and GPS spoofer geolocation. Additionally, the company's patented Mudbucket™ technology streamlines avionics upgrade and integration programs.



**Export Awards/Recognition:** CTSi was honored as a 2019 recipient of the President's "E" Award for Exports, recognizing the companies sustained increase in export sales over the past several years.

**Contact:** CTSi (Maryland) – <https://www.goctsi.com/>, [tom.sanders@goctsi.com](mailto:tom.sanders@goctsi.com)

## Kimmie Candy—Nevada

Company Representative: Joseph Dutra, President and CEO

**Company:** Kimmie Candy is a high-quality candy manufacturer located in Reno, NV. All of the company's confection products are made in the United States with the most well-known national brands being Sunbursts® and ChocoRocks®. Kimmie Candy also has a line of protein infused candies that offer consumers 10 grams of protein per bag. The company currently exports to six countries internationally. Kimmie has participated in four trade missions with the governor of Nevada over the last eight years to China, Korea, Canada and Mexico.



**Export Awards/Recognition:** In 2016, Kimmie Candy won the President's "E" Award for Exports, and in 2017 the company represented the state of Nevada at the very first "Made in America" Day at the White House.

**Contact:** Kimmie Candy (Nevada) – <https://kimmiecandy.com/>, [dutra@kimmiecandy.com](mailto:dutra@kimmiecandy.com)



## K-TEC Systems, Michigan

Company Representative: Cathy Koch, President and CEO

**Company:** K-Tec Systems is a global engineering company and distributor of advanced control and automation technology. The company manufactures temperature sensors and test instrumentation that measures temperature, pressure and flow. Founded in 1989 in Pontiac, MI, this woman-owned small business has expanded its network and engineering expertise both domestically and internationally. Today K-Tec Systems specializes in seamlessly integrating temperature, pressure, and flow solutions in the automotive, aerospace, food and chemical industries for customers located in the U.S., China, Germany, England and Mexico.



**Export Awards/Recognition:** K-TEC Systems was nominated as a 2021 National Small Business Exporter Summit Honoree by Women Entrepreneurs Grow Global (WEGG).

**Contact:** K-TEC Systems (Michigan) – <https://k-tecsystems.com/>, [ckoch@k-tecsystems.com](mailto:ckoch@k-tecsystems.com)

## Mills Machine Company, Oklahoma

Company Representative: Chuck Mills, President

**Company:** Mills Machine Company (est. 1908) is an international custom manufacturer of earth drilling tools, bits and related accessories for water well, environmental, mining, geo-thermal, soil sampling, construction, and shallow oil and gas drilling. With more than 100 years' experience under the same family ownership, Mills Machine Company has earned the reputation as being the "driller's custom job shop." Since 1980, the company has exported to more 75 countries, and its exports account for 25 percent of its drilling tool, bit and accessory sales.



**Export Awards/Recognition:** Recognizing the company's export success, Mills Machine Company has been the recipient of the U.S. Department of Commerce Export Achievement Award and the Oklahoma District Export Council Export Champion Award.

**Contact:** Mills Machine Company (Oklahoma) – <https://www.millsmachine.com/>, [chuck@millsmachine.com](mailto:chuck@millsmachine.com)

## RADIUS Corporation, Pennsylvania

Company Representative: Devan Walding, International Sales Manager

**Company:** RADIUS is a modern, certified women-owned, oral care company inspired by nature and designed to support a better tomorrow through better smiles, better living, and a better world. The company offers a full suite of toothpastes, flosses and personal care accessories for all members of the family including pets. All toothbrushes are designed and manufactured in the U.S. in the company's own factory. Proudly women-owned and operated and family-run, the company is focused on sustainability and reducing its carbon footprint. Radius routinely exports to more than 30 countries with customers in Central America, South America, Europe, the Middle East and Asia.



**Export Awards/Recognition:** RADIUS received the 2015 Pennsylvania Governors ImPAct Award for Export and the 2016 President's "E" Award for Export.

**Contact:** RADIUS Corporation (Pennsylvania) - <https://madebyradius.com/>, [dwalding@madebyradius.com](mailto:dwalding@madebyradius.com)

## Redi-Rock, Michigan

Company Representative: Kevin Loe, Director of Sales

**Company:** Redi-Rock revolutionized the retaining wall industry in 2000 when they introduced large, wetcast, gravity blocks with interlocking knob and groove technology that resemble giant, one-ton Lego blocks. Not only did the walls look better with the texture of natural stone, but the machine set blocks sped up installation compared to the existing offerings on the market. Since then, the scope of Redi-Rock's product line has evolved into one integrated system of wall solutions. Redi-Rock partners with local concrete producers around the globe to manufacture products; today there are over 130 licensed manufacturers operating in 19 countries on 6 continents.



**Export Awards/Recognition:** For its expansion efforts internationally, Redi-Rock has been honored with the President's "E" Award for Exporting in 2020. The company was also recognized as the 2020 SBA Exporter of the Year for Michigan.

**Contact:** Redi Rock (Michigan) - <https://www.redi-rock.com/>, [kevin@redi-rock.com](mailto:kevin@redi-rock.com)

## R&M International Sales Corporation, Pennsylvania

Company Representative: Stephen Rawson, Partner

**Company:** R&M International is a private, family-owned and operated business located in Fort Washington, PA. Founded in 1977, R&M International Sales Corporation is a pioneer in helping primary producers of raw materials in the textiles and plastics arena repurpose overproduction, substandard, or waste materials. These materials are then either recycled, repurposed or traded. The company currently services clients in more than 40 countries.



**Export Awards/Recognition:** R&M International Sales Corporation is a 2019 recipient of the President's "E" Award for Export Excellence.

**Contact:** R&M International Sales Corporation (Pennsylvania) – <https://www.rmintl.com/>, [stephen@rmintl.com](mailto:stephen@rmintl.com)

## Wisdom Natural Brands, Arizona

Company Representative: Michael May, President

**Company:** United American Industries, Inc., dba Wisdom Natural Brands® is the manufacturer of SweetLeaf® natural sweeteners and water enhancers and Wisdom of the Ancients® functional teas. Today, Wisdom Natural Brands® markets its products around the world to 40+ countries through a network of export partners, international distributors, and direct foreign retail relationships. Wisdom Natural Brands® also maintains foreign subsidiaries in the United Kingdom, Canada, and Mexico to further its international operations. In 2020, amid the global pandemic, Wisdom Natural Brands® international and exports sales grew nearly 30%, year-over-year.



**Export Awards/Recognition:** Wisdom Natural Brands® has been recognized locally in Arizona several times for its international business activities. On the national level, the company won the Presidential "E" Award for Excellence in Exporting in 2015 for its consistent growth in international business.

**Contact:** Wisdom Natural Brands (Arizona) – <https://www.wisdomnaturalbrands.com/>, [mmay@wisdomnaturalbrands.com](mailto:mmay@wisdomnaturalbrands.com)

## W.S. Badger, New Hampshire

Company Representative: Iris Piedmont-Fleischmann, Director of Sales

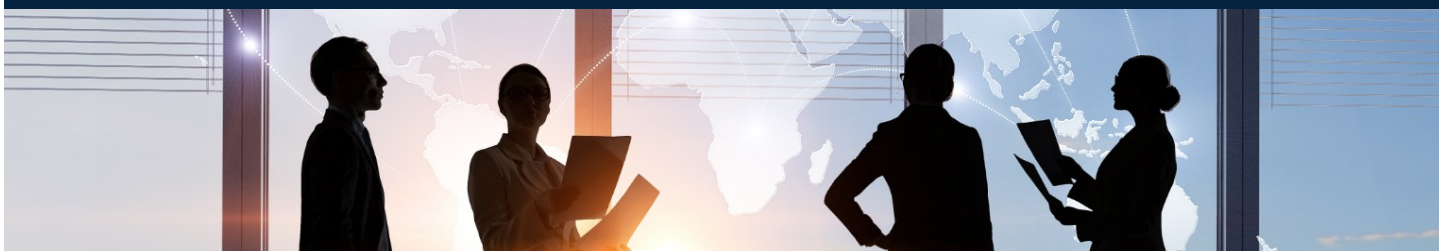
**Company:** W.S. Badger is a family-owned and operated manufacturer of certified organic and 100-percent natural personal care products for infants, children and adults. As a certified B Corporation, Badger's mission is to create fabulously pure products and protect the environment, all while making a positive difference in our local and global communities. Badger products are manufactured in its Gilsun, NH production facility and sold worldwide. Badger currently exports to many countries, and while global sales are not the company's primary business focus, they are an important part of its sales portfolio.



**Export Awards/Recognition:** W.S. Badger was recognized at the SBA Exporter of the Year for New Hampshire and New England in 2014.

**Contact:** W.S. Badger (New Hampshire) – <https://www.badgerbalm.com/>, [irispf@badgerbalm.com](mailto:irispf@badgerbalm.com)

# 2021 National Small Business Exporter Summit



## Returning Exporter Honorees

### Aventure Aviation, Georgia Company Representative: Zaheer Faruqi, CEO

**Company:** Aventure Aviation is a minority-owned small business celebrating its 20th year in operation. The company stocks and sells parts for commercial and military aircraft. Occupying a market niche with high barriers to entry, the company has specialized in buying retired commercial aircraft, harvesting selected parts from the aircraft, refurbishing the parts and selling them to customers all over the world. Today, Aventure Aviation has more 1,500 customers and exports to more than 40 countries.



**Export Awards/Recognition:** Aventure has received many accolades among them, SBA Exporter of the Year for the state of Georgia and for the Southeast Region; listing on the INC 500|5000 list of fastest growing private companies for four consecutive years; and winner of the 2019 Globe Award by the Georgia Department of Economic Development. The company was recognized as a National Small Business Exporter Outstanding Exporter Honoree in 2019 and 2020.

**Contact: Aventure Aviation (Georgia)** - <http://www.aventureaviation.com/>, [zaheer@aventureaviation.com](mailto:zaheer@aventureaviation.com)

### Blue Planet Surf Gear, Hawaii Company Representative: Robert Stehlik, CEO

**Company:** Blue Planet Surf got its start in 1993 on the island of Oahu. 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 by surfers for 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. The company was also recognized as a National Small Business Exporter Summit Outstanding Exporter Honoree in 2018.

**Contact: Blue Planet Surf Gear (Hawaii)** - <https://blueplanetsurf.com/>, [robert@blueplanetsurf.com](mailto:robert@blueplanetsurf.com)

## Brewer Science, Missouri

Company Representative: Doyle Edwards, Director of Government Programs

**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, MO, Brewer Science supports customers throughout the world with a service and distribution network in North America, Europe and Asia.



**Export Awards/Recognition:** Brewer Science was recognized as a National Small Business Exporter Summit Outstanding Exporter Honoree in 2018.

**Contact:** Brewer Science (Missouri) - <https://www.brewerscience.com/>, [dedwards@brewerscience.com](mailto:dedwards@brewerscience.com)

## Equilibar, LLC, North Carolina

Company Representative: Julie Detmering, Customer Service Manager

**Company:** Equilibar, LLC designs and manufactures specialty fluid control instruments for cutting edge research facilities and industrial corporations across the globe. Equilibar's patented back-pressure regulators and vacuum control valves have played a key role in green energy efforts, water remediation systems, and numerous other projects that have made the world a better place. Headquartered in the Appalachian Mountains near Asheville, NC, Equilibar relies on a small team of dedicated professionals who enjoy learning from and working with people from different countries every day. More than one third of the company's sales are export sales.



**Export Awards/Recognition:** Equilibar, LLC was honored in 2019 as President's "E" Award recipient. The company was also recognized a National Small Business Exporter Summit Outstanding Exporter Honoree for the past two years (2019 and 2020).

**Contact:** Equilibar, LLC (North Carolina) - <https://www.equilibar.com>, [julie@equilibar.com](mailto:julie@equilibar.com)

## Flow Sciences, Inc., North Carolina

Company Representative: Steve Janz, Vice President of International Sales & Strategic Bus. Development

**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. In 2018, they were recognized at the SBA Small Business Exporter of the Year for North Carolina and as a National Small Business Exporter Summit Outstanding Exporter Honoree. In 2020, the company received the Wilmington Business Journal MADE Award for Export. The company was originally recognized as a National Exporter Summit Outstanding Exporter Honoree in 2018.

**Contact:** Flow Sciences, Inc. (North Carolina) - [www.flowsciences.com](http://www.flowsciences.com), [sjanz@flowsciences.com](mailto:sjanz@flowsciences.com)



## Hess Pumice, Idaho

Company Representative: Mike Hess Jr., Sales Manager

**Company:** Located in southeastern Idaho, Hess Pumice Products is a mining and processing operation specializing in the extraction and refining of the world's purest commercial deposit of white pumice. It's the largest producer of processed pumice on the planet and has been in continuous operation since 1958. For four generations, the 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. The company was also recognized as a National Small Business Exporter Summit Outstanding Exporter Honoree in 2017.

**Contact: Hess Pumice (Idaho)** - <https://hesspumice.com/>, [jrmike@hesspumice.com](mailto:jrmike@hesspumice.com)

## ImmunoReagents Inc., North Carolina

Company Representative: Ann Black, CEO

**Company:** Since 2005, ImmunoReagents, Inc. has rapidly become a trusted industry leader in antibody manufacturing and development. With more than 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 more than 1,500 different products through 31 global distributors. The company's manufacturing facility in Raleigh, NC has more than 7,500 square feet of workspace, allowing for ongoing expansion. It also provides a dedicated production space for manufacturing, quality control testing, laboratory prep, contract manufacturing, shipping and receiving.



**Export Awards/Recognition:** In 2015, ImmunoReagents was awarded the President's "E" Award for Export Achievements. They were recognized in 2013 as the North Carolina SBA Exporter of the Year Award recipient, and in 2018 received the Governor's Export Award of Excellence. ImmunoReagents, Inc. has been recognized as a National Small Business Exporter Summit Outstanding Exporter Honoree for the past three years (2018-2020).

**Contact: ImmunoReagents Inc. (North Carolina)** - <https://www.immunoreagents.com/>, [ann@immunoreagents.com](mailto:ann@immunoreagents.com)

## Integra Design Group, Puerto Rico

Company Representative: Richard Cuebas, Principal

**Company:** Integra is an architecture and engineering (A/E) firm headquartered in Puerto Rico, with offices in Charlotte, NC and the Dominican Republic, and experience throughout North America and Latin America. The company's sharp focus on creating value out of the client's ideas has earned the company the continuing trust of private- and public-sector customers since its debut in 2000.



**Export Awards/Recognition:** Integra Design was awarded the SBA Small Business Exporter of the Year Award for Puerto Rico and the U.S. Virgin Islands in 2012. The company was also recognized at a National Small Business Exporter Summit Outstanding Exporter Honoree in 2017.

**Contact: Integra Design Group (Puerto Rico)** - <https://integrapr.com/>; [rcuebas@integrapr.com](mailto:rcuebas@integrapr.com)

## Johnsonville, LLC, Wisconsin

Company Representative: Sarah McBroom, Export Coordinator

**Company:** Started in 1945 as a butcher shop named after the owner's home town, Johnsonville, WI, the company's signature sausages came from an old family recipe originating in Austria. Since that time Johnsonville Sausage has grown to become the leading sausage brand in the world with products sold in all 50 states and 40 countries.



**Export Awards/Recognition:** Johnsonville, LLC a past recipient of the Governor's Export Award for the state of Wisconsin, the President's "E" Award (2007) and the Presidents "E-Star" Award (2017). The company was also recognized as a National Small Business Exporter Summit Outstanding Exporter Honoree in 2020.

**Contact:** Johnsonville, LLC (Wisconsin) - <https://www.johnsonville.com/>, [SMcBroom@johnsonville.com](mailto:SMcBroom@johnsonville.com)

## KaMin Performance Minerals, Georgia

Company Representative: Eve London, Sales Marketing Director

**Company:** KaMin is a performance minerals company based in Georgia with subsidiary operations in Brazil and Belgium. With more than 90 years of experience in mining and manufacturing, KaMin is committed to becoming the global leader in performance minerals that enable innovative product solutions for everyday life. One of the largest exporters shipping product out of the combined ports of Savannah, KaMin currently exports to more than 60 countries around the world. In 2019, the company exported more than a half-million tons of performance minerals from its three plants in Georgia.



**Export Awards/Recognition:** KaMin is a past recipient of the SBA Small Business Exporter of the Year Award for the State of Georgia. In 2017 and 2019, the company was recognized as a National Small Business Exporter Summit Outstanding Exporter Honoree.

**Contact:** KaMin Performance Minerals (Georgia) - <https://www.kaminsolutions.com>, [Eve.London@kaminsolutions.com](mailto:Eve.London@kaminsolutions.com)

## Kirila Fire Training Facilities, Inc., Ohio

Company Representative: Lenna Boggs, Business Development and Proposal Coordinator

**Company:** Kirila Fire Training Facilities, Inc. is a family-owned-and-operated small business located in Fowler, OH that is involved in the design, manufacture, construction, modification, repair, maintenance and inspection of fire training facilities and equipment. Since the company's inception in 2007, it has expanded its customer base to include local municipalities, civil aviation, fire training academies and U.S. military bases overseas. Kirila currently exports services and/or materials in this niche field to more than 13 countries around the globe.



**Export Awards/Recognition:** Kirila Fire has been featured in the Business Journal, International Fire Fighter magazine, ARFF Working Group magazine. It was recognized as National Small Business Exporter Summit Outstanding Exporter Honoree in 2020.

**Contact:** Kirila Fire Training Facilities, Inc. (Ohio) - <https://www.kirilafire.com/>, [lenna@kirilafire.com](mailto:lenna@kirilafire.com)

## Morrison Textile Machinery, South Carolina

Company Representative: Jay White, President

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



**Export Awards/Recognition:** Morrison Textile Machinery Co. is a 2016 recipient of the President's "E" Award for Export Excellence. The company was recognized as a National Small Business Exporter Summit Outstanding Exporter Honoree in 2018 and 2019.

**Contact:** Morrison Textile Machinery (South Carolina) - <http://www.morrisontexmach.com/>, [jwhite@morrisontexmach.com](mailto:jwhite@morrisontexmach.com)

## Old Wood, LLC, New Mexico

Company Representative: David Old, CEO

**Company:** Old Wood began as a family business based on the old family ranch in the Rocky Mountains north of Santa Fe, NM in the 1930s. The business has expanded to become a national – level manufacturer and international exporter of fine wood floors including very wide planks, end grain wood blocks, and architectural elements. Old Wood has been able to combine aggressive technology and modern process to their production processes, while preserving a focus on products that will be classic, enduring and beautiful.



**Export Awards/Recognition:** Old Wood, LLC is a 2016 recipient of the President's "E" Award for Export Excellence. The company was recognized as a National Small Business Exporter Summit Outstanding Exporter Honoree in 2017.

**Contact:** Old Wood, LLC (New Mexico) - <https://www.oldwood.us/>, [david@oldwood.us](mailto:david@oldwood.us)

## Otto Environmental, North Carolina

Company Representative: Travis Dowell, Director of Sales—U.S. & International

**Company:** With over 85 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.



**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 was a National Small Business Exporter Summit Outstanding Exporter Honoree in 2017 & 2018.

**Contact:** Otto Environmental Systems North America, Inc. (NC) - <https://www.otto-usa.com/>, [travis.dowell@otto-usa.com](mailto:travis.dowell@otto-usa.com)

## PaceControls, Pennsylvania

Company Representative: Thomas Mills, Jr., CEO

**Company:** PaceControls is an industry-leading, Department of Energy-funded smart grid technology company that provides HVACR solutions for a wide variety of commercial, industrial and residential heating, cooling and refrigeration equipment. Entering international markets with their breakthrough AI via partnering with global OEMs, PaceControls has more than 20,000 deployments in North America, the Caribbean and Asia that have been made via leading international property managers, large electric and gas utilities, and Fortune 500 companies.



**Export Awards/Recognition:** The receipt of a number of technology excellence and energy efficiency awards (2009-2018), Pace Controls is recognized in 2020 as a National Small Business Exporter Summit Outstanding Exporter Honoree.

**Contact:** PaceControls (Pennsylvania) - <http://www.pacecontrols.com/>, [tommills@pacecontrols.com](mailto:tommills@pacecontrols.com)

## Singing Dog Vanilla, Oregon

Company Representative: Marty Parisien, Co-Founder and CEO

**Company:** Established in 2004, Singing Dog Vanilla works with hundreds of vanilla growing families throughout Papua, New Guinea and Indonesia to produce a mix of vanilla-based products sold in the United States, Canada, Saudi Arabia, Korea, Japan, New Zealand, Australia, Taiwan, Hong Kong and Chile.



**Export Awards/Recognition:** Singing Dog Vanilla was recognized in 2017 as a National Small Business Exporter Summit Outstanding Exporter Honoree.

**Contact:** Singing Dog Vanilla (Oregon) - <https://singingdogvanilla.com/>, [marty@singingdogvanilla.com](mailto:marty@singingdogvanilla.com)

## United Source One, Maryland

Company Representative: Michael Imgarten, Founder and CEO

**Company:** United Source One is a diversified international food distributor, recognized for its export of high-value American foods, particularly premium U.S. beef and other proteins, intended for the food service industry. Frozen, refrigerated and non-refrigerated goods are procured, received, stored, processed for export and shipped to more than 30 countries. United Source One maintains a strong presence in the Middle East.

**Export Awards/Recognition:** Winner of numerous government and industry-related awards, United Source One has earned recognition as SBA Exporter of the Year from Maryland, Entrepreneur Magazine's Hot 100 Fastest Growing Companies, and earned more than 15 export awards from Certified Angus Beef, the largest beef brand in the world.

**Contact:** United Source One (Maryland) - <http://unitedsourceone.com/>, [Mimgarten@unitedsourceone.com](mailto:Mimgarten@unitedsourceone.com)



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