

MINUTES OF THE House COMMITTEE ON Communication, Computers and Technology

The meeting was called to order by Representative Mike Meacham at  
Chairperson

3:30 ~~am~~/p.m. on January 25, 1983 in room 522-S of the Capitol.

All members were present except:

Representative Love (excused)

Committee staff present:

Marlin L. Rein, Chief Legislative Fiscal Analyst, Committee Staff  
Sherry Brown, Fiscal Staff, Research Department Director  
Chris Stanfield, Fiscal Staff, Research Department  
Arden K. Ensley, Revisor of Statutes  
Betty Ellison, Secretary to the Committee

Conferees appearing before the committee:

Jamie Schwartz, Secretary, Department of Economic Development  
Deanne Vieux, Staff, Department of Economic Development

Chairman Meacham announced tours to be made as follows:

January 31 - University of Kansas to visit pharmaceutical lab,  
computer center, space technology center and the  
remote sensing project.

February 7 - Tour of KANS-AN facilities and the Southwestern  
Bell facilities.

February 14- Tentative arrangements are being made to visit  
the local public TV station, KTWU.

Chairman Meacham introduced Jamie Schwartz, Secretary of the  
Department of Economic Development. Mr. Schwartz handed out  
copies of a KDED Report which contains a summary of the find-  
ings of KDED's Advanced Technology Project. (Attachment 1).

Mr. Schwartz introduced two staff members, Carol Muchmore,  
special assistant to the Secretary and Deanne Vieux of the  
Planning Division and project leader on the high tech strategy.

KDED staff presented an overview of the university connection  
regarding high technology. It was stated that a couple of years  
ago the Planning Division did a survey of Kansas business leaders  
regarding major areas of concern. Some of the categories were  
labor force, industries, agricultural sector and lack of indus-  
trial diversification.

Many of the survey respondents felt that there was too much of  
an out-migration of young, educated people from Kansas and that  
those who did remain in Kansas had trouble finding jobs that fit  
their educational backgrounds. Staff stated that high technology  
is one way of working toward solving the labor force problem,  
industrial diversification and some agricultural sector problems.

Representative Dean asked for a definition of high technology.  
Mr. Schwartz stated that the department's premises used in their  
definition of high technology are listed on page 4 of the KDED  
Report. (Attachment 1).

KDED staff displayed a 1980 chart which indicated that universities  
ranking at the top in high technology are in the California and  
Boston areas as well as the research triangle in North Carolina.  
Missouri and Iowa rank at the top in our region with Kansas in  
fourth place behind Colorado. Staff pointed out that the study

CONTINUATION SHEET

MINUTES OF THE House COMMITTEE ON Communication, Computers and Technology  
room 522-S, Statehouse, at 3:30 ~~xxx~~/p.m. on January 25, 1983

is involved with the university connection but technician and other jobs in the high technology field are necessary, also.

Representative Chronister asked if Iowa is our chief competitor and if Iowa is making a specific effort to promote the high technology field. Staff replied that Iowa and Missouri are our main competitors, and that Iowa has a Governor's Task Force; Missouri is pursuing high technology industries, and establishing research parks in targeted areas.

The chairman passed out copies of a bill dealing with the Kansas Public Television Board, stating that this committee had been requested to introduce the bill. Chairman Meacham said that the bill expands the Public Television Board from its current membership of three, being the Secretary of Administration, the Commissioner of the Department of Education and the Executive Officer of the Board of Regents, to seven, leaving those three and adding four members from the general public from the viewing areas.

Representative Friedeman moved and Representative Chronister seconded that the bill be introduced and that we ask to have it referred back to this committee. The motion carried.

Representative Chronister moved and Representative Dean seconded that the minutes of January 18 and 19 be approved. The motion carried.

Chairman Meacham reminded the committee of the Board of Regents presentation scheduled for Thursday's meeting; also of the trip to the University of Kansas next Monday.

The meeting was adjourned by the chairman at 4:40 p.m. The next meeting of the committee will be at 3:30 p.m. on January 27, 1983.

Date: Jan. 25, 1983

GUEST REGISTER

HOUSE

COMMITTEE ON COMMUNICATION, COMPUTERS AND TECHNOLOGY

NAME	ORGANIZATION	ADDRESS
C. Terns	Hayden's office	Topeka
A. Pakkubai	UPI	Topeka
DAVID FURNAS	Wichita Chamber	Wichita
Caele Muchmore	KDED	Topeka
Denore Ureux	KDED	Topeka
Tamie Schwartz	KDED	Topeka
Gerald Jennings	Telecommunications Office	Topeka
Lynn Plunkel	Dir Telecommunications	Topeka
Cathy Beckar	AP	Lawrence
Nickie Stein	citizen	Topeka
<del>Schwede</del>	<del>Budget</del>	<del>Topeka</del>
Dave Larson	KCC	Topeka
John Kiefhaber	DISC	Topeka
Janella Knight	Governor's Office	Topeka
M. Garland	Bl of Rights	"
Tom Whitaker	Ks Motor Carriers Association	Topeka
Ethel Dean		Wichita, KS
Scot WRIGHTON	City of WICHITA	"
E. ADAM	CITIZEN	ATCHISON

# KDED Report

Kansas Department of Economic Development

Volume 19 Number 10 November/1982

**Your success  
is on our horizon.**

The best way to brighten your business horizons is to share a piece of ours. According to a 1981 study by Alexander Grant & Co., Kansas ranks fourth in the United States for best overall business climate.

And the reasons are as clear as the Kansas horizon:

- ...our center-of-the-nation location, offering ideal market and shipping proximity
- ...our constitution, guaranteeing the Right-to-Work and a balanced state budget
- ...our people, with the education and Kansas work ethic that ensures an eager and productive work force
- ...our state government, which provides a state-funded pre-employment and on-the-job training program, plus tax credits for job expansion and investment
- ...and our lifestyle, unspoiled and uncomplicated.

There's never been a better time to do business in Kansas than now. For more information on the clear advantages of Kansas, please write or call Roger Christianson, Kansas Department of Economic Development, 503 Kansas Ave., 6th Floor, Topeka, KS 66603, 1-913-296-3483.

# KANSAS

CLEAR HORIZONS FOR BUSINESS

## Mallot Elected President of KIDA

Jerry Mallot, senior vice president for industrial development of the Wichita Area Chamber of Commerce, was elected 1983 president of the Kansas Industrial Developers Association (KIDA). Mallot was elected by the KIDA Board of Directors at a September 24 meeting in Wichita which was held in conjunction with the organization's annual fall meeting.

Approximately 75 persons participated in the two day KIDA meeting in Wichita. In addition to a gubernatorial candidate's forum on economic development, the conference program included seminars on methods to improve industrial development programs in Kansas.

The Kansas Department of Economic Development's Development Division and Secretary Charles J. "Jamie" Schwartz were active participants in the KIDA agenda. Schwartz addressed the group citing that the KDED philosophy was to use a cooperative effort among communities, KDED and KIDA to recruit new business to Kansas. Roger Christianson, director of KDED's development division, described the role of his division in working with communities and presented KDED's new industrial development advertising campaign. John Watson, manager of KDED's international development section, reviewed KDED's international development program.

KIDA, which was organized in the fall of 1981, gave special recognition to Bill Little, president and chief executive officer, Kansas City Area Chamber of Commerce, who served as KIDA president during its initial year. At the group's annual business meeting, Mallot said, "Bill Little must be given full credit for the growth and development of KIDA this first year. We had hoped for 100 members, statewide, and under his leadership we have exceeded that goal."

Other KIDA officers elected for 1983 include Bob Whitworth, Salina Area Chamber of Commerce, first vice president; John Majerus, executive director, Junction City-Geary County Economic Development Commission, second vice president; Bud Grant, director, economic development, Kansas Association of Commerce and Industry, Topeka, secretary-treasurer.

## "Clear Horizons" is KDED Ad Theme—

The Development Division of the Kansas Department of Economic Development recently embarked on a new advertising campaign. Four-color advertisements, featuring the theme, "Kansas—Clear Horizons for Business," will be placed throughout the year in a variety of development trade publications. The Kansas ads can be seen in Area Development Magazine (September, November, January, March and May issues); Plants, Sites and Parks Magazine (Sept./Oct., Jan./Feb. and May/June issues); Site Selection Handbook (July/Aug./Sept., Oct./Nov./Dec. and Jan./Feb./March issues); American Industrial Properties Report (Sept., March/April and June issues) and Plant Location (April issue). The ad also appeared in the September issue of Export Times, a United Kingdom publication.

Attachment 1

House Communication, Computers and Technology 1/25/83



## GROWING Kansas

**KANSAS CITY**—Gard Corporation, a Kansas City-based manufacturer and contract packager of automotive and industrial lubricants, celebrated its 24th anniversary by relocating its offices and production facilities. A diversified corporation, Gard also manufactures and distributes chemicals, sorbents, spill control products and related cleaning equipment for fleet and industrial use. The new location nearly doubles the firm's operating space and provides the company with over 60,000 square feet of production and warehouse space, over 1.2 million gallons of bulk storage and 15 filling lines for a variety of container sizes and shapes ranging from four ounces through 55 gallon drums. The company is now located near I-35 and Roe across from Roe Lane Industrial Park.

**WICHITA**—Builders Development, Inc., a subsidiary of Garvey Industries, emerged as the unofficial front-runner recently to buy a prime, city-owned piece of downtown land just south of the Wichita City Hall. The land has been vacant for years. The Builders proposal is an \$81 million project, including \$2.46 million to buy the land from the city. The company has proposed an \$81 million, 615,410 square foot "Epic Center." The plan comprises two 20-story office towers connected by a pedestrian atrium to be used as a retail mall. The main tenant for the north tower, which would be built first will be Garvey Industries. The developers said they could commit themselves to starting the north tower immediately, then proceed with either the south tower of the atrium depending on whether retail shops or office space were more in demand downtown.

**OAKLEY**—The largest dirt contractor-dozer operation in the state of Kansas, Fields & Sons, Inc., has recently opened an office and yard in Oakley. The company specializes in oil field and farm dozer services and has operations in seven other Kansas communities. Over a dozen oil-related businesses are serving the entire far northwest Kansas oil industry out of Oakley now.

**PARSONS**—Mid-America Fabrications, Inc., a custom

manufacturing company that emphasizes metal and plastic work, is planning to move its headquarters to Parsons, it was announced recently. Jim Dahmen, executive vice president of Mid-America, Inc., said the company would set up shop in Industrial Park No. 1 in the building formerly occupied by Mobile Freeze. The company plans to initially employ six persons but hopes to have up to 20 to 25 persons eventually. Mid-America Fabrications will be a custom manufacturing operation with particular emphasis on metal fabrication and plastic thermomold components. The company's first contract involves the manufacture of year-round, four-wheel recreation vehicles.

**MANHATTAN**—The Motor Division of TRW, Inc., has announced that it is moving its division headquarters to Manhattan, according to Bernard Johnson, general manager. TRW is headquartered in Dayton, Ohio. Four or five executives will accompany Johnson in the move from Dayton. The company will occupy approximately 2,500 square feet of office space near their manufacturing facility in the Industrial Park. The move will eventually result in over 100 new jobs for the Manhattan community.

**OSWEGO**—Mabel Barker recently announced the formation of a new manufacturing/marketing corporation for which she serves as president. The company, Walk-N-Roll, Inc., will be manufacturing and selling a new mobile table for handicapped persons. According to Barker, "our product provides the perfect blend of a walker and a table. In addition, the Walk-N-Roll is Medicare-approved for in-home use." The company has applied for a patent from the U.S. government to cover the rolling table/walker. Manufacturing will be accomplished on an OEM basis with plans calling for the establishment of facilities in Oswego.

**FORT SCOTT**—An expansion project involving Midwestern Distribution, Inc., and a new Cincinnati trucking venture could translate into as many as 30 additional jobs for the Fort Scott area, according to David Freeman, Midwestern president. The Cincinnati-based concern, Leaseway

Express, is a venture launched recently by Leaseway Transportation Corp. of Cleveland. Leaseway Transportation is the parent company of Fort Scott's Midwestern Distribution, Inc. Leaseway Express is planning to expand its truck terminal network from its current 11 to 23 during next year, Freeman said recently. As a result of the expansion, Freeman said, Leaseway Express will probably require up to 100 additional tractors with which to haul trailers. These tractor units will be provided by independent tractor operators, Freeman said. As Midwestern's business consists of providing over-the-road services for such independent operators, Freeman said, the Leaseway Express expansion should mean additional Midwestern jobs. Midwestern will provide service work, production management and coordination of the independents' tractor units in Fort Scott. Accounting work and administrative management support for the units will also be handled in Fort Scott. Midwestern's approximately 350 employees are responsible for the support of about 700 tractor units, Freeman said.

**OTTAWA**—Early in September, the Ottawa City Commission approved the issuance of \$160,000 in IRB's to Duke Manufacturing Company, a world leader in food service equipment. Ground was broken for the project on September 6th. The existing plant stands within the original Ottawa Industrial Park and was also constructed using city IRB's in 1975. The addition, which will be 50 by 270 feet, will bring the facility's total footage to 54,000 square feet. The expansion boosted the company's production force from 35 men and women to 50.

**HERINGTON**—Ground was broken recently for a new business building in the Herington Industrial Park on the east side of US77. Jones Electric Co., an electric construction firm, will occupy the new building. The Jones firm is the first business to announce definite plans for construction in the section of the industrial park, which was started more than four years ago.

**KANSAS CITY**—The Kansas City, Kansas, Port Authority has paved the way for expansion needs of a new industry in the Fairfax Industrial District. The PA recently approved an option which would allow Simon Johnson, Inc., a manufacturer of poultry processing equipment, to acquire the Fairfax Hangers, Inc., building and ground in late 1984. The action followed the city council passing a resolution with an intent to issue \$3 million in industrial revenue bonds for the plant. The bonds will be issued in series, with the first to be \$900,000. Those funds will be used by the city to acquire the Delco facility from General Motors. The city in turn will lease the facility to Simon Johnson, Inc. The option on the hangars and grounds will allow for expansion. Simon Johnson President Bob Johnston said the move to KCK will centralize all operations. He said he expects the current employee level of 75 (now in Kansas City, Missouri) to be the same in KCK.

**TOPEKA**—The Shawnee County Commission announced in mid-September the beginning of a new no-interest loan program for Shawnee County small businesses which is said to be the first of its kind in the state. Commission Chairman Richard Maner said the program, through the economic development levy approved in the 1982 budget, will provide financial support to creation or expansion of small businesses in the county. The program aims to provide a limited program of three-to-five-year no-interest loans to individuals or organizations to start or expand businesses where there is a probability of creating two or more full-time jobs. There will be \$49,000 available for the loans. The County Commission is making the effort in order to stimulate the development of small businesses in the county.

## KDED Report

**Governor** John Carlin • **Chairman** Lt. Gov. Paul Dugan • **Members of the Commission** Byron W. Boothe, Wichita; Joe D. Dennis, Westwood; Mark A. Viets, Shawnee Mission; Pat R. Guernsey, Salina; Hal Keltz, Lawrence; Thomas R. Clevenger, Topeka; John Graham, Manhattan • **Secretary of KDED** Charles J. Schwartz • **Director of Travel and Tourism** Cathy Kruzic • **Editor** Andrea Glenn

**WICHITA**—McKesson Chemical Group, Foremost-McKesson, Inc., has announced plans to build a manufacturing facility in Santa Fe North Industrial District. The company will produce and repackage chemicals used in industrial and municipal processing and will manufacture bleach for the 5,000 square foot facility. The building has been designed for additional expansion during the next few years. Construction was expected to begin around October 1 with production to start in January, 1983. Approximately six to ten employees will be hired initially to serve the new facility. McKesson operates a warehouse and distribution center in Wichita to serve its Kansas market plus nearly 100 other distribution centers across the country.

**SALINA**—Westinghouse Electric Corp. has agreed to sell its Westinghouse Lamp business to North American Philips Corp. The agreement involves 11 Westinghouse manufacturing plants, including the plant in Salina. The facilities make light bulbs. The Kansas plant opened in 1967 and employs 500 persons. A plant spokesman said he did not think there would be changes in the Salina operation as a result of the sale.

**BUFFALO**—Gerald Winterscheidt, general manager of Micro-Lite, Inc., announced recently that construction had begun on an expansion program of nearly 10,000 square feet at Micro-Lite. Once completed, the company will increase the capacity of the plant from 15,000 tons to 45,000 tons per year of a unique product utilized in the agri-business industry. Micro-Lite manufactures a feed and fertilizer supplement which is mined from an unusual combination of minerals that, when viewed by the untrained eye, appears to be gold. The product has a unique moisture retaining quality and helps livestock do better and crops grow faster. The company formerly maintained their corporate offices and the blending and bagging operations in Chanute. The offices will remain there, but the latter operations will be moved to their expanded facilities near their Buffalo mines. After an initial shakedown period, the plant will resume supplying the feed and fertilizer needs of farmers

and ranchers in a 17 state area as well as Central America. Employment will be approximately 12 persons.

**PITTSBURG**—The Pittsburg City Commission recently paved the way for K. W. Brock Directories to renovate the Centennial Building at 105 W. Seventh by agreeing to sell the company the north 100 feet of a city parking lot. On a motion by Commissioner Bill Bengston, the commission voted to sell the lot at the minimum price allowed, which will be determined later, and to allow the company to pay for the purchase over a period of 15 years. Ken Brock of the company said the renovation will be a \$300,000 project and that the company will be tripling the number of its employees.

**WICHITA**—Koch Industries announced recently that it had signed a letter of agreement to buy a California refinery for about \$150 million, a move that will greatly increase the strength of the Wichita-based firm in the West Coast oil industry. In a joint announcement with Tosco Corp., Koch said it had signed a letter of intent to buy Tosco's 40,000-barrel-a-day refinery at Bakersfield, California, and a 52-mile pipeline system. Completion of the sale was scheduled for October 31. Koch's acquisition of the refinery means the privately held Wichita corporation has nearly doubled its refinery capacity during a one-year period when many energy companies have been losing money and have been closing refineries.

**CHANUTE**—Nu-Wa Industries, Inc., manufacturers of recreational vehicles, has completed construction doubling the size of the service bays and a storage building at its plant in the Safari Industrial Park. About 7,000 square feet of space were added, at a cost of approximately \$90,000, Mike Mitchell, general manager, said. Tri-State Construction of Pittsburg did the work. Nu-Wa makes fifth wheel trailers, travel trailers and mini-motorhomes. Mitchell said he views the new construction as improvements rather than expansion, although the company's year has been "pretty good overall." The plant's current employment is approximately 105.



## KDED Releases High Technology Study Report

**EDITOR'S NOTE:** The following report is the Executive Summary of the findings of KDED's Advanced Technology Project. Copies of the complete report may be obtained from KDED's Planning and Community Development Division, (913) 296-3485.

The manufacturing sector of the U.S. economy is becoming increasingly dependent on technological advancement. The future of industrial development in Kansas, as well as the country, lies with high technology industry. From 1974 to 1980, approximately 70% of the net growth in manufacturing employment in Kansas was in high technology industries. From now until the year 2000, it is estimated that over 75% of the nation's industrial growth will be in the high technology industries. Many states have placed increasing importance on high technology, and have initiated concerted efforts to foster high technology industrial development within their borders. Most states within our region are, however, just starting their efforts. Kansas must do the same to remain competitive.

The need for high technology development in Kansas was validated by a 1980 Kansas Department of Economic Planning Survey of over 3,000 business leaders and public officials across the state. Respondents indicated a strong need to attract and develop industry in the state, especially the type of industry that would provide job opportunities for Kansas' educated youth. As a result, KDED prepared a legislative issue paper addressing this need and undertook the formulation of a strategy for high technology industrial development.

This report provides an Executive Summary of the conclusions reached by the Kansas Department of Economic Development project staff and makes a series of recommendations for actions that should be undertaken in order to achieve high technology development.

### STUDY CONCLUSIONS

1. Kansas has the basic ingredients needed to compete in the arena of high technology development: renowned university programs in science and engineering and a skilled potential labor force, including a large number of graduates in appropriate disciplines.

2. High technology industries are the many and varied types of firms that group in the following standard industrial classifications: chemicals, electrical and non-electrical machinery, transportation equipment, and instruments for measuring, analyzing, and controlling. In addition, these industries share the following qualities:
  - a. They rely on a high proportion of technical personnel for their production processes;
  - b. They are science-based, i.e., they rely on new products and production methods;
  - c. They rely on research and development inputs for the successful operation of their firms;
  - d. They demand a different set of locational factors than most traditional manufacturing firms; and,
  - e. They are relatively small, with one third of the firms having fewer than 50 employees, while three fourths have fewer than 500 employees.
3. The areas of the country that are famous for high technology development are now reaching their holding capacities. Land, housing, and other critical locational factors have become scarce and costly for additional high technology development.
4. Nationally, the high technology industries accounted for 75% of the growth of jobs in the manufacturing sector over the past decade and will continue to be the major job generator through the 1980's. The comparable figure of high technology industry job growth in Kansas is 69%.
5. The results of a Joint Economic Committee of Congress survey of high technology firms in the U.S. found that the most significant locational factor for such a firm is labor: highly skilled and available technical personnel. A university system which is noted for its excellence is viewed by these firms as a prime source of such labor: faculty consultants, research assistants, and graduating students.
6. Although universities play the key role in the attraction of high technology industries, not every university will be attractive to this

type of business. A university must have a strong graduate program in science and engineering, a widely recognized research faculty and an active research function.

7. The University of Kansas is the only school in the Big 8 Conference that appears in the top 50 overall graduate institutions ranked in the renowned *Gourman Report*, which grades all of the university graduate schools in the U.S.
8. However, both KU and KSU are particularly strong in many areas of specialization, according to the *Gourman Report*. The large number of graduates from these programs proves that Kansas has the skilled labor demanded by high technology industries.
9. Of the six central states with nationally renowned graduate programs, Kansas ranks last in the amount of federal money granted for academic science.
10. The graduate engineering and science programs of universities throughout the U.S. that have successful high technology development associated with them have similar rankings as KU and KSU, according to the *Gourman Report*.
11. In addition to requiring skilled personnel, high technology industries have particular criteria they require of communities. Key criteria for attracting high technology industries and research activities are: an urban/metropolitan area; moderately priced housing; a quality educational system; cultural offerings; library and extension programs from the university; and a jet airport nearby.
12. Respondents to the Joint Economic Committee of Congress survey of high technology firms gave good ratings to the states in the Mountains and Plains Regions on four of the top five locational factors—the exception being quality of universities. However, the quality of Kansas universities ranked high in the *Gourman Report*. This fact must be publicized.
13. More than half of the states in the U.S. are actively involved in promoting high technology development within their borders. A variety of state level programs

are used: forums or task forces, financing, training and research programs.

14. Kansas has developed the basic ingredients to compete in the arena of high technology development and must now create state level programs that show high technology industries a concern or commitment for their development in Kansas.
15. If major high technology industrial development is to occur in Kansas, action should be taken immediately. Delay allows time for neighboring states to garner the strength needed to establish a major high technology center in this region of the U.S. Snowballing benefits will accrue to the state which can acquire and maintain competitive advantages in the location factors. There is currently no major high technology center in this part of the U.S. However, the neighboring states of Missouri and Iowa have started working on their strategies to attract high technology industries. Kansas must move immediately and quickly to implement a strategy which will effectively use state resources and competitive advantages to establish these growth industries.

## STUDY RECOMMENDATIONS

1. The Governor should immediately establish and convene a special committee of state business leaders, university leaders, state government officials and legislators. This committee should review findings of the current study and make specific recommendations for fostering high technology development in Kansas.
2. During the 1983 Session of the United States Congress, the Governor, KDED and the members of the special committee should encourage the Kansas Congressional Delegation to seek to improve the potential for university-industry linkages by:
  - (a) Increasing federal tax write-offs for donations of scientific equipment;
  - (b) Examining the agricultural commodity check-off programs degree of support for research;
  - (c) Exploring the possibility of a National Science Foundation Technology Center in Kansas; and,
  - (d) Increasing the amount of federal academic research funds provided to Kansas universities.
3. During Fiscal Year 1983, the Governor should direct KDED to target programs to encourage and foster high technology industry development, such as:
  - (a) Assign KDED personnel to work directly with local entities to initiate and coordinate actions with universities that encourage high technology development in Lawrence, the Kansas City area, Manhattan and the Wichita area;
  - (b) Use 50% of the Fiscal Year 1983 Kansas Industrial Training (KIT) funds for high technology firms (those that have at least 5% of their employment in research activities);
  - (c) Target Fiscal Year 1983 Kansas Cavalry missions to areas of the country having concentrations of those types of high technology industries appropriate for Kansas;
  - (d) Add a "Research and Development" column to the *KDED Report* to provide a communication mechanism for universities and industries engaged in research activities in Kansas;
  - (e) Prepare industry-specific research capabilities packets; and,
  - (f) Complete an inventory of graduate research programs in the state relative to high technology industry.
4. As soon as possible, KDED should develop a program to serve in a catalytic role between industry and the universities of the state in order to foster cooperative research relationships, including:
  - (a) Provision of one or two additional staff for high technology development;
  - (b) Provision of funding for an advertising and promotional campaign directed toward the attraction of out-of-state high technology firms;
  - (c) Increase KIT funding to allow a separate amount to be directed for use by high technology firms; and,
  - (d) Conduct an industry/university technology transfer conference.
5. The Legislature should financially support those research programs at Kansas universities that have national ranking and recognition, in order to maintain competitive advantages. Attention must be given to attraction and retention of outstanding faculty as well as maintaining up-to-date scientific equipment.
6. The Legislature should provide university research organizations funding for "capitalization" to enable them to function as non-profit corporations, facilitating improved relationships with private industry.
7. During Fiscal Year 1983, each university should establish cooperative research policies more in tune with industry's needs, such as: allowing industry input into research programs, structured research on commercial applications and flexibility for faculty consulting.
8. The Governor should encourage all state departments to consider the emphasis which a community or region is giving to the pursuit of high technology development when evaluating infrastructure and maintenance projects.
9. As an ongoing policy, university personnel should become more involved in recruitment efforts aimed at high technology industries, including traveling on Kansas Cavalry industrial prospecting missions.
10. Kansas should be represented at meetings of the National Governor's Association "Task Force on Technology Innovation."
11. Each university should immediately assess scientific equipment needs of departmental and non-departmental service labs and formulate plans to eliminate any deficiencies.
12. KDED and the Regents universities should prepare a strategy and conduct a joint promotional campaign to inform Kansans of the importance of current research activities, the financial state of the universities and the potential for high technology development in the state.

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## NEW Products

### Collins Announces Hyde Park Limousine

HUTCHINSON—Collins Industries, Inc., recently introduced their newest addition, the Hyde Park limousine, to their family of funeral coaches and limousines. The Coach Division of Collins Industries offers two models of Cadillac hearses and one model of Buick hearse. Complimenting their line of hearses are three distinctive limousines, the traditional four-door Ambassador, the conventional six-door Commodore and the Hyde Park series. The Hyde Park limousine features a privacy partition, television, telephone and various other accessories according to personal taste or request. For further information about the Hyde Park limousine or other Collins products, contact Collins Industries, Inc., P.O. Box 58, Hutchinson, KS 67501 or phone 316-663-4441.



### Harper Handi-Hauler Designed for Many Uses

WICHITA—The Harper Handi-Hauler, a hand truck that folds down for easy storing or carrying, has been designed for many uses around homes, offices and yards. The builder is Harper Trucks, Inc., a long-time manufacturer of hand trucks for business use. The lightweight new Handi-Hauler folds compactly in seconds and has industrial strength features. It can carry big loads—up to 150 pounds—yet folds to briefcase size for quick stowing in a car trunk or closet. Constructed of heavy-duty 16-gauge steel for longevity, the Handi-Hauler is finished in baked enamel rather than spray paint to prevent paint cracking and chipping. It weighs only 16 pounds. For further information about the new Handi-Hauler, contact Harper Trucks, Inc., Box 12330, Wichita, KS 67277, or phone 316-942-1381.



### Sauder Announces New Y Module

EMPORIA—The Pyro-Bloc Division of Sauder Energy Systems, Inc., recently announced the manufacturing and marketing of a new ceramic fiber insulation system called the Y<sup>TM</sup> module. The Pyro-Bloc product has three new features including a unique mechanical attachment system, an ability to withstand corrosive atmospheres through the use of stainless steel components and maximum fiber compression so that the module has no cold face, hot face or

side constrictions. The Y Module is also available in Sauder's monolithic fiber. The six-inch thick fiber blankets are made at densities higher than standard one inch blankets. Not only are there fewer joints, but the decreased thermal conductivity of the higher density fiber reduces heat flow and increases fuel savings. For complete information about the Y Module, contact Reed Slevin, product manager, Pyro-Bloc Division, Sauder Energy Systems, Inc., P.O. Box 1158, Emporia, KS 66801 or phone 316-342-2550.



### New Coal U-Blade Introduced by Balderson

WAMEGO—Balderson, Inc., recently introduced a new Coal U-Blade for the Caterpillar D10 Track-Type Tractor. This blade offers 97 cubic yard capacity and has been job-matched to the machine for maximum productivity. The curvature of the moldboard and the angle of the wings create an excellent rolling action of the coal which reduces side spillage and improves load retention. For complete specifications and production figures, contact Balderson, Inc., Box 6, Wamego, KS 66547, or phone 913-456-2224.



### KDED Releases New Publications

The Research and Publications Division of the Kansas Department of Economic Development recently released four new publications available to the public.

The "1982 Kansas Almanac" is an overview of the resources and services of Kansas including transportation, population, cost of living, recreation and leisure, communications, universities and colleges, vocational schools, manufacturing, exporting, industry and agriculture. The "Directory of Associations" lists statewide associations in Kansas.

"Business Profile: Kansas" has been released as Research Memorandum No. 20. The memorandum details the current status of the Kansas economy. The second edition of "A Guide To Starting a Business in Kansas" has also been released by the division. The guide lists employment, tax, financial and other information necessary for persons interested in starting a new business in Kansas.

A copy of each of these publications may be obtained from the Research and Publications Division of KDED, 503 Kansas Ave., 6th Floor, Topeka, KS 66603, 913-296-3487.



### Downtown Development Group Organized

An interest group of downtown improvement officials, representing both the public and private sectors, met in Topeka in mid-September to formally organize the Kansas Downtown Development Association (KDDA), the first organization of its type in the state.

The meeting was a culmination of several months work by Ernest A. Owens, Jr., executive vice president, Greater Downtown Wichita, Inc., Wichita, and officials of the Kansas Department of Economic Development under the direction of Dennis McKee, director of planning and community development for KDED.

The primary purpose of the organization will be to further and assist the development and redevelopment of downtown and urban business and residential areas throughout the State of Kansas.

Officers elected to the new association are Ernest A. Owens, Jr., executive vice president, Greater Downtown Wichita, Inc., president; Dennis McKee, director of planning and community development, KDED, vice president; Dean Katterndahl, director, Kansas City Department of Economic Development, secretary, and Lynda Tousley, downtown coordinator, Department of Economic Development, City of Wichita, treasurer. Mike Hauck, KDED, and Gary Stih, chief planner, City of Manhattan, were elected as directors.



### SBA Offers Toll-Free Advice Number

Small business persons in Missouri and Kansas can receive free advice on an array of 20 different business subjects by dialing a toll-free number, 1-800-227-2550. This service, which is available Monday through Friday, 10 a.m. to 7 p.m. until December 15, 1982, is a pilot cooperative effort entitled "Care Ring."

SBA is working cooperatively with Continental Association of Resolute Employees (CARE) which is a national small business organization serving more than 20,000 small companies. CARE is donating the telephone service to help small business.

Persons may obtain a complete listing of the tapes by contacting U.S. Small Business Administration's Regional Office, 911 Walnut Street, Kansas City, Missouri 64106, 816-374-5868.





## “Kansas in Color” Book Presented to Governor—

On hand to present “Kansas in Color,” Kansas’ first color photograph book, to Governor John Carlin, center, were from left to right, Fred Woodward, director, University Press of Kansas; Zula Bennington Greene, author of the book’s introduction; Andrea Glenn, editor of the book, and Charles J. “Jamie” Schwartz, secretary of the Kansas Department of Economic Development. The book, a joint project of the KDED and the University Press, features photographs from past issues of KANSAS! magazine as well as photographs that have not been previously published. The book is available in bookstores across the state or may be ordered from the University Press. For further information, contact the University Press at 913-864-4154.



## Kansas’ Business Climate Ranked Sixth by Inc.

Inc. Magazine’s second annual “Report on the States,” which analyzes the overall climate for small business in each of the 50 states, placed Kansas sixth behind Texas, California, Colorado, Florida and New Hampshire. The 1982 ranking was considerably higher than Kansas’ ranking last year when the state carried a “B” grade rating that was equivalent to being somewhere between 11th and 28th.

Kansas received high ratings in three of five categories used to determine whether a state has a healthy climate in which small business can operate and prosper. The magazine defines small business as companies which employ less than 250 persons or are under \$50 million in annual sales. The state’s highest ranking—fourth—was in the labor category. Factors in this category included manufacturing wages, amount of unionization and levels of productivity and education of workers. Kansas came in tenth in the categories of state support to small business and overall level of state and local taxes as related to each \$1000 of personal income.

The state was considered to have a “low level” of taxes—income and earnings—on personal income. The other two categories were capital resources available to small businesses from financial institutions and governmental units in the state and general business activity which included per capita number of business establishments, changes in population, employment and personal income.

The report was published in the October issue of *Inc.*



## KDED Releases Nine Month Statistics

Fifty-five new manufacturing firms with a total estimated payroll of \$13.1 million began production in Kansas from January through September, 1982, according to figures recently released by the Kansas Department of Economic Development’s Research and Publications Division.

The new companies spent \$29.0 million on new plants and equipment and will hire 1,089 employees, according to the *KDED Report*.

In the same announcement, KDED said that 19 firms reported expansions

during the same time period of 1982 with an anticipated total payroll of \$15.6 million and an increase of 1,299 jobs.

Seven firms announced plans for construction in the period from January through September but they are not yet in production, according to the report. When completed, the companies expect to employ 229 workers with an annual payroll of \$2.7 million.

Some of the larger firms which began production during the first three quarters of 1982 include Spears Manufacturing Company in Caney, TRW Motor Division in Manhattan and Curtis Homes, Inc., in Wichita.



## BMAC Predicts Stable Employment

In a mid-year employment forecast, the Boeing Military Airplane Company (BMAC) predicts that employment in Wichita will continue to remain relatively stable through the rest of the year.

Current employment at BMAC in Wichita is about 15,300. Stable employment depends on a number of factors including the impact of the economy on jetliner sales.

This year, 45 percent of BMAC’s business will be in the commercial sector producing jetliner assemblies for all of Boeing’s airplane models and 55 percent of the division’s business will be in military projects for the U.S. government.

The company also announced that it is expanding its activities with two new offices—one to open soon in Warner Robbins, Georgia, and the other in Colorado Springs, Colorado. Both offices will function under the field offices sections of BMAC’s advanced systems and customer support organization.



## Beech Aircraft Awarded \$14.8 Million Contract

Beech Aircraft Corporation, a subsidiary of Raytheon Company, has been awarded a \$14.8 million contract by Electromagnetic System Laboratories (ESL) to modify 13 Army utility transport aircraft for installation of electronic reconnaissance equipment by ESL.



## Kansas Firms Announce Personnel Appointments

**C. Hugh Nicks**, vice president, membership/finance for the Wichita Area Chamber of Commerce, was recently elected 1982-1983 president of the National Association of Membership Directors (NAMD), an organization of 450 individuals actively engaged in membership development for chambers of commerce or similar organizations.

Two promotions have been announced by United Beechcraft in Wichita. **Agness Smeltzer** has been named the new credit manager and will oversee payroll, data processing, collections and new credit accounts.

**Alan Steinke** has been transferred to Oklahoma City as a new member of the sales team.

**Edward G. Bruske** has been named to head the Kansas Association of Commerce and Industry (KACI) in Topeka. Bruske, who will be filling a position held by Carl C. Nordstrom before his retirement, comes to KACI from the Kansas City Corporation for Industrial Development where he has served as president since 1979.

The Fourth National Bank and Trust Company in Wichita has announced three new personnel appointments.

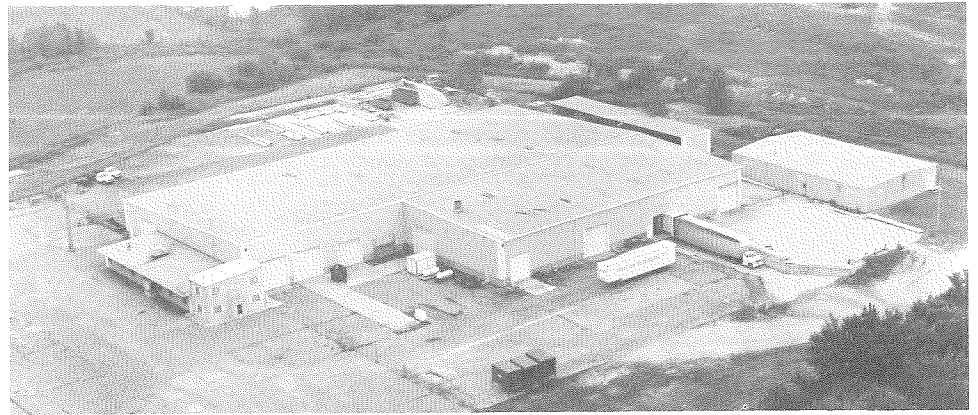
**John Dykes** has been named a correspondent banking officer with responsibility for service of banks in northern Kansas. **Thomas A. Page** is the new correspondent banking officer responsible for the maintenance of correspondent relationships with banks in the southwest quadrant of Kansas as well as banks in northwest Oklahoma.

**Richard J. McDonald** has been named associate counsel.

**Leroy E. Lyon** has been rehired as the economic development director for the Northwest Kansas Planning and Development Commission in Hill City. Lyon assumed his new duties in mid-October.

Cessna Aircraft Company recently announced the promotion of **Peter Redman** to president of its Cessna Finance Corporation (CFC) subsidiary. The company also named **John E. Moore** senior vice president of personnel and community relations in its corporate division. Cessna also announced a reorganization and consolidation of its aircraft sales, marketing and product support divisions in Wichita. Heading the aircraft marketing organization is **Brian E. Barents**. Reporting to Barents will be the general managers of the Citation Marketing Division, Propjet Marketing Division, Piston Aircraft Marketing Division and the International Marketing Division. Also reporting to Barents will be Vice President **Joseph J. Solomon**, who will be responsible for the customer service and product support activities for all Cessna aircraft.

## Kansas Has What You're Looking For!



LAWRENCE—60,236 sq. ft. building on 9.3 acres. Building features metal construction, 17' clear ceiling at the eave, dock high, drive-in doors, wet sprinkler system, insulated and all utilities. Building has detached rail siding served by Santa Fe. Building is located near Interstate 70. For further information, please contact KDED's Bill Thompson at (913) 296-3483.

**Mike Hauser** was named the executive vice president/director of economic development of the Manhattan Chamber of Commerce by the board of directors recently. The action makes Hauser the director of both the chamber and its economic development program.

The Arkansas City Development Council has appointed **Dana Longgrear** as its new industrial recruiter. Longgrear will operate out of the chamber office and will be responsible for organizing an ongoing industrial recruitment process for Arkansas City.

**Lester A. "Les" Jordan** has joined Beech Aircraft Corporation, a subsidiary of Raytheon Company, as director of communications planning in Wichita. Beech also announced that **Ernst F. "Ernie" Sturm** has joined the company as director of strategic planning.

Boulevard State Bank recently announced that **Denis H. Dieker** has rejoined the bank as vice president in charge of commercial loans. Boulevard State Bank is located in Wichita.

## KDED Report Changes Noted

The KDED Report is now being published on a bimonthly basis in November, January, March, May and July.

The publication responsibilities of the Report as well as the KANSAS! Magazine have been moved to KDED's Travel and Tourism Division. Andrea Glenn remains editor of both publications.

**KDED Report**

Kansas Department of Economic Development

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ADDRESS CORRECTION REQUESTED

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