

Approved February 13, 1990  
Date

MINUTES OF THE HOUSE COMMITTEE ON ECONOMIC DEVELOPMENT

The meeting was called to order by Elizabeth Baker at  
Chairperson

3:44 ~~xxx~~/p.m. on Monday, February 19, 1990 in room 423-S of the Capitol.

All members were present except: Representatives Barkis, Reinhardt, Goossen, Gregory, Aylward, Dean and Foster. Excused.

Committee staff present:  
Jim Wilson, Revisor  
Lynne Holt, Research  
Elaine Johnson, Secretary

Conferees appearing before the committee: None.

The meeting was called to order by Chairperson Baker at 3:44 p.m.

Representative Baker recognized Harland Priddle, Secretary of the Department of Commerce.

Secretary Priddle briefed the committee on the agency's activities during the past year. A copy of the Annual Report of the Department of Commerce is on file in the Legislative Research Department, Room 545-N. Secretary Priddle also provided the committee with additional materials. International Marketing Program, Attachment 1. Foreign Investment in Kansas, Attachment 2. Kansas Trade Show Assistance Program, Program Synopsis and Company Evaluations, Attachment 3 and Attachment 4 is the Kansas International Trade Resource Directory.

Secretary Priddle responded to questions from the committee.

Representative Baker called for discussion on bills that the committee might want to introduce. Discussion followed.

Representative Sader made a motion to introduce a bill which would authorize the creation of limited liability companies. Representative Weimer seconded. Motion carried.

The meeting adjourned at 4:34 p.m.

*Elizabeth Baker*

Unless specifically noted, the individual remarks recorded herein have not been transcribed verbatim. Individual remarks as reported herein have not been submitted to the individuals appearing before the committee for editing or corrections.

Date: 2/19/90

GUEST REGISTER

HOUSE

Committee on Economic Development

NAME	ORGANIZATION	ADDRESS
JACK MONTGOMERY	KDOC	TOPEKA
STEVE DAVIS	KDOC	TOPEKA
MARY LOU McPHAIL	KDOC	"
Art Brown	KS. Lumber Dealers	K.C. mo.
Rita J. Wolf	KDHR	Topeka
Karen Gueffow	KDHR	Topeka
Jim Van Slyke	KDOC	"
Randi Tweitarsas	KDOC	"
Lue Atherton	KDOC	Topeka
Norland Riddle	KDOC	Topeka
Grant MacKinnon	KDOC	Topeka
Bill Thompson	KDOC	Topeka
John Waters	KDOC	Topeka
D. WAYNE ZIMMERMAN	KDOC	TOPEKA
[Signature]	KDOC	Topeka

# INTERNATIONAL MARKETING PROGRAM

Industrial Development Division  
Kansas Department of Commerce

*House Eco. Devo. Committee  
Attachment 1 2/19/90*

# INTERNATIONAL MARKETING PROGRAM

## European Office

The Kansas European Office (KEO) is now fully staffed, with support for both trade promotion and investment recruitment activities. The office provides assistance to Kansas companies entering the European market, tracks trends and issues affecting Kansas' ability to attract international investment and conducts an aggressive program of marketing the state to firms which have the potential to make that investment. KEO staff has continued to maintain an active role in the Council of American States in Europe (CASE) and the American Chamber of Commerce in Germany.

### **1. Prospect Activity**

The KEO is currently working with 14 prospects and 9 suspects, which have indicated investment plans for the next two years. A total of 7,900 direct mail pieces were mailed out to targeted industries, resulting in numerous leads and inquiries with long-term potential. In addition, the KEO attended 11 "Invest in USA" seminars throughout Europe with more than 900 attendees. In October, KEO staff organized a seminar in Mannheim, West Germany, in cooperation with a major German bank, which earned good public coverage and excellent ratings.

In May of this year, a delegation of high level government officials and business executives from Baden-Wuerttemberg, West Germany, visited the state at the invitation of the Governor. In addition, representatives of four European companies visited 14 Kansas communities seeking site location information. One of these firms, an Italian aircraft manufacturer, announced in October a decision to locate its U.S. manufacturing facility in Wichita.

### **2. Marketing Programs**

For the second year in a row, the KDOC staff participated in the Hannover Industrial Fair, the world's largest trade fair, with more than 5,600 exhibitors and 500,000 visitors during the week. Prior to the visit, letters from the Governor were sent to key companies in West Germany inviting them to visit with Kansas representatives at the fair.

In support of a proposed plastics industry target effort, the Kansas European Director visited the state in November. His trip included visits to five Kansas communities and a total of 14 companies and two universities to discuss the resources available in the state to support the plastics industry.

### **3. Kansas Visits to Europe**

The delegation attending the Hannover Fair also met with economic development officials in Stuttgart and called on contacts in the banking industry. In addition, a visit to Champagne-Ardenne, France was included to continue the development of the state's economic cooperation relationship with this region. The visit included discussions with five local firms with interest in the U.S. market.

In addition, many executives from Kansas companies visited the KEO to discuss their international business plans and to get assistance in doing business with European companies.

#### **4. Public Relations**

The Kansas European Office is in regular contact with major European business newspapers and magazines and keeps them informed on economic issues in Kansas. The director of the KEO has frequently been invited for speaking engagements at business organizations and universities. Also, the KEO actively supports international activities like sister city relationships and student exchange programs between Kansas and Europe. Through active involvement in the American Chamber of Commerce, the KEO has established good relationships within the American business community in Europe, which also reflects the international commitment of the State of Kansas.

#### **5. Future Programs**

A new German language data book providing detailed information on the Kansas business climate and investment incentives will be available at the beginning of 1990. This publication will complement the existing German language material that is currently used in the KEO's direct mail program. Efforts will be concentrated on the plastics industry, with additional promotional materials to be developed in support of this target market plan. In addition, investment missions from Kansas are planned for the spring of 1990.

### **Japan Office**

Interest from Japan continued to grow this year, as the international division participated in a variety of programs and hosted numerous Japanese visitors to the state. In addition, two dedication ceremonies and one groundbreaking involved the participation of top-level executives from Japan.

The Kansas Japan Office (KJO) continues to represent the state's trade and investment interests in Japan, expanding the network of key business contacts. A November investment and trade mission to Asia involving Kansas political leadership and business executives capped the year's activities in this area.

#### **1. Prospect Activity**

At the close of the year, there were 3 prospects and 20 suspects from Japan. Significant additions to the suspect list resulted from the targeted promotion to the pharmaceutical sector in the second half of the calendar year. Direct mail was used to maintain contact with the suspect lists provided by Kansas' communities during the year. The Japan Pharmaceutical Manufacturers Association agreed to distribute information on Kansas to its eighty largest members. The Tokyo office also participated in three seminars/presentations during the year, providing the opportunity to make contact and distribute literature to key business executives and political leaders with business interests.

After extensive research on the area, Pack Corporation, a Japanese paper product manufacturer, announced a decision to locate its first U.S. manufacturing facility in Lenexa. Two other Japanese companies, Yuasa and Settsu, demonstrated their commitment to their Kansas locations with dedication ceremonies attended by key executives from the firms' headquarters in Japan. Certificates of appreciation were presented to all three of these firms by the Lt. Governor during the November mission to Asia.

Under JETRO sponsorship, a group of Japanese executives visited Kansas City for briefings on the area's investment potential. Lt. Governor Walker and Secretary Priddle gave the state's presentation and showed the Japanese-language Kansas investment video.

JETRO executives made several visits to the state to learn more about the state's efforts to market in Japan. The JETRO staff was also briefed on the biological/pharmaceutical research capabilities in the state and the plan to target this area specifically in Japan.

## **2. Marketing Programs**

The Tokyo Office, together with the KDOC, planned a targeted pharmaceutical effort in the first half of the calendar year, and initiated execution in the second half of the year. During August, Kansas Tokyo Director Bob Hitchner visited the state to examine the Kansas business and university resources to attract investment. A marketing plan was prepared and, in November, a mission to Japan was led by Lt. Governor Walker and Speaker of the Kansas House Jim Braden. This effort has shown tremendous success, resulting immediately in the identification and approach to a number of significant new suspects.

In February, KDOC staff and representatives from five Kansas communities attended the annual JETRO seminar/conference in Chicago to discuss U.S.-Japanese investment issues. Eleven Midwestern states and executives from Japanese corporations with ongoing operations met in Chicago to learn about the state's current business programs to attract international investors and to hear about the on-site experiences of newly established Japanese manufacturers. Kansas investment literature was distributed to attendees.

KDOC staff attended the annual conference of the Midwest U.S.-Japan Association in Indianapolis. Over 200 business executives from Japan were in attendance to discuss investment in the U.S. Kansas distributed Japanese-language materials to conference attendees and discussions on Kansas investment potential were held.

In a joint effort with the WI/SE group, KPL Gas Service, Southwestern Bell, and Kansas Gas and Electric, staff called on Japanese prospects in Southern California during October. A total of 20 companies were contacted on the mission.

## **3. Kansas Visits to Japan**

In conjunction with the marketing program targeting the pharmaceutical industry, a ten-day, ten-member mission led by Lt. Governor Walker implemented the formal marketing activity. Private presentations and courtesy visits were made to government and private organizations, influential academics, Japanese scientists who had studied at KU, and top executives at twelve pharmaceutical-related firms identified for their interest in overseas investment.

The mission also provided opportunities for state leadership to reiterate Kansas' commitment to current industry through visits to four recent Japanese investors. In addition, a special reception was hosted by Lt. Governor Walker to strengthen ties and communicate economic development objectives to a key group of alumni representing the Regents institutions around the state.

During the year, the Tokyo office also met with and provided special briefings to 19 leaders from Kansas government, business, and academia. This included seven faculty members of the KU Business School who visited Japan for three weeks under a special grant from the Fulbright Commission.

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#### 4. Public Relations

A number of interviews with the Japanpress were arranged by the Tokyo Office during the Asia mission. These consisted of a discussion with Lt. Governor Walker, Speaker Braden, and Secretary Priddle with the *Japan Economic Journal*, interviews with Dr. Michaelis and Dr. Brundage by the *Japan Industrial Journal* and the *Pharmaceutical Daily*, and plans for an article by Dr. Michaelis to appear in PharmTech. Other press during the year included an interview by the *Japan Industrial Journal* with Bob Hitchner and the publication of a speech by Secretary Priddle in the *LTCB Research Journal*.

Mr. Sato of the *Mainichi Shimbun Newspaper*, Tokyo, Japan, was escorted in Kansas to conduct interviews of Kansas government officials, business executives, and to view cultural attraction. A series of seven Kansas articles appeared in the Japanese press following the visit.

#### 5. Future Programs

A key priority for the Tokyo Office will be to build on the new pharmaceutical marketing program. Intensive business meetings are planned for 1990 in which presentations of specific proposals will be undertaken together with the executive scientific personnel from the Higuchi Biosciences Centers.

Currently KDOC and the Tokyo Office are in the process of selecting new target industries for calendar year 1990. Based on perceived interests of Japanese industry and strengths in the Kansas economy, candidate industries include veterinary medical products and food processing. In addition to these targeted marketing activities, the Tokyo Office maintains regular excellent relationships with key "contact multipliers" and influential friends of Kansas as a means of developing the state's economic interests in Japan.

#### Canada Program

Interest from Canada continues to grow, with the international staff now handling 8 suspects and 4 prospects, mostly concentrated in Ontario and British Columbia. In addition, approximately 80 Canadian firms are included in the ID division's target industry direct mail program.

# FOREIGN INVESTMENT IN KANSAS

Industrial Development Division  
Kansas Department of Commerce

*House Eco. Dev. Committee  
Attachment 2 2/19/90*



FOI IGN INVESTMENTS IN K. SAS

AUSTRALIA

**DUGAN TRUCK LINE**

10200 West K42 Hwy  
Wichita, KS  
(316) 522-3945  
Mark Dugan, President & CEO

Affiliate - TNT LIMITED

Employees - 240  
Operations - trucking operations

**ELDERS GRAIN**

Rural Route #2  
Atchison, KS 66002

Affiliate - ELDER IXL, LTD.

Employees - 100  
Operations - corn mill, rail car repair

**ELDERS GRAIN, INC.**

5000 College Boulevard, Suite 400  
Overland Park, KS 66211  
(913) 451-4400  
David Shishim, V.P. and Gen'l Mgr.

Affiliate - ELDER IXL, LTD.

Employees - 80  
Operations - corporate headquarters - grain buying

**ENERGY RESERVES GROUP, INC.**

Wichita, KS

Affiliate - BROKEN HILL PROPRIETARY  
COMPANY, LTD.

Operations - oil and gas exploration

**GNB, INC.**

1901 S. Fourth  
Leavenworth, KS 66048  
(913) 682-1551

Affiliate - PACIFIC DUNLOP

Employees - 42  
Operations - distribution of batteries

**GNB INDUSTRIAL BATTERY CO.**

3001 Fairfax Trafficway  
P.O. Box 15060  
Kansas City, KS 66115  
(913) 321-4600  
Clarence Rasdall, Operations Manager

Affiliate - PACIFIC DUNLOP LIMITED

Employees - 85  
Operations - manufacture industrial batteries

AUSTRIA

**ALLCO CHEMICAL CO.**

Hwy 69 Alt. South  
Columbus, KS 66762  
(316) 783-1321  
Greg Solomon, President

Affiliate - LENZING AG

Employees - 40  
Operations - manufacture specialty chemicals

**AMERICAN MAPLAN CORPORATION\***

823 Bypass  
McPherson, KS 67460  
(316) 241-6843  
Houst Eigruber, Operations Manager

Affiliate - MAPLAN GMBH

Employees - 100  
Operations - tooling for the plastic pipe industry

BELGIUM

**AMERICAN PETROFINA**

Mission, KS

Affiliate - PETROFINA SOCIETE ANONYME

Operations - fuel service stations

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CANADA

**ABITIBI-PRICE CORP. (FLAIR FOLD)**

Box 355  
Hiawatha, KS 66434  
(913) 742-7161  
Bernard Podell

Affiliate - ABITIBI-PRICE

Employees -400  
Operations - manufacture shutters and louver doors

**AMERICAN FRACMASTER, INC.**

Chanute, KS

Affiliate - FRACMASTER, INC.

Operations - oil well servicing

**ATCHISON DAILY GLOBE**

1015 Main Street  
Atchison, KS 66002  
(913) 367-0583  
Larry Sarvey, Publisher

Affiliate - THOMSON NEWSPAPERS, INC.

Employees - 35  
Operations - newspaper publishing

**DRAKE P3 INC.**

10709 Barkley  
Overland Park, KS  
(913) 642-8300  
Jerry Hill, Exec. Vice President

Affiliate - DRAKE INTERNATIONAL

Employees -7  
Operations - U.S. headquarters, software service

**ENGINEERED AIR**

100-A 4210 Shawnee Mission Parkway  
Mission, KS 66205  
(913) 677-1806  
John Kenney, Division Manager

Affiliate - ENGINEERED AIR

Employees - 1  
Operations - sales of heating & air conditioning  
equipment

**KMW, INC.\***

PO Box 327  
535 W. Garfield  
Sterling, KS 67579  
(316) 278-3641  
Mike Bender, General Manager

Affiliate - KMW PRODUCTS, LTD.

Employees - 37  
Operations - manufacture front-end loader for  
compact tractors and other accessories

**KUSTOM ELECTRONICS, INC.**

10975 Belmonte  
Overland Park, KS 66211  
(913) 339-6767  
Ralph Hixon, V.P. of Manufacturing

Affiliate - GLENAYRE ELECTRONICS, LTD.

Employees - 200  
Operations - traffic safety radar communications and  
voice/digital equipment

**PERKA BUILDINGS**

1205 E. 24-40 Highway  
Tonganoxie, KS 66086  
(913) 845-3771  
Sharon Yates, V.P. of Administration

Affiliate - PERMASPAN

Employees - 60  
Operations - manufacture pre-fab metal buildings

**VET LABS LIMITED, INC.**

12340 Santa Fe Drive  
Lenexa, KS 66215  
(913) 888-7500  
Natu Patel, President

Affiliate - POLYDEX PHARMACEUTICALS LTD.

Employees - 10-49  
Operations - veterinary pharmaceuticals

DENMARK

**GRINDSTED PRODUCTS, INC.**

201 Industrial Parkway  
Industrial Airport, KS 66031  
(913) 764-8100  
Jim Knearem, Vice President

Affiliate - GRINDSTED PRODUCTS A/S  
Employees - 95  
Operations - manufacture food additives

**J.H. SHEARS SONS, INC.**

Box 1605  
819 W. 1st  
Hutchinson, KS 67501  
(316) 662-3307  
C.L. Jarvis, President

Affiliate - SUPERFOS GROUP  
Employees - 400  
Operations - paving construction company

FRANCE

**ATI, INC.\***

9337 West 53rd Terrace  
Merriam, KS 66203  
(913) 384-5051  
Tony Bakker, General Manager

Affiliate - ATELIERS REBOULEAU (France)  
KARL BECKER GMBH (Germany)  
AMAZONE (Germany)

Employees - 5  
Operations - agricultural machinery

**CAP GEMINI AMERICA**

6900 College Boulevard  
Overland Park, KS 66211  
(913) 451-9600  
Ronald Fischer

Affiliate - CAP GEMINI SOGETI  
Employees - 10  
Operations - computer consulting

**CERTAIN-TEED CORPORATION**

103 Funston  
P.O. Box 15080  
Kansas City, KS 66115  
(913) 342-6624  
Lou Dore, Works Manager

Affiliate - COMPAGNIE DE SAINT-GOBAIN  
Employees - 500  
Operations - manufacture insulating material

**CERTAIN-TEED CORPORATION**

500 West First  
McPherson, KS 67460  
(316) 241-5511  
Marcel Tajchman, Plant Manager

Affiliate - COMPAGNIE DE SAINT-GOBAIN  
Employees - 80  
Operations - manufacture plastic extrusions and  
extrusion machinery

**E.I. DUPONT KANSAS CITY FASCIA**

900 S. 68th Street  
Kansas City, KS 66111  
(913) 299-0180  
John Tripoli, Plant Manager

Affiliate - E. I. DUPONT DE NEMOURS  
Employees - 167  
Operations - manufacture fascia for automobiles

**ELF ASPHALT**

P.O. Box 1536  
Dodge City, KS 67801  
(316) 225-2264  
Stan Strecker

Affiliate - ELF AQUITAINE

Employees - 3  
Operations - manufacture emulsified asphalt

**HINCKLEY & SCHMITT**

2545 South Ferree  
Kansas City, KS 66103  
(913) 236-7900  
Dan Frantz, General Manager

Affiliate - ANJOU INTERNATIONAL  
Employees - 31  
Operations - manufacture distilled water

**LAFARGE CORPORATION**

P.O. Box 780690  
Wichita, KS 67278  
(316) 681-2885  
Jerry Kemp, General Manager

Affiliate - LAFARGE COPPEE  
Employees - 10  
Operations - manufacture Portland cement

**LAFARGE CORPORATION**

P.O. Box 479  
Fredonia, KS 66736  
(316) 378-4458  
Horace Compton, Plant Manager

Affiliate - LAFARGE COPPEE  
Employees - 120  
Operations - manufacture Portland cement

**RACON, INC.**

Box 198  
6040 S. Ridge Road  
Wichita, KS 67201  
(316) 524-3245  
Maurice J. Knopf

Affiliate - ATOCHEM S.A.  
Employees - 56  
Operations - manufacture refrigerants

**SANOFI ANIMAL HEALTH, INC.**

7101 College Blvd., Suite 610  
Overland Park, KS 66210  
(913) 451-3434  
Jim Smith, President

Affiliate - SANOFI S.A.  
Employees - 50  
Operations - manufacture vaccines

**TOTAL PETROLEUM, INC.**

Box 857  
Arkansas City, KS 67005  
(316) 442-5100  
J.M. Hazen, Refinery Manager

**TOTAL PETROLEUM, INC.**

8911 W. Maple, Suite 1  
Wichita, KS 67209  
(316) 721-1603  
M. Schmidt

Affiliate - COMPAGNIE FRANCAISE DES  
PETROLES

Employees - 250-499  
Operations - petroleum refinery

IRELAND

**JEFFERSON SMURFIT CORPORATION**

510 Division  
Kansas City, KS 66103  
(913) 236-8000  
Don Hughes, Plant Manager

Affiliate - JEFFERSON SMURFIT GROUP  
Employees - 35  
Operations - recycled paper and aluminum cans

ITALY

**CENTRAL SOYA FEED CO., INC.**

1000 North Washington  
Abilene, KS 67410  
(913) 263-2260  
Rick Gruber, Manager

Affiliate - FERRUZZI GROUP  
Employees - 27  
Operations - soybean processing, animal feed

**HAY & FORAGE INDUSTRIES**

420 West Lincoln  
Hesston, KS 67062  
(316) 327-4000  
Mario Chessa, President & CEO

Affiliate - FIAT TRATTORI SPA  
Employees - 1200  
Operations - manufacture farm equipment

**PIAGGIO AVIATION, INC.**  
1802 West 2nd Street  
Wichita, KS 67203  
(316) 262-3636  
Duane Fout

Affiliate - RINALDO PIAGGIO S.P.A.  
Employees - 5  
Operations - aircraft development

JAPAN

**ACME PRINTING INK CO.**  
2909 Chrysler Road  
Kansas City, KS 66115  
(913) 371-7117  
A.G. Frank, V.P. & General Manager

Affiliate - SAKATA SHOKAI  
Employees - 80  
Operations - manufacture printing inks and  
varnishes

**AGREX, INC.**  
7007 College Boulevard, Suite 500  
Overland Park, KS 66211  
(913) 345-5400  
Hirosuke Watanabe, President

Affiliate - MITSUBISHI CORPORATION  
Employees - 20  
Operations - U.S. headquarters, grain merchandising

**DIGI POSTAL CORPORATION**  
P.O. Box 15239  
11135 West 79th Street  
Lenexa, KS 66215-5239  
(913) 492-3444  
Ray Alexander, Vice President

Affiliate - TERAOKA SEIKO COMPANY, LTD.  
Employees - 30  
Operations - wholesale and retail of postal scales

**GRAPHIC TECHNOLOGY, INC.**  
14824 W. 117th Street  
Olathe, KS 66062  
(913) 829-8000  
Terry Van Der Tuuk, President

Affiliate - NITTO DENKO  
Employees - 200  
Operations - manufacture computer forms, bar-coded  
labels and laser sheets

**INTELLECT SYSTEMS, INC.**  
405 South Holland Lane  
Wichita, KS 67209  
(316) 721-6600  
Gerald Jordan, President

Affiliate - SEIKO  
Employees - 20  
Operations - custom computer systems

**IPRX, INC.**  
P.O. Box 610  
Lawrence, KS 66044  
(913) 841-6619  
Dr. John Hefferren

Affiliate - TEIKOKU SEIYAKU (80%)  
Employees - 2  
Operations - research in dermal products for the  
pharmaceutical industry

**KDS AMERICA**  
10901 Granada Lane, Suite 201  
Overland Park, KS 66211  
(913) 491-6825  
Brad Slatten, V.P. Director

Affiliate - DAISHINKU  
Employees - 11  
Operations - U.S. sales headquarters for liquid  
crystals (resonators & oscillators)

**THE LIETZ COMPANY**  
9111 Barton  
Overland Park, KS 66214  
(913) 492-4900  
George Huber, President

Affiliate - SOKKISHA COMPANY, LTD.  
Employees - 75  
Operations - U.S. headquarters for sales & distribution of surveying instruments/equipment

**NATIONAL POWER DEVELOPMENT, INC.**  
7101 College Boulevard, Suite 1030  
Overland Park, KS 66210  
(913) 345-0705  
Haruhiko Saito, President  
Affiliate - MARUBENI/TOSHIBA  
Employees - 10  
Operations - coordinate construction and financing of power plants

**OLYMPUS CORPORATION**  
10551 Barkley  
Overland Park, KS  
(913) 648-8323  
Joseph Roccasalva, Area Manager

Affiliate - OLYMPUS OPTICAL COMPANY, LTD.  
Employees - 4  
Operations - regional sales office/microscope and precision instrument division

**OMRON ELECTRONICS**  
4220 Johnson Drive  
Shawnee Mission, KS 66205  
(913) 262-0562  
Gary Myers, Branch Manager

Affiliate - OMRON TATEISI ELECTRONICS  
Employees - 5  
Operations - regional sales office/electronic relays and switches

**OPTI-COPY, INC.**  
10930 Lackman Road  
Lenexa, KS 66219  
(913) 492-3322  
J.H. Wally III, President

Affiliate - DAI NIPPON INK CHEMICALS  
Employees - 60  
Operations - industrial cameras

**OREAD LABORATORIES**  
2065 Constant Avenue  
Lawrence, KS 66044  
(913) 749-0034  
William P. Duncan, Phd., President

Affiliate - FUJIREBIO, INC.  
TEIKOKU SEIYAKU  
Employees - 45  
Operations - marketing of analytical processes for the pharmaceutical industry

**THE PACK AMERICA CORPORATION**  
PO Box 14035  
9635 Widmer Road  
Lenexa, KS 66215  
(913) 599-7000  
John E. Harter, Vice President

Affiliate - THE PACK CORPORATION  
Employees - 6  
Operations - manufacture decorator shopping bags

**REICHHOLD CHEMICALS, INC.**  
3150 Fiberglass Road  
Kansas City, KS 66115  
(913) 321-1576

Affiliate - DAI NIPPON INK CHEMICALS  
Employees - 10-49  
Operations - manufacture polyvinyl acetate emulsions, solution and acrylic polymers

**TOYOTA MOTOR CREDIT CORPORATION**  
8101 College Blvd., Suite 230  
Overland Park, KS 66210  
(913) 661-6800  
Craig Brazeal, Branch Manager

Affiliate - TOYOTA MOTOR CO.  
Employees - 30  
Operations - accounting

**TRANS-PAC DRILLING, INC.**  
One Main Place, Suite 410  
Wichita, KS 67202  
(316) 265-3596  
Isao A. Sugiura, President

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Affiliate - TRANS PACIFIC OIL CORPORATION  
Employees - 15  
Operations - oil and gas exploration, contract drilling

**UARCO, INC.**

Cardinal Drive  
Eudora, KS 66025  
(913) 543-2000  
Jeff Morgan, Plant Manager  
Affiliate - SETTSU CORPORATION  
Employees - 110  
Operations - printing and direct mail

**UNITED INSTRUMENTS, INC.**

3625 Comotara Avenue  
Wichita, KS 67226  
(316) 636-9203  
Lawrence R. Martin, V.P. of Marketing & Sales

Affiliate - TOKYO AIRCRAFT INSTRUMENT  
COMPANY, LTD.

Employees - 21  
Operations - manufacture aircraft instruments

**YUASA-EXIDE BATTERY CORPORATION**

One Exide Road  
Hays, KS 67601  
(913) 625-6615  
Don Stanley, Plant Manager

Affiliate - YUASA BATTERY CO., LTD.  
Employees - 80  
Operations - manufacture sealed lead acid batteries

NETHERLANDS

**BREDDO FOOD PRODUCTS CORPORATION**

550 South 18th Street  
Kansas City, KS 66105  
(913) 321-5300  
J.L. Cosner, President

Affiliate - N.V. CENTRALE SUIKER  
MAATSCHAPPIJ

Employees - 135  
Operations - food products, emulsifiers, flavors, and  
dough conditioners

**NORTH AMERICAN PHILIPS LIGHTING  
CORPORATION**

Route #4  
Salina, KS 67401  
(913) 825-0591  
Gerry Greaney, Plant Manager

Affiliate - N. V. PHILIPS  
Employees - 500  
Operations - manufacture fluorescent lamps

NEW ZEALAND

**GLIDEPATH U.S.A., INC.**

429 N. St. Francis  
Wichita, KS 67202  
(316) 265-6254  
Steve Dwellkotte

Affiliate - THOMPSON ENGINEERING, LTD.  
Employees - 5  
Operations - baggage handling and conveying  
equipment

SWEDEN

**FERMENTA ANIMAL HEALTH COMPANY**

15th & Oak Streets  
Elwood, KS 66024  
(913) 365-9070  
Henry Bohe, President

Affiliate - FERMENTA AB  
Employees - 160  
Operations - veterinary drugs and products

**KMW, INC.\***

535 West Garfield  
Sterling, KS 67579  
(316) 278-3461  
Mike Bender, General Manager

Affiliate - A. B. MEDITRON  
Employees - 37

Operations - manufacture front-end loader for  
compact tractors and other accessories

**INTERNATIONALLY PITTSBURG INC.**

UNITED KINGDOM

Drawer D

Pittsburg, KS 66762

(316) 231-3000

Lyle Laughlin, V.P. & General Manager

Affiliate - TRELLEBORG SWEDEN

Employees - 225

Operations - manufacture machinery, pumps, gears &  
coal preparation equipment

SWITZERLAND

**HALL-KIMBRELL ENVIRONMENTAL SVCS.**

4840 West 15th Street

PO Box 307

Lawrence, KS 66049

(913) 749-2381

David Kimbrell, President

Affiliate - INSPECTORATE/ADIA

Employees - 400

Operations - Environmental Services

**RINGIER AMERICA**

PO Box 40

2115 E. Kansas City Road

Olathe, KS 66061

(913) 764-5600

Larry Wilson, Vice President

Affiliate - RINGIER AG

Employees - 325

Operations - high quality offset printing

**UNIVERSAL UNDERWRITERS GROUP**

6363 College Blvd.

Overland Park, KS 66210

(913) 339-1000

Affiliate - ZURICH INTERNATIONAL

Employees -

Operations - life insurance

**AIRCO INDUSTRIAL GASES**

Box 501

Lawrence, KS 66044

(913) 843-1404

Pat Clarkson, Plant Superintendent

Affiliate - BOC GROUP

Employees - 16

Operations - manufacture industrial gases

**AIRCO WELDING PRODUCTS**

1100 South Packard

Kansas City, KS 66105

(913) 371-4493

Kenneth Smith, Plant Supervisor

Affiliate - BOC GROUP

Employees - 5

Operations - manufacture acetylene gas

**ALAN-HANSBURY DIVISION**

**GLAXO PHARMACEUTICAL**

7300 College Boulevard

Overland Park, KS 66210

(913) 661-0239

Harry Bradford, Regional Director

Affiliate - Glaxo Holdings P.I.C.

Employees -

Operations - pharmaceutical sales

**ASTON ELECTRONICS, INC.**

346 North Lindenwood Drive

Olathe, KS 66062

(913) 782-4007

J.M. Stephens, Vice President

Affiliate - ASTON ELECTRONIC DESIGNS, LTD.

Employees - 4

Operations - sales and service of character generators

**BECKER CORPORATION**

131 North Haverhill Road

El Dorado, KS 67042

(316) 321-0500

Mike Morgan, V.P. of Administration

a-2-9  
2/19/90



Affiliate - BET PUBLIC, LTD.  
Employees - 95  
Operations - trucking/tank hauling

**CABLE & WIRELESS COMMUNICATIONS**

10000 College, Suite 240  
Overland Park, KS 66210  
(913) 339-9669

Kim Roberts, Marketing Representative  
Affiliate - CABLE & WIRELESS COMM., INC.  
Operations - sales of long distance telephone  
communications services

**CENTURY LUBRICATING OILS, INC.**

2140 South 88th  
Kansas City, KS 66111  
(913) 422-4022  
H.A. Mayor III, President

Affiliate - CENTURY OILS GROUP  
Employees - 100-249  
Operations - manufacture lubricating oils and greases

**FARMERS INSURANCE GROUP**

10850 Lowell (& 10995 Quivira)  
Overland Park, KS 66210  
(913) 661-6300  
Donald Borge, President

Affiliate - BAT Industries, PLC  
Employees - 920  
Operations - insurance services

**GLASROCK HOME HEALTH CARE**

1140 Booth  
Kansas City, KS 66103  
(913) 371-1400  
Harley Metcalfe, General Manager

Affiliate - BRITISH OXYGEN CORPORATION  
Operations - durable medical equipment and oxygen

**GOLDEN PLAINS AGRICULTURAL  
TECHNOLOGY**

650 Pine  
Colby, KS 67701  
(913) 462-2556  
Lloyd Davis

Affiliate - TYZACK SONS & TURNER PLC  
Employees - 40  
Operations - production of ag-related equipment

**HARCROS CHEMICALS, INC.**

Box 2340  
727 E. Osie  
Wichita, KS 67201  
(316) 263-1244

**HARCROS CHEMICAL, INC.**

5200 Speaker Road  
P.O. Box 2383  
Kansas City, KS 66106  
(913) 321-3131  
Carl Segraves, V.P., Corporate Purchasing

Affiliate - HARRISONS & CROSFIELD  
Employees - 180  
Operations - distribution and manufacture of  
industrial chemicals

**HENRY-SIMON, INC.**

2955 Fairfax Road  
Kansas City, KS 66115  
(913) 621-6466  
David W. Langhorn, President

Affiliate - Henry-Simon, Ltd.  
Employees -  
Operations - U.S. headquarters, flour milling and  
equipment design, sales & fabrication

**J. W. ENTERPRISES, INC.**

555 North Woodlawn  
Wichita, KS 67208  
(316) 683-2693

Affiliate - JOHNSON GROUP CLEANERS  
Operations - dry cleaning, apparel rental

**KANSAS REFINED HELIUM COMPANY**

Box 312  
Otis, KS 67565  
(913) 387-2281  
John R. Stiff, Manager Helium Operations

Affiliate - BOC GROUP  
Employees - 10-49  
Operations - helium refining

**LAWRENCE PHOTO-GRAPHIC**  
1211 Cambridge Circle  
Kansas City, KS 66103  
(913) 621-1211

**LAWRENCE PHOTO-GRAPHIC**  
1111 E. First  
Wichita, KS  
(316) 262-4251  
Bob Gorley, President & CEO

Affiliate - DRG PLC  
Employees - 30  
Operations - sales of professional photography &  
graphic arts equipment

**LAWRENCE TECHNOLOGY**  
Box 945  
Lawrence, KS 66044  
(913) 841-5610

Affiliate - PEARSON PLC  
Employees - 86  
Operations - petroleum pump cable

**LISTER PETTER, INC.**  
555 East 56 Highway  
Olathe, KS 66061  
(913) 764-3512  
Noel Ashworth, President

Affiliate - HAWKER SIDDELEY GROUP  
Employees - 50  
Operations - manufacture and sell diesel engines

**LIVINGSTON'S FORMAL FASHIONS**  
1426 Kansas Avenue  
Topeka, KS 66612  
(913) 234-2622

Affiliate - JOHNSON GROUP CLEANERS  
Operations - dry cleaning, apparel rental

**THE MCCALL PATTERN CO.**  
615 McCall Road  
Manhattan, KS 66502  
(913) 776-4041  
Richard Stultz, Plant Manager

Affiliate - JOHN CROWTHERS GROUP  
Employees - 400  
Operations - manufacture sewing patterns

**PARMELEE INDUSTRIES, INC.**  
635 King  
Ottawa, KS 66067  
(913) 242-5664  
Ken Willard, Manager

Affiliate - PARMELEE, LTD.  
Employees - 50-99  
Operations - manufacture frames and ophthalmic  
goods

**PENNINE RESOURCES, INC.**  
626 South Katy Avenue  
Chanute, KS 66720  
(316) 431-6228

Affiliate - PENNINE RESOURCES PLC  
Operations - oil and gas exploration, real estate

**PLESSEY AERO PRECISION CORPORATION**  
1515 Highway 81 North  
Wellington, KS 67152  
(316) 326-5921  
John T. Stewart III, President

Affiliate - PLESSEY COMPANY PLC  
Employees - 250-499  
Operations - manufacture structural aircraft parts

**RENT-A-CENTER, INC.**  
800 E. Rent-A-Center  
Wichita, KS 67226  
(316) 636-7368  
Walter Gates, Chief Executive Officer

Affiliate - THORN EMI PLC  
Employees - 320  
Operations - appliance and furniture rental

**R O CORPORATION**

Box 2110  
550 East Highway 56  
Olathe, KS 66061  
(913) 782-1200  
R.F. Pitman Jr.

Affiliate - SIMON U.S. HOLDING  
Employees - 250-499  
Operations - manufacture construction equipment

**SIMON JOHNSON, INC.**

2955 Fairfax Trafficway  
Kansas City, KS 66115  
(913) 621-3366  
Bob Johnston, President

Affiliate - SIMON FOOD ENGINEERS, LTD.  
Operations - manufacture food processing machinery

**TENNANT & SONS, INC.**

1051 Blake Street  
Edwardsville, KS 66113  
(913) 441-1801  
Larry W. Forbach

Affiliate - LEX SERVICE PLC  
Employees - 170  
Operations - manufacture electronic connectors

**TYZACK CORPORATION**

3601 SW 29th  
Topeka, KS 66614  
(913) 273-6775

Affiliate - TYZACK SONS & TURNER PLC  
Operations - wholesale steel products

**UTLAS INTERNATIONAL, INC.**

8300 College Blvd.  
Overland Park, KS  
(913) 451-3111  
Carol Davis, Office Manager

Affiliate - INTERNATIONAL THOMSON  
Employees - 60  
Operations - library automation systems

**VETERINARY MEDICINE PUBLISHING COMPANY, INC.**

9073 Lenexa Drive  
Lenexa, KS 66215  
(913) 492-4300  
Andy Weber, President

**VETERINARY MEDICINE PUBLISHING COMPANY, INC.**

690 South Fourth Street  
Edwardsville, KS 66111  
(913) 492-4300  
Affiliate - THOMSON INTERNATIONAL, LTD.  
Operations - publishing of periodicals and books

**VITALOGRAPH MEDICAL INSTRUMENTATION, LTD.**

8347 Quivira Road  
Lenexa, KS 66215  
(913) 888-4221  
Lovina Freeman, Branch Manager  
Affiliate - VITALOGRAPH, LTD.  
Operations - sales and distribution of medical equipment

WEST GERMANY

**ALDI FOODS, INC.**

1000 West 151st  
Olathe, KS 66061  
(913) 764-8822  
Mike Curry, General Manager

Affiliate - NOLTE GMBH  
Employees - 100  
Operations - midwest regional grocery distribution center

**ATI, INC.\***

9337 West 53rd Terrace  
Merriam, KS 66203  
(913) 384-5051  
Tony Bakker, General Manager

Affiliate - KARL BECKER GMBH (Germany)  
ATELIERS REBOULEAU (France)  
AMAZONE (Germany)

Employees - 5  
Operations - agricultural machinery

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2/19/90

**AMERICAN MAPLAN CORPORATION\***

823 Bypass  
McPherson, KS 67460  
(316) 241-6843  
Houst Eigruber, Operations Manager

Affiliate - private Austrian and German investors  
Employees - 80  
Operations - manufacture plastics working machinery

**BOOGAART SUPPLY, INC.**

124 East 5th  
Concordia, KS 66901  
(913) 243-1656

Affiliate - FRANZ HANIEL & CIE. GMBH  
Employees - 125  
Operations - grocery warehouse and distribution center

**THE CLOROX COMPANY**

914 Division Street  
Kansas City, KS 66103  
(913) 362-0767  
H.D. Cooper, Plant Manager

Affiliate - HENKEL KGAA  
Employees - 6  
Operations - manufacture pet care products

**MIDWEST WERNER & PFLEIDERER INC.**

Box 8250  
1701 N. Topeka Blvd.  
Topeka, KS  
(913) 234-2336  
Leonard R. Smith, President

Affiliate - WERNER & PLEIDERER  
Employees - 50  
Operations - manufacture industrial machinery for rubber & plastics industries

**MOBAY CORPORATION**

Animal Health Division  
12707 West 63rd  
Shawnee Mission, KS 66201  
(913) 631-4800  
Felix Halter, V.P. & General Manager

Affiliate - BAYER AG  
Employees - 500  
Operations - U.S. headquarters, manufacture animal health products

**MOBAY CORPORATION**

Biochemistry Research Facility  
17745 South Metcalf  
Stillwell, KS 66085-9104  
(913) 897-9100  
Jim Terrill, General Manager

Affiliate - BAYER AG  
Employees - 65  
Operations - biochemistry research on agricultural chemicals

**SIEMENS MEDICAL SYSTEMS, INC.**

14848 West 107th  
Lenexa, KS 66215  
(913) 888-8119  
Ray Thuilliez, Branch Manager

Affiliate - SIEMENS AG  
Employees - 25  
Operations - wholesale medical equipment

**W & D MACHINERY COMPANY, INC.**

9101 Quivira Road  
Overland Park, KS 66215  
(913) 492-9880  
Robert Collins, President

Affiliate - WINKLER & DUENNEBIER  
Employees - 80  
Operations - manufacture envelope machinery

\* Company is listed more than once due to ownership involving several countries

Current: January 25, 1990

NOTICE:

This list was prepared from information made available to the Kansas Department of Commerce. There is no official reporting requirement for this type of information. Neither the State of Kansas nor the Kansas Department of Commerce makes any warranty or assumes any legal liability or responsibility for the accuracy or completeness of the information contained herein.

A-2-14  
2/19/90

**Kansas Trade Show Assistance Program**  
**Program Synopsis**  
**and**  
**Company Evaluations**

*House Eco. Dev. Committee*  
*Attachment 3 2/19/90*

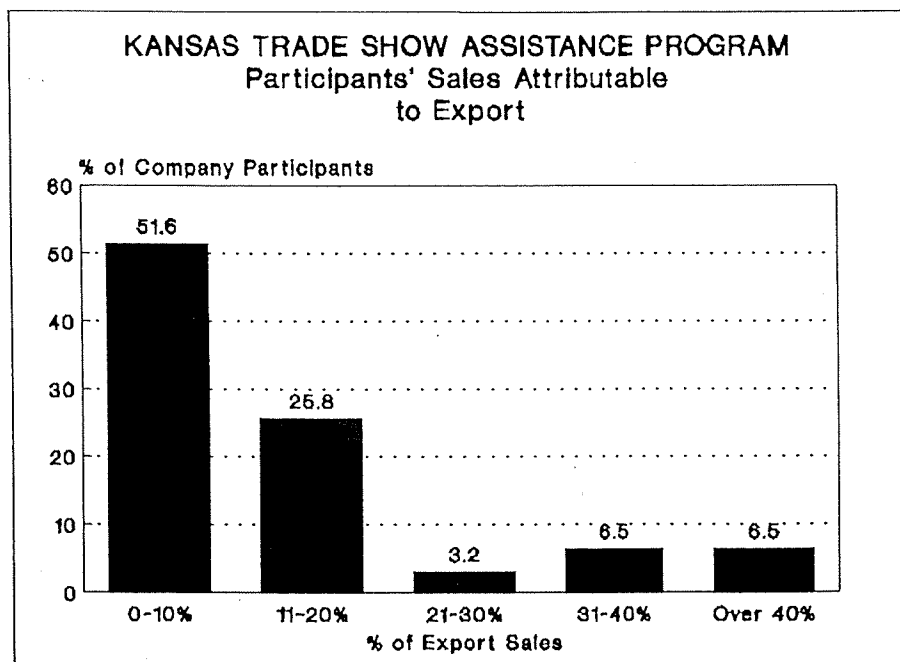
## Kansas Trade Fair Assistance Program (KTSAP)

Foreign trade shows are a proven way for Kansas companies to develop international trade opportunities, promote products and services, and have face-to-face contact with foreign buyers. In recognition of the importance of trade shows, the 1989 Kansas Legislature appropriated \$100,000 for the Kansas Trade Show Assistance Program. Under this program, the Trade Development Division will reimburse up to one-half of a company's approved expenditures not to exceed \$3,500 per trade show or \$7,000 per fiscal year.

In the first half of FY 90, the program has been very well received. The Division committed ninety-four percent of the allocated funds the first five months of the program alone. The Trade Fair Assistance Program is presently assisting 31 companies in 18 different counties. Seventy percent of the approved firms have less than 100 employees, and almost 80 percent of these companies currently attribute less than 20 percent of their sales to export. According to the participating companies, the shows will have produced \$78 in sales for every Trade Show Assistance Program dollar they received. This program has expanded the division's ability to reach a greater number of Kansas companies. The program has been so successful that the appropriated funding lasted only six months.

As a result of the Kansas Trade Show Assistance Program, new firms are exporting, and interest remains high with over 100 firms in 34 different counties asking about the program.

The Governor has recommended an increase from \$100,000 to \$150,000 for the Kansas Trade Show Assistance Program for FY 91. Total program cost would be \$150,000.



## Location and Size of Firms Participating in KTSAP

<u>County</u>	<u>City</u>	<u>Company</u>
Barton	Great Bend	Fuller Industries
Clay	Clay Center	GT, Inc.
	Clay Center	Land of Ahs Products, Inc.
Cloud	Concordia	Big Shot Manufacturing, Inc.
Cowley	Winfield	Gott Corporation
Douglas	Lawrence	Interactive Concepts, Inc.
	Lawrence	The Reuter Organ Company
Ellsworth	Lorraine	Moly Manufacturing, Inc.
Johnson	Overland Park	Aviation Systems, Inc.
	Gardner	Cramer Products, Inc.
	Shawnee	Express Scale Parts, Inc.
	Lenexa	The Lynn Peavey Company
	Lenexa	Network Interface Corporation
	Olathe	RUF Corporation
Overland Park	Overland Park	SitBack Technologies, Inc.
	Overland Park	SitBack Technologies, Inc.
Labette	Parsons	Peabody TecTank, Inc.
Lyon	Emporia	Didde Web Press
McPherson	Moundridge	The Bradbury Company
	Moundridge	Moridage Manufacturing, Inc.
Montgomery	Independence	ASIMA Corporation
Osborne	Osborne	Osborne Industries, Inc.
Rawlins	Atwood	Bell & Carlson, Inc.
Reno	Hutchinson	Mega Manufacturing, Inc.
Saline	Salina	Designs in Motion, Inc.
Sedgwick	Wichita	A.R.E. Industries, Inc.
	Wichita	Brite Voice Systems, Inc.
	Wichita	Mycro-Tek
	Wichita	SouthWind Software, Inc.



<u>County</u>	<u>City</u>	<u>Company</u>
Shawnee	Topeka	Brackett, Inc.
Wyandotte	Kansas City	Burke Mobility Products, Inc.
	Kansas City	Goldblatt Tool Company

Above listing represents: 31 companies from 18 different counties.

a-3-4  
2/19/90

Network Interface Corporation

Comments about the show or the Kansas Trade Show Assistance Program (highlights, areas of improvement, other):

The Kansas Trade Show Assistance Program is a program that Kansas can be proud of and one which we as a Kansas manufacturer are grateful. As you know it is very expensive for a small company trying to establish itself in the marketplace of Europe. We are lucky to have many good computer trade shows in Europe to provide the opportunity for us to exhibit our products. With the assistance of this program, we are able to subsidize a nice portion of show expenses. We often brag to others in our industry about this Kansas program and they are very impressed it is available. I have encouraged them (even one of our competitors from Texas) to check and see what is available in their state. We deal with a lot of people from California in the Silicon Valley and they are just amazed that "Kansas" would have such a program so we love to brag! In 1990 we hope to improve our presence in Europe and much effort will have to be put out on our part in doing research, etc..

We will be providing potential customer information to the KEO office (Please use attach additional pages if needed)

for their assistance.

Return completed evaluation form to:

Kansas Department of Commerce  
Trade Development Division  
400 SW 8th Street, Suite 500  
Topeka, KS 66603-3957

Tel: (913) 296-4027

Fax: (913) 296-5055

Note: I want to also put in a plug for Shaun and his staff in Germany. They have done an outstanding job in sending leads and offering their assistance in any way. We will try and do a better job this year following up on their preliminary work. We have hired a regional sales manager who is a native German and hope that she can be of some assistance in the European marketplace and give us some much needed assistance.

9-3-5  
2/19/90

Moly Manufacturin

Comments about the show or the Kansas Trade Show Assistance Program (highlights, areas of improvement, other):

During the Agribition Show, Mr. Mollhagen, President of Moly Mfg., spent approximately seven hours with an Agricultural Television Station Crew filming the TransCorral as it was demonstrated. The crew had planned to spend 2 to 3 hours filming the machine as it was demonstrated and then decided the product was exciting and shot film the following day, also. This exposure will be most beneficial!

Negotiations for a second Canadian show in Edmonton, Alberta are under way. The March Northlands Western Show will allow Mr. Mollhagen to work closely with our Canadian dealer.

Moly Mfg. has had contact with the City of Saskatoon Farm Park and Zoo regarding the use of a TransCorral with deer. Although a different direction than we intended, this could be an interesting prospect.

The Department of Commerce has been most helpful in preparing for the Agribition Show. Our thanks go especially to Randy Tosh and Kip Schwimmer.

(Please use attach additional pages if needed)

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Trade Development Division  
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Topeka, KS 66603-3957

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Fax: (913) 296-5055

Cramer Products

Comments about the show or the Kansas Trade Show Assistance Program (highlights, areas of improvement, other):

1989 I.S.P.O. WAS AN EXCELLENT  
SHOW FOR CRAMER PRODUCTS. OUR  
DISTRIBUTION WAREHOUSE CRAMER-EUROPE  
IN ORLEANS, FRANCE WILL REALIZE  
SALES FROM 60 NEW ACCOUNTS  
PLUS AT LEAST 1 NEW DISTRIBUTOR  
IN ITALY. THE KANSAS-TRADE SHOW  
ASSISTANCE PROGRAM MAKES THE  
COST OF DOING BUSINESS IN EUROPE  
JUST A LITTLE BIT EASIER. NICE TO  
KNOW KANSAS AGAIN ONE OF THE  
LEADERS IN HELPING OUT KANSAS  
SMALL BUSINESSES. PROVES AGAIN  
KANSAS IS THE PRIDE OF THE MID-  
WEST

(Please use attach additional pages if needed)

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Fax: (913) 296-5055

9-3-7  
2/19/96

ASIMA

Comments about the show or the Kansas Trade Show Assistance Program (highlights, areas of improvement, other):

The show was "AQUACULTURE EUROPE '89," which is a specialized Industry show, for one of the fastest growing industries worldwide. Only 3 U.S. firms were present at this show, and its attendance was outstanding, basically by fish and prawn producers of Southern Europe, Middle East and Northern Africa. The Kansas Trade Show Assistance program proves, once again, that our government's concerns and support for export, enables us to promote our very specialized products, services and technology to potential markets around the world. The resulting relatively reduced investment encourages Kansas companies to exhibit and promote their products and services outside the United States, which, no doubt, will increase our export sales and, consequently reduce our concerning trade deficit. We appreciate the opportunity to participate in your excellent program, and look forward to an even stronger working relation between our Kansas Government and Kansas Industries.

(Please use attach additional pages if needed)

Return completed evaluation form to:

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Trade Development Division  
400 SW 8th Street, Suite 500  
Topeka, KS 66603-3957

Tel: (913) 296-4027  
Fax: (913) 296-5055

a-3-8  
2/19/90

Brite Voice Systems

Comments about the show or the Kansas Trade Show Assistance Program (highlights, areas of improvement, other):

Show was very poor on organization & focus. Support from Ks. Econ. Dev. was good but could not make up for a poorly executed show by the promoter.

(Please use attach additional pages if needed)

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Kansas Department of Commerce  
Trade Development Division  
400 SW 8th Street, Suite 500  
Topeka, KS 66603-3957

Tel: (913) 296-4027  
Fax: (913) 296-5055

Brite Voice Systems

Comments about the show or the Kansas Trade Show Assistance Program (highlights, areas of improvement, other):

Show was well organized. Kallman & Assoc. handled the set up & it was excellent. Kansas European Ofc. was very helpful.

(Please use attach additional pages if needed)

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Trade Development Division  
400 SW 8th Street, Suite 500  
Topeka, KS 66603-3957

Tel: (913) 296-4027  
Fax: (913) 296-5055

Burke Mobility Products

Comments about the show or the Kansas Trade Show Assistance Program (highlights, areas of improvement, other):

This particular trade show is held twice a year and is the only proper venue for our mobility devices. The exhibitors stands were numbered at over 200 and attracted in excess of 10,000 visitors to the show. The visitors were health care dealers, therapists, institutional personnel, and disabled persons.

The show was a success for us in that the interest was great for our products and the potential distributor, who allowed us to display in his stand, did agree to enter into a distributor agreement with us and ordered a container of products totaling over \$60,000.

(Please use attach additional pages if needed)

Return completed evaluation form to:

Kansas Department of Commerce  
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400 SW 8th Street, Suite 500  
Topeka, KS 66603-3957

Tel: (913) 296-4027  
Fax: (913) 296-5055

a-3-17  
2/19/96



A.R.E. Industrie

Comments about the show or the Kansas Trade Show Assistance Program (highlights, areas of improvement, other):

The APRA Show in Toronto far exceeded our expectations. The market potential in Canada appears to be increasing due to the improved relations by the Department of Commerce. A.R.E. Ind. developed relationships with Canadian distributors that should have long lasting benefits over the next several years.

The participation of the Kansas Department of Commerce allowed A.R.E. Ind. to display featured equipment. This was a far superior marketing tool rather than the conventional literature normally promoted. The financial support given by the K.D.O.C. attributed greatly to the overall success of this show.

(Please use attach additional pages if needed)

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Trade Development Division  
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Topeka, KS 66603-3957

Tel: (913) 296-4027  
Fax: (913) 296-5055

ATTN: Kip Schwimmer

A-3-12  
2/19/90



Express Scale Parts

Comments about the show or the Kansas Trade Show Assistance Program (highlights, areas of improvement, other):

We had a good resale account who did 50,000 US\$ last year - He hopes to triple this amount in 1990.

Very good interest in our digital scales

I will send another report back in 6 months

(Please use attach additional pages if needed)

Return completed evaluation form to:

Kansas Department of Commerce  
Trade Development Division  
400 SW 8th Street, Suite 500  
Topeka, KS 66603-3957

Tel: (913) 296-4027  
Fax: (913) 296-5055

a-3-14  
2/19/90

Designs In Motion

Comments about the show or the Kansas Trade Show Assistance Program (highlights, areas of improvement, other):

The show had a good visitor turn out. Our product was well accepted. The fact that they are primarily French speaking presented some problems in communicating, but the translator helped. The distance to Quebec (freight) and the export duties make it difficult to be competitive (but not impossible). We are planning to have a dealer/service center in the northeast to market in that area.

(Please use attach additional pages if needed)

Return completed evaluation form to:

Kansas Department of Commerce  
Trade Development Division  
400 SW 8th Street, Suite 500  
Topeka, KS 66603-3957

Tel: (913) 296-4027  
Fax: (913) 296-5055

a-3-15  
2/19/90

Big Shot Manufacturing

Comments about the show or the Kansas Trade Show Assistance Program (highlights, areas of improvement, other):

- 1) Extremely good exposure though no immediate sales.
- 2) Should have made a videotape in French to run continuously explaining our product.
- 3) It was very beneficial to prospective dealers that we would travel to promote a product for them.
- 4) As our actual expenses did not equal our projections, we discovered it was very difficult to project expenses when you have never had this type of experience before. Some were higher than expected, some lower.
- 5) We greatly appreciate your program as without it we would not have been able to attend this show. Thank you for your assistance.

(Please use attach additional pages if needed)

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400 SW 8th Street, Suite 500  
Topeka, KS 66603-3957

Tel: (913) 296-4027  
Fax: (913) 296-5055

a-3-16  
2/19/90

Fuller Industries

Comments about the show or the Kansas Trade Show Assistance Program (highlights, areas of improvement, other):

At the Osaka show we had approximately 1400 people who inquired about our products. We learned very much about the Japan market and it's specific needs.

The Kansas Trade Show Assistance program really helps defray the enormous cost of participating in these foreign trade shows.

Thank You!

(Please use attach additional pages if needed)

Return completed evaluation form to:

Kansas Department of Commerce  
Trade Development Division  
400 SW 8th Street, Suite 500  
Topeka, KS 66603-3957

Tel: (913) 296-4027  
Fax: (913) 296-5055

9-3-17  
2/19/90

Gott Corporation

Comments about the show or the Kansas Trade Show Assistance Program (highlights, areas of improvement, other):

Spoga 1989 was an excellent show for Rubbermaid. All of our Domestic and International competitors were at this show. Our booth gave us an opportunity to make a positive statement about our company and our product.

The booth was constantly busy with many interested buyers and distributors.

The Kansas Trade Show Assistance Program enabled us to be a part of this show and contributed to our success by using our show budget.

(Please use attach additional pages if needed)

Return completed evaluation form to:

Kansas Department of Commerce  
Trade Development Division  
400 SW 8th Street, Suite 500  
Topeka, KS 66603-3957

Tel: (913) 296-4027  
Fax: (913) 296-5055

a-3-18  
2/19/90

Lynn Peavey Company

Comments about the show or the Kansas Trade Show Assistance Program (highlights, areas of improvement, other):

The IPEC show for us was a very worthwhile opportunity. For one, we were able to talk with actual users to get specific, quality market feedback for ascertaining the usefulness of our products. Secondly, we met potential distributors in England, Belgium, Spain and France.

These meetings were excellent opportunities to get to know the different personalities involved, and to better estimate who the better prospects were. Lastly, we were able to get an overall feel for the European and world wide market in terms of what the market needs and how the current promotion "status-quo" was. As a company, we feel very encouraged that we can apply our marketing and promotion expertise to these markets, and in time, control the distribution of related products to this market.

(Please use attach additional pages if needed)

Return completed evaluation form to:

Kansas Department of Commerce  
Trade Development Division  
400 SW 8th Street, Suite 500  
Topeka, KS 66603-3957

Tel: (913) 296-4027  
Fax: (913) 296-5055

a-3-19  
2/19/90



Osborne Industries

Comments about the show or the Kansas Trade Show Assistance Program (highlights, areas of improvement, other):

Attendance at the Mexican National Pork Congress permitted me to assist our new distributor, Corporacion Internacional Altona S.A. de C.V., and their sales personnel to learn our products and sales methods. I showed them how to assemble an effective trade show booth. I also served as a technical sales resource for questions from attendees concerning our equipment. The show was also an opportunity to meet many Mexican pork producers and others influential in the industry. My presence there was very important for building credibility. No other U.S. company was represented by U.S. personnel; however, England, Canada and Italy were represented. I also presented a technical paper before a conference session attended by an estimated 250 pork producers. The Mexican Pork Industry is ready for modernization and this show was a great introduction to it.

(Please use attach additional pages if needed)

Return completed evaluation form to:

Kansas Department of Commerce  
Trade Development Division  
400 SW 8th Street, Suite 500  
Topeka, KS 66603-3957

Tel: (913) 296-4027  
Fax: (913) 296-5055

a-3-20  
2/19/90

IFRA was a very worthwhile exhibition for us. While orders are rarely taken at an international show, I had a verbal order within five minutes of opening on the first day. We had "standing room only" in our booth and demonstrated non stop for our agents. We didn't actually sign any agreements, but there were four companies which through handshakes and "gentlemen's agreements" became new agents during this show. Our Scandinavian agents were the most active, there was tremendous interest from that part of the world.

Fuller Industries

Comments about the show or the Kansas Trade Show Assistance Program (highlights, areas of improvement, other):

At the Tokyo show we had approximately 2,000 people who inquired about our products. We learned very much about the Japan market and it's specific needs.

The Kansas Trade Show Assistance program really helps defray the enormous cost of participating in these foreign trade shows.

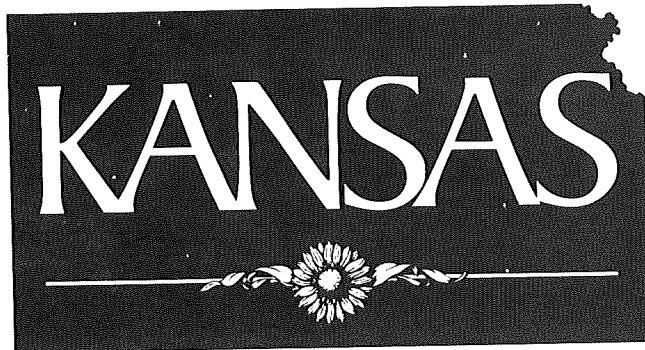
Thank You.

(Please use attach additional pages if needed)

Return completed evaluation form to:

Kansas Department of Commerce  
Trade Development Division  
400 SW 8th Street, Suite 500  
Topeka, KS 66603-3957

Tel: (913) 296-4027  
Fax: (913) 296-5055



**KANSAS INTERNATIONAL  
TRADE RESOURCE DIRECTORY**

compiled by:

**KANSAS DEPARTMENT OF COMMERCE  
TRADE DEVELOPMENT DIVISION**

400 SW 8th St., Suite 500  
Topeka, KS 66603  
(913) 296-4027  
Fax: 913 296-5055  
Telex: 4931494KS

*House Eco. Devo. Committee  
Attachment 4 2/19/90*



# KANSAS

DEPARTMENT OF COMMERCE  
Trade Development Division

Harry J. Salisbury  
Director

Harland E. Priddle  
Secretary

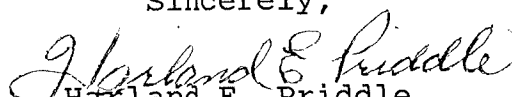
Dear Kansas Exporter:

The Trade Development Division is pleased to provide you with this second edition of the International Trade Resource Directory. As an exporter of Kansas products, we hope you will use this information to make each of your sales opportunities profitable.

Kansas is continuing to place a high priority on the marketing of our products internationally. The Trade Development Division is committed to providing the type of activities and services that will assist businesses, such as yours, with export development. This directory is one example of the type of service offered to Kansas companies.

Our mission is to continue to be responsive to the marketing needs of the Kansas businesses and industries we serve. Please let us know when we can be of assistance to you.

Sincerely,

  
Harland E. Priddle  
Secretary of Commerce

**Kansas Department of Commerce  
Trade Development Division  
400 SW 8th Street, Suite 500  
Topeka, Kansas 66603 U.S.A.  
(913) 296-4027  
TELEX: 4931494KS  
FAX: 913 296-5055**

**Mike Hayden,  
Governor**

**Harland Priddle,  
Secretary of Commerce**

Harry Salisbury, Director  
Brenda Cowdin, Secretary

**Trade, Marketing and Promotions**

Jim Kadel, Marketing Director  
Wesley Jaeger, International Trade Representative  
*Asia, S. Pacific, Mideast*

Gordon German, Marketing Director  
David Gainer, International Trade Representative  
*Europe, Latin America, USSR*

Randy Tosh, Marketing Director  
Kip Schwimmer, International Trade Representative  
*U.S.A., Canada*

**Trade Services**

Larry Childs, Director, Trade Services  
*Directories  
Telex/Fax Communications  
Data Base*

**Summer Intern**

Mark Devane  
*International Trade Resource Directory,  
Assistant Editor*

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# GOVERNMENT AGENCIES

## KANSAS DEPARTMENT OF COMMERCE

Harry Salisbury

Director

Trade Development Division

400 SW 8th Street, Suite 500

Topeka, Kansas 66603-3957

(913) 296-4027

Telex: 4931494KS

Fax: 913 296-5055

The Trade Development Division is responsible for providing assistance to Kansas companies wishing to begin or expand their efforts to export goods to foreign countries and to other states. The division works to increase the awareness of and to develop a demand for Kansas products in other markets through trade shows and trade missions, hosting foreign trade delegations and using their foreign representatives to assist companies in locating distributors for their products. The Division takes an active role in working with other organizations to plan, promote and participate in trade activities for the benefit of Kansas manufacturing companies. The division is composed of an experienced, international marketing staff with varied technical and linguistic abilities. The services provided by the Trade Development Division include:

- Assisting Kansas companies with international trade shows.
- Organize and lead overseas trade missions.
- Work with individual Kansas firms with their export development.
- Execute and promote the "Trade Show Assistance Program".
- Develop and promote industry specific trade directories.
- Maintain an up-to-date export library.
- Help Kansas companies find agents and distributors worldwide.
- Provide access to the U.S. Department of Commerce and the Mid-America World Trade Center data bases.
- Distribute trade leads to the appropriate Kansas firms.
- Participate in export seminars.
- Hosting of foreign trade delegations to Kansas.
- Send telex and fax communications for new-to-export Kansas companies.
- Offer advice on shipping, letter of credit, and other export documentation.
- Coordinate with the Kansas Board of Agriculture and other state and federal agencies in market promotions.
- Distribute Kansas manufacturers in export brochures to overseas buyers.
- Assist Kansas firms with their visiting foreign delegations.

The division manages Trade Service Contract Representatives to assist Kansas companies in the following countries and regions:

- Sydney, Australia
- Jakarta, Indonesia
- Seoul, Korea
- Bangkok, Thailand
- Taipei, Taiwan
- Winnipeg, Manitoba, Canada
- Stuttgart, West Germany (covers Europe)
- Asuncion, Paraguay
- Lima, Peru

The following directories are available from the Trade Development Division:

- Kansas Agribusiness Directory
- The Best of Kansas Arts and Crafts catalog
- Kansas International Trade Resource Directory
- Kansas Importers Directory
- Kansas Manufacturers in Export Directory
- Kansas/JETRO catalog of Kansas Firms

To be completed next:

- Kansas Aerospace Directory

The division is also investigating various export financing support programs.

**KANSAS DEPARTMENT OF COMMERCE  
INDUSTRIAL DEVELOPMENT DIVISION**

Lou Atherton, Director  
Kansas Department of Commerce  
Industrial Development Division  
400 West 8th Street, Suite 500  
Topeka, KS 66603  
(913) 296-3483  
Telex: 4931494KS  
Fax: 913 296-5055

The Industrial Development Division aggressively seeks to attract new business and industry to Kansas from the world business community. The division staff assists international investors by:

- Providing information on the Kansas business climate and investment incentives offered by the state of Kansas.
- Supplying profiles of communities and information regarding available sites and buildings.
- Assisting clients in the scheduling of in-state itineraries.
- Providing a single source for investment information on Kansas.

The Industrial Development Division maintains investment information offices in:

- Tokyo, Japan
- Stuttgart, West Germany

## KANSAS STATE BOARD OF AGRICULTURE

Eldon R. Fastrup  
Marketing Division  
109 SW 9th Street  
Topeka, KS 66612-1282  
(913) 296-3736  
Telex: 494 4584 BOA TPK  
Fax: 913 296-2247

The Marketing Division of the Kansas State Board of Agriculture was established by legislative action in 1947. The division's current primary responsibilities are to provide professional services and programs to develop and expand markets for agricultural commodities, livestock products, and processed foods. Program function centers provide targeted assistance in the areas of market research and analysis, domestic market development and promotion, and international market development for primary agricultural commodities, livestock products, and processed foods.

### International marketing services:

- Conduct country demand analysis to identify priority markets.
- Provide specific importer lists by product and by country.
- Provide product information and supplier lists to importers.
- Generate and distribute trade leads to in-state suppliers.
- Trade missions to target countries.
- Invite and develop itineraries for foreign buying teams to visit Kansas.
- Coordinate and assist Kansas firms to participate in international exhibitions.
- Provide technical information to exporters on shipping livestock health regulations, payment terms, and other export documentation requirements.
- Provide telex communication services to Kansas exporting interests.
- Maintain computer access to U.S. Department of Agriculture export data bases and foreign market analysis data.
- Provide access to U.S. Department of Agriculture, Foreign Agricultural Service programs and Agricultural Trade Offices in 14 foreign countries.
- Cooperate with U.S. Feed Grain Council, U.S. Meat Export Federation, and American Soybean Association foreign market development programs.
- Coordinate with the Kansas Department of Commerce and other state, regional, and federal agricultural marketing organizations.

**INTERNATIONAL TRADE INSTITUTE  
KANSAS STATE UNIVERSITY**

Dr. Ray Coleman, Professor and Director  
Catherine Murray, Assistant Director  
International Trade Institute  
1627 Anderson  
Manhattan, KS 66502  
(913) 532-6799  
Fax: 913 532-5599

The International Trade Institute (ITI) is committed to increasing trade opportunities for Kansas by providing strategic information for decision-makers and by sponsoring innovative and meaningful international trade programs. Adhering to the charge for a land grant university of teaching, research and extension, the ITI provides an integrated and systematic approach to bridging the gap between academia and business and to the development of projects relevant to current international problems and opportunities.

Teaching

- Promotes and facilitates international business curriculum development.
- Advises students interested in international careers.
- Sponsors student interdisciplinary Collegiate International Trade Association.
- Develops a variety of non-academic educational programs for international students and businessmen.
- Offers placement for international students in the Global Education Program.
- Assists students in the Mid-American Exchange Scholars Program.

Research

- Provides research on interdisciplinary relationships and strategies for international trade.
- Furnishes applied research for development of trade strategies for small and medium-sized firms.
- Offers database searches and other computerized research.
- Provides some proprietary research for individual firms on contract basis.

Service

- Maintains Dane G. Hansen International Trade Library available for use by executives, faculty and students.
- Sponsors development seminars.
- Sponsors Annual International Trade Conference.
- Publishes Export Mid-America annually for firms desiring advertising for overseas markets.
- Publishes the International Entrepreneur newsletter on a quarterly basis.
- Assists numerous visitors on educational and business missions to Kansas.
- Supplies trade leads and other trade assistance.

## KANSAS COMMODITY COMMISSIONS

Galen Swenson, Administrator  
109 SW 9th Street  
Topeka, KS 66612-1282  
(913) 296-3738  
Telex: 494 4584 BOA TPK  
Fax: 913 296-2247

- Conduct domestic and international research and development projects relative to feed grain and soybean supply and demand.
- Coordinate with USDA international cooperator programs in conducting animal agricultural development activities in 75 foreign countries.
- Assist foreign trade visitors with program needs including feed manufacturing, feed microscopy technology, animal nutrition, grain distribution, marketing and storage.
- Host foreign agricultural procurement missions to Kansas with specific interests in feed grains and soybeans.
- Cooperate with private grain trade in identifying potential buyers of such commodities.
- Distribute relevant trade team interests to respective private and public organizations.

## KANSAS WHEAT COMMISSION

Steven Graham, Administrator  
2630 Claflin Road  
Manhattan, KS 66502-2743  
(913) 539-0255  
Telex: 510 6000 752  
Fax: 913 776-0193

The Kansas Wheat Commission is funded and directed by the state's wheat producers to increase the marketing of wheat and wheat producers. Export services include:

- Leading international trade delegations to Kansas farms and wheat marketing, processing and research centers.
- Educate Kansas producers and the public about wheat exports.
- Cooperate with U.S. Wheat Associates and its 13 worldwide offices to provide information for importers.
- Educate state and national leaders about the effects their decisions have on wheat exports.
- Provide the public with data about wheat exports.

## SMALL BUSINESS ADMINISTRATION

Dwight Johnson  
Assistant District Director  
Small Business Administration  
Business Development  
1103 Grand Avenue, 5th Floor  
Kansas City, MO 64106  
(816) 374-6762  
Fax: 816 758-6759

### Management Assistance

An individual program of management assistance can be designed to meet the specific needs of the small business owner who is entering export markets for the first time, or has had previous experience in international trade and is considering expanding into additional markets.

SBA Programs include:

- One-on-one counseling by SCORE or ACE volunteers with international trade experience.
- Counseling through collegiate Small Business Institute or Small Business Development Center programs.
- Assistance from professional international trade management consulting firms.
- Referral to other public or private sector organizations offering more in-depth international trade programs and services.
- International trade and export marketing publications including "Export Marketing for Smaller Firms".
- Business management training.
- Export training programs cosponsored by SBA District Offices, US Dept. of Commerce and others interested in international trade.

### Financial Assistance

To be eligible for an SBA loan, the applicant must first attempt to secure private bank financing, invest a reasonable amount of his or her capital in the business, and demonstrate that the loan can be repaid from the future earnings of the business. For eligible borrowers, SBA will guarantee up to 90 percent of a private lending institution's loan.

Funds may be used to purchase equipment or materials necessary for the manufacture and sale of products overseas or for working capital. They may not be used to establish a joint venture abroad. SBA may also assist a commercial bank to provide a manufacturer with working capital required to perform an already-secured export sales contract(s).

The request for SBA to participate in the financing must come from the bank or lending institution. If the bank should turn the applicant down, the SBA may be approached for a direct loan. However, the amount of direct loan money available from SBA is limited.

## SMALL BUSINESS ADMINISTRATION

### WICHITA DISTRICT OFFICE

Eugene F. Keady  
District International Trade Officer  
Small Business Administration  
110 East Waterman  
Wichita, KS 67202  
(316) 269-6273  
Fax: 316 269-6499

### KANSAS CITY DISTRICT OFFICE

Linda Bailey  
District International Trade Officer  
Small Business Administration  
1103 Grand Avenue  
Kansas City, MO 64106  
(816) 374-6762  
Fax: 816 374-6759

#### Management Assistance

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Funds may be used to purchase equipment or materials necessary for the manufacture and sale of products or services overseas or for working capital.

## Special Export Loan Programs

### Export Revolving Line of Credit:

This revolving line of credit loan guarantee can be used to finance labor and materials needed for manufacturing or wholesaling for export or to penetrate or develop foreign markets. It cannot be used to pay debt or to acquire fixed assets.

### International Trade Loans:

Loan guarantees issued under this loan program can be used to acquire, renovate, or expand productive facilities or equipment that is to be involved in international trade. Eligible businesses are ones in a position to expand existing or develop new export markets or businesses that have been adversely affected by import competition.

## **SMALL BUSINESS ADMINISTRATION REGIONAL ADVOCATE**

Judy Krueger  
Regional Advocate  
911 Walnut, Suite 1300  
Kansas City, MO 64106  
(816) 426-2803  
Fax: 816 426-5559

The Regional Advocate can assist Kansas firms with problems they encounter dealing with Federal agency rules and regulations which are overly burdensome or which are barriers to their competitiveness. The Chief Counsel and Advocacy represents small business before Federal agencies and Congress. The Office of Advocacy also ensures the Federal agencies comply with the Regulatory Flexibility Act of 1987 which requires Federal agencies to weigh the impact of their regulations on small businesses and to reduce the regulatory burden whenever possible. The Chief Counsel is authorized to intervene in regulatory proceeding to ensure adherence to the principles of the Act. The Office of Advocacy also works with small business to identify emerging issues, and solutions to problems. Advocacy has participated in GATT discussions to examine the relationship to small business set asides, and has worked on procedures to protect data rights, patents, etc. in the international market. Regional Advocates are an extension of Washington's Office and provide a direct link to the small business community.

The Office of Advocacy also maintains The Small Business Answer Desk, a nationwide toll-free service to assist small businesses. The number is 1-800-368-5855.



**SMALL BUSINESS ADMINISTRATION  
INTERNATIONAL TRADE**

Ray Williams  
Small Business Administration  
International Trade Officer  
911 Walnut, Suite 1300  
Kansas City, MO 64106  
(816) 426-7762  
Fax: 816 426-5559

Because international trade is a national priority, SBA works to encourage those businesses with the capacity to seek foreign markets. SBA also helps businesses to assess their capabilities and to find the appropriate resources to assist them. The activities of the International Trade Officer (ITO) include marketing studies, counseling, and export financing. The ITO can provide trade leads and access to the Export Information System, a network providing initial screening of world markets to determine the export potential of products or services. In addition, the ITO can provide linkage to the Matchmaker Trade Missions cosponsored by the U.S. Department of Commerce, and to other international trade programs.

**DEPARTMENT OF THE TREASURY  
U.S. CUSTOMS SERVICE**

Ronald L. Dickenson  
Port Director  
2701 Rockcreek Pkwy. #202  
N. Kansas City, MO 64116  
(816) 471-8530  
Fax: 816 374-6441

United States Customs Service is a federal law enforcement agency that enforces the laws and regulations of some forty federal agencies.

Services provided to eastern Kansas and western Missouri importers include:

- Counseling for firms regarding all aspects of importing.
- Publishes "Importing into the United States" a standard primer for new-to-import firms.
- Provide seminar programs relating to imports.
- Maintains reference library.
- Issues legally binding classification rulings on certain types of merchandise.

## U.S. DEPARTMENT OF COMMERCE

John R. Kupfer  
U.S. & Foreign Commercial Service/ITA  
Kansas City District Office  
601 E. 12th Street, Room 635  
Kansas City, MO 64106  
(816) 374-3141  
Fax: 816 426-3140

George D. Lavid  
International Trade Specialist  
Wichita Branch Office  
River Park Place, Suite 580  
727 North Waco  
Wichita, KS 67203  
(316) 269-6160

### Services provided to Kansas exporters:

- Basic market research on a product and/or country basis.
- Identify best prospects for U.S. exports to a specific country.
- Trade opportunity leads are available through the Department of Commerce's electronic bulletin board and published daily in the Journal of Commerce.
- Assists in finding agents or distributors overseas.
- Provide basic market research on a product and/or country basis.
- Broad range of counseling on marketing, financing, shipping, and documentation requirements related to exports.
- Provide seminars and workshops on topics relating to exporting.
- Maintain an international reference library with a wealth of resources and information for the new-to-export firm.
- Publishes Commercial News USA to promote U.S. innovative and industry specific products for overseas distribution.
- Publishes A Basic Guide To Exporting which is an excellent resource for the new-to-export firm.
- World Traders Data Report - Credit and reputation reports on foreign firms.
- Promotes U.S. firms participation in overseas events: trade fairs, trade missions, matchmaker trade delegations, and catalog shows.
- Foreign Buyers Program - promotes important U.S. trade shows to foreign buyers to further export sales.
- Provide help to U.S. firms to resolve trade complaints.
- Foreign Traders Export Mailing List - The mailing lists are available for a specific country or worldwide and help identify overseas agents, distributors, importers, and manufacturers.

# KANSAS UNIVERSITIES

## EMPORIA STATE UNIVERSITY

Dr. Raffaele DeVito  
School of Business  
1200 Commercial  
Emporia, KS 66801  
(316) 343-5384  
Fax: 316 343-6299

- Organize International Trade Conferences.
- Work with individual firms with their export development.
- Provide access to information available through state and federal Department of Commerce.
- Provide language specialists to interpret documentation.

## FORT HAYS STATE UNIVERSITY

Jack McCullick  
Fort Hays State University  
Bureau of Business and Economic Research  
208 McCartney Hall, 600 Park Street  
Hays, KS 67601-4099  
(913) 628-5339  
Fax: 913 628-4046

- Business Forecasting
- Financial Analysis
- General management assistance.
- Economic analysis.
- Demographic analysis.
- Market research and analysis.

Dr. Lawrence V. Gould, Jr.  
Institute of Public Affairs  
Department of Political Science-Rarick Hall 315  
Hays, KS 67601  
(913) 628-4231  
Fax: 913 628-4046

- Negotiating international agreements of exchanges (technology, education and manpower).
- Designing and executing impact assessments of major new inputs in foreign country infrastructure.
- Training business and government officials on cultural sensitivities.
- Political risk assessment and management.
- Translation services (Spanish, French and German).
- Organize export information workshops.

# KANSAS STATE UNIVERSITY

Bill V. Able, Associate Director  
Kansas State University

## **International Meat and Livestock Program - Weber Hall**

Manhattan, KS 66506

(913) 532-6533/5654

Telex: 910-743-0101 IMLP KS

Fax: 913 532-7059

- Assist Kansas livestock producers in developing international livestock and livestock product trade.
- Assist producers with international financial transactions.
- Assist producers with international health regulations.
- Assist producers with international shipping arrangements.
- Work with Kansas Livestock Association in international livestock and livestock product trade.
- Work with State Board of Agriculture in trade development.
- Provide training programs for international livestock producers.

Kansas State University

### **Shellenberger Hall**

Manhattan, KS 66506

(913) 532-6161

Telex: 5106000752 KSU GRAINS

Fax: 913 532-7010

## Roe Borsdorf - **Food and Feed Grains Institute**

The Food and Feed Grains Institute is a Center of Excellence in the Agricultural Experiment Station at Kansas State University.

### Major Objectives Identified:

- Educate and train personnel for the grain and feed processing and marketing industries.
- Develop methods of milling and processing grains as food for humans and feeds for livestock.
- Study nutritional properties of grains and grain products for humans and livestock.
- Investigate new food and industrial uses of grains with particular emphasis on wheat and sorghum.
- Develop basis methods of evaluating quality in grains and grain products.

Charles W. Deyoe - **Grain Science and Industry**

Roger T. Johnson - **International Grains Program**

### International Grains Program performs the following:

- Throughout the world the International Grains Program is recognized as one of the top sources for these training and informational activities.
- Participants with training in the processing and handling of U.S. food and feed grain commodities and utilization of their end products.
- Provides information on the U.S. marketing system.
- Encourages the expansion of existing markets and the development of new markets for U.S. agricultural grain commodities.
- IGP programs are available for interested foreign and domestic grain buyers, processors, and government officials.

## UNIVERSITY OF KANSAS

George Woodyard  
Center for International Programs  
Lawrence, KS 66045  
(913) 864-4141  
Fax: 913 864-4555

Services and information provided by KU:

- Computerized faculty directory of over 600 individuals listing their countries, experience and research interest.
- Instruction in 26 foreign languages.
- Over 1700 foreign students on campus who can be used for assistance with particular problems in their home countries.
- Major areas of interest, with strong library and research topics are: African - African-American, East Asian, Latin American, Soviet and East European.
- Exchange agreements with over 50 universities around the world.
- Alumni association has listings of foreign KU graduates around the world capable of helping private sector transactions.

## PITTSBURG STATE UNIVERSITY

Dr. Donald Wilson, President  
E. W. Bill Hollenbeck, Assistant to the President  
1701 South Broadway  
Pittsburg, KS 66762  
(316) 231-2750  
Fax: 316 232-2430

- Programs involved with International relations include Business Administration, Foreign Languages, Education, Geography, History, Engineering Technology.
- Foreign languages taught include French, Spanish and German with summer trips to France and Mexico.
- Active alumni chapters in Taipei, Taiwan and Bangkok, Thailand.
- Have enrolled 405 international students from 36 countries.
- Have faculty personnel with a wide range of expertise in major regions around the world.
- The Institute for Economic Development provides assistance to small businesses who are dealing or are planning to deal in the international business arena.

## THE WICHITA STATE UNIVERSITY

Dr. Dharma deSilva  
Director of International Business  
W. Frank Barton School of Business  
Project Director USDE International Business Project  
Campus Box 88  
Wichita, KS 67208  
(316) 689-3176

The USDE International Business Project provides Kansas companies with:

- Graduates in Business Administration with International Business Majors.
- Via the AIESEC program, provides graduate interns from 64 foreign countries/companies to work with Kansas companies. These are short term assignments to help Kansas companies interested in exports.
- Ability to assist small and medium size companies/exporters to identify market opportunities in selected countries abroad by assigning students to work with these companies via "Country Environment & Marketing Opportunity Analysis" semester projects required in the International Marketing course.
- Translations and language assistance via faculty and students in Spanish, French, German, Russian and from January 1988 in Japanese and Chinese under the Department of Education, International Business Project. These languages are offered in the evenings for company executives for credit or audit.
- Japanese and Chinese Culture courses and East Asia study courses.
- Assist the World Trade Council of Wichita in co-sponsoring export education and training programs; and country/agency international related dinner meetings.

# PUBLIC/PRIVATE ORGANIZATIONS

## INTERNATIONAL TRADE CLUB OF GREATER KANSAS CITY, INC.

Marianne Auinbach, Executive Secretary  
International Trade Club of  
Greater Kansas City, Inc.  
920 Main, Suite 600  
Kansas City, MO 64105  
(816) 221-1462

The International Trade Club of Greater Kansas City, Inc. is a non-profit, educational, networking organization dedicated to the expansion of international trade. The Club has a year-round program including: eight, full or half day seminars, many co-sponsored with the U.S. Department of Commerce and the U.S. Small Business Administration and monthly meetings. The major event being World Trade Week, the fourth week in May, at which a U.S. trading partner is honored. Its 450 members are from many states and represent a full compliment of international trading firms and services to include: export and import companies, accounting, banking, customs, education, freight forwarding, government, insurance, legal, translation, ship, air and ground transportation companies.

## GREATER KANSAS CITY FOREIGN-TRADE ZONE, INC.

Robert Drost, President  
920 Main Street, Suite 230  
Kansas City, MO 64105  
(816) 421-7666  
Fax: 816 842-2865

The Greater Kansas City Foreign-Trade zone is a not-for-profit corporation with four large zone sites which are available to small manufacturers and companies that have the need to store goods. There are three sites in Kansas City area on the Kansas side. While in the zone site, the company may repack, assemble, manufacture or display goods prior to duty payment. Duty is paid on the product when removed from the zone for U.S. consumption. Product that is exported from the zone or destroyed in the zone is not subject to U.S. customs duty. The three zone sites include:

1. **Americold**- 6500 Inland Dr., Kansas City, KS, (913) 375-1000

This site has 400,00 square feet of zone-approved underground warehouse area complete with indoor rail siding and truck docks. Refrigerated and freezer space is also available.

2. **International Transit & Storage**- 1300 Quebec, Kansas City, KS, (913) 474-6377

This site has a 100,000 square foot warehouse available for immediate occupancy. ITS will build a new warehouse on the property to suit the tenant.

3. **Customized Transportation, Inc.**- 5203 Speaker Rd., Kansas City, KS, (913) 321-5701

This site has 220,155 square feet in a modern above ground warehouse.

## **SEDGWICK COUNTY FOREIGN-TRADE ZONE**

Louanna Honeycutt, Manager  
525 N. Main  
Wichita, KS 67203  
(316) 268-7575  
Fax: 316 268-7055

The Sedgwick County Foreign-Trade Zone is centrally located virtually in the geographic center of the continental United States. As a U.S. Customs port of entry, Wichita and Sedgwick County are served by a number of inbound carriers.

These carriers transport cargo directly from the port of unloading into Sedgwick County where they then clear Customs. In addition, air cargo can be shipped or received internationally directly from Wichita Mid-Continent Airport.

Located just five minutes south of Wichita's Mid-Continent Airport, the 280-acre foreign trade zone has 800,000 square feet of covered warehouse and assembly space, as well as building sites for new manufacturing facilities. The zone offers a U.S. Customs bonded warehouse and is served by the Missouri Pacific Railroad. It is conveniently located near the Interstate Highway System.

The Sedgwick County Foreign-Trade Zone has the flexibility to work with a firm to meet all of its site and facility requirements.



**THE CHAMBER OF COMMERCE OF  
GREATER KANSAS CITY**

Jack Runyan, Manager  
The Chamber of Commerce of  
Greater Kansas City  
International Department  
600 Boatmen's Center  
920 Main St.  
Kansas City, MO 64105  
(816) 221-2424  
Fax: 816 221-7440

The international department provides assistance, information and services to area international businesses in promoting and selling their products into the export market.

International services:

- International Business Directory
  - Legalization of documents
  - Export and import referrals
  - Trade lead dissemination
- 
- Provide staffing and services for ITEC (International Trade & Exhibition Center) for the development of the World Trade Center complex including the expansion of the Convention Center for the year round display of industrial and consumer products and services.
  - Provide contractual services to the International Trade Club of Greater Kansas City to provide area companies with information needed in international trade through seminars, conferences and roundtable sessions.
  - Assist in development of World Trade Week activities.
  - Sponsor foreign trade missions and continue to host buying missions from foreign countries.
  - Utilize the Sister City program as a business resource.
  - Continue the expansion of the International Visitors program through the U.S. State Department by increasing the education and training of programmers that plan meetings and interviews for high level foreign visitors.

**MID-AMERICA DISTRICT EXPORT COUNCIL**

Bill Laas, Chairman DEC  
Sunflower Manufacturing Co.  
P.O. Box 628  
Beloit, KS 67420  
(913) 738-2261  
Telex: 437040 BLOT  
Fax: 913 738-2406

- Work with individual Kansas firms with their export development.
- Help Kansas companies find agents and distributors.
- Participate in Export Seminars.
- Send telex and fax communications for new to export Kansas companies.
- Offer advice on shipping letter of credit and other export documentation.
- Distribute trade leads to relevant Kansas firms.

## WORLD TRADE COUNCIL OF WICHITA

Dr. Dharma deSilva  
W. Frank Barton School of Business  
Mgmt-IB, Campus Box 88  
Wichita, KS 67208  
(316) 689-3176

The World Trade Council provides Kansas exporters opportunities:

- To attend monthly Dinner Meeting during which presentations are made by invited country and/or agency experts international trade subjects; and also to meet international trade counterparts to share export experience.
- In assisting contacts with visiting Trade Commissioners, Consulate Generals, and in visiting with Kansas companies.
- To attend panel discussions, seminars, workshops, relevant to international trade, banking and exporting.
- To receive a regular monthly newsletter on program announcements, export and import topics, and trade policy updates.
- To assist Trade missions and contact with DEC, USDOC, USSBA, KDOC, The Chamber and other agencies in fostering international trade.

### MID-AMERICA WORLD TRADE CENTER (MAWTC)

Elliott Wimberly, President      Geoffrey W. Peters, Chairman  
Mid-America World Trade Center  
301 North Main, Suite 1810  
Wichita, KS 67202  
(316) 291-8475  
Fax: 316 291-8211

- Assists Kansas companies with placing information onto World Trade Center NETWORK international data base system (offers to buy or sell products or services).
- Coordinates and leads trade missions and hosts foreign "buying" trade missions.
- Coordinates with the Kansas Departments of Commerce and Agriculture, the U.S. Dept. of Commerce and the Small Business Administration, U.S. Dept. of Agriculture, and other state and federal agencies assisting businesses and individuals in export-import activities.
- Provides market research and direct marketing assistance to export oriented product development activities especially with regard to agribusiness related industries.
- Provides monthly newsletter on trade activities in Mid-America region.
- Provides information on companies that export within the seven-state region served by the MAWTC (Colorado, Kansas, Nebraska, North Dakota, Oklahoma, South Dakota, and Wyoming).
- Advises on shipping, letter of credit, international air cargo, customs requirements, health code requirements, etc.
- Provides translation services for meetings or documentation for nominal fees.
- Provides meeting space in the Conference Room of the Mid-America World Trade Center at the Epic Center.
- The Mid-America World Trade Center was established in January 1987 as a non-profit organization with the goal of assisting businesses in the seven state region with international trade. The primary market of the Mid-America World Trade Center is the small and medium size new-to-export company.

# INTERNATIONAL LAW FIRMS

The following are lawyers that have indicated an interest in working with Kansas companies in the area of international law.

**Bryan Daniel**  
**Grant M. Glenn**  
Cosgrove, Webb & Oman  
Bank IV Tower  
Topeka, KS 66603  
(913) 235-9511  
Fax: 913 235-2082

General Business & Commerical  
Distributorships and Marketing

Geographic Emphasis- Japan

**Joseph Borich, III**  
Crews, Smart, South, Whitehead,  
Reaves, Waits, P.C.  
401 W. 89th  
Kansas City, MO 64114  
(816) 363-5466  
Fax: 816 333-1205

Import and Export Transactions  
Licensing of Technology  
International Tax and Finance  
Creation of Foreign Agents, Distributors, Branches and  
Subsidiaries  
International Litigation and Arbitration

Kansas Office:  
**Gregory D. Bangs,**  
Attorney at Law  
8650 West 95th St.  
Overland Park, KS 66212  
(913) 341-3313

Foreign Language: Chinese

Geographic Emphasis - Asia

**John Kreamer**  
Gage & Tucker  
2345 Grand  
Kansas City, MO 64108  
(816) 474-6460  
Fax: 816 471-2120

Import and Export Transactions  
Licensing of Technology  
International Tax and Finance  
Creation of Foreign Agents,  
Distributors, Branches and Subsidiaries  
International Litigation and Arbitration

Kansas Office:  
Gage & Tucker  
40 Corporate Woods  
9401 Indian Creek Pkwy.  
Overland Park, KS 66210  
(913) 451-6022  
Fax: 913 451-6022

Foreign Languages: French, Spanish, German and  
some Portugese

**Ira Hecht**

Barbara E. Hecht, P.C.  
818 Grand , Suite 200  
Kansas City, MO 64106  
(816) 842-9850  
Fax: 816 556-9494  
Telex: 426291 SHBKSC

International Finance  
Import and Export Transactions  
Creation of Foreign Agents, Distributors, Branches and  
Subsidiaries

Foreign Languages: Spanish and French

Geographic Emphasis - France, Switzerland, Germany

**Carter Kokjer, Partner**

Kokjer, Kircher, Bradley, Whanton,  
Bowman & Johnson  
2414 Commerce Tower, 911 Main  
Kansas City, MO 64105  
(816) 474-5300  
Fax: 816 474-5304  
Telex: 47-7209

Licensing of Technology  
Patent and Trademark law and Copy Right

Geographic Emphasis- Worldwide

Industry Emphasis - Engineering

**Kansas Office:**

731 N. Waters St., Suite 4  
Wichita, KS 67201  
(316) 265-8228

**Janet Blauvett**

Lay and Lewandowski, P.C.  
4420 Madison  
Kansas City, MO 64111  
(816) 931-2700  
Fax: 816 931-7377

Import and Export Transactions  
Licensing of Technology  
International Tax and Finance  
Creation of Foreign Agents, Distributors, Branches and  
Subsidiaries  
International Litigation and Arbitration

Geographic Emphasis - Europe  
Industry Emphasis- Transportation

**Steve Mustoe**

McDowell, Rice & Smith  
Twelve Wyandotte Plaza, 13th Floor  
120 W. 12th Street  
Kansas City, MO 64105  
(816) 221-5400  
Fax: 816 474-7304

General Commerical Litigation: emphasis on financial  
institutions  
Knowledge of Foreign Trade Zones

Foreign Language: Japanese

Geographic Emphasis- Japan

**Kansas Office:**

600 Security Bank Bldg.  
Seventh & Minnesota  
Kansas City, KS 66101  
(913) 621-5400  
Fax: 913 621-7238

**Roger L. Hiatt**  
Miller and Steuart, P.C.  
2320 Commerce Tower  
Kansas City, MO 64105  
(816) 221-1777  
Telex: 6503323300  
Fax: 816 221-1782

**Albert W.L. Moore, Jr.**  
Newhouse, Byers & Moore, P.C.  
304 W. Walnut, Suite 210  
Independence, MO 64050  
(816) 833-3000

**Judith Hancock**  
Shook Hardy & Bacon  
1200 Main St.  
Kansas City, MO 64105  
(816) 474-6550  
Telex: WUT 426291SHBKSC  
Fax: 816 421-5547

Kansas Office:  
Shook Hardy & Bacon  
40 Corporate Woods, Suite 650  
9401 Indian Creek Parkway  
P.O. Box 25128  
Overland Park, KS 66225-5128  
(913) 451-6060  
Fax: 913 451-8879

**Gregory D. Kincaid**  
Smith, Gill, Fisher and Butts  
One Kansas City Place, 35th Floor  
1200 Main St.  
Kansas City, MO 64105  
(816) 474-7400  
Fax: 816 474-7497

Kansas Office:  
Smith, Gill, Fisher and Butts  
Lighton Plaza Building  
7300 College Boulevard  
Overland Park, KS 66210  
(913) 339-6565  
Fax: 913 339-9446

Import and Export Transactions  
Licensing of Technology  
International Tax and Finance  
Creation of foreign agents, Distributors, Branches and  
Subsidiaries  
International Arbitration

Foreign languages: French, Spanish and Portuguese

Licensing of Technology  
International Tax and Finance  
Creation of Foreign Agents, Distributors, Branches and  
Subsidiaries

Import and Export Transactions  
Licensing of Technology  
International Tax and Finance  
Creation of Foreign Agents, Distributors, Branches and  
Subsidiaries  
International Litigation and Arbitration  
Joint ventures  
Transfer of Technology Agreements  
International Mergers and Acquisitions

Foreign Languages: French, German, Spanish, Arabic  
Greek, Italian, Malay, and Tagalog

Licensing and Technology  
International Finance  
International Litigation and Arbitration

**James M. Seaman**  
Stinson, Mag & Fizzell  
P.O. Box 19251  
920 Main Street  
Kansas City, MO 64141  
(816) 842-8600  
Telex: 424123  
Fax: 816 474-6882

Kansas Office:  
The Mast Building  
7500 West 110th Street  
Overland Park, KS 66210-2329  
(913) 451-8600

**John M. Reams**  
Watson, Ess, Marshall & Enggas  
1010 Grand Ave.  
Kansas City, MO 64106  
(816) 842-3132  
Telex: 434284  
Fax: 913 842-1247

Kansas Office:  
130 N. Cherry  
P.O. Box 550  
Olathe, KS 66061  
(913) 782-2350

**A. Patrick Wiedersanders**  
P.O. Box 36036  
Kansas City, MO 64111  
(816) 931-8222  
Fax: 816 756-0373

**David A. Williams**  
Attorney-at-Law  
300 Page Court  
220 West Douglas  
Wichita, KS 67202-3194  
(316) 265-9311  
Telex: 417369  
Fax: 316 265-2955

Import and Export Transactions  
Licensing of Technology  
International Tax and Finance  
Creation of Foreign Agents, Distributors, Branches and  
Subsidiaries  
International Litigation and Arbitration  
International Acquisitions and Joint Ventures

Export Transactions  
International Finance  
Creation of Foreign Agents, Distributors, Branches and  
Subsidiaries  
International Arbitration  
Specialize in Agricultural commodities, especially grain.

Import and Export Transactions  
Licensing of Technology  
Creation of Foreign Agents, Distributors, Branches and  
Subsidiaries  
International Litigation and Arbitration

Foreign Languages: Spanish and German

Import and export transactions  
Licensing of Technology  
Creation of Foreign Agents, Distributors, Branches and  
Subsidiaries  
International Litigation and Arbitration  
Translation resources available  
Extensive International Legal Contacts

# INTERNATIONAL BANKERS

The following are bankers that have indicated an interest in working with Kansas companies in the area of international banking.

**Anna R. Anderson**

Bank IV Wichita, N.A.

P.O. Box 4

Wichita, KS 67201

(316) 261-4432

Fax: 316 261-4515

Telex: 158 UT

Exchange Rates: (316) 261-4175

Letters of Credit

Documentary Collections

Telex for wire transfers

Foreign Exchange

Export Financing

**Hashin Zidi**

**Ruben Ahmed**

Bank of Credit and Commerce  
International

320 Park Avenue

New York, New York 10022

(212) 715-2819

Fax: 212 715-2880

Telex: 425802 BCCI NYEO

Letters of Credit

Documentary Collections

Telex for wire transfers

Foreign Exchange

Export Financing

**Mary Neptune**

Boatman's First National Bank  
of Kansas City

14 West 10th Street

P.O. Box 38

Kansas City, MO 64183

(816) 234-7316

Fax: 816 234-7930

Telex: 42246 FNB INTL KSC

Letters of Credit

Documentary Collections

Telex for Wire Transfers

Foreign Exchange

Export Financing

Foreign Drafts

Foreign Currency and Travelers Checks

**Donald Murphy**

Central Bank and Trust

3433 East Central

Wichita, KS 67208

(316) 681-6700

Fax: 316 686-8033

Letters of Credit

Documentary Collections

Telex for wire transfers

Foreign exchange

Export Financing

**e M. Boll**

Commerce Bank of Kansas City  
1000 Walnut St., 4th Floor  
Kansas City, MO 64106  
(816) 234-2581  
Fax: 816 234-2799  
Telex: 6715509  
Exchange Rates: (816) 234-2601

Letters of Credit  
Documentary Collections  
Wire Transfers  
Foreign Exchange  
Export Financing

**Fred Dunmire  
Marcia Bennett**

Commercial National Bank of  
Kansas City  
6th and Minnesota  
Kansas City, KS 66701  
(913) 371-0035  
Fax: 913 573-1015  
Telex: 437116

Letters of Credit  
Documentary Collections  
Telex for Wire Transfers  
Foreign Exchange  
Export Financing

**Elias Nunez  
Nan Donlin**

First Interstate Bank of Denver  
633 17th St.  
Denver, CO 80270  
(303) 293-5243  
Fax: 303 293-5240  
Telex: 4322036 TRT 168121

Letters of Credit  
Documentary Collections  
Telex for Wire Collections  
Foreign Exchange  
Export Financing

**Timothy J. Baker  
Gerry Zitariuk**

Mercantile Bank  
1101 Walnut  
Kansas City, MO 64106  
(816) 346-2220  
Fax: 816 346-0313  
Telex: 42555 MERC BANK KSC

Letters of Credit  
Documentary Collections  
Wire transfers  
Foreign Exchange  
Export Financing  
Bankers Acceptance Financing

**Don L. Thomason**

United Missouri Bank  
of Kansas City  
1010 Grand Avenue  
Kansas City, MO 64106  
(816) 556-7550  
Fax: 816 556-4858  
Telex: 42572 UMBKCNS KSC

Letters of Credit  
Documentary Collection  
Telex for Wire Transfers  
Foreign Exchange  
Export Financing



# FREIGHT FORWARDERS/ CUSTOMS HOUSE BROKERS

**Jeff Benbrook**

Air Express International/Pandair  
P.O. Box 9164  
Wichita, KS 67277  
(316) 946-4950  
Fax: 316 946-4952

Air Freight  
Ocean Freight  
Export Packing  
Export Documentation  
Containerization  
Custom Clearance  
Bank Collection Papers  
Consolidation

**Sue Pavich**

Air Express International/Pandair  
9754 N. Seymour  
Kansas City, MO 64153  
(816) 891-8585  
Fax: 816 891-8914  
Telex: 475-0140

Air Freight  
Ocean Freight  
Export Packing  
Export Documentation  
Containerization  
Custom Clearance  
Bank Collection Papers  
Consolidation

**Ron Hodge**

F. H. Kaysing  
3000 W. Kellogg Suite 304  
Wichita, KS 67213  
(316) 942-8281  
Fax: 316 942-3069  
Telex: 7607370 FH KAY UC

Air Freight  
Ocean Freight  
Export Documentation  
Custom Clearance  
Bank Collection Papers  
Consolidation

**Connie Cheney**

F. W. Myers & Co. Inc.  
P.O. Box 12210  
Wichita, KS 67277  
(316) 945-8264  
Fax: 316 945-3203

Air Freight  
Ocean Freight  
Export Documentation  
Custom Clearance  
Bank Collection Papers

**Richard Held**

Held & Associates, Inc.  
P.O. Box 34470  
North Kansas City, MO 64116-0870  
(816) 842-6701  
Fax: 816 842-6724  
Telex: 286771 HELD ASSOC KSC

Air Freight  
Ocean Freight  
Export Packing  
Export Documentation  
Containerization  
Custom Clearance  
Bank Collection Papers  
Consolidation

**n Green III**

James A. Green Jr. & Co.  
1311 Minnesota Ave.  
Kansas City, KS 66102  
(913) 621-1800  
Fax: 913 621-6311  
Telex: 42233 JAGCO

Air Freight  
Ocean Freight  
Export Packing  
Export Documentation  
Containerization  
Custom Clearance  
Bank Collection Papers  
Consolidation

**Jan Hook**

O'Neill & Whitaker  
1809 Baltimore  
Kansas City, MO 64108  
(816) 221-6800  
Fax: 816 221-1012  
Telex: 434577 OW KC

Air Freight  
Ocean Freight  
Export Packing  
Export Documentation  
Containerization  
Custom Clearance  
Bank Collection Papers  
Consolidation

**Tara Gidwani**

Phoenix International  
10525 NW Ambassador Dr.  
Suite 301  
Kansas City, MO 64153  
(816) 891-9169  
Fax: 816 891-7454

Air Freight  
Ocean Freight  
Export Packing  
Export Documentation  
Containerization  
Custom Clearance  
Hazardous Cargo Transport

**Serena Swartz**

S. Swartz & Co.  
2701 Rockcreek Parkway, Suite 115  
North Kansas City, MO 64116  
(816) 421-2988  
Fax: 816 421-4951

Air Freight  
Ocean Freight  
Export Documentation  
Custom Clearance  
Bank Collection Papers  
Consolidation

**Roger Scarbrough**

Scarbrough International  
P.O. Box 14173  
North Kansas City, MO 64152  
(816) 459-7311  
Fax: 816 472-0271  
Telex: 9102402826 SCAR

Air Freight  
Ocean Freight  
Export Documentation  
Custom Clearance  
Bank Collection Papers  
Consolidation

**Randy Bissing**

Schenkers Int'l Forwarders, Inc.  
Ambassador II, Suite 404  
11020 Ambassador Dr.  
Kansas City, MO 64153  
(816) 891-8100  
Fax: 816 891-3447  
Telex: 424012 Schenker KC

Air Freight  
Ocean Freight  
Export Packing  
Export Documentation  
Containerization  
Custom Clearance  
Bank Collection Papers  
Consolidation

# INTERNATIONAL FREIGHT FORWARDERS

**Leon Shunterman**

Air Wichita, Inc.  
2219 B Air Cargo Rd.  
Wichita, KS 67209  
(316) 946-4860  
Fax: 316 946-4862  
Telex: 4319007

Air Freight  
Ocean Freight  
Export Packing  
Export Documentation  
Containerization  
Custom Clearance  
Bank Collection Papers  
Consolidation

**Randy Sharp**

Amerford International  
8250 N.E. Underground Dr.,  
Pillar 158  
Kansas City, MO 64161  
(816) 454-7165  
Fax: 816 459-8547  
Telex: 9102402826

Air Freight  
Ocean Freight  
Export Documentation  
Containerization  
Consolidation

**Kent Vice**

Burlington Air Express  
2225 Air Cargo Road  
Wichita, KS 67209  
(316) 942-0146  
Fax: 316 942-8320

Air Freight  
Ocean Freight  
Export Packing  
Export Documentation  
Containerization  
Custom Clearance  
Consolidation  
Import Services

**Linda Nickson**

Burlington Air Express  
1026 Mexico City Ave.  
Kansas City, MO 64153  
(816) 243-5500  
Fax: 816 243-5529

Air Freight  
Ocean Freight  
Export Documentation  
Containerization  
Custom Clearance  
Consolidation  
Import Services

**Don Hilsdon**

Chi-Can Freight Forwarding Ltd.  
1401 Fairfax Suite D234  
Kansas City, KS 66115  
(913) 281-3311  
Fax: 913 281-0280

Export Packing  
Consolidation

**h Hustings**

Circle Freight International  
P.O. Box 20025  
Kansas City, MO 64195  
(816) 891-8600  
Fax: 816 891 3470  
Telex: 6712618 CAC MCI

Air Freight  
Ocean Freight  
Export Packing  
Export Documentation  
Containerization  
Consolidation

**Jerry Chelgren**

Consolidated Freightways  
3838 S. Gold  
Wichita, KS 67217  
(316) 522-1561  
Fax: 316 522-1456

Air Freight  
Ocean Freight  
Export Documentation  
Containerization

**Gail Snider**

**Ray Gorton**

Direct Air Transport  
617 N.W. Business Park  
Riverside, MO 64150  
(816) 587-9797  
Fax: 816 587-4361  
Telex: MCI WUI 6503381777

Air Freight  
Ocean Freight  
Export Packing  
Export Documentation  
Containerization  
Bank Collection Papers  
Consolidation

**Art Liebsch**

Flying Tigers  
2209 Air Cargo Rd.  
Wichita, KS 67209  
(316) 945-0224  
Fax: 316 945-9768

Air Freight  
Consolidation  
Containerization

**Connie Kelly**

Kelly International  
P.O. Box 11810  
Kansas City, MO 64130  
(816) 356-6736

Air Freight  
Export Packing  
Export Documentation  
Containerization  
Bank Collection Papers  
Consolidation

**Mark Owen**

Missouri Sea & Air Service  
10201 N. Everton  
Kansas City, MO 64153  
(816) 891-9206  
Fax: 816 891-8097

Air Freight  
Ocean Freight  
Export Packing  
Export Documentation  
Containerization  
Bank Collection Papers  
Consolidation

**Ray Clem**  
Pack & Ship  
1010 E. Central  
Wichita, KS 67214  
(316) 263-2012  
Fax: 316 263-4461

Air Freight  
Ocean Freight  
Export Packing  
Export Documentation  
Consolidation  
Wood Crating

**Michael Horton**  
Profit/Lep  
1980 Linn  
North Kansas City, MO 64116  
(816) 221-5220  
Telex: 72-6479 (Chicago)

Air Freight  
Ocean Freight  
Export Documentation  
Containerization  
Consolidation

# INTERNATIONAL COURIERS

**Scott Ewert**

Airborn  
2205 B. South Air Cargo Rd.  
Wichita, KS 67209  
(316) 943-9371

Air Freight  
Export Documentation  
Containerization  
Bank Collection Papers  
Consolidation

**Sharon Gray**

DHL Worldwide Express  
426 N.W. Business Park Lane  
Riverside, MO 64150  
(816) 587-5040  
Telex: 6875085  
Fax: 816 587-8925

Air Freight  
Export Documentation  
Containerization  
Custom Clearance  
Bank Collection Papers  
Consolidation

**Carroll R. Parrett**

DHL Worldwide Express  
2107 W. Harry  
Wichita, KS 67213  
(316) 263-8300

Air Freight  
Export Documentation  
Bank Collection Papers  
Consolidation  
International Remail  
Service  
International Fax Service

**Emery Worldwide**

10130 Prairie View Rd.  
Kansas City, MO 64153  
1-800-443-6379

Air Freight  
Ocean Freight  
Export Documentation  
Consolidation

**Jerry Meyer**

Emery Worldwide  
Mid-Continent Airport  
Wichita, KS 67209  
(316) 943-2340  
Fax: 316 943-1076

Air Freight  
Ocean Freight  
Export Documentation

**Federal Express**

1-800-238-5355

Offices in:

Lenexa, Topeka, Wichita, Salina, Garden City,  
Overland Park, Lawrence, Mission

Air Freight

**Dave Gunther**

UPS

223 N. James St.

Kansas City, KS 66118

(913) 281-1000

Air Freight

Custom Clearance

# TRANSLATION AND INTERPRETER SERVICES

**Kathy Foster**

Kansas State University  
Dept. of Grain Science  
Manhattan, KS 66506  
(913) 532-6161  
Language: French, Spanish, German, Italian

**Norman Burkhart**

President  
Language Link Inc.  
4140 W. 71st St., Suite 112  
Prairie Village, KS 66208  
(913) 831-9844  
Fax: 913 831-1913  
Language: All

**Traute Kohler**

Languages on Wings  
New England Building  
112 W. 9th St., Suite 301  
Kansas City, MO 64105  
(816) 842-2088  
Language: German, Spanish, French, Chinese,  
Japanese, Italian

**Tonny Mollerskov**

5938 Reeds Drive  
Mission, KS 66202  
(913) 677-0919  
Fax: 913 677-1276  
Language: Danish, Norwegian, German

**Kathy Hubbard**

Terry Malone  
SH3, Inc.  
408 W. 83rd Terrace  
Kansas City, MO 64114  
(816) 333-2222  
Fax: 816 333-1799  
Language: French, German, Spanish, Italian,  
Dutch, Japanese, Chinese, Arabic, Russian, Danish,  
Finnish, Swedish, Norwegian  
Typesetting

**Bing S. Shin**

6609 W. 99th  
Overland Park, KS 66204  
(913) 381-0260  
Fax: 913 381-0260  
Language: Chinese, Japanese  
Typesetting

**Chasinee Arthachinda-Jaeger**

Siam Sensations  
6916 S.W. Towerview  
Topeka, KS 66619  
(913) 862-5015  
Language: Thai

**Doris Ganser**

Transimpex Translators,  
Interpreters and Consultants  
8301 East 166 St.  
Belton, MO 64012  
(816) 331-1863  
Fax: 816 331-6353  
Language: All

**Dr. Mary Johnson**

University of Kansas  
Wesco Hall  
Dept. of French & Italian  
Lawrence, KS 66045  
(913) 864-3388  
Language: French

**Carol Rose**

University of Kansas  
210 Summerfield  
Lawrence, KS 66045  
(913) 864-3123  
Language: Spanish

**Rose-Marie Marfurt**

University of Missouri Kansas City  
Foreign Language Dept.  
Royall Hall, Rm. 406  
5100 Rockhill Road  
Kansas City, MO 64110  
(816) 276-1311  
Language: French, German, Italian



# FOREIGN CONSULATES

The following are consulates that service Kansas and most have representatives in the greater Kansas City area. Visa service is represented in the right hand column.

## **BELGIUM**

306 East 12th Street, Suite 800  
Kansas City, Missouri 64106  
(816) 221-1800  
Robert P. Ingram, Honorary Consul

Chicago Office:  
333 N. Michigan Ave.  
Chicago, IL 60601  
(312) 263-6624

## **BENIN, PEOPLE'S REPUBLIC OF**

1st City Bank Bldg.  
201 West Lexington  
Independence, Missouri 64050  
(816) 252-1000  
Keith Wilson, Jr., Honorary Consul

Benin Embassy  
2737 Cathedral Ave. N.W.  
Washington, D.C. 20008  
(202) 232-6656

## **CHINA, PEOPLE'S REPUBLIC OF**

Chicago Commercial Office:

104 S. Michigan Ave.  
Suites 425 and 1200  
Chicago, IL 60603  
(312) 346-0287

## **COSTA RICA**

416 West 61st Street  
Kansas City, Missouri 64113  
(816) 444-4221  
Dr. William R. Jackson, Jr., Honorary Consul

Houston Office:  
2616 S. West Loop,  
Suite 608  
Houston, TX 77072  
(713) 498-5501

## **DENMARK**

1700 West 12th Street  
Kansas City, Missouri 64101  
(816) 421-0633  
Elcar A. Nielsen, Honorary Consul

Chicago Office:  
360 N. Michigan Ave.  
Chicago, IL 60601  
(312) 329-9644

## **ECUADOR**

2506 Holmes  
Kansas City, Missouri 64108  
(816) 474-3350  
Cesar Alberto Herdoiza, Honorary Consul

Chicago Office:  
612 N. Michigan Ave.  
Chicago, IL 60611  
(312) 642-8579

**FINLAND**

4435 Main St., Suite 950  
Kansas City, Missouri 64111  
Phone: (913) 932-8079  
Hearne Christopher, Honorary Consul

Finland House  
540 Madison Ave.  
New York, NY 10022  
(212) 832-6550

**FINLAND**

Chicago Commercial Office:

35 East Wacker Drive  
Suite 1900  
Chicago, IL 60601  
(312) 346-1150

**FRANCE**

6500 Aberdeen  
Shawnee Mission, Kansas 66208  
Phone: (913) 384-0834  
O.C. Merveille, M.D., Honorary Consul

Chicago Office:  
737 N. Michigan  
Olympia Center  
Chicago, IL 60611  
(312) 787-5359

**GERMANY, FEDERAL REPUBLIC OF**

c/o Security National Bank  
7th St. and Minnesota Ave.  
Kansas City, Kansas 66101  
Phone: (913) 281-3165  
Wiliard Snyder, Honorary Consul

Chicago Office:  
104 S. Michigan Ave.  
Chicago, IL 60603  
(312) 263-0850

**GUATEMALA**

413 Delaware  
Leavenworth, Kansas 66048  
Phone: (913) 682-0342  
Ralph E. Dix, Honorary Consul

Houston Office:  
9700 Richmond Ave. #218  
Houston, Texas 77042  
(713) 953-9531

**ICELAND**

7100 E. 131 St.  
Grandview, Missouri 64030  
Phone: (816) 763-2046  
Viadis Taylor, Honorary Consul

New York Office:  
370 Lexington Ave.  
New York, NY 10017  
(212) 686-4100

**ITALY**

206 Brotherhood Boulevard  
Kansas City, Kansas 66101  
Phone: (913) 281-2222  
Robert L. Serra, Honorary Vice Consul  
Greater Kansas City Area

Visa Issuance in K.C.

**JAPAN**

2519 Commerce Tower, 911 Main St.  
Kansas City, Missouri 64105  
Phone: (816) 471-0111  
Hideo Numata, Consul General

Visa Issuance in K.C.

**KOREA**

6900 W. 80th St., Suite 225  
Overland Park, Kansas 66204  
Phone: (913) 341-8221  
John Phillip Hilmes, Honorary Consul

Chicago Office:  
900 N. Michigan Ave.  
Suite 6100  
Chicago, IL 60611  
(312) 822-9485

**LUXEMBOURG**

1429 Atlantic Street  
North Kansas City, Missouri 64116  
Phone: (816) 474-4761  
Robert F. Schaeffer, Honorary Consul General

Visa Issuance in K.C.

**MEXICO**

1015 Locust, Suite 922  
St. Louis, Missouri 63101  
Phone: (314) 436-3233  
Humberto Zamora, Consulate General

Visa Issuance in St. Louis

**NETHERLANDS**

One Ward Parkway, Suite 158  
Kansas City, Missouri 64112  
Phone: (816) 561-4606  
Don H. Alexander, Honorary Consul

Chicago Office:  
303 East Wacker Drive  
Suite 410  
Chicago, IL 60601  
(312) 856-0110

**SPAIN**

1012 Baltimore, Suite 702  
Kansas City, Missouri 64105  
Phone: (816) 471-5502  
Eugene F. Gray, Honorary Consul

Chicago Office:  
180 N. Michigan Ave.  
Suite 1500  
Chicago, IL 60601  
(312) 782-4588

**SWEDEN**

310 Ward Parkway  
Kansas City, Missouri 64112  
Phone: (816) 561-3456  
Clarence Roeder, Honorary Consul

Chicago office:  
150 N. Michigan Ave.,  
Suite 1250  
Chicago, IL 60601  
(312) 781-6262

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**SWITZERLAND**

5018 Main Street  
Kansas City, Missouri 64112  
Phone: (816) 561-3441  
Marcel Bollier, Honorary Consul

Chicago Office:  
737 N. Michigan Ave.  
Chicago, IL 60611  
(312) 782-4346

**TAIWAN, COORDINATING COUNCIL FOR  
NORTH AMERICAN AFFAIRS**

3100 Broadway, Suite 1001  
Kansas City, Missouri 64111  
Phone: (816) 531-1299  
J.H. Ou-Yang, Director

Visa Issuance in K.C.

**THAILAND**

3 Dunford Circle  
Kansas City, MO 64112  
Phone: (816) 283-7301  
John Latshaw, Honorary Consul General

Royal Thai Embassy  
2300 Kalorama Road, N.W.  
Washington, D.C., 20008  
(202) 483-7200

**TURKEY**

6711 Rainbow  
Mission Hills, Kansas 66208  
Phone: (913) 236-6670  
Jeffery P. Hillelson, Honorary Consul

Chicago Office:  
360 N. Michigan Ave.  
Suite 1404  
Chicago, IL 60601  
(312) 263-0644

**YUGOSLAVIA**

2958 N. 70th Terrace  
Kansas City, Kansas 66109  
Phone: (913) 371-1763  
Charles Sugar, Honorary Consul

Chicago Office:  
307 N. Michigan Ave.  
Suite 1600  
Chicago, IL 60601  
(312) 332-0169

# UNITED STATES EMBASSIES

The following are Embassies located in the top 25 markets for U.S. goods (United States Department of Commerce 1986).

## AUSTRALIA

American Embassy Canberra  
Moonah Pl., Canberra, A.C.T. 2600  
Canberra, Australia  
Phone: [61](62)705000  
Telex: 62104 USAEMB

## BELGIUM

American Embassy Brussels  
27 Boulevard du Regent  
B-1000 Brussels  
Brussels, Belgium  
Phone: [32](2)513-3830  
Telex: 846-21336

## BRAZIL

American Embassy Brasilia  
Avenida das Nocoas, Lote 3  
Brasilia, Brazil  
Phone: [55](61)321-7272  
Telex: 061-1091

## CANADA

American Embassy Ottawa  
100 Wellington St., K1P 5T1  
Ottawa, Canada  
Phone: (613) 238-5335  
Telex: 0533582

## CHINA

American Embassy Beijing  
Xiu Shui Bei Jie 3  
Dept. of State  
Washington, D.C. 20520  
Phone: [86] (1) 532-3831  
Telex: AMEMB CN 22701

## EGYPT

American Embassy Cairo  
5, Sharia Latin America  
Cairo, Egypt  
Phone: [20] (2) 355-7371  
Telex: 93773 AMEMB

## FEDERAL REPUBLIC OF GERMANY

American Embassy Bonn  
Deichmanns Ave.  
5300 Bonn 2  
Bonn, West Germany  
Phone: [49](228)3391  
Telex: 885-452

## FRANCE

American Embassy Paris  
2 Avenue Gabriel  
75382 Paris Cedex 08  
Paris, France  
Phone: [33](1)42-96-12-02, 42-61-80-75  
Telex: 650-221

## HONG KONG

American Embassy Hong Kong  
26 Garden Rd, Box 30  
Hong Kong  
Phone: [852] (5) 239011  
Telex: 63141 USDOC HX

## INDIA

American Embassy New Delhi  
Shanti Path,  
Chanakyapuri 110021  
New Delhi, India  
Phone: [91] (11) 600651  
Telex: 031-65269 USEM IN

**ISRAEL**

American Embassy Tel Aviv  
71 Hayarkon St.  
Tel Aviv, Israel  
Phone: [972] (3) 654338  
Telex: 33376 or 371386 US FCS IL

**ITALY**

American Embassy Rome  
Via Veneto 119/A, 00187-Rome  
Rome, Italy  
Phone: [39](6)46741  
Telex: 622322 AMBRMA

**JAPAN**

American Embassy Tokyo  
10-1 Akasaka 1-chome, Minato-ku(107)  
Tokyo, Japan  
Phone: [81](3) 224-5000  
Telex: 2422118

**MALAYSIA**

American Embassy Kuala Lumpur  
376 Jalan Tun Razak  
50400 Kuala Lumpur  
P.O. Box No. 10035  
50700 Kuala Lumpur  
Kuala Lumpur, Malaysia  
Phone: [6] (03) 248-9011  
Telex: FCSKL MA 32956

**MEXICO**

American Embassy Mexico D.F.  
Paseo de la Reforma 305  
Mexico 5, D.F., Mexico  
Phone: [52](5)211-0042  
Telex: 017-73-091 and 017-75-685

**NETHERLANDS**

American Embassy The Hague  
Lange Voorhout 102  
The Hague, Netherlands  
Phone: [31](70)62-49-11  
Telex: (044)31016

**SAUDI ARABIA**

American Embassy Riyadh  
P.O. Box 9041  
Riyadh, Saudi Arabia 11143  
Phone: [966] (1) 488-3800  
Telex: 406866 AMEMBSJ

**SINGAPORE**

American Embassy Singapore  
30 Hill St  
Singapore 0617  
Phone:[65] 338-0251

**SOUTH KOREA**

American Embassy Seoul  
82 Sejong-Ro, Chongro-Ku  
Seoul, S. Korea  
Phone: [82](2)732-2601 thru 18  
Telex: 23108 AMEMB

**SPAIN**

American Embassy Madrid  
Serrano 75  
Madrid, Spain  
Phone: [34] (1) 276-3400/3600  
Telex: 27763

**SWEDEN**

American Embassy Strandvagen 101,  
S-11527 Stockholm  
Stockholm, Sweden  
Phone: [46] (8) 7835300  
Telex: 12060 AMEMB S

**SWITZERLAND**

American Embassy Bern  
Jubilaumstrasse 93  
3005 Bern  
Bern, Switzerland  
Phone: [41] (31) 437011  
Telex: (845) 912603

**TAIWAN**

American Institute in Taiwan  
(Private Agency, Taipei office)  
7 Lane 134, Hsin Yi Road, Section 3  
Taipei, Taiwan  
Phone: 709-2000  
Telex: 23890 USTRADE

**UNITED KINGDOM**

American Embassy London, England  
24/31 Grosvenor Sq., W. 1A 1AE  
London, England  
Phone: [44](01)499-9000  
Telex: 266777

**VENEZUELA**

American Embassy Caracas  
P.O. Box 62291  
Centro Plaza  
Tower C, Piso 18  
Los Palos Grandes  
Caracas, Venezuela  
Phone: [58] (2) 283-2599  
Telex: 29119 USATO VC

# INTERNATIONAL TELEPHONE AREA CODES/CITY CODES

## COUNTRY CODES

## CITY CODES

ANDORRA . . . . (33)	All points (628)	
ARGENTINA. . . . (54)	Bahia Blanca (91) Buenos Aires (1) Cordoba (51) La Plata (21) Mar del Plata (23)	Merlo (220) Moreno (228) Resistencia (722) Rosario (41) Santa Fe (42)
AUSTRALIA. . . . (61)	Adelaide (8) Belgrave (3) Brisbane (7) Canberra (62) Chelsea (3) Culchairn (60) Finley (58) Hobart (02)	Melbourne (3) Newcastle (49) Perth (9) Southport (75) Sydney (2) Townsville (77) Whyalla (86) Wonga Park (3)
AUSTRIA. . . . (43)	Badgastein (6434) Bludenz (5552) Graz (316) Innsbruck (5222) Kitzbuhel (5356) Klagenfurt (4222)	Linz (732) Neunkirchen (2635) Salzburg (662) Vienna (222) Villach (4242) Wels (7242) Wiener Neustadt (2622)
BAHRAIN. . . . (973)	City Codes not required	
BELGIUM. . . . (32)	Antwerp (3) Bruges (50) Brussels (2) Charleroi (71) Courtrai (56) Ghent (91) Hasselt (11) La Louviere (64)	Libramont (61) Liege (41) Louvain (16) Malines (15) Mons (65) Namur (81) Ostend (59) Verviers (87)
BELIZE . . . . (501)	Belize City (2) Belmopan (08) Corozal Town (04) Dangviga (05)	Independence (06) Orange Walk (03) Punta Gorda (07) San Ignacio (92)
BOLIVIA. . . . (591)	Cochabamba (42)	Santa Cruz (33) La Paz (2)
BRAZIL . . . . (55)	Belem (91) Belo Horizonte (31) Brasilia (61) Curitiba (411) Fortaleza (85) Goiania (62) Niteroi (21) Pelotas (532)	Porto Alegre (512) Recife (81) Rio de Janeiro (21) Salvador (71) Santo Andre (11) Santos (132) Sao Paulo (11) Vitoria (27)



CHILE. . . . . (56)	Chiquayante (41) Concepcion (41) Recreo (31) San Bernardo (2)	Santiago (2) Talcahuano (41) Valparaiso (32) Vina del Mar (32)
CHINA (PEOPLE'S REPUBLIC OF) . . (86)	Beijing (1) Ghuangzhou (Canton) (20)	Fuzhou (591) Shanghai (21)
COLOMBIA . . . . (57)	Armenia (60) Barranquilla (58) Bogota (1) Bucaramanga (73) Cali(23) Cartagena (59)	Cucuta (70) Ibaque (82) Manizales (69) Medellin (4) Palmira (31) Pereira (61)
COSTA RICA . . . (506)	City Codes not required	
CYPRUS . . . . . (357)	Famagusta (536) Kyrenia (581) Kythrea (2313)	Limassol (51) Nicosia (2) Paphos (61) Larnaca (41)
DENMARK. . . . . (45)	Aalborg (8) Aarhus (6) Allerod (2) Ansager (5) Assens (9) Billund (5) Copenhagen (1) or (2)	Esbjerg (5) Haderslev (4) Korsor (3) Nykobing (3) Oddense (7) Randers (6) Vorgod (7)
ECUADOR. . . . . (593)	Ambato (2) Cuenca (7) Guayaquil (4)	Machala (4) Manta (4) Quito (2)
EL SALVADOR. . . (503)	City Codes not required	
FIJI . . . . . (679)	City Codes not required	
FINLAND. . . . . (358)	Epoo (15) Helsinki (0) Jyvaskyla (41) Kuopio (71) Lahti (18)	Oulu (81) Pori (39) Tampere (31) Turku (21) Vantaa (0)
FRANCE . . . . . (33)	Aix-En-Provence (42) Bordeaux (56) Cannes (93) Chauvigny (49) Cherbourg (33) Grenoble (76) Le Havre (35) Lille (20) Lourdes (62)	Lyon (7) Marseille (91) Nancy (8) Nice (93) Paris (1) Reims (26) Rouen (35) Strasbourg (88) Toulouse (61) Tours (47)
FRENCH ANTILLES... (596)	City Codes not required	

GERMANY (EAST) ... (37)	Berlin (2) Dresden (51) Erfurt (61) Gera (70)	Halle/Saalle (46) Karl-Marx-Stadt (71) Leipzig (41) Potsdam (33) Rostock (81)
GERMANY (WEST) ... (49)	Aachen (241) Augsburg (821) Bad Homburg (6172) Berlin (30) Bochum (234) Bonn (228) Bremen (421) Cologne (221) Dortmund (231) Duisburg (203) Dusseldorf (211) Essen (201)	Hamburg (40) Hanover (511) Heidelberg (6221) Karlsruhe (721) Keil (431) Koblenz (261) Mannheim (621) Munich (89) Nurnberg (911) Stuttgart (711) Wiesbaden (6121) Wuppertal (202) Frankfurt (69)
GREECE . . . . . (30)	Archanai (81) Argos (751) Athens (1) Chios (271) Corinth (741) Drama (521) Elefsis (1) Hydra (298) Ioannina (651) Iraklion (81) Kalamai (721) Kavala (51)	Naxos (285) Oraiokastron (31) Patrai (61) Piraeus (1) Rodos (241) Salonica (31) Serrai (321) Sparta (731) Thessalonik (31) Tripolis (71) Volos (421) Zagora (426)
GUADELOUPE . . . (590)	City Codes not required	
GUAM . . . . . (671)	City Codes not required	
GUATEMALA . . . (502)	Amatitlan (9) Antigua (9)	Guatemala City (2) Quatzaltenango (9) Villa Nueva (9)
GUYANA . . . . . (592)	Bartica (5)	Georgetown (2)
HAITI . . . . . (509)	Cap Haitien (3)	Port-au-Prince (1) Gonaive (2)
HONDURAS . . . (504)	City Codes not required	
HONG KONG . . . (852)	Castle Peak (0) Cheung Chau (5) Fan Ling (0) Hong Kong (5) Kowloon (3) Kwai Chung (0) Lamma (5)	Ma Wan (5) Peng Chau (5) Sek Kong (0) Sha Tin (0) Tai Po (0) Ting Kau (0) Tsun Wan (0) Lantau (5)
INDONESIA . . . (62)	Bandung (22) Jakarta (21) Malang (341)	Palembang (711) Semarang (24) Surabaya (31) Medan (61)

IRAN . . . . . (98)	Abadan (631) Ahwaz (61) Esfahan (31) Hamadan (261) Kerman (341)	Mashad (51) Rasht (231) Shiraz (71) Tabriz (41) Tehran (21)
IRAQ . . . . . (964)	Baghdad (1) Basrah (40) Dewanyia (36)	Hila (30) Mosul (60) Nifa (33)
IRELAND . . . . . (353)	Arklow (402) Cork (21) Drogheda (41) Dublin (1) Dundalk (42) Ennis (65) Galway (91) Kildare (45)	Killarney (64) Limerick (61) Sligo (71) Tipperary (62) Tralee (66) Tullamore (506) Waterford (51) Wexford (53) Killkenny (56)
ISRAEL . . . . . (972)	Afula (65) Ako (4) Ashkelon (51) Bat Iam (3) Beer Sheva (57) Bene Brak (3) Bet Shean (65) Dimona (57) Hadera (63) Haifa (4)	Holon (3) Jerusalem (2) Nazareth (65) Netania (53) Petah Tikva (3) Ramat Gan (3) Rehovot (8) Tel Aviv (3) Tiberias (67) Tsefat (67)
ITALY . . . . . (39)	Bari (80) Bologna (51) Brindisi (831) Capri (81) Catania (95) Como (31) Florence (55) Genoa (10) Messina (90) Milan (2)	Naples (81) Padova (49) Palermo (91) Pisa (50) Rome (6) Taranto (99) Trieste (40) Torino (11) Venice (41) Verona (45)
IVORY COAST . . . (225)	No City Codes required	
JAPAN . . . . . (81)	Amagasaki (6) Chiba (472) Fukuoka (92) Gifu (582) Hiroshima (82) Kanazawa (762) Kanda (93) Kawasaki (44) Kitakyushu (93) Kobe (78) Kyoto (75)	Nagoya (52) Nigata (252) Osaka (6) Sapporo (11) Sasebo (956) Sendai (222) Tachikawa (425) Tokyo (3) Toyota (565) Yokohama (45) Yokosuka (468) Nagasaki (958)
KENYA . . . . . (254)	Kabete (2) Kiambu (154) Kikuyu (283) Kisumu (35) Mombasa (11)	Nairobi (2) Nakuru (37) Shanzu (11) Thika (151) Uthiru (2)

KOREA (SOUTH) ... (82)	Inchon (32) Jeonju (652) Kwangju (62) Masan (551) Mokpo (631)	Pusan (51) Seoul (2) Taegu (53) Taejeon (42) Ulsan (522)
KUWAIT . . . . . (965)	City Codes not required	
LIBERIA. . . . . (231)	City Codes not required	
LIBYA. . . . . (218)	Benghazi (61)	Tripoli (21) Misuratha (51)
LIECHTENSTEIN. . (41)	All Points (75)	
LUXEMBOURG . . . (352)	City Codes not required	
MALAYSIA . . . . . (60)	Alor Star (4) Baranang (3) Dengkill (3) Ipoh (5) Kelang (3)	Kuala Lumpur (3) Port Dickson (6) Semenyih (3) Sungei Besi (3) Sungei Renggam (3)
MARTINIQUE . . . (596)	City Codes not required	
MEXICO . . . . . (52)	Acapulco (748) Chihuahua (14) Ciudad Acuna (877) Ciudad Juarez (161) Guadalajara (36) Matamoros (891)	Mexico City (5) Monterey (83) Nuevo Laredo (871) Piedras Negras (878) Reynosa (892) Rio Bravo (893)
MONACO . . . . . (33)	All Points (93)	
NETHERLANDS. . . (31)	Amsterdam (20) Arnhem (85) Breda (76) Eindhoven (40) Enschede (53) Groningen (50) Haarlem (23) Heemstede (23) Hillegersberg (10) Hoensbroek (45)	Hoogkerk (50) Hoogvliet (10) Leiden (71) Loosduinen (70) Nijmegen (80) Oud Zuilen (30) Rotterdam (10) The Hague (70) Tilburg (13) Utrecht (30)
NETHERLANDS ANTILLES. . . (599)	Aruba (8) Bonaire (7) Curacao (9)	Saba (4) St. Eustatius (3) St. Maarten (5)
NEW CALEDONIA. . (687)	City Codes not required	
NEW ZEALAND. . . (64)	Auckland (9) Christchurch (3) Dunedin (24) Hamilton (71)	Invercargill (21) Napier (70) Palmerston North (63) Rotorua (73) Wellington (4)
NICARAGUA. . . . . (505)	Chinandega (341) Granada (55) Jinotepe (41)	Leon (311) Managua (2) Masaya (52)

NIGERIA . . . . (234)	Abeokute (39) Ibadan (22)	Kano (64) Lagos (1)
NORWAY . . . . (47)	Arendal (41) Bergen (5) Drammen (3) Fredrikstad (32) Haugesund (47) Kongsvinger (66) Kristiansund (73) Larvik (34)	Moss (32) Narvik (82) Oslo (2) Sarpsborg (31) Skien (35) Stavanger (4) Tonsberg (33) Trondheim (7)
PANAMA . . . . (507)	City Codes not required	
PAPAU NEW GUINEA...(675)	City Codes not required	
PARAGUAY . . . . (595)	Asuncion (21) Concepcion (31) Encarnacion (71)	Pilar (86) San Pedro (42) Villarrica (541)
PERU . . . . . (51)	Arequipa (541) Ayacucho (6491) Callao (14) Chiclayo (7423) Chimbote (4432) Cuzco (8423)	Huancayo (6423) Ica (3423) Lima (14) Piura (7432) Tacna (5472) Trujillo (44) Huancavelica (6495)
PHILIPPINES. . . (63)	Angeles (55) Bacolod (34) Baguio (442) Cebu (32) Clark Field (52) Cotabato (32363) Dagupan (48) Davao (35)	Iloilo (33) Lucena (42) Manila (2) San Fernando - La Union (46) San Fernando - Pampanga (45) San Pablo (43) Subic Bay (8984)
PORTUGAL . . . . (351)	Barreiro (1) Braga (53) Coimbra (39)	Lisbon (1) Porto (2) Setubal (65)
QATAR. . . . . (974)	City Codes not required	
ROMANIA. . . . (40)	Arad (66) Brazov (21) Bucharest (0) Cluj (51)	Constanta (16) Galati (34) Ploiesti (71) Timisoara (61)
SAMOA (AMERICAN)...(684)	City Codes not required	
SAN MARINO . . . (39)	All Points (549)	
SAUDI ARABIA . . (966)	Abha (7) Al Khobar (3) Dhahran (3) Jeddah (2)	Mecca (2) Medina (4) Najran (7) Riyadh (1) Khamis Mushait (7)

SENEGAL . . . . (221)	City Codes not required	
SINGAPORE . . . (65)	City Codes not required	
SOUTH AFRICA . . (27)	Bloemfontein (51) Cape Town (21) De Aar (571) Durban (31) East London (431) Gordons Bay (24) Johannesburg (11) La Lucia (31)	Pietermaritzburg (331) Port Elizabeth (41) Pretoria (12) Richards Bay (351) Sasolburg (16) Somerset West (24) Uitenhage (422) Welkom (171)
SPAIN . . . . . (34)	Barcelona (3) Bilbao (4) Cadiz (56) Ceuta (56) Granada (58) Iguialada (3) Las Palmas (Canary Islands) (28) Leon (87)	Madrid (1) Malaga (52) Palma de Mallorca (71) Pamplona (48) Santander (42) Seville (54) Torremolinos (52) Valencia (6) Zaragoza (76)
SRI LANKA . . . (94)	Colombo (1) Kotte (1)	Kandy (8) Moratuwa (72)
SURINAME . . . . (597)	City Codes not required	
SWEDEN . . . . . (46)	Alingsas (322) Boras (33) Eskilstuna (16) Gamleby (493) Goteborg (31) Helsingborg (42) Karlstad (54) Linkoping (13)	Lund (46) Malmo (40) Norrkoping (11) Stockholm (8) Sundsvall (60) Trelleborg (410) Uppsala (18) Vasteras (21)
SWITZERLAND . . (41)	Aarau (64) Baden (56) Basel (61) Berne (31) Biel (32) Davos (83) Fribourg (37) Geneva (22) Interlaken (36) La Chaux-de-Fonds (39)	Lausanne (21) Lucerne (41) Lugano (91) Montreux (21) Neuchatel (38) St. Gallen (71) St. Moritz (82) Solethurn (65) Winterthur (52) Zurich (1)
TAHITI . . . . . (689)	City Code not required	
TAIWAN (REPUBLIC OF CHINA). . . . (86)	Changhua (47) Chunan (36) Chunghsing - Hsintsun (49) Chungli (34) Fengyuan (45) Hsiaying (6) Hualien (38)	Keelung (32) Lotung (39) Pingtung (8) Taichung (4) Tainan (6) Taipei (2) Taitung (89) Taoyuan (33) Kaohsiung (7)

THAILAND . . . . (66)	Bangkok (2)	
TUNISIA . . . . (216)	Bizerte (2) Gabes (5)	Kairouan (7) Menzel Bourguiba (2) Tunis (1)
TURKEY . . . . (90)	Adana (711) Ankara (4) Bursa (241) Diyarbakir (831) Eskisehir (221)	Gaziantep (851) Istanbul (1) Izmir (51) Kayseri (351) Konya (331)
UNITED ARAB EMIRATES . . . (971)	Abu Dhabi (2) Ajman (6) Al Ain (3) Aweer (58) Dubai (4)	Fujairah (70) Jebel Dhana (52) Khawanij (58) Ras-Al-Khaimah (77) Sharjah (6) Umm-Al-Quwain (6)
UNITED KINGDOM OF GREAT BRITAIN & NORTHERN IRELAND... (44)	Belfast (Northern Ireland) (232) Birmingham (England) (21) Bournemouth (England) (202) Bradford (England) (274) Bristol (England) (272) Cardiff (Wales) (222) Coventry (England) (203) Durham (England) (385) Edinburgh (Scotland) (31) Glasgow (Scotland) (41) Gloucester (England) (452) Huddersfield (England) (484) Ipswich (England) (473) Leeds (England) (532) Liverpool (England) (51) London (England) (1) Manchester (England) (61) Nottingham (England) (602) Plymouth (England) (752) Prestwick (Scotland) (292) Sheffield (England) (742) Southampton (England) (703)	
UNION OF SOVIET SOCIALIST REPUBLICS (U.S.S.R.) . . . (7)	Kiev (044) Leningrad (812)	Moscow (095) Tallinn (0142) Minsk (017)
VATICAN CITY . . (39)	All Points (6)	

VENEZUELA . . . (58)

Barcelona (81)  
Barquisimeto (51)  
Cabimas (64)  
Caracas (2)  
Ciudad Bolivar (85)  
Coro (68)  
Cumana (93)  
Guanare (57)  
Maiquetia (31)  
Maracaibo (61)

Maracay (43)  
Maturin (91)  
Merida (74)  
Puerto Cabello (42)  
Punto Fijo (69)  
San Cristobal (76)  
San Juan de los  
Morros (46)  
Valencia (41)  
Valle de la Pascua (35)  
Zaraza (38)

YUGOSLAVIA . . . (38)

Belgrade (11)  
Ljubljana (61)  
Maribor (62)  
Mostar (88)  
Novi Sad (21)

Rijeka (51)  
Sarajevo (71)  
Skopje (91)  
Split (58)  
Zagreb (41)



# METRIC CONVERSION TABLES

The three basic metric units are the meter (length), the gram (weight) and the liter (volume).  
The key to metric prefixes is as follows:

1000	= kilo-
100	= hecto-
10	= deca-
0.1	= deci-
0.01	= centi-
0.001	= milli-

## LENGTH:

1 kilometer	= 0.62137 mile
1 meter	= 3.2808 feet
1 centimeter	= 0.3937 inch
1 mile	= 1.6093 kilometer
1 foot	= 0.3048 meter
1 inch	= 2.54 centimeters

## WEIGHT:

1 metric ton	= 2204.623 lbs.
1 kilogram	= 2.2046 lbs.
1 gram	= 0.0353 ounce
1 short ton	= 907.1847 kilograms
1 pound (lb.)	= 0.4536 kilograms
1 ounce	= 28.3495 grams

## VOLUME:

1 cubic centimeter (cm)	= 0.061 cubic inch
1 cubic inch	= 16.39 cubic centimeters
1 cubic decimeter (dm)	= 0.0353 cubic foot
1 cubic foot	= 28.317 cubic decimeters
1 cubic meter (m)	= 35.34 cubic feet = 1.308 cubic yards
1 cubic yard	= 0.7646 cubic meter

## CAPACITY:

1 hectoliter	= 100 liter = 0.1 cubic meter = 26.4172 gallons
1 liter	= 100 centiliter = 1 cubic decimeter = 1.0567 gallons
1 gallon (U.S.)	= 3.7853 liters
1 cubic inch	= 16.3871 cubic centimeters

**AREA:**

1 square kilometer = 1 million sq. meters = 0.3861 square mile  
1 hectar = 10,000 square meters = 2.471 acres  
1 square meter = 10.7639 square feet = 1550.003 square inches  
1 square mile = 640 acres = 258.9988 hectares  
1 square foot = 144 square inches = 929.0304 square centimeters

**BUSHEL TO METRIC:**

Number of Bushels per Metric ton  
Wheat: 36.7437  
Corn: 39.368  
Barley: 45.9296  
Oats: 68.8944  
Rye: 39.368  
Soybeans: 36.7437  
Sorghum: measures in 100 lb. units

**LUMBER AND LOGS:**

1 cubic meter lumber = 424 board feet  
1 board foot lumber = 2,359 cubic centimeters = 0.0024 cubic meter  
1 cubic meter saw logs = 221 board feet  
1 board foot saw logs = 0.0045 cubic meter  
1 hectar (ha) = 2.471 acres  
1 acre = 0.4047 hectare  
1 square kilometer (km) = 0.3861 square mile  
1 square mile = 2.59 square kilometers

# GLOSSARY

**ACCEPTANCE:** An agreement to purchase goods at a stated price and under stated terms.

**ADVISORY CAPACITY:** A term indicating that a shipper's agent or representative is not empowered to make definitive decisions or adjustments without approval of the group or individual represented.

**ALL-RISK CLAUSE:** An insurance provision that all loss or damage to goods is insured except that of inherent vice (self-caused).

**ALONGSIDE:** A phrase referring to the side of a ship. Goods to be delivered "alongside" are to be placed on the dock or barge within reach of the transport ship's tackle so that they can be loaded aboard the ship.

**BARTER:** Trade in which merchandise is exchanged directly for other merchandise without use of money. Barter is an important means of trade with countries using currency that is not readily convertible.

**BILL OF LADING:** A document which provides the terms of the contract between shipper and the transportation company to move freight between stated points at a specified charge.

**BONDED WAREHOUSE:** A warehouse authorized by Customs authorities for storage of goods on which payment of duties is deferred until the goods are removed.

**CASH AGAINST DOCUMENTS (C.A.D.):** A method of payment for goods in which the buyer pays the seller in advance of the shipment of goods. Usually employed when the goods are built to order, such as specialized machinery.

**CASH WITH ORDER (C.W.O.):** A method of payment for goods in which cash is paid at the time of order and the transaction becomes binding on both buyer and seller.

**CERTIFICATE OF MANUFACTURE:** A document sometimes used in lieu of bill of lading or other shipping receipt to support presentation of export draft for acceptance of payment.

**CERTIFICATE OF ORIGIN:** A certified document as to the origin of goods, used in foreign commerce.

**C&F NAMED PORT:** Cost and freight. All costs of goods included in the price quoted. Buyer pays insurance while aboard ship up to overseas inland destination.

**C.I.F. DUTY PAID:** The seller includes in the total price to the buyer, in addition to the cost of the goods, the insurance fee, the freight charge, and the estimated foreign duty.

**C. & I.:** The seller quotes a price including the cost of the goods, the marine insurance and all transportation charges except the ocean freight to the named point of destination.

**C.I.F. NAMED PORT:** Cost, insurance, freight. Same as C & F except seller also provides insurance up to named destination.

**C.I.F.& C.:** Price includes commission as well as C.I.F.

**CLEAN BILL OF LADING:** Document of receipt by a carrier when the goods are received in good order.

**COLLECTING BANK:** The bank of which remitting bank sends draft for collection (see Remitting Bank).

**COLLECTION PAPERS:** All documents (Commercial invoices, Bills of lading, etc.) submitted to a buyer for the purpose of receiving payment for a shipment.

**COMBINATION EXPORT MANAGER:** A firm which acts as an export sales agent for more than one U.S. manufacturer, all of which are noncompetitive with the others. Business is transacted under the names of the manufacturers and revenue is derived from sale commissions.

**COMMERCIAL INVOICE:** Bill rendered by exporter for goods shipped; it is one of the documents normally accompanying an export draft.

**COMMERCIAL PAPER:** In international trade (as distinguished from customary usage in domestic finance) any draft or other item to be presented in collection.

**COMMERCIAL RISK:** In export financing, the risk of the foreign purchaser's ability to repay.

**COMPOUND (DUTY):** The method of charging duty combining specific and ad valorem duties.

**CONFIRM (A LETTER OF CREDIT):** To assume an obligation to pay under the credit.

**CONSIGNMENT:** The method of payment for exports by which title to goods does not pass to importer, and goods are not paid for, until they are sold to a third party.

**CONSUL:** A government official residing in a foreign country who is charged with the representation of the interests of his country and its nationals.

**CONSULAR DECLARATION:** A formal statement describing goods to be shipped, made to the consul of the country of destination. Approval must be obtained prior to shipment.

**CONSULAR INVOICE:** A document required by some foreign countries showing exact information as to consignor, consignee, value and description of a shipment.

**CONSULATE:** The jurisdiction, term of office, or official premises of a consul.

**COOPERATIVE FINANCING FACILITY:** A program of the Export-Import Bank providing funds to banks abroad for lending to foreign buyers of U.S. goods.

**COUNTERTRADE:** The sale of goods or services that are paid for in whole or in part by the transfer of goods or services from a foreign country. (See Barter.)

**CREDIT RISK INSURANCE:** A form of insurance which protects the seller against loss due to default on the part of the buyer. See FCIA and EXIM Bank.

**CUSTOMS:** The authorities designated to collect duties levied by a country on imports and exports. The term also applies to the procedures involved in such collection.

**D/A SIGHT DRAFT:** Documents against acceptance sight draft. A method of payment for goods in which documents transferring title and delivered to the buyer as soon as an acceptance is signed, a draft stamped, and payment of the draft guaranteed.

**DEFERRED PAYMENT CREDIT:** Type of export letter of credit providing for payment some time after presentation of shipping documents by exporter.

**DEMURRAGE:** Excess time taken for loading or unloading of a vessel not caused by the vessel operator, but due to the acts of a charterer or shipper.

**DOCK RECEIPT:** A receipt given for a shipment received or delivered at a steamship pier. When delivery of a foreign shipment is completed, the dock receipt is surrendered to the vessel operator or his agent and serves as basis for preparation of the Ocean Bill of Lading.

**DOCUMENTS AGAINST PAYMENT (D/P):** A type of payment for goods in which the documents transferring title to the goods are not given to the buyer until he has paid the value of a draft issued.

**DRAFT:** Instrument by which one party directs another party to make payment.

**CLEAN DRAFT:** One with no accompanying documents.

**SIGHT DRAFT:** One payable on presentation. See sight draft.

**TIME DRAFT:** One payable a specified number of days "after sight" (after presentation) or "after date" (date draft is drawn).

**DRAWBACK:** Articles manufactured or produced in the United States with the use of imported merchandise and later exported are entitled to a refund of 99 percent of the duty paid. The refund of duty is known as "Drawback."

**DUMPING:** Attempting to import merchandise into the United States at a price which is less than the fair market value.

**DUTY:** The tax imposed by Customs on imported merchandise.

**AD VALOREM DUTY:** Tax imposed on imported merchandise based on a percentage of the value.

**SPECIFIC DUTY:** Tax imposed on imported merchandise based on a unit of weight, gauge or other measure of quantity (i.e., 10 cents per pound).

**COMPOUND DUTY:** Tax imposed on imported merchandise based on a percentage of value and also on the new weight or number of pieces, etc.

**EXIMBANK:** The Export-Import Bank of the United States.

**EX MILL (EX WAREHOUSE, EX MINE, EX FACTORY):** The seller is obligated to place the specified quantity of goods at the specified price at the mill loaded on trucks, railroad cars or any other specified means of transport. The buyer must accept the goods in this manner and make all arrangements for transportation.

**EXPORT BROKER:** One who brings together the buyer and seller for a fee and then withdraws from the transaction.

**EXPORT COMMISSION HOUSE:** An organization which, for a commission, acts as a purchasing agent for a foreign buyer.

**EXPORT LICENSE:** A government document that permits the "Licensee" to engage in the export of designated goods to certain destinations.

**F.A.S. VESSEL:** The seller quotes a price including delivery of the goods alongside of overseas vessel and within reach of its loading tackle.

**F.O.B.:** This price quote applies only at inland shipping point, and the seller arranges for loading of the goods on, or in, railway cars, trucks, barges, aircraft, or other conveyance furnished for transportation.

**F.O.B. FREIGHT ALLOWED:** The same as F.O.B. Named Inland Carrier, except the seller pays the freight charges of the inland carrier.

**F.O.B. FREIGHT PREPAID:** The same as F.O.B. Named Inland Carrier, except the seller pays the freight charges of the inland carrier.

**F.O.B. NAMED POINT OF EXPORTATION:** Seller is responsible for placing the goods at a named point of exportation at the seller's expense. Some European buyers use this form when they actually mean F.O.B. Vessel.

**F.O.B. VESSEL:** Seller is responsible for goods and preparation of export documentation until actually placed aboard the vessel.

**FOREIGN FREIGHT FORWARDER:** The Foreign Freight Forwarder acts as an agent for the exporter in moving cargo to the overseas destination. It is recommended that a Freight Forwarder, licensed by the Federal Maritime Administration, move this cargo from U.S. Port of Export. These agents are familiar with the import rules and regulations of foreign countries, methods of shipping, U.S. government export regulations and with the documents connected with foreign trade.

**FOREIGN TRADE ZONE:** A free port in the United States divorced from Customs authority but under Federal control. Merchandise, except that which is prohibited, may be stored in the zone without being subjected to the United States tariff regulations.

**FOUL BILL OF LADING:** A receipt for goods issued by a carrier bearing a notation that the outward containers or the goods have been damaged.

**FREE ALONGSIDE (F.A.S.) (OR FREE ALONGSIDE STEAMER):** The seller must deliver the goods to a pier and place them within reach of the ship's loading equipment. The buyer arranges ship space and informs the seller when and where the goods are to be placed.

**FREE PORT:** Port where merchandise may be stored duty-free while awaiting reshipment or while on consignment awaiting sale.

**FREIGHT FORWARDER:** See Foreign Freight Forwarder.

**GROSS WEIGHT:** Entire weight of goods, packing, and container, ready for shipment.

**INLAND SHIPPING DOCUMENT:** Bill of lading or other receipt evidencing shipment from point of origin to port or other intermediate point rather than to final destination.

**LETTER OF CREDIT:** This is a document, issued by a bank at the buyer's request in favor of the seller, promising to pay the agreed amount of money upon receipt by the bank of certain documents within a specified time. With an irrevocable Letter of Credit you are guaranteed payment if you comply with all the terms and conditions of the Letter of Credit.

**LETTER OF INSTRUCTIONS:** Directions to be followed by bank presenting a draft for acceptance or payment.

**LICENSING:** A business arrangement in which the manufacturer of a product (or a firm with proprietary rights over certain technology, trademarks, etc.) grants permission to some other group or individual to manufacture that product (or make use of the proprietary materials) in return for specified royalties or other payment.

**MANUFACTURER'S EXPORT AGENT:** A firm which acts as an export sales agent for several non-competing manufacturers. Business is transacted under the name of the agent firm.

**MARINE INSURANCE:** An insurance which will compensate the owner of goods transported overseas in the event of loss which cannot be legally covered from the carrier.

**MARKING:** Every article of foreign origin, or its container, imported into the United States shall be permanently marked in a conspicuous place in a manner which would indicate to the ultimate purchaser the English name of the country or origin of the article.

**OPEN (A LETTER OF CREDIT):** To establish or issue.

**OPEN ACCOUNT:** Shipping your merchandise to the consignee in the foreign country with no guarantee of payment. Unless the buyer is of unquestionable integrity, an open account can be somewhat risky for the seller.

**PARTICIPATION FINANCING:** Program of the Export-Import Bank for financing large projects in foreign countries utilizing U.S. exports.

**PARTICIPATION FINANCING:** Program of the Export-Import Bank for financing large projects in foreign countries utilizing U.S. exports.

**PEFCO:** Private Export Funding Corporation; lends to foreign buyers to finance exports from U.S.

**POLITICAL RISK:** In export financing, the risk of loss due to such causes as currency inconvertibility, government action preventing entry of goods, expropriation or confiscation, war, etc.

**REMITTING BANK:** Bank which sends draft to overseas bank for collection.

**SCHEDULE B:** Refers to Schedule B, Statistical Classification of Domestic and Foreign Commodities Export from the United States. All commodities exported from U.S. must be assigned a Schedule B Number.

**SHIPPER'S EXPORT DECLARATION:** A form required by the Treasury Department and completed by a shipper showing the value, weight, consignee, destination, etc., of export shipments as well as Schedule B (see above) identification number.

**SIGHT DRAFT:** A Sight Draft is used when the seller wishes to retain control of the shipment, either for credit reasons or for the purpose of title retention. Money will be payable at sight of the completed documents.

**SPOT EXCHANGE:** Currency bought or sold for immediate delivery.

**STANDARD INDUSTRIAL CLASSIFICATION (SIC):** A standard numerical code system used by the U.S. Government to classify products and services.

**STANDARD INTERNATIONAL TRADE CLASSIFICATION (SITC):** A standard numerical code system developed by the United Nations to classify commodities used in international trade.

**TARE WEIGHT:** The weight of packing and containers without the goods to be shipped.

**TENOR (OF A DRAFT):** Designation of payment as being due at sight, a given number of days after sight, or a given number of days after date.

**WAR RISK INSURANCE:** Separate insurance coverage for loss of goods which results from any act of war. This insurance is necessary during peacetime due to objects, such as floating mines, left over from previous wars. War Risk Insurance in the United States is underwritten exclusively through the American Cargo War Risk Reinsurance Exchange, a group formed to share the extreme losses possible.

**WHARFAGE:** The charge assessed by pier personnel for the handling of incoming or outgoing cargo.

**WITHOUT RESERVE:** A term indicating that a shipper's agent or representative is empowered to make definitive decisions and adjustments abroad without approval of the group or individual represented.

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