

# Western Kansas Manufacturers Association Newsletter

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## DC3 Grand Promotion at 3i SHOW!

Western Kansas Manufacturers Association (WKMA) staff and board couldn't be more proud of the Opening Ceremonies hosted at this year's 3i SHOW by the Dodge City Community College Rodeo Team. The Rodeo Team performed a Grand Entry second-to-none on Thursday, October 13, kicking off the 62nd Annual 3i SHOW! The horseback performance was set to music and included a triangle of flags representing all of the armed forces and ending with the POW flag. Pictures alone simply do not do this event justice. Coach Doug Munsell and his students put in a lot of hours practicing, and we cannot thank them enough. Hopefully, we will get a repeat performance next year!

WKMA invited veterans from Fort Dodge Soldier's Home, the VFW and American Legion to attend Opening Ceremonies. Thank you to Fort Dodge Soldiers' Home staff for bringing several veterans to this event!

The Rodeo Team also hosted Cow Patty Bingo and Half-and-Half Drawings on Thursday and Friday to raise money for their Rodeo Fee Fund in addition to performing a College Rodeo Showcase during High School Ag Career Day (HSACD) highlighting many exciting rodeo events.



DC3 was joined for HSACD by several other exhibitor partners, including the American Welding Society, Crop Production Services, Foley Equipment, K-State Research and Extension, Northwest Kansas Technical College, and the USDA FSA and NCRS Departments. We were very excited to have approximately 250 HSACD participants attend from 10 schools! Thank you to all of our HSACD exhibitor partners.



*"A North American Agri-Business Tradition"*

# Thank You!

Western Kansas Manufactures Association would like to thank Ford County, Ford County RSVP, Western State Bank Expo Center, City of Dodge City, Dodge City CVB, Dodge City Chamber of Commerce and all of their **staff** as well as the surrounding communities for their efforts in making this years 3i SHOW a huge success! WKMA would also like to thank the many volunteers listed below for their support of the 62nd Annual 3i SHOW.

Ron Albrecht	Jon Gleason	RD Kilgore	Ryan Miller	Bob Smith
Marisol Alvavado	Walter Gould	Kent Kimbrel	Burness Moffitt	Sandra Smith Brown
Sergio Borunda Ruiz	Bob Gripe	Richard Kinkelaar	Baleigh Munsell	Coy Snyder
Mike Boys	Mary Hendrix	Kathie Leighty	Doug Munsell	Tom Stanley
Virginia Brown	Tracey Hodges	Andrew Linville	Lisa O'Neal	Mary Stukenholtz
David Burl	Gene Hoeper	Andrea Loll	Dave Robinson	Scott Taylor
Katie Burl	Denis Hornung	Sandy Lopez	Linda Roush	Tom Taylor
Dillon Campbell	Kathy Hornung	Jeanne Martin	Jardin Sanchez	Shirley Trabert
Dean Cole	Xavier Hunt	Hunter Martinez	Elmer Schuette	Rhonda Weil
Ramona Cole	Rachelle James	Wyatt Mason	Bobbie Schuette	Lynda Welch
Coulter Croft	Gary Johnson	Kelly McDermeit	Carol Schuetze	Nick Wells
Marcos Cruz Vigil	Rhett Kelley	Andrew McVey	Charles Selens	Layton Wright
Layne Dobler	Jacque Kemmerer	Kathy Mease	Cameron Sells	Adam Young
Zach Gibson	Nila Khan	Cheyenne Miller	Laurie Shenk	Tom Zachman

## Thank You to the Official 2016 Volunteer Hospitality Sponsor



as well as the following businesses who contributed to the volunteer committees:

Antique Tractors by the Browns	Cup of Jo~nes	Midwest Ag Professionals
Antique Tractors by the Mahieus	Dodge City Community College	Montana Mike's
Arrowhead West	Ferguson's Furniture & Appliances	New Chance, Inc.
Best Water	Foley Tractor	Pizza Hut
Billy Simms BBQ	Great Western Dining	Prairie Fire Coffee Roasters
BTI	Green Bean Co.	Prime on the Nine
Burl Equipment	Hawleywood RV Ranch	Sturdi-Bilt Storage Barns
Central Station Club & Grill	J & P Enterprises	United Wireless
Century Business Technologies	Max Jantz Excavating	Communications, Inc.
Cofer Sales & Golf Carts, LLC		Via Christi Home Medical

## ANIMAL BIOSECURITY

### Protecting Livestock from Disease: Basics of Biosecurity

A.J. Tarpoff, DVM, MS, Beef Extension Veterinarian at Kansas State University shared how livestock producers can control disease by controlling animal movement during this session at this year's 3i SHOW. His program included biosecurity tips related to all livestock types and operations.

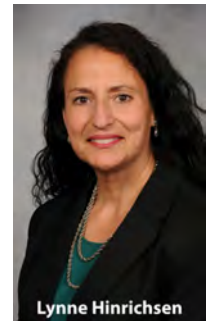


K-State Research and Extension, the Ford County Extension Office, and Ford County Emergency Management teamed up with the 3i SHOW to bring farmers, ranchers, emergency personnel and the general public this opportunity to learn more about keeping an important part of the food supply, livestock, safe in southwest Kansas. The goal of biosecurity is to protect animal health from outside sources. Biosecurity incorporates those management practices aimed at keeping new diseases off the farm and diseases from spreading from group to group on the farm. Biosecurity is the most effective method of disease control, and managing risk requires attention to detail.

## KANSAS DEPARTMENT OF AGRICULTURE Agribusiness Development Workshop



Lynne Hinrichsen, KDA Agribusiness Development Director; Russell Plaschka, KDA Workforce Development Specialist; and Carol Meyer, Kansas Department of Commerce Business and Community Development, held an Agribusiness Development workshop at this year's 3i SHOW. They provided Kansas farmers, ranchers and agribusinesses with resources as well as current business development and organizational contacts to assist with startups and expansions. Important topics discussed included licensing guidelines,



regulatory assistance, inter-agency navigation, international opportunities and import/export protocols. The "From the Land of Kansas" program was also highlighted. KDA workforce survey results were discussed, along with solutions that have been proposed to alleviate labor issues and information on programs to help offset the cost of training or creating new jobs.

## Prize Drawings!



**AKE Safety Equipment**  
STOP-FYRE® Fire Extinguisher  
**Tammy Alexander**



**Form Systems, Inc.**  
\$500 of Heat Sheet® R-10 or R14  
**Tim Siewert**



**Vertical Solutions**  
Easy Farm Software Package  
**Doug Burr**



**Willborn Tank & Fuel Systems**  
298-gallon Skid Steer Tank  
**Andrew Glenn**

## Thank You 2016 Partner Hotels

WKMA and the Dodge City Convention and Tourism Bureau work closely each year to create partner hotel agreements forming exhibitor room blocks with special exhibitor rates. Thank you to the following 2016 Hotel Partners:

- Best Western Plus Country Inn & Suites
- Comfort Suites
- Days Inn
- Dodge City Inn
- Hampton Inn & Suites
- LaQuinta Inn & Suites
- Quality Inn
- Stay Suites of America
- Super 8 (Liberal)
- TownePlace by Marriott

# Kansas Workforce Summit

16th Annual  
Kansas Workforce Summit  
January 18-19, 2017  
Topeka, Kansas

Energizing Education, Economic Development and  
Employment: **It's Up to Us!**

REGISTRATIONS LIMITED - REGISTER **TODAY!**

A DO NOT MISS annual forum for community leaders and chamber representatives, legislators and government officials, employers, educators, and local workforce board members to take action to address the new realities facing the workforce and economic development issues in Kansas.

Presentations include *"Promising Approaches in Workforce Development: Today and Tomorrow,"* *"The Next Generation of Successors; Who's Going to Take Over Your Business?"*, *"Criminal Records in Employment - Challenges and Opportunities,"* and **MORE!**

Visit [www.KansasWorkforceSummit.com](http://www.KansasWorkforceSummit.com) for complete information!

**SAVE THE DATE!**

**Friday, April 21  
WKMA ANNUAL  
MEETING**

**New Product Award  
Nominations Sought!**

The New Product Award will be presented! Nominations are requested and should be emailed to [info@3ishow.com](mailto:info@3ishow.com), including product information and a picture and/or brochure if available. Nominations are due **Monday, March 13.**

Self-nominations are acceptable!

## Congratulations Scholarship Recipients!

WKMA is proud to continue their support of western Kansas students furthering their education at area community colleges, technical colleges and universities through the annual scholarship program. The scholarships are for freshman students who are residents of western Kansas, have graduated from a western Kansas high school and are U.S. citizens. Preference is given to students enrolling in Agri-Business, Industrial Engineering, Pre-Engineering or Business Administration.

WKMA would like to congratulate the following 2016-2017 school year scholarship recipients:

- **Annika Panek**, a Great Bend High School graduate, was awarded a \$500 scholarship at Barton Community College and is majoring in Social Work.
- **Makayla Hoffman**, a Colby High School graduate, was awarded a \$500 scholarship at Colby Community College and is majoring in Ag Business.
- **Oscar Campos**, a Dodge City High School graduate, was awarded a \$500 scholarship at Dodge City Community College and is majoring in Business.
- **Alejandra Nila-Aparicio**, a Ulysses High School graduate, was awarded a \$500 scholarship at Garden City Community College and is majoring in Business.
- **Connar Younkman**, a Holcomb High School graduate, was awarded a \$500 scholarship at North Central Kansas Technical College and is majoring in Welding Technology.
- **Jesus Mendoza**, a Cimarron High School graduate, was awarded a \$500 scholarship at Northwest Kansas Technical College and is majoring in Diesel Technology.
- **Eliseo Avina Gamino**, a Liberal High School graduate, was awarded a \$500 scholarship at Seward County Community College/ATS and is majoring in Natural Gas Compressor Technology.
- **Hannah Waldman**, a Wheatland High School graduate, was awarded a \$700 scholarship at Fort Hays State University and is majoring in Agriculture.
- **Rachel Schuetze**, a Dodge City High School graduate, was awarded a \$700 scholarship at Kansas State University and is majoring in Feed Science and Management.
- **Chase Romme**, a Thomas More Prep High School graduate, was awarded a \$700 scholarship at the University of Kansas and is majoring in Mechanical Engineering.

## 2017 Priority Renewal Ended!

Each year, current exhibitors are given a specified time frame in which they have the opportunity to renew their same space or request different space for the next year. The deadline for 2016 exhibitors to renew their space for 2017 was November 18. After that date, space was released and will be assigned on a first-come, first-served basis.

Any exhibitors who have not renewed at this time should do so TODAY for the best selection!

Prices remain the same for 2017, and invoices will be post-dated March 1, 2017!

## KFRM "RADIO SPIN" GIVEAWAY

Putting a new twist on giveaways at the 3i SHOW, KFRM decided to have a giveaway specifically for exhibitors this year!



Diesel Control Technicians won a 6-month news sponsorship on KFRM valued at \$2,400! Exhibitors simply dropped their business card into the drawing box in KFRM's exhibit space, and the winner was drawn on Saturday, the last day of the show, at 2:00 p.m.

The package included 1 guaranteed 30-second ad per day Monday through Friday, the mention of the company name on 1 segment of weekend Kansas Journal, and ads during the AP News segments including the Oklahoma News, Northwest Kansas News, Central Kansas News, Southwest Kansas News, Virtual News Center, and Kansas Journal Entry for 6 months.

## ALKOTA OF KANSAS WINS FACEBOOK CROSS-PROMOTION



WKMA also put a new twist on cross-promotion this year! WKMA promotes the 3i SHOW in multiple print, news and radio media as well as social media.

A giveaway was announced this year to encourage

exhibitors to cross-promote the show as well. Cross-promotion is key for maximum exposure, benefiting both the exhibitors and the 3i SHOW.

In order to be eligible, exhibitors had to 'Like' the 3i SHOW Facebook page and tag the 3i SHOW Facebook page in a post on their own page inviting the public to their exhibit at the show. Each time a post was made, the exhibitor received an entry into the drawing (maximum 2 per day). The winner, ALKOTA OF KANSAS, was drawn at the Exhibitor Appreciation Reception at the close of the show on Thursday evening and will receive \$400 off their 2017 show space.

## HYDROTEX IS 2016 EXHIBITOR SURVEY WINNER

Each year, exhibitors are strongly encouraged to complete a survey to provide feedback and direction to the WKMA staff and board for future decisions on important issues such as show dates, times, etc. All surveys returned by November 7 were placed into a drawing for \$400 towards 2017 show space. Congratulations to Hydrotex, this year's winner! We look forward to seeing everyone next year and appreciate all those who took the time to complete the survey.



## 2017 GOVERNOR'S EXPORTER OF THE YEAR NOMINATIONS BEING ACCEPTED

For each of the past 28 years, an exceptional Kansas company has been selected to receive the Governor's Exporter of the Year Award for creating jobs and contributing to the Kansas economy through excellence in conducting international trade. International business is vital to the Kansas economy. In 2015, Kansas companies exported over \$10.6 billion in goods and services. One way to highlight the importance of exporting to our state is to recognize those companies that distinguish themselves as "world class" competitors.

If your company would like to be considered, or if you would like to nominate a company for this award, please submit the nomination form on the reverse side.

**2017 Kansas Governor's Exporter of the Year Award**  
**Candidate Nomination Form**

Please complete and submit by mail or fax no later than January 27, 2017 to:

Kansas International Trade Coordinating Council c/o  
 Kansas Department of Commerce  
 1000 S.W. Jackson Street, Suite 100  
 Topeka, KS 66612-1354, April Chiang · april.chiang@ks.gov  
 Phone: (785) 296-5473 Fax: (785) 296-3490  
 TTY (Hearing Impaired):711

Company:					
Address:					
City:		State:		Zip:	
Phone:		Fax:		Website:	
Contact:		Title:			
CEO:					
Year Established:		Year Began Exporting:		Number of Kansas Employees:	
Export Sales as % of Total Sales:	Increase or Decrease % in Export Sales:	2014	2015	2016	Average 2014 through 2016
Year 2014					
Year 2015					
Year 2016					
Description of Product or Service:					
Public or Private Corporation/Company:					
Address of Parent Corporation (if applicable):					
Person/Organization Submitting Nomination:					
Address:			Phone:		

**KITCC** is an independent council that operates with the facilitating assistance of the Kansas Department of Commerce. Council activities are designed to:

- Provide a forum for the exchange of ideas among international business professionals throughout the state.
- Identify and recognize for-profit Kansas corporations that excel in international business through the Governor's Exporter of the Year Award.
- Enhance Kansas' international business by showcasing successful Kansas exporters as role models.
- Provide secondary and post-secondary educational institutions with up-to-date information about international activities of successful Kansas firms.
- Serve as advisory group to develop strategies for further internationalization of business and industry in the state of Kansas.

See Kansas Department of Commerce website for more information: [www.kansascommerce.com/exporter](http://www.kansascommerce.com/exporter)

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