

# Western Kansas Manufacturers Association Newsletter

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Volume 35, Issue 3  
October 2018

## Have You Heard?!

### The 3i SHOW Offers a Variety of Daily Activities!

Each year, many exhibitors host a variety of giveaways, presentations, demonstrations and events, gaining extra **FREE MARKETING** opportunities. WKMA promotes these activities by advertising them on the Event page of the 3i SHOW website as well as creating Facebook Event listings and sending out news releases to the media. This information is also included in the annual 3i SHOW Press Kit, providing the potential for additional free advertising in special 3i SHOW print publications. These cross-promotion efforts are beneficial to both the exhibitor and the 3i SHOW. Exhibitors are strongly encouraged to contact WKMA today with any plans to participate in any of the aforementioned activities. Some activities already confirmed or in the works for 2019 include:



### Giveaways

**Dragon-Line, LLC** is “Transforming Pivot Irrigation Through Drip Technology” and wants to offer one lucky 3i SHOW attendee the opportunity do the same by offering a \$1000 credit towards a complete system or filtration assembly! Be sure to visit Dragon-Line in their booth, I-202, during the show for your chance to win!

Registrations for giveaways are taken all three show days up until the assigned drawing time on Saturday, the last day of the show. Exhibitors hosting a giveaway **valued at \$500 or more AT the show** are encouraged to contact WKMA as soon as possible for the most advertising exposure.

### Presentations

A presentation area is made available throughout the duration of the 3i SHOW for exhibitors and organizations to host educational and informational sessions.

The **National Weather Service in Dodge City** will be presenting a “Climate and Weather Update.” Jeff Hutton, Warning Coordination Meteorologist, will discuss the variability of weather in the High Plains. He will provide an overview of large-scale forcing mechanisms driving the current weather pattern and expected evolution of large-scale patterns. The presentation will include factors that contribute to the complexity of forecasting weather in extended periods: weekly, monthly and seasonally. Hutton will conclude with an outlook for the growing season.

**Dragon-Line, LLC** will host “How to Save Water and Money with Drip Line Technology” presented by CEO Monty Teeter. Teeter will discuss water savings as a major benefit of pivot irrigation through drip technology. Other benefits include reducing or eliminating wheel track issues, allowing possible winter watering without ice accumulation on pivot, eliminating leaf burn and plant shock from sudden temperature changes and more. The benefits will continue to emerge as drip irrigation is used in diverse production areas. Teeter will speak on how Dragon-Line has transformed pivot irrigation through drip technology.

Continued on Page 3

# BOARD OF DIRECTORS

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## WKMA Membership Renewals

“Thank You!” to all our renewing members. We appreciate your continued support!

### Active Members

Cross Manufacturing, Inc.  
CrustBuster / Speed King, Inc.  
Curtis Machine Company, Inc.  
Doug Zimmerman Repair  
Flame Engineering, Inc.  
Golden Plains Ag Tech  
Grainfield Supply, Inc.  
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Otters, Inc.  
Premier Tillage  
Roto-Mix, LLC  
Simpson Farm Enterprises, Inc.  
Western Bit & Reamer Service, Inc.  
Winkel Manufacturing Co.

### Associate Members

Beck Sales Company  
Dodge City Area Chamber of Commerce  
Dodge City Community College  
Dodge City Convention & Visitors Bureau  
Dodge City/Ford County Development Corp.  
Edward Jones  
Estes Promotions  
Fidelity State Bank & Trust Company  
Hampton Inn/Vista Host  
ITC Great Plains  
K•Coe ISOM, LLP  
Kennedy McKee & Company, LLP  
KFRM - 550 AM  
KFSA Insurance, LLC  
KRVN Radio  
Landmark National Bank  
LaQuinta Inn & Suites  
Pishny Financial Services, L.C.  
Rainprotection Insurance  
Shield Industries, Inc.  
Stay Suites  
The Territorial Magazine  
United Wireless  
United Wireless Arena

Contact WKMA today to renew your membership if your company is not listed!!

## Demonstrations

Live demonstrations are a valuable way exhibitors can showcase their products to attendees at the 3i SHOW! Demonstrations can be on-demand or at a specific time and assist in generating leads. A FREE demonstration area is made available to contracted exhibitors each year in the northeast corner of the outdoor show grounds to coordinate large equipment demonstrations and ride and drives. Demonstrations can also take place within an exhibitor's space.

**Blattner Feedlot Construction & Livestock Equipment** will be showcasing their 110 and 220 Hydraulic Squeeze Chutes along with "The Duke" Portable Wheel Corral in spaces I-373, 375 and 377. Both chutes feature a hydraulic head and tailgate with hydraulic squeeze. "The Duke" is full of features to make any job safer and easier!

**Fairbank Equipment** is bringing the SureFire QuickDraw trailer! The SureFire QuickDraw is a fully automated spray tender system. Manually calculating product amounts is a thing of the past. QuickDraw calculates the amount of each chemical in a batch, including manually added chemicals. Creating recipes through the integrated System is easy, making batches easily repeatable. Be sure to visit spaces I-249-251 to see the SureFire QuickDraw in action!

**Landoll Corporation** is bringing back the 7500 Series Vertical Tillage (VT) Plus with Adjustable Gangs. The VT Plus can adapt to changing field environments and can be used in a variety of residue conditions. The adjustable gang feature allows the operator to change the disc gangs anywhere between 5 and 15 degrees on the go from the tractor cab.

**Simpson Farm Enterprises** will be showcasing a TBA piece of equipment! Stay tuned for more information.

## Events

Various events are scheduled all three days of the show. **Dodge City Community College** will be participating in Opening Ceremonies on Thursday, March 21, at 10 a.m. They are also planning a Community College Invitational Rodeo! **The High Plains Journal** is sponsoring a Junior Livestock Show with more details coming soon! **Pratt Regional Medical Center** is coordinating daily health programs.

Event suggestions, recommendations and sponsorships are requested! Contact WKMA today with our ideas!

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## Local Agencies Bring Active Shooter Training to Dodge City

WKMA staff attended the "Kansas Active Shooter Mitigation" program held on October 3 at the Boot Hill Casino and Resort Conference Center coordinated by the Dodge City Area Chamber of Commerce, Dodge City/Ford County Development Corporation, and the Dodge City Convention and Visitors Bureau. KASM was created by the Kansas Highway Patrol to educate the public on active shooter awareness.

Michael Racy, Technical Trooper with the Kansas Highway Patrol, led the presentation outlining what individuals can do if they are ever in an active shooter situation. The KASM program is tailored similar to the Run, Hide, Fight program. If you can run away from the situation, run; if you can't run, hide; if you are found, fight! Racy discussed being prepared by doing things such as surveying your surroundings to brainstorm how you might keep a shooter from entering your office in the event of an attack, how to attack a shooter with a group, and spreading groups out within a room to minimize the potential number of casualties. He recommended having a Go-Bag prepared in case of an emergency. A Go-Bag is a carryall filled with items like thick zip strips to restrain a shooter, first-aid items, or items specific to a business or profession such as lollipops in a teacher's Go-Bag for students to help keep them quiet.

Businesses were encouraged to contact their local police or sheriff's department to schedule building assessments and create active shooter plans, including designating a meeting place for those who run to gather. Trooper Michael Racy can be contacted for more specific information by email at [michael.racy@ks.gov](mailto:michael.racy@ks.gov) or by phone at (620) 276-3201.



2019 Mid-America Workforce Summit  
**KEYNOTE PRESENTATION ANNOUNCED!!**

**“The Rural Dimensions of Workforce Development”**  
Brian Dabson, Research Fellow at the School of Government  
University of North Carolina at Chapel Hill  
(Registrations Still Being Taken!)



What are some crucial components of workforce development in rural communities? Rural areas are subject to the same broad economic forces that are radically reshaping sectors, industries, and occupations for the nation as a whole. This reshaping includes the very structure of employment, the untethering of employment from specific location, increased labor market volatility and changing hiring practices.

Brian Dabson, a research fellow at the School of Government at the University of North Carolina at Chapel Hill, will explore these issues and the challenges they present to achieving economic opportunity in rural regions and the ways in which technology and globalization have affected industries and labor markets.

Brian’s presentation is based on his essay published in the Federal Reserve System’s new publication *Investing in America’s Workforce: Improving Outcomes for Workers and Employers* available at [www.InvestInWork.org](http://www.InvestInWork.org).

For complete Summit information and registration forms, visit [www.MidAmericaWorkforceSummit.com](http://www.MidAmericaWorkforceSummit.com).

## **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 or Mechanical Engineering, Pre-Engineering or Business Administration.

WKMA would like to congratulate the following 2018-2019 school year scholarship recipients:

- **Thomas Potter**, a Hoisington High School graduate, was awarded a \$500 scholarship at Barton Community College.
- **Gerardo Ortiz-Chavez**, a Wichita County High School graduate, was awarded a \$500 scholarship at Colby Community College.
- **Cora Tasset**, a Spearville High School graduate, was awarded a \$500 scholarship at Dodge City Community College.
- **Jace Lawson**, a Pawnee Heights graduate, was awarded a \$500 scholarship at NCK Tech.
- **John Gower**, a Phillipsburg High School graduate, was awarded a \$500 scholarship at North Central Kansas Technical College.
- **Manuel Agüero**, a Liberal High School graduate, was awarded a \$500 scholarship at Seward County Community College.
- **Emily Cranwell**, an Ellis High School graduate, was awarded a \$700 scholarship at Fort Hays State University.
- **Britta Beesley**, a Hugoton High School graduate, was awarded a \$700 scholarship at Kansas State University.
- **Conner Lebeau**, a Scott Community High School graduate, was awarded a \$700 scholarship at the University of Kansas.

One scholarship remains unawarded at Garden City Community College. If you know someone who is eligible, refer them to the GCCC Financial Aid office to apply.