Celebrating Manufacturers and the Resources They Use for Growing Global Sales
Celebrating Manufacturers Day with accomplished small business manufacturers. Learn successful business strategies and utilize government resources to help grow your company’s international sales.

Brought to you by your federal government trade partners:
U.S. Small Business Administration, Export-Import Bank of the United States, U.S. Census Bureau, and U.S. Commercial Service

Access more international trade resources on www.export.gov
Celebrating Manufacturing Day

- Discover online tools to access data and help find new markets
- Assist in finding new buyers
- Support with finance deals
- Minimize nonpayment risks
Today’s Speakers

Host: Omari Wooden, Assistant Division Chief
U.S. Census Bureau

Remarks: David Glaccum, Associate Administrator
U.S. Small Business Administration

Kevin Scott
National Association of Manufacturers
MFG Day showcases the diverse career opportunities available in the manufacturing industry and connect with America’s current workforce.

- The manufacturing industry is not our grandparents’ workplace
- Creators Wanted - we want to inspire the next generation of manufacturers
- Manufacturing career opportunities include high pay and exposure to cutting edge technology and innovations
- Open house and learning opportunities for a diverse audience: students, parents, educators, employees, community
Featured Manufacturers

Tasha Jamaluddin, Managing Director
Epcon Industrial Systems

William Scott, Vice President of Finance
AirFixture

Julie Detmering, Export Manager
Equilibar
Epcon Industrial Systems LP
Conroe, Texas

The company engineers and manufactures custom air pollution control systems and process heating equipment, for a wide variety of industries and applications.

Epcon Industrial uses the U.S. Commercial Service's Gold Key business matchmaking service to discover new buyers and distributors. The company has also participated in successful international trade missions, and country and industry round table discussions, hosted by the USTR.

Tasha Jamaluddin | Managing Director
tasha@epconlp.com | www.epconlp.com
AirFixture, LLC
Kansas City, Kansas

The company designs and develops Under Floor Air Distribution equipment for commercial buildings.

AirFixture uses the SBA for working capital financing, and EXIM for export credit insurance to protect against nonpayment and offer open account credit terms to its customers.

William Scott | Vice President of Finance
wscott@airfixture.com | www.airfixture.com
Equilibar designs and manufactures custom pressure regulators that offer superior precision using a simple design for numerous applications such as biopharma, catalysis, fuel cells and oil and Gas.

Equilibar uses EXIM export credit insurance to reduce the risk of nonpayment and offer open account credit terms to our buyers – this helped us increase our customer base worldwide. We also utilize U.S. Commercial Services for trade counseling as well as participate in the many educational seminars they offer.

Julie Detmering | Export Manager
julie@equilibar.com | www.equilibar.com
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Government Resources

Identify Global Markets with New Interactive Tool:  
Learn More: International Trade Helpline 800-549-0595, Option 4 or  
Email: eid.international.trade.data@census.gov

Find Buyers and Distributors:  
https://www.export.gov/Gold-Key-Service  
Learn More: https://www.export.gov/services

Financing to Fulfill Sales Orders and Improve Cash Flow:  
www.sba.gov/international  
Learn More: Contact your SBA Regional Export Finance Manager:  
https://www.sba.gov/article/2017/nov/01/list-useacs-sba-staff

Minimizing Nonpayment Risk and Offering Open Account Credit Terms:  
https://www.exim.gov/what-we-do/export-credit-insurance  
Learn More: Contact Stephen.Maroon@EXIM.gov or call 202.565.3901