

Appalachia USA MINExpo 2016 Exhibitors Guide

South Hall / Booth 29501-29716



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Appalachian Regional Commission (ARC)

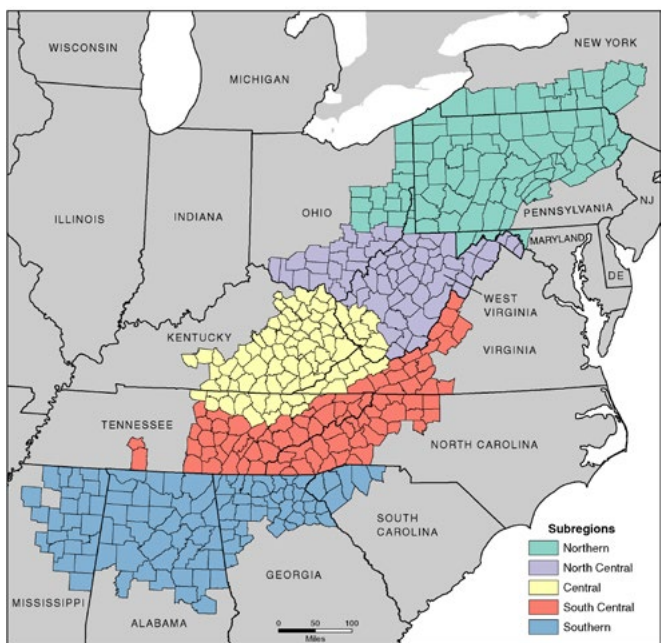
ARC's mission is to innovate, partner, and invest to build community capacity and strengthen economic growth in Appalachia.

The Appalachian Regional Commission (ARC) is a regional economic development agency that represents a partnership of federal, state, and local government. Established by an act of Congress in 1965, ARC is composed of the governors of the 13 Appalachian states and a federal co-chair, who is appointed by the president. Local participation is provided through multi-county local development districts.

The Appalachian Region, as defined in ARC's authorizing legislation, is a 205,000-square-mile region that follows the spine of the Appalachian Mountains from southern New York to northern Mississippi. It includes all of West Virginia and parts of 12 other states: Alabama, Georgia, Kentucky, Maryland, Mississippi, New York, North Carolina, Ohio, Pennsylvania, South Carolina, Tennessee, and Virginia. Forty-two percent of the Region's population is rural, compared with 20 percent of the national population. The Appalachian Region's economy, once highly dependent on mining, forestry, agriculture, chemical industries, and heavy industry, has become more diversified in recent times, and now includes manufacturing and professional service industries.

Expanding export trade opportunities is an important strategy for increasing economic and employment success in the Appalachian Region. In 1995, ARC established the ARC Export Trade Advisory Council (ETAC) to advise the Commission on developing trade policy issues and to serve as an advocate for the Region within the global businesses community.

The Appalachia USA initiative, created in 2005, ETAC members plan and administer a variety of activities focused on promoting export opportunities for businesses across the Region. ETAC helps establish and sustain export trade partnerships and information-sharing opportunities, and focuses special attention on helping small to medium-sized Appalachian businesses become more successful in international commerce. Projects include support for conferences and events stressing trade economics and best practices, and for research on issues affecting the Region's ability to engage, compete, and succeed in the global economy of the 21st century.



Map by: Appalachian Regional Commission, November 2009.

Acker Drill Company

**P.O. Box 830
Scranton PA, 18501**

Website: www.ackerdrill.com

Contact: Matthew K. Vass

Phone: 800.752.2537

Email: mkvass@ackerdrill.com

Celebrating 100 Years! Acker Drill Company was founded in 1916 and has been exporting its products worldwide since 1960. Today, we are recognized as a world leader in the manufacture of drill rigs and tooling for the geotechnical, environmental, mineral exploration, and civil engineering industries. We pride ourselves in our extensive line of drill rigs, which are unmatched in versatility, build quality and performance. Further, we are one of North America's largest manufacturers of drilling consumables with our tooling widely used and distributed around the world. Throughout our 100 year history, our name has become synonymous with high quality, innovation, and exemplary customer service, which we believe is the cornerstone to our success.

American Cable Company

**1200 East Erie Avenue
Philadelphia PA, 19124**

Website: www.americancableco.com

Contact: Henk de Vos

Phone: 215.456.0700

Email: kenk@americancableco.com

American Cable Company, Inc., manufactures battery cables, wiring harnesses, panel assemblies, control boxes and related components for some of the most respected OEM corporations around the world. Founded in 1976, American Cable is fully dedicated to producing the highest quality products in the most cost-effective manner. Everything from tooling and injection molding to assembly and distribution is performed under the critical eye of founder Carlos Gonzalez Jr.

We also support customers globally with logistical services. Our customers are all around the world. All our products are customer made. We are a 6 Sigma deployed company and also a UL/CSA approved supplier for harnesses, cables and control boxes.

Cervis, Inc.

**170 Thorn Hill Road
Warrendale PA, 15086**

Website: www.cervisinc.com

Contact: Kevin Hadley

Phone: 724.741.9000

Email: sales@cervis.net

Cervis, Inc. is a US Manufacturer of control systems for industrial environments. We have a focus on wireless control and design / manufacture intrinsically safe electronics with MSHA, IECEx / ATEX evaluations. Our markets of focus include mining, construction / extraction equipment, material handling, etc. Products include wireless transmitter / receiver products, machine mount PLC products and data acquisition systems with a focus on product application.

CIS Quality Parts and Components

**3479 Northbend Circle
Alcoa, TN 37701**

Website: www.cisinc-usa.com

Contact: Paul Bonovich

Phone: 865.379.9705

Email: order.desk@cisinc-usa.com

CIS Quality Parts and Components is an industry leader for parts and components for Heavy Mobile Equipment in the Mining Sector. Our goal is to consistently add value to your supply chain with Quality Parts and Components at Competitive Prices with Prompt Service.

Curry Supply Co.

**1624 Curryville Road
Martinsburg, PA 16662**

Website: www.currysupply.com

Contact: Jeff Shaw, Sales Manager

Phone: 800.345.2829

Email: sales@currysupply.com

Curry Supply Company is a family-owned business that was established in 1932. Over the past 84 years, Curry Supply has grown into one of America's largest manufacturers and dealers of commercial service vehicles including on- and off-road water trucks, mechanic trucks, on- and off-road fuel/lube trucks, vacuum trucks, service body trucks, winch trucks, crash attenuator trucks, dump trucks, and lube skids. Curry Supply delivers internationally, with sales, parts and service provided throughout the United States and Australia.

EcoIslands LLC Mine Drainage Solutions

**199 Bloom Road
Altoona, PA 16601**

Website: www.Ecolandsllc.com

Contact: Colin A. Lennox

Phone: 814.937.9115

Email: colin@Ecolandsllc.com

EcoIslands LLC, of Altoona PA USA, is a water pollution solutions company specializing in Acid Mine Drainage, Agriculture, and Municipal Wastes. Our modular bioreactor, the MRU (metal removal unit), is proven to have well over 100 times the treatment density of current passive best management practices for AMD treatment, for a similar cost. The MRU is the first “microchip wetland” and its tiny footprint allows for effective treatment in the tightest spots where space is at a premium. Our patents pending technology has a diverse range of applications including outdoor and indoor agriculture. Send us your datasheets today for a free review!

Hardface Technologies by Postle Industries

**5500 West 164th
Cleveland, OH 44142**

Website: www.hardfacetechologies.com

Contact: Daniel Weinhardt

Phone: 216.265.9000

Email: dweinhardt@postle.com

Hardfacing Technologies is a business unit of Postle Industries, Inc. and manufactures of a complete line of hardfacing products. Postle offers hardface welding alloys to protect equipment and components from wear caused by abrasion, impact and metal-to-metal wear. Products include flux-coated and tubular Hardfacing electrodes, flux-cored wires and oxy-acetylene alloys. Postle has its own R & D facilities in order to engineer advanced technology hardfacing products for specific high wear environments such as mining, recycling, oil and gas exploration, construction and others. Postle's worldwide distribution network ensures easy ordering and fast delivery.

Innovative Wireless Technologies, Inc. (IWT)

**300 Rural Acres Drive, Ste. B
Beckley, WV 25801**

Website: www.iwtwireless.com

Contact: Paul Carrier

Phone: 434.316.5230

Email: pcarrier@iwtwireless.com

Innovative Wireless Technologies, Inc. (IWT) is the leading supplier of wireless communication and tracking systems for underground mining and tunneling operations. IWT's SENTINEL™ system provides real-time tracking and crystal clear voice communications with minimal setup and low maintenance for maximum productivity and low cost of ownership. IWT networks can be configured with line-powered, battery backed-up, mesh networking infrastructure for long term deployments, or with portable, battery-powered infrastructure components for shorter mission life applications. For more information on IWT's mining solutions, visit iwtwireless.com.

J&J Truck Bodies & Trailers

**10558 Somerset Pike
Somerset, PA 15501**

Website: www.jjbodies.com

Contact: Bill Riggs

Phone: 814.444.3400

Email: sales@jjbodies.com

J&J Truck Bodies & Trailers manufactures steel and aluminum on and off-road dump bodies and trailers that are used in rock hauling, mining, demolition and construction work, and road maintenance. J&J dump bodies and trailers are loaded with many ready-to-work features and options that are designed to give customers a precision engineered product that delivers power and performance with every use. J&J also builds mechanic and crane service bodies, lubrication trucks, and winch tractors that are used in mines, quarries, and construction sites. J&J Truck Bodies & Trailers has been manufacturing dump bodies for over 55 years and serves customers worldwide.

Penn Machine Company, LLC

**106 Station Street
Johnstown, PA 15905**

Website: www.pennmach.com

Contact: Trudy L. Dona

Phone: 814.288.1547

Email: Trudyd@pennmach.com

Penn Machine Company established in 1920 is a major supplier of heavy-duty OEM and aftermarket components for Mining, Railroad, Transit, and General Industry. PMC stocks replacement parts for underground mining equipment and has an extensive library of drawings to produce parts for Continuous Miners, Shuttle Car components, Wheel Units, Traction Planetary and Reducers. Penn partners with Eastern Mining & Industrial Supply for distribution of our underground mining product.

Penn is committed to supplying our customers with high quality product. We have our own in-house heat treat and can furnish carburized and hardened gears and pinions, axles, wheelsets, and gearboxes.

Pitt Auto Electric Co.

**4085 Alpha Drive
Allison Park, PA 15101**

Website: www.pittauto.com

Contact: Tom Tiernan

Phone: 800-245-0711

Email: tom@pittauto.com

Pitt Auto Electric is proud to distribute Hatz Diesel Engines. Hatz is introducing their new 74HP Tier 4 final diesel, the smallest, lightest, and most fuel efficient diesel in its class. Hatz Air Cooled engines range from 2 to 74HP. For more information on Hatz products, please feel free to contact us.

Quality Magnetite, LLC

**PO Box 437 - 2620 US Rt. 52 South
Kenova, WV 25530**

Website: www.qualitymagnetite.com

Contact: Bud May

Phone: 304.453.2222

Email: bmay@qualitymagnetite.com

Quality Magnetite is the leading supplier of Magnetite (Black Iron Oxide) to the Coal industry in the Appalachia and Illinois Basin regions. From our locations in West Virginia and Indiana we deliver a Quality product for the Dense Media Separation process. Quality Magnetite can also offer Powdered Iron products in various sizes and packaging for the needs of other industries. We currently supply products that are used in the Water & Wastewater treatment industry, Micronutrient & Soil treatment industry, Paints & Pigments, along with many others.

Regional Conveyor Services

**215 Maple Street
Salem, VA 24153**

Website: www.rcsindustrial.com

Contact: Ray Borup

Phone: 540.387.9060

Email: rborup@rcsindustrial.com

Supplier of Rubber Lining, ceramic and rubber lagging, cold bond cements and conveyor belt repair materials.

Rock Tools Attachments

**600 Grant Street
Pittsburgh, PA 15219**

Website: www.rocktools.com

Contact: Michael Price

Phone: 720.223.7888

Email: info@rocktools.com

USA Manufacturer of attachment saws for rock, concrete, and metals Screening and crusher buckets, rock and concrete grinders.

Rogers Brothers Corporation

**100 Orchard Street
Albion, PA 16401**

Website: www.rogerstrailers.com

Contact: Dana Wolf

Phone: 814.756.4121

Email: dana.wolf@rogerstrailers.com

Since 1905, Rogers has been building trailers to haul equipment across the world. Today, you'll see the Rogers name in all 50 states and in 65 countries around the globe. The fourth generation of the Rogers family brings new ideas and innovations to the inherent superior quality of ROGERS trailers.

The real work starts at the job site. Rely on the superior quality and low maintenance of a Rogers trailer to haul equipment to your site hassle-free. Standard and optional features are available to simplify any hauling challenge.

Saint Francis University Small Business Development Center

P.O. Box 600

Loretto, PA 15940

Website: www.francis.edu/small-business-development-center

Contact: Barry Surma

Phone: 814.472.3200

Email: bsurma@francis.edu

Established in April of 1979, the Saint Francis University Small Business Development Center provides managerial and technical assistance to existing small businesses and individuals interested in starting their own business. The services are made available at no cost to clients, and provided on a completely confidential basis. The Saint Francis SBDC is one of 18 SBDCs in Pennsylvania. The program is funded by the U.S. Small Business Administration, PA Department of Community and Economic Development, and Saint Francis University. Services offered include assistance in developing a business plan, financial analysis, preparing projected financial statements, and marketing assistance

Targeted Microwave Solutions Inc.

203 Perry Parkway

Gaithersburg, MD 20877

Website: www.tmsenergy.com

Contact: Jan Kindler

Phone: 778.995.5833

Email: jkindler@tmsenergy.com

TMS is a microwave process developer specializing in clean emission, high throughput, industrial drying solutions. TMS systems are designed to liberate moisture from minerals and aggregates in a low-heat environment, without the need to combust fossil fuels and without generating CO₂, nitrous oxides, and sulfur oxides.

Valley Rubber

**3899 Highway 31 North
Falkville, AL 35622**

Website: www.ValleyRubber.Solutions

Contact: Lester Tupper

Phone: 256.784.5231

Email: info@ValleyRunner.Solutions

Valley Rubber is a manufacturer of custom rubber solutions for tough mining and industrial applications that require an innovative approach. We primarily serve the Mining & Aggregate market but also provide molding solutions to a wide variety of industries. With the added strength of our Rockland Engineered Solutions, Valley Rubber is your start-to-finish partner for projects that include field reconnaissance, engineering and manufacturing. We solve plant problems that include: dust, noise, spillage, plugging, abrasion, sticky material buildup and more.

Whitehill Manufacturing Corporation

**PMB 356, 407 College Ave.
Ithaca, NY 14850**

Website: www.whitehillmfg.com

Contact: Robert Guldi

Phone: 610.494.2378

Email: rsg@whitehillmfg.com

Whitehill is a leader in the development and manufacture of custom high performance synthetic ropes. Fully synthetic ropes are available for drum hoists, Koepe hoists and mobile cranes. In-situ inspection and monitoring is available.

U.S. Commercial Service

The U.S. Commercial Service is the trade promotion arm of the U.S. Department of Commerce's International Trade Administration and is a lead agency in the President's National Export Initiative. With trade professionals in over 100 U.S. cities and in nearly 70 countries located in our U.S. Embassies & Consulates, we are in a unique position to assist U.S. exporters in growing their exports and expanding into new foreign markets.

The U.S. Commercial Service performs services in support of U.S. exports that include:

EXPORT COUNSELING: Information you need to navigate the export process from beginning to end.

- Planning & Strategy
- Legal and Regulatory Issues
- Trade Problems
- Documentation & Product Requirements

MARKET INTELLIGENCE: Target the right overseas market(s) for your products and services.

- Country Commercial Guides
- Background Reports
- Customized market Research
- Trade Data & Analysis

Southern Alleghenies Planning and Development Commission

The Southern Alleghenies Planning and Development Commission (SAP&DC) [www.sapdc.org] is a non-profit regional economic and community development organization serving the Alleghenies.

SAP&DC's International Trade Program seeks to create and retain jobs by helping businesses increase their sales of exported goods and services.

Providing consulting services since 1985, SAP&DC serves as the regional coordinator for international business. SAP&DC has direct access to 15 international trade representatives covering 51 countries.

BUSINESS MATCHMAKING: Connect with the right partners and prospects.

- Partner Search
- Personalized Business Matchmaking
- Trade Shows & Missions
- In-country Promotions

COMMERCIAL DIPLOMACY: Ensure your product/service has the best possible prospects for success.

- Level the international playing field for your company by accessing U.S. government advocacy for your foreign government procurement bid.

To find your local office contact details, please visit us at export.gov/locations or email ryan.russell@trade.gov

Appalachia Offices Include:

Birmingham, AL	Charleston, WV
Atlanta, GA	Wheeling, WV
Savannah, GA	Toledo, OH
Lexington, KY	Philadelphia, PA
Louisville, KY	Pittsburgh, PA
Baltimore, MD	Charleston, SC
Jackson, MS	Columbia, SC
Buffalo, NY	Greenville, SC
Rochester, NY	Knoxville, TN
Charlotte, NC	Memphis, TN
Raleigh, NC	Nashville, TN
Greensboro, NC	Richmond, VA
Cleveland, OH	

The Commission staff provides assistance to small and medium-sized companies, typically at no charge. Assistance provided includes but is not limited to; market research and market entry strategy, educational programs and technical support, compliance assistance, freight forwarding, access to financing programs and grant funding.

SAP&DC coordinates activities with the Pennsylvania Center for Trade Development, U.S. Commercial Service, banks, law firms, universities, and government service providers. These affiliates offer their combined expertise to help regional businesses develop an export strategy. The Network opens the gateway for state-sponsored overseas programs, global contacts and inquiries about foreign investments



This event is sponsored by the Appalachian Regional Commission (ARC) and coordinated by the Southern Alleghenies Planning and Development Commission (SAP&DC).

SAP&DC

SOUTHERN ALLEGHENIES PLANNING
& DEVELOPMENT COMMISSION

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