

**Northern Michigan and Eastern Upper Peninsula  
Knowledge Economy Strategies Project Co-Learning Report #3**

**Companies Engaged or Interested in Exporting in the  
Eastern UP and Northern Michigan  
and Exporting Resources for  
Small and Medium Businesses**



**Michigan State University  
Center for Community and Economic Development**

in cooperation with the

**Northeast Michigan Council of Governments**

Alcona, Alpena, Cheboygan, Crawford,  
Montmorency, Oscoda, Otsego, Presque Isle

**Northwest Michigan Council of Governments**

Antrim, Benzie, Charlevoix, Emmet, Grand Traverse,  
Kalkaska, Leelanau, Manistee, Missaukee, Wexford

**Eastern Upper Peninsula  
Regional Planning & Development Commission**

Chippewa, Luce, Mackinac

July 25, 2009

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A digital version of this report is available at  
[KnowledgePlanning.org](http://KnowledgePlanning.org)

**EDA Northern Michigan and Eastern Upper Peninsula  
Knowledge Economy Strategies Project  
Co-Learning Report Series**

In October 2008, the Michigan State University Center for Community and Economic Development (CCED) initiated a project with the support of the U.S. Department of Commerce Economic Development Administration (EDA) to develop innovative economic development strategies with three Northern Michigan regional planning partners: the Eastern Upper Peninsula Regional Planning and Development Commission (EUPRPDC), Northeast Michigan Council of Governments (NEMCOG), and Northwest Michigan Council of Governments (NWMCOG). The goal of the project is to create new knowledge-based economic opportunities in the regions and to successfully compete in the global knowledge economy.

An assessment of each region's Comprehensive Economic Development Strategy (CEDs) identified strengths, weaknesses, and opportunities, and helped each region to develop their collaborative learning (co-learning) plans. Co-learning plans are designed to provide regional planners and their stakeholders with relevant new knowledge, focus, and capacity. This new knowledge and capacity serves as a platform for regional planners and stakeholders to create innovative regional economic development strategies focused on competing in the global knowledge economy. By understanding the dynamics and demands of global knowledge economy forces, regional leaders can better align their regional investment priorities with those demands.

This report was produced as part of the development of a co-learning plan in response to a request for information on exporting opportunities by the EUPRPDC.

**Disclaimer**

This report was prepared by the Michigan State University Center for Community and Economic Development under award 06-86-05322 from the Economic Development Administration, U.S. Department of Commerce. The statements, findings, conclusions, and recommendations are those of the authors and do not necessarily reflect the views of the Economic Development Administration or the U.S. Department of Commerce.

# Companies Engaged or Interested in Exporting in the Eastern UP and Northern Michigan and Exporting Resources for Small and Medium Businesses

July 10, 2009

This paper describes the objectives, methods, analysis, sources, exporting resources for small- and medium-sized businesses, as well as a preliminary list of exporting companies in each region.

## Objectives

- 1-Identify exporting businesses and companies in the eastern UP.
- 2-Provide information that can be used to expand exporting opportunities for eastern UP companies.

## Methods

Preliminary exporting data was obtained from the Michigan Economic Development Corporation (MEDC) Export Connection (<http://ref.michigan.org/medc/export/>). MEDC lists companies by industry, and each industry was searched for companies located in the Eastern UP. Companies are listed in alphabetical order with the company's location and products. In some cases, [www.manta.com](http://www.manta.com) was used as a supplemental source of information when MEDC data was insufficient. Data was also obtained from company web sites.

As MEDC identified just two exporting companies in the EUP, that data seemed incomplete, especially in light of determining that the MEDC data was last updated in 2006.

A list of 11 EUP manufacturing companies was also provided by the EUPRPDC and the Sault Ste. Marie EDC in response to CCED's request. Preliminary data on the 11 EUP companies was obtained through a web-based search, and indicated that these 11 companies represent a diverse range of advanced and specialty manufacturing applications.

CCED staff designed a short survey instrument and conducted a telephone survey of nine of those 11 EUP manufacturing companies July 2 and July 6. The survey was designed to identify exporting companies, exported products, and the countries they export to. For non-exporting companies, survey questions were designed to determine whether those non-exporters are interested in seeking export markets and whether those companies need any assistance to enter export markets.

Data for each exporting company includes:

- Address
- Number of Employees
- Year Established
- Products
- Countries Exporting to (or where the company is interested in exporting)
- Export Sales as Percentage of Total Sales

Based on MEDC and the CCED survey data, information is provided for 54 exporting companies. Data are incomplete for 27 companies.

The companies in the list below are arranged alphabetically for each region.

### **Analysis**

CCED conducted a brief survey of 16 EUP companies to generate current exporting data. The preponderance of information here was obtained from three-year old data in MEDC's Export Connection.

CCED's EUP survey identified seven exporting companies in addition to the two companies listed by MEDC (of those, one expressed interest in exporting rather than reporting current exporting). Five companies expressed interest in entering export markets, and three were unsure. Only one company that does not currently export is not interested in doing so.

At least two EUP exporters produce highly-sophisticated medical/surgical supplies. Both exporters collaborate with their end-market customers in designing products tailored to meet their customers' needs. This high-end medical/surgical niche market may represent an expansion opportunity in the economic sector.

### **Sources**

Michigan.org/medc

Manta.com

CCED survey of nine EUP manufacturing companies

Company web sites

## Exporting Resources

**Michigan State University  
Broad College of Business  
International Business Center (IBC)  
Pro Bono Business Services**

MSU's Eli Broad College of Business is implementing a pro bono program for **businesses in the Greater Lansing Region** which are striving to engage in the global marketplace. The program involves students in the Broad School along with faculty and staff and the focus is on increasing the region's international competitiveness. Each year, IBC offers this service to a select number of local firms based on a match of the center's expertise, the needs of the firms, and the opportunities that exist. IBC offers a variety of products, such as training programs, benchmarking of global value chains, and diagnostic tools. Typical tasks the faculty and staff engage in are information generation, information dissemination, and information interpretation. Up to 10 hours of research assistance involving a globalEDGE Business Team of one to five members for each organization will be made available at no cost. Additional research assistance is available in most cases for a fee.

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<http://globaledge.msu.edu/resourceDesk/gBR/gBR%204-1.pdf> (Description of Pro Bono Program)

<http://global.broad.msu.edu/outreach/probono.aspx> (Pro Bono Business Services request form)  
517.355.2350

**US Department of Commerce  
Bureau of Industry and Security (<http://www.bis.doc.gov/>)  
Export Administration Regulations Database  
([http://www.access.gpo.gov/bis/ear/ear\\_data.html](http://www.access.gpo.gov/bis/ear/ear_data.html))**

Files here can be downloaded in different formats and contain important information on the Export Administration Regulations (EAR) including a directory of office exporter services; general information (definitions, what regulations cover, how to proceed and where to get help, etc); helpful hints to exporters, and other resources for businesses to refer to when exporting. BIS Online Training Room (<http://www.bis.doc.gov/seminarsandtraining/seminar-training.htm>) provides modules in transcript and video form that cover essentials of export controls (basic definitions, export license requirements, items subject to the EAR, etc), deemed exports, and antiboycott compliance.

## **Small Business Administration**

Breaking into the Trade Game: A Small Business Guide to Exporting, 4<sup>th</sup> Edition

[http://www.sba.gov/idc/groups/public/documents/sba\\_program\\_office/oit\\_bitg4th\\_full.pdf](http://www.sba.gov/idc/groups/public/documents/sba_program_office/oit_bitg4th_full.pdf)

This publication begins with basic information about making the decision to start exporting—the advantages and disadvantages. It includes a workbook to help businesses to evaluate their commitment to exporting, assess their products' potential for the global market, better manage their international operations successfully, and communicate business ideas to people outside the company. The guide then identifies agencies and resources that can help businesses find public and private sector partners, training and research assistance, information about countries they may be exporting to, and overseas market information (both federal and non-federal resources). It also includes a chapter on export financing: how to make sure the business gets paid; the differences between services and lending; private and government export financing resources; and SBA loan programs. This guide appears to be an excellent primer on exporting for small and medium businesses.

## **U.S. Export Assistance Center**

Export Assistance Centers are one-stop shops ready to provide small- or medium-sized businesses with local export assistance with personalized assistance by professionals from the U.S. Export-Import Bank and other public and private organizations.

John O'Gara

Regional Manager, Export Solutions Group

8109 East Jefferson Avenue, Suite 110

Detroit, MI 48214

Tel: 313-226-3670

Fax: 313-226-3657

[John.ogara@sba.gov](mailto:John.ogara@sba.gov)

## **Export Library**

<http://www.sba.gov/aboutsba/sbaprograms/internationaltrade/exportlibrary/index.html>

The Export Library provides information and resources to assist businesses entering and competing in the global market place, including a description and loan application for the Export Working Capital Program and SBA & Ex-Im Bank Co-Guarantee Program, and the International Trade Administration's Trade Finance Guide.

## **Export-U.com**

This is a portal to free export webinars under development by the U.S. Export Assistance Center in Atlanta, and the University of Georgia SBDC. It is being developed with support from the U.S. Department of Commerce through its Rural Export Initiative (REI). Webinars are available to members (it is free to sign up) and include topics from taking a first look at international trade to pricing products in selected markets to bank loan guarantees. The site also contains a page of useful links that provide more information on export controls and licensing, international news, and country data.

## **Other Trade Links:**

<http://www.sba.gov/aboutsba/sbaprograms/internationaltrade/links/index.html>

## **International Trade Page:**

<http://www.sba.gov/aboutsba/sbaprograms/internationaltrade/index.html>

# Exporting Companies and Companies Interested in Exporting in the Eastern UP and Northern Michigan<sup>1</sup>

## **Eastern Upper Peninsula**

### **Bunker Manufacturing, Inc**

1501 12<sup>th</sup> Street/Industrial, PO Box 416, Sault Ste. Marie, MI 49783  
(906) 632-3829

Approx. 15 employees, est. 1960

Currently interested in exporting to all countries

Exports dies, stampings, weldments

### **Detroit Die Cutting**

Sault Ste. Marie, MI

(906) 635-1553

Approx 10 employees

Currently exporting to Canada, Mexico

Exports foam rubber gaskets

Export sales as % of sales: <25%

### **Haske Post Company**

Cedarville, MI

(906) 484-2603

Approx. 8 employees

Family-owned and operated since 1968

Currently exports to Canada

Exports cedarwood products; finished products for homes

Export sales as % of sales: 5-10%

### **Hoover Precision Products**

Sault Ste. Marie, MI

(906) 632-7310

Approx 42 employees, est. 1913 in Ann Arbor

Currently exports to Japan, England, Germany, Spain, Belgium, Netherlands, China, Poland, Hungary, others

Exports precision balls

### **JAS Veneer and Lumber**

1300 W. 12<sup>th</sup> St, Sault Ste. Marie, MI 49783

(906) 632-0710

Approximately 25 employees. Started in 1978.

Annual sales approximately \$4.5 million.

Provides hardwood veneer manufacturing services and produces approximately 30 million sq. ft. of veneer. Wood types include hickory, ash, maple, cherry, oak, and mahogany (answers.com, manta.com). Exports to Far East customers in addition to US, and also imports various woods to offer exotic species.

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<sup>1</sup> Data are incomplete for 27 of 54 companies listed.

**McDowell Hay, Inc**

8361 W. M48, Rudyard, MI 49780

(906) 478-3511

Approx. 3 employees, est. 1948

Currently exports to Bahamas, Greater Antilles, Haiti, Jamaica, Lesser Antilles, West Indies

Exports hay compress

Export sales as % of sales: 20%

**Precision Edge Surgical Products**

Sault Ste. Marie, MI

(906) 632-4800

Approx. 100 employees, est. 1989

Currently exports to Ireland

Exports surgical equipment

Export sales as % of sales: <25%

**R&B Electronics**

Sault Ste. Marie, MI

(906) 632-1542

Approx. 53 employees, est. 1985

Currently exporting to Canada, Europe, Great Britain, Middle East, Israel, Czech Republic

Exports boards, grounding straps, jumpers, grounding products, small engine parts

Export sales as % of sales: <25 % (about 20%)

**Superior Fabrication**

Kinross, MI

(906) 495-5634

Approx. 49 employees, est. 2004

Currently exporting to (many countries)

Exports forklift mast parts

Export sales as % of sales: <25%

**Northeast Michigan****Besser Company**

801 Johnson St, Alpena, MI 49707

(989) 354-4111

Approx. 1000 employees, est. 1904

Annual sales \$75,000,000

Currently exporting to Canada, China, India, Mexico, Panama, Russia, Spain

Exports machinery for producing concrete masonry products: blockmaking machines, mixers, product handling equipment, palletizing machines

**Carlisle Paddles, Inc**

4562 N. Down River Rd, PO Box 488, Grayling, MI 49738

(989) 348-9886

Approx. 20 employees, est. 1980

Annual sales \$2,500,000

Currently exporting to Canada, England, France, Germany, Italy, Japan, Mexico

Exports canoe paddles, kayak paddles, boat oars, raft oars, flatwater equipment  
Export sales as % of sales: 6%

**Cheboygan Tap & Tool Co.**

100 Gerow St, PO Box 408, Cheboygan, MI 49721  
(800) 633-3133

Approx. 40 employees, est. 1927

Annual sales: \$2,500,000

Currently exporting to Canada, India, Mexico, Taiwan, Venezuela

Exports special and off standard threading tools including taps, thread rolls, thread mill cutters, thread grooving tools, and gages

Export sales as % of sales: 5%

**Fiber Char Corporation**

3336 Piper Rd, Alpena, MI 49707  
(989) 356-4533

Approx. 20 employees, est. 1978

Annual sales \$1,000,000

Currently exporting to Canada

Exports picture frame molding, flooring

Export sales as % of sales: 5%

**Panel Processing**

120 North Industrial Highway, PO Box 457, Alpena, MI 49707  
(800) 433-7142

Approx. 230 employees, est. 1971

Annual sales \$44,000,000

Currently exporting to Australia, Canada, China, Mexico, Uruguay

Exports pegboard, particle board, fiberboard components

Export sales as % of sales: 5%

**W & S Development, Inc**

4957 Main Street, PO Box 297, Greenbush, MI 48738  
(517) 724-5463

Approx. 15 employees, est. 1978

Annual sales \$1,000,000

Currently exporting to Colombia, Costa Rica, Dominican Republic, Ecuador, Honduras, Mexico, Panama, Venezuela

Exports hydraulic cutterhead dredges

Export sales as % of sales: 95%

**Northwest Michigan**

**A.D. Joslin Manufacturing Co.**

123 Arthur St, PO Box 227, Manistee, MI 49660  
(231) 723-3581

Approx. 12 employees, est. 1926

Currently exporting to Australia, Belgium, Netherlands

Exports code marking and identification type and dies for food processing industry

Export sales as % of sales: 20%

**AAR Cadillac Manufacturing Div. of AAR Manufacturing, Inc**

201 Haynes St, PO Box 550, Cadillac, MI 49601

(231) 779-8800

Approx. 336 employees, est. 1962

Annual sales \$50,000,000

Currently interested in exporting to Argentina, Austria, Belgium, Bolivia, Brazil, Chile, China, Colombia, Ecuador, France, Germany, Italy, Netherlands, Paraguay, Peru, Portugal, Spain, Switzerland, United Kingdom, Venezuela

Exports cargo systems for military and commercial aircraft: lightweight, high strength composite panels, shelters, containers, platforms for rapid deployment, wood/shipping containers

**Alcotec Wire Co.**

2750 Aero Park Dr, Traverse City, MI 49686

(231) 941-4111

Approx. 100 employees, est. 1998

Currently exporting to (all countries)

Exports aluminum welding, brazing, metalizing wire, aluminum mechanical wires incl. rivet wire, zipper wire, nail wire, closure wire

**Bell's Fishery**

229 S Huron Ave, Mackinaw City, MI 49701

(231) 436-7821

Approximately 15 employees, started in 1972

Annual sales: \$3,000,000.00

Exports whitefish and chub caviar, fresh whitefish, trout, perch; smoked fish including whitefish, trout, chubs, salmon, fish sausage and pate.

Interested in exporting to all countries

**Big Jon Trolling Systems, Inc.**

3680 Cass. Rd, Traverse City, MI 49684

(800) 637-7590

Approx. 20 employees, est. 1997

Currently exporting to Australia, Canada, Finland, New Zealand, Sweden

Exports fishing tackle equipment for trolling, fresh, and saltwater; downriggers, rod holders, diving devices, planers, lures

Export sales as % of sales: 15%

**Bohning Co., Ltd.**

7361 N. 7 Mile Rd, Lake City, MI 49651

(231) 229-4247

Approx 35 employees, est. 1946

Annual sales: \$4,000,000

Currently exporting to Australia, Austria, France, Germany, Italy, Netherlands, New Zealand, South Africa, Spain, Sweden, Switzerland, United Kingdom

Exports Evergreen Christmas tree colorant

Export sales as % of sales: 2%

**Boride Products Div. of Kennametal EPG**

2879 Aero Park Drive, Traverse City, MI 49686

(231) 946-2100

Approx. 65 employees, est. 1967

Currently exporting to China, England, France, Germany, Italy, Japan, Republic of Korea  
Exports tungsten carbide and ceramic consumable tools; sandblast nozzles and waterjets  
Export sales as % of sales: 25%

**Camtec, Inc**

343 Hughes Drive, Traverse City, MI 49686

(231) 947-6758

Approx. 40 employees, est. 1980

Annual sales \$4,000,000

Currently interested in exporting to all countries

Exports molds-plastic injection, compression, transfer, rim, diecast, prototype & production

**Century Specialties**

2410 W. Aero Park Court, Traverse City, MI 49686

(231) 946-7500

Approx. 250 employees; est. 1969

Annual sales: \$18,000,000

Currently exporting to Australia, Japan, Republic of Korea, Singapore, Taiwan

Exports twin screw extruders and replacement parts for other OEM Twin screw extruders

Export sales as % of sales: 10%

**Chateau Chantal**

15900 Rue De Vin, Traverse City, MI 49686-9379

(231) 223-4110

Approximately 15 employees, started in 1990

Annual sales: \$1,300,000.00

Currently exporting to Germany

Exports organic cherry and grape wine, sparkling wine and fruit juices

Export sales as % of sales: 1%

**Chateau Grand Traverse, Ltd.**

12239 Center Rd, Traverse City, MI 49868

(231) 223-7355

Approximately 15 employees, started in 1974

Annual sales: \$2,000,000.00

Currently exporting to Japan

Exports wines, mustards, vinegars, marinades

Export sales as % of sales: 2%

**Cherry Central, Inc**

1771 S. US-31 S, P.O. Box 988, Traverse City, MI 49685

(231) 946-1860

Approximately 95 employees, started in 1973

Annual sales: \$120,000,000.00

Currently exporting to Austria, Belgium, Canada, China, France, Germany, Hungary, India, Japan, Netherlands, South Africa, Switzerland, United Kingdom  
Exports frozen and canned tart cherries, sweet cherries, apple slices; frozen blueberries; dried tart cherries and blueberries.  
Export sales as % of sales: 3%

### **Coding Products**

111 W. Park Dr, Kalkaska, MI 49646  
(231) 258-5521

Approx. 90 employees, est. 1977  
Annual sales \$21,000,000

Currently exporting to Argentina, Brazil, Bulgaria, Canada, Colombia, France, Germany, Indonesia, Italy, Kuwait, Malaysia, Mexico, Peru, Taiwan, Thailand, United Kingdom, Venezuela  
Exports heat transfer inks; thermal transfer ribbons for most makes of printers and substrates  
Export sales as % of sales: 20%

### **Cope Tool & Die, Inc**

920 Commerce Drive, Traverse City, MI 49684  
(231) 943-8882

Approx. 15 employees, est. 1984  
Annual sales: \$1,500,000

Currently exporting to Mexico  
Exports precision grind inserts and mandrels of carbide for cold heading  
Export sales as % of sales: 1%

### **DCL, Inc**

08660 Ance Rd, PO Box 125, Charlevoix, MI 49720  
(231) 547-5600

62 employees, est. 1981  
Annual sales: \$8,000,000.00

Currently exporting to Canada, Chile, China, India, Mexico, Venezuela  
Exports loading spouts, dust free loading of dry materials into trucks, railcars, ships; I.B.C. filling equipment, bulk bag filling; slide gates & diverter valves, flow control of bulk materials  
Export sales as % of sales: 18%

### **Eastwood Custom Homes, Inc**

213 S. Airport Rd. West, Traverse City, MI 49686  
(231) 941-5046

Approx. 50 employees, est. 1978  
Annual sales \$8,000,000

Currently interested in exporting to Czechoslovakia, France, Germany, Greenland, Italy, Japan, Mexico, Portugal, South Africa, Spain, United Kingdom  
Exports wood framed-custom built houses

### **Edge Lifesciences**

13606 S. West Bayshore Drive, Traverse City, MI 49685  
(800) 873-6070

Approx. 5 employees, est. 1995  
Annual sales \$300,000

Currently exporting to Australia, Canada, New Zealand, Switzerland, United Kingdom

Exports ceramic sharpening stones used for dental instruments  
Export sales as % of sales: 10%

**For Play Sports Products, Inc**

7591 North US 131, Manton, MI 49663

(231) 824-9241

Approx. 2 employees, est. 1990

Currently interested in exporting to Canada, Mexico

Exports pontoon boats; small gas or electric outboard motor

**Great Lakes Carbon Treatment, Inc**

3300 U.S. 131 N. Highway, PO Box 968, Kalkaska, MI 49646

(231) 258-8014

Approx. 22 employees, est. 1989

Annual sales \$2,300,000

Currently interested in exporting to Argentina, Bolivia, Brazil, Chile, Colombia, Ecuador, French Guiana, Mexico, Paraguay, Peru, Suriname, Uruguay, Venezuela

**GTP Industries**

2883 Aero Park Drive, Traverse City, MI 49686

(231) 922-4886

Approx. 75 employees, est. 1974

Annual sales \$3,100,000

Currently interested in exporting to Canada

Exports assembly and packaging materials

**Hayes Manufacturing, Inc**

6875 U.S. 131, PO Box 220, Fife Lake, MI 49633

(231) 879-3372

Approx. 20 employees, est. 1966

Annual sales \$2,500,000

Currently exporting to Canada, United Kingdom

Exports power transmission equipment

Export sales as % of sales: 15%

**Industrial Magnetics, Inc**

1240 S. M-75 Hwy, Boyne City, MI 49712

(231) 582-3100

70 employees, est. 1961

Annual sales: \$10,000,000

Currently exporting to Canada, Chile, France, India, Malaysia, Mexico, New Zealand, United Kingdom

Exports magnetic assemblies; magnetic separation equipment and conveying assemblies for the food processing and feed industries

Export sales as % of sales: 10%

**JanTec, Inc**

1777 Northern Star Dr, Traverse City, MI 49686

(231) 941-4339

30 employees, est. 1979

Annual sales: \$5,000,000

Currently exporting to Canada, Mexico, Republic of Korea, Taiwan  
Exports powered belt turn conveyors, spiral belt conveyors, angle merge conveyors, merge conveyor straight conveyors, spiral gravity chutes, plastic belt conveyors  
Export sales as % of sales: 5%

**Keegan Hay Co, LLC**

3516 Emmett Rd, Emmett, MI 48022  
(810) 384-6620

7 employees, est. 1966

Annual sales: \$2,000,000

Currently exporting to Ireland, United Arab Emirates, United Kingdom

Exports compressed hay and straw for race horse trade

Export sales as % of sales: 10%

**Lead Screws International, Inc**

2101 Precision Drive, Traverse City, MI 49686  
(231) 947-4124

Approx. 25 employees, est. 1985

Annual sales \$3,000,000

Currently exporting to Canada, Mexico

Exports precision ground ball screws

**Leelanau Fruit Company**

2900 S. West Bay Shore Dr, Suttons Bay, MI 49682  
(231) 271-3514

Approximately 50 employees, est. 1967

Annual sales: \$3,000,000

Currently exporting to Canada, Greece

Exports frozen fruit, brined cherries

Export sales as % of sales: 10%

**Midwest International Standard Products, Inc**

105 Stover Rd, PO Box 438, Charlevoix, MI 49720  
(231) 547-4000

Approx. 18 employees, est. 1974

Currently exporting to Australia, Belgium, Canada, Chile, India, Israel, Jordan, Nicaragua, United Kingdom, Venezuela

Exports dry bulk handling equipment

Export sales as % of sales: 40%

**Michigan Rubber Products, Inc**

1200 Eighth Avenue, Cadillac, MI 49601  
(231) 775-1316

Approx. 400 employees, est. 1972

Annual sales \$40,000,000

Currently exporting to Argentina, Austria, Belgium, Brazil, Canada, France, Germany, Mexico, Poland, Puerto Rico, United Kingdom, Venezuela

Exports rubber products: bumpers, grommets, isolators, bushings, tubes, seals, ducts

**Normic Industries, Inc**

1733 Park Dr, Traverse City, MI 49686  
(231) 947-8860

Approx. 30 employees, est. 1969

Annual sales: \$3,000,000

Currently exporting to Canada, Mexico, Thailand

Exports name plates, decorative trim

Export sales as % of sales: 5%

**Petoskey Plastics**

4226 U.S. Highway 31 South, Petoskey, MI 49770  
(231) 347-2602

Approx. 170 employees, est. 1970

Annual sales \$38,000,000

Currently exporting to Germany, Sweden, United Kingdom

Exports custom blown film products: patented disposable seat covers for automobiles, can produce multilayer film structures

Exports sales as % of sales: 14%

**RJG, Inc**

3111 Park Dr, Traverse City, MI 49686  
(231) 947-3111

Approx. 50 employees, est. 1989

Currently interested in exporting to all countries

Exports hydraulic and mold pressure transducers; process monitoring and control equipment for the plastics industry

Export sales as % of sales: 4%

**Stagg Machine Products**

11711 W. Cadillac Rd, Cadillac, MI, 49601  
(231) 775-2355

**Textron Power Transmissions**

240 East Twelveth Street, PO Box 272, Traverse City, MI  
(231) 946-8410

Approx. 257 employees, est. 1936

Currently exporting to (all countries)

Exports double enveloping worm gearing and speed reducers for various industries

**Thomas & Milliken Millwork, Inc**

931 Mill St, PO Box 265, Northport, MI 49670  
(231) 386-7236

Approx 18 employees, est. 1977

Annual sales \$25,000,000

Currently interested in exporting to all countries

Exports cabinetry, flooring, trim, laminate, stairs

**Tool Kraft**

2628 Garfield Rd, Unit 36, Traverse City, MI 49686  
(231) 947-8167

**Town Country Cedar Homes**

4772 US-131 South, Petoskey, MI 49770  
(231) 347-4360

Approx. 100 employees, est. 1947

Annual sales \$25,000,000

Currently exporting to Canada, Japan, Thailand

Exports design and fabrication of log and timber homes

Export sales as % of sales: 15%

**Trantek Automation Corporation**

2470 North Aero Park Court, Traverse City, MI 49686  
(231) 946-6270

Approx. 20 employees, est. 1986

Annual sales \$4,000,000

Currently exporting to Canada

Exports linear screw drivers, transfer shuttles, load/unload overhead gantries, vertical lifters, control systems

Export sales as % of sales: 1%

**Triple D. Orchards, Inc**

8310 Stormer Rd, PO Box 507, Empire, MI 49630  
(231) 326-5174

Approx. 75 employees, est. 1973

Currently exporting to Australia, Germany

Exports red tart pitted cherries, maraschino cherries

**World Magnetics**

810 Hastings St, Traverse City, MI 49686  
(231) 946-3800

Est. 1959

Currently exporting to (all countries)

Exports magnetic heads, pressure sensors and switches, vacuum switches

Export sales as % of sales: 30%

For further information, contact:

Michigan State University  
Center for Community and Economic Development  
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