

2023 Exporting BUSINESS OF THE YEAR

Aero-Mod, Inc.



Manhattan, KS
 Riley County



(785) 537-4995
 aeromod@aeromod.com



www.aeromod.com



Kansas SBDC Advisors:

John Addressi & Stephanie Willis

Business Started: 1981

Industry: U.S. Commercial Service

Problem Identification: Aero-Mod partnered with the Kansas SBDC to become more proficient in the practices and tools available to KS companies to export their products. The company specializes in custom-designed wastewater treatment facilities, by offering the latest engineered solutions.

Assistance provided: Andrew Ryan connected with SBDC Advisor, John Addressi, who helped him by establishing and maintaining a network of experts in the mechanics of exporting and export finance. The client shared, "The team at JCCC SBDC are professionals. John is a great teacher, every person he put us in touch with has been eager to help and they too are experts and professionals in their fields. They have advised and equipped us for success."

Results achieved: The Client successfully completed a multimillion-dollar contract with a customer in North Africa and is well into their second equally large project in the same region. They have also gained knowledge to begin making investments of resources into expanding back into the Latin American export market.

When asked about how his business stands out next to the competitors, Aero-Mod President Todd Steinbach said, "We have brought more of the production in-house as opposed to competitors who have to out-source most of their fabrication. Because of this, we have better control over our quality control and our ability to innovate." His advice for new businesses was to keep the expenditures low as financing was one of their greatest challenges. He elaborates, "Even if you have a few good years, keep the expenditures (other than necessary) down. With difficulties in financing, a stable company needs to build up its war chest."

Aero-Mod Inc. can be found at 7927 US-24, Manhattan, KS 66502. Learn more about it by visiting their website www.Aeromod.com and contact them at **785-537-4995** or at Andrew@aeromod.com.

Kansas SBDC at JCCC
 913-469-3878
 ksbdcc@jccc.edu
 www.jcccsbdc.com