

Haltec Corporation has been the leader in the tire valve industry for over 45 years. When underground mines were transitioning from rail wheels to rubber tires, Haltec was there to design and manufacture the tire valve systems required to meet their technical needs.

Haltec maintains its leadership position as a major manufacturer of specialized tire valve systems. Many new product innovations were introduced by Haltec that provided the tire industry with the unique products required to achieve faster flow rates, decreased downtime, and more efficient tire management. The ever-increasing size of mining and construction tires further challenged Haltec engineering to design and manufacture its wide variety of valve systems to meet these demands.

Haltec's initial foray into exporting came in 1982 when Haltec partnered with Estry Trading located in Brisbane, Australia, who handled distribution in the Asian market. At that time, Estry was Haltec's sole distributor at that time. In its desire to expand its market overseas, Haltec bought AME International in 2009, a tire tools equipment company, followed by the purchase of BMS Torque Solutions located in Ireland. Since then, exporting has been a consistent and vital component of Haltec's business. Today, the company exports to 50 different countries.

Ever since 2016, Haltec has effectively used Federal and State government trade promotion or financing programs to expand its markets overseas. Haltec has hired interns from the Ohio Department of Development's Ohio Export Internship Program (EIP). These interns have assisted Haltec in:

- ✓ Maneuvering export and environmental regulations,
- ✓ Completing an Export Compliance Manual,
- ✓ Utilizing ODOD's International Market Support program to provide detailed market research and matchmaking with potential customers, as well as
- ✓ Providing companywide Export Compliance training, and more.

Haltec Corporation has also worked with the Ohio Small Business Development Center's Export Assistance Network (EAN) at Youngstown State University (YSU), where the EAN has helped Haltec with:

- ✓ Global market research,
- ✓ Certificate of Origin discrepancies,
- ✓ Section 301 tariff assistance,
- ✓ ECCN Classification, and most recently,
- ✓ Travel assistance.

In addition, Haltec sent two representatives to a U.S. Export Controls and Compliance course offered at YSU through the EAN. The Export Training Grant was used in 2022 to train employees and expand their skills on trade topics.

Lastly, Haltec has utilized the International Market Access Grant for Exporters (IMAGE), funded through the SBA's State Trade Expansion Program (STEP), to attend and display at international trade shows in China, Italy, Germany, Chile, Colombia, Brazil, and more.