

Fall 2000

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# THE CHAMPION CHRONICLE

## “Behind-the-Scenes Players”

A Win-Win Situation for Our Customers *and* Corporation

### OK Champion Customers Get Maximum Return from Their Investments

In early July, **Kansas City Power & Light (KCPL)** took delivery of a new reel loader, which incorporates innovative technology that enables them to more effectively remove old, heavy-duty underground cable from the conduit.

The new reel loader, equipped with a super-duty reel rim drive, a double-roller system, and two additional motors, pulls faster and harder with less effort; pulling capacity is increased from 10,000 lbs. to 14,000 lbs.

Atlanta-based **BellSouth** has taken delivery of an OK Champion scrapper, rented from Nesco, an Indiana-based company that buys, sells, and rents equipment nationwide.

BellSouth wanted a cable scrapper to remove existing cable to use the conduit and to reclaim/recycle obsolete cable. **Danny Terrell**, BellSouth's Manager of Investment Recovery, commented that the new scrapper is "much more efficient than any traditional method," and that BellSouth now has the equipment necessary to pull about 4,000 feet of cable per day due to the system's pull-and-cut capability.

**I**n this issue of *The Champion Chronicle*, we'd like to focus on two members of the OK Champion team who play a vital role "behind the scenes" to ensure that OK Champion's quality, innovation, productivity, and responsiveness remain at consistently high levels.

**Joanne Coleman** first came to OK Champion as a bookkeeper in the fall of 1996. As the corporation grew, we quickly saw the need to have one key person in the office to manage the day-to-day activities. In early 1999, we promoted Joanne to Office Manager, where her responsibilities included establishing procedures, routing paperwork, fielding phone calls, and handling the responsibilities with OK Champion vehicles.



Joanne Coleman

Earlier this year, in response to increased sales and customer need, OK Champion saw the opportunity to streamline its efficiencies and reduce order turnaround by opening an additional manufacturing facility. The new "assembly line," located at 150th and Columbia Avenue in Hammond, is scheduled to be up and running by the end of September. As this new facility will employ approximately 20 employees total, we saw the need to pinpoint one key individual to manage personnel, coordinate the flow of materials between suppliers and facilities, and handle all work orders for the new line.

Once again, Joanne stepped up to the plate and accepted the position of Assistant to the President in May. Joanne, working hand-in-hand with OK Champion President **Paul Knoerzer**, has already started making the transition into her new position and is anticipating the fall opening of the new facility.

OK Champion Production Engineer

**Kevin Clark** applies his skills and experience to ensure that OK Champion products are properly suited to particular vehicle chassis systems.



Kevin Clark

With an Associate Degree in Applied Science and currently pursuing a Bachelor Degree in Mechanical Engineering from Purdue University, Calumet, Kevin has actually been a part of the OK Champion engineering team since the fall of 1998. As product development and sales continued to grow, Head Engineer **Jim Clapp** recognized the need to have another engineer on board to assist with the workload. Prior to Kevin's hire, Jim was responsible for all engineering design and related tasks.

When Kevin interviewed with OK Champion, we felt he was ideally suited for an engineering position due to his extensive automotive background while he was with Ford. His experience in vehicle diagnostics and vehicle electronic systems is invaluable in the engineering tasks he handles as a member of the OK Champion team.

Specifically, Kevin is responsible for specifying the hydraulic components to interface OK Champion products and equipment with the vehicle chassis. Since achieving maximum performance from our equipment relies on the entire product/vehicle "package," one can easily see how Kevin's role is critical to overall quality and productivity.

OK Champion will be represented at the following:

**MEGA SHOW: SEPT. 5-7**  
Prior Lake, MN

**PETE SHOW: SEPT. 26-28**

Orange County Fairgrounds, Costa Mesa, CA

**INTERNATIONAL UTILITY SUPPLIERS EXPO: SEPT. 27-28**  
Portland, OR

# Farco Makes the Sales Connection

Kansas City-based **Farco** is one of several OK Champion dealers that helps give our products greater presence among telephone and utility contractors. Led by **Richard Farr**, Farco specializes in providing these companies with a comprehensive array of equipment and vehicles to help make their specific task more efficient. From bucket trucks and other "standard-type" products to the entire OK Champion line of

rodders, pullers, and reel loaders, Farco helps match the right product with the right customer.

Farco's business has grown considerably in the past five years. Where the company would typically sell one to two OK Champion units per year, Farco has about 30 units on order with us at the present time.

It's dealers like Farco who help OK Champion remain competitive in our marketplace.

## RELAY FOR LIFE

### Contributions Are More Than O.K.



**O**n June 9, more than 1,000 individuals participated in the fifth annual American Cancer Society's Relay for Life, a fundraiser dedicated to cancer research, treatment, and prevention that resulted in total proceeds of more than \$105,000.

For the first year, OK Champion participated in this event by being a Gold Sponsor and by assembling a team of our employees and family members to pass the baton in this 14-hour relay. Led by team captain **Joanne Coleman**, the 18-person OK Champion team donned their corporate T-shirts and, together, raised almost \$2,000 for the cause – a contribution that is, definitely, much more than O.K.



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