



Conklin Company Inc. Newsletter • Spring 2007

Meet Our New Employees

Heather Collins

Customer Service Specialist

Formerly a manager of a notable New Prague-based bar & grill and “Director of First Impressions” for a Nashville-based laser clinic, Heather is truly what she claims to be: a real people person and a great fit for Conklin’s Customer Service department. A native Edinian (or is it Edinaite?), she now hails from New Prague, where she lives with her husband Matthew and two girls, Madelyn, 7 and Morgan, 2; and what she calls her two sons; Buck, a black lab and Tank, a pug puppy. Heather majored in Marketing & Advertising at the Minnesota School of Business. In her spare time she loves hanging out at her cabin way up on Rainy Lake (it’s on the Canadian Border for the benefit of you KCers) with family and friends, summer fishing/ice fishing ... anything out doors.



Stacie Galloway

Chemical Technician

Originally from Honolulu and previously New Mexico, Stacie is recovering from climactic shock as she’s now settled into Chaska. She previously worked at Sandia National Laboratories in Albuquerque as a principal technologist. Although she didn’t work on nuclear weapons nor anti-terrorist technology, she did work in R&D developing new encapsulants. With experience like that, is there’s any doubt that she’ll be able to handle R & D for Conklin products? She’s a newlywed with her husband Jeff and lives with a pampered kitty cat. Most of her immediate family still resides in Hawaii, so she takes great vacations. Her favorite past-time is “fishing, fishing, and oh yeah ... did I mention fishing?” Her husband Jeff is still continuing to tutor her on the fine art of hook baiting and catch-and-release.



Ruby Johns

Transportation Specialist

Transportation logistics has always been in Ruby’s blood. She started working for her family’s transportation business at age 16, and her father and husband Peter are accomplished truck drivers. She took a little diversion the last several years working in safety operations for the regulatory department of Cambria’s manufacturing facility in LeSeuer. Four wheeling, dirt biking, fishing and hunting pheasants are activities she loves to do with her family which includes Lee, 26 yrs., and soon to be daughter in law April; Mindy, 19; Amanda, 15; and Charlie, 10. You could say that Ruby has waited 18 years to work for Conklin as she remembers sending in her first application there in 1989. Ruby’s husband Peter bought Ruby her first Harley last year and she’s gearing up for Sturgis.



Jennifer McDermott

Web Administrator

Quite a techie, Jennifer was previously the webmaster for Thomson Prometric (formerly Capstar and Experior Assessments), providing comprehensive testing and assessment services. She was on the team that revamped their online continuing education application. Jennifer also learned how to code web pages for handicapped accessibility (Americans with Disabilities Act, Section 508). This resulted in landing a nice contract for the company. Jennifer came to Conklin because she liked everyone she met as well as the benefit of what she sees as helping rural Americans make a decent living. She lives with her husband Steve and two cats that she admits to spoiling royally. A real sci fi fan (focused on the hard science and not the fantasy side), Jennifer religiously attends the annual Convergence Convention in Bloomington every year.



– more new employees continued on next page

Official Conklin Holiday! Good Friday, April 6 – Offices will be closed.

**Christine Nichols,
Rock Star Marketing Goddess
(a.k.a. Marketing Plan Specialist),
KC-based**

Residing in Overland Park, Kan., Christine currently holds the title of newest Conklin employee with starting date: March 6. She previously worked for Friends University in Lenexa, Kan. a program for adults returning to school to complete their degrees. Seven years ago, she packed up her life in Michigan where she was raised, to move to the Kansas City area. She left her family, friends and job behind to be with her then new husband Bart and his two sons, Ben, now 18 and Drew, 14. Christine was attracted instantly to the “family” feel of Conklin and the opportunity to be a part of its exciting growth in Kansas City. In her spare time, Christine loves to scrapbook and moonlight at Archivers. She also enjoys photography, camping, traveling and sometimes ... just doing nothing and relaxing.



**Cynthia Panza,
Meeting/Registration Specialist, KC-based**

A user of Conklin products for years, Cynthia couldn't help but “tune in” when she overheard co-worker Paula Sam Hicks talking about the great Conklin job ads she ran across in a local Kansas City newspaper. It didn't take long for Cynthia, a marketing assistant at KC-based Independence Center mall, to follow Paula to Conklin. For the past 4 ½ years, she's been married to her husband Joe. They live with their two dogs, Harley, a lab-Huskie mix, and Dyna, a pure Huskie. In their spare time, they enjoy attending NASCAR races and boating. Cynthia also enjoys cooking for her husband--AND her dogs too! She makes her very own homemade dog treats, not only for her dogs, but for her family's and friend's dogs too. Do dogs love them as much as Fastrack® Canine Treats? Ask Cynthia.



**Mindy (Hui Min) Ooi,
Chemical Technician**

Although Mindy's immediate family resides thousands of miles away in Penang, Malaysia, she's right at home in Minnesota. Her Asian name is Hui Min; English name, Mindy. She's tried snowboarding a few times in winter; loves the beach in summer; and is a dancer and music enthusiast year-round. Her father is a wholesaler for Nestlé ice cream and her sister attends a university there. Previously, she worked at Ecolab in Eagan as a chemist/lab technician where she developed new products. Mindy hopped onboard Conklin because she was looking for a small intimate manufacturing company that would enable her to work on a variety of projects to expand her knowledge and experience.



**Steve Peterson,
Product Specialist – Roofing Systems and
Master Guard**

When Steve started his position at Conklin, his commute didn't have to change too much. For the past ten years, he worked as a Product Specialist for BASF Building Systems in a building just one block away from Conklin. Joining the Building Products team, Steve found it to be a natural progression from his previous position. At home, he is surrounded by all females who include his wife Debi of 13 years and two daughters Samantha, 10 years, and Danielle, 5 years. A Timberwolves fan, Steve has held season tickets for the past 18 years. As a sports participant, Steve plays golf and coaches his daughter's fast pitch softball team.



**Emily Reid,
Web Writer, KC-based**

Emily's Conklin position as web writer is an ideal fit, since writing and web design were large influences in determining her major. A graduate of Missouri Western State U in 2004 she obtained her degree in English/Technical Communications. Even before she graduated, Emily was snatched up by Cerner Corp., a healthcare software company based in KC. She was a Release Documentation Developer for their pharmacy application. Emily married hubby Jesse in 2004 at Emerald Bay, Lake Tahoe. Jesse is an optical technician and volunteer firefighter. The couple have two dogs; Tish, a 3-year old beagle and Se'Se', a five-year old yellow lab, both of whom have missed Emily terribly while she has traveled to Shakopee weekly since January 2nd. In her spare time Emily dabbles in designing websites and enjoys scrapbooking, gardening and landscaping.



**Paula Sams Hicks,
Meeting Planner, KC-based**

For the past four years, Paula served as Guest Services Manager for KC-based Independence Center shopping mall, also where new employee Cynthia Panza hung her hat. Although her main responsibility was administrating the Simon Visa Giftcard program, she was also involved in event planning. This dovetailed with her new position at Conklin. Paula grew up in Tulsa, OK. where she graduated from OK-based Northeastern State “U”. A newlywed, Paula resides in Lee's Summit with her husband Adam and feline Toby that for now is their only child. She is an enthusiast of Stampin' Up!, where she creates unique, custom stamped designs for cards, scrapbook pages and other craft projects. Rumor has it, KC-based Paula had a difficult time maneuvering on the Twin Cities highway system including a trip from Mall of America to Shakopee (via Burnsville). It must have been the over stimulation of experiencing a mall four times the size of the one she's used to.





From the Desk of our COO

Spring is just around the corner. Before you know it, Shakopee will be ablaze with color, replacing the brown that we've seen for so many months. With spring comes a bursting forth of energy and growth all around us—growth in nature, renewed energy in people to step outside and enjoy warm weather activities, and an opportunity to breath in the fresh, new and invigorating air. Spring at Conklin has traditionally been our strongest revenue season. I appreciate the steady and consistent service that you offer to Conklin, and do not take it for granted. I observe you working hard and DO notice it! You are important and making a difference. This spring will be a meaningful one for all of us as we continue to work and grow together. The extra duties for the KC transition have required all of you to work harder and smarter; whether persevering in your role here, traveling to Kansas City or training new people. You all possess a level of professionalism and persistence that sets you apart. And thank you for your willingness to be flexible. Your loyalty and hard work mean a lot to me. Conklin could not be what it is today without YOU! In advance, I want to express my appreciation for all you will do for Conklin this upcoming season.

I am proud to be on the Conklin team with you.
Lamar Eby

Conklin Food Drive
March 19 – 23
Bring your food items!
Win Prizes!
Look for more information to come!

Sponsorship – Top 5 States 2006 Total IBO's

Indiana	575
Nebraska	504
Ohio	495
Illinois	488
Pennsylvania	364

Sponsorship is down for the 1st 2 months of 2007, but we expect recruiting to grow as we enter the spring and summer months ahead.

Sales – Top 5 States 2006 Total Sales

Illinois	\$3,790
Minnesota	3,655
Ohio	3,173
Missouri	2,987
Nebraska	2,622

2007 Sales	2007	2006	2007 + (-)	
			2006	%
January	\$ 1,521	\$1,448	\$73	5%
February	2,361	2,579	(218)	-8%
Total	3,882	4,027	(145)	-4%

January and February are typically two of our slowest sales months of the year as we begin the Agronomic and Building Product seasons.

What's new in the Conklin product lines

New Smaller-Sized Cellular Energy powder – 150g
 Less cost and more portable.

Cellular Energy 454g powder and Cellular Energy capsules are still available.



Take advantage of your employee discount! Come on down to the Sales Center and place your order.



New Larger-Sized Fastrack® canine microbial supplement

Got a household with multiple large dogs? This supplement is now super-sized just for them. The 5 lb. (2.27 kg) pail holds a several month supply for a multi-dog family. The supplement's 300g smaller-sized can is still available.