

# AD-VANTAGE POINT

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Summer 2014

## Celebrating Twenty Years

Advantage Controls has come a long way from its early days as a garage start-up. Today, we are a premier manufacturer of water treatment pumps and controllers. The staff at Advantage is dedicated to success, and even during times of economic stress, Advantage continues to thrive. What distinguishes us from the bulk of the industry is its emphasis on customer service and its policies on citizenship. In recent years, our company has earned a number of awards and accreditations, and we owe it all to our dedicated staff. In 2006, Advantage Controls was the first equipment supplier to receive the "Supplier of the Year" award from the Association of Water Technologists. This award recognizes an organization that is dedicated to providing quality customer service and is committed to the needs of their customers. We were also presented with another honor in 2013 when the company was awarded the "Entrepreneurial Excellence in Oklahoma" award. This year, Advantage Controls was bestowed with an even greater award when it received the "Governor's Award for Excellence in Exporting".



## "We've Got Stronger Beer"

This May, Muskogee had some interesting visitors when fourteen sales managers of one of our Canadian customers came to Oklahoma to hold their annual sales meeting. Advantage Controls hosted their meeting and in the evenings entertained our guests in 'Real Okie' style.

The visitors were picked up from the Tulsa airport and were taken to the Fairfield Inn in Muskogee, where they stayed for three nights. Ned and Jon chauffeured them around town in giant white vans.

Some of the festivities included a night around town hosted by the Chamber of Commerce, in which they got to ride a trolley, tour the USS Battfish, attend a banquet at the Convention

Center, and go to a concert at the Oklahoma Music Hall of Fame. At the banquet our Canadian visitors were made honorary 'Okies from Muskogee' by the former Mayor, John Tyler Hammon.

The theme song of the Canadians' visit had to be Tim Hicks' "We've Got Stronger Beer", which employees at Advantage sang from the stage at the Hall of Fame after our visitors sang "Okie from Muskogee".

If your company has a meeting coming up, we would love to be your hosts and show you some Oklahoma hospitality. For more details please contact your local representative, or Jon Shaw.

## How Many Pizzas?!

Every month the employees at Advantage Controls gather to discuss events of the previous month, and celebrate the achievements of the Advantage Team. The meeting is streamed online, so even our outside, regional guys can stay in the loop.

The theme for this month's meeting was "resolve". Our employees are successful here because of their determination and

dedication. The meeting started with a statement about the current backlog. Then Dan read a poem by Mike Rowe, the star of Dirty Jobs, entitled "The S.W.E.A.T. Pledge".

Kim Hall was recognized at the meeting for her hard work and commitment to quality and was bestowed the title of June 2014's Employee of the Month.



The carnage

## Dimes for Dimes

Here at Advantage Controls, we do something a little different with our vending machines.

Melanie Grayson, Rebecca Thomas, and Tracy Harris stock the machines themselves, so they are able to keep the prices low; I mean 75¢ for a pop, that's crazy.

All of the profits are donated to the March of Dimes, a nonprofit organization that

aims to help mothers reach full term pregnancies and improve birth outcomes.

Last year, the Advantage Controls team was able to raise \$5,000 for the March of Dimes.

Fundraising activates help improve the dynamics inside the workplace, and Advantage believes in providing a positive working environment for all of its employees.



## BIRTHDAYS

July:

- Chris Morris
- Todd Thomas
- Ralph Graves II
- Jeff O'Neal
- Eugena Colina
- Shirley Casey
- Melissa Tingel
- Tyjuan Walker
- Ramona Glass

August:

- Jon Shaw
- Lori Holmes
- Jennifer Hall
- Tyler Hopson
- Chris Liebig
- Andrai Hill
- Sue Kelley
- Tracy Harris
- Jacob Potter
- Matt Fritz

# How to Keep Drool Off Your Keyboard

Nothing is worse than fighting to keep your eyes open at work. Whether you're at a desk or on the road, job performance is directly related to sleep. Here are some tips on how to stay awake without having to chug a Red Bull.

**1.) Sweat**

Working out increases your heart rate and releases

hormones that improve your awareness. One of the best ways to wake up is to get moving. Take "advantage" of the gym set up in the back shop, or try doing some push-ups at your desk.

**2.) Chew**

Feeling groggy? Grab some gum. A study done by Coventry University suggests

that mint gum is linked to heightened cerebral activity.

**3.) Sing**

Playing music stimulates the brain and can help you stay awake. Try putting on something fast paced with a lot of bass. Just be sure to wear headphones so as to not bother anyone working near you.

# Welcoming

## New Employees

This summer, Advantage Controls is bringing in some fresh talent. Please welcome Katie Smith and Molly Morris to Advantage Controls.

Katie will be replacing Megan Jackson, who has recently moved to Broken Arrow, as the receptionist at the front desk. We wish Megan the best of luck in her future. Katie is personable and stylish, and will be a great addition to our team.

Molly is Laura Morris' daughter. She is seventeen years old and enjoys dancing and hiking. Molly will be working in the MegaTron department wiring pigtails and embedding relay cards.

Advantage Controls continues to grow each year, expanding new employees to its ever growing family.



Molly assembling a MegaTron SS



Alanna cutting through thick metal

## Our Interns

This summer you may have recognized some new faces around the office and factory. Amanda and Alanna Morris daughters of our Northeastern regional sales manager, Ned Morris, have joined the Advantage team.

Amanda is currently enrolled at SUNY Oswego, and is double majoring in public relations and political science. She's developing a digital scrapbook for the Advantage Controls website as well as putting together this newsletter.

Alanna will be a senior this upcoming school year. She is working at Terra Fab and is interested in becoming a welder.

# Company Picnic '14

This year's company picnic was another hit. A mob of sparkly blue t-shirts swamped Honor Heights Park on the 21st of June.

The turnout was great. Employees brought their friends and family, and our sales managers came out from all corners of the globe.

There were activities for every age, ranging from squirt guns to the annual egg toss. Picnic goers had the chance to win a ton of great prizes including, a pool, a frozen yogurt machine, a custom hat, and various gift cards.

The catering was done by Mahylon's Bar-B-Que and the brisket was to die for. There was even a cake with



Honor Heights Park is the perfect setting for Advantage's annual employee picnic

frosting as blue and sparkly as the t-shirts.

Everyone had a blast. The company picnic has

always been a great way to celebrate all of the hard work done by the Advantage team. Next year's event is sure to follow suit.

## WE NEED YOUR HELP!

**Do you have an idea for an article?**

**We're in need of contributing journalists and photographers!**

**Email us at [support@advantagecontrols.com](mailto:support@advantagecontrols.com) if interested.**

## Local Event

Every year, employees at Advantage Controls participate in the annual River Rumba Regatta. The event is put together by the Muskogee Chamber of Commerce.

This year's event runs the weekend of August 22nd at Three Forks Harbor. On Friday there will be a parade

of boats at the harbor; The main event will be held on the 23rd.

The River Rumba Regatta has been held every year since 2007. Advantage Controls is proud to have employees participate in community activities. Stop by Three Forks Harbor to support our team.