

 ABOUT US

## Independence, Freedom, KEP!



We hope everyone kicks off July with an enjoyable Independence Day! This month is all about celebrating our freedom – and that celebration goes beyond cookouts, fireworks, and red, white & blue! Freedom to support American companies is a choice, one we strongly encourage. Choosing Made-in-America products not only contributes to our economy and helps to create jobs in our communities, but the benefits of using domestic manufacturers also include shorter lead times and quality, consistent products that protect companies' bottom-line. Learn more about the benefits of choosing American Made in our [Leader Views Blog](#).

 CAPABILITIES SPOTLIGHT

# THE COMPANY THAT PRIDE BUILT

You can see it in everything we repair, make and do.

**SERVICE YOU  
CAN SEE.**



## THE KEP MAINTENANCE TEAM

Tom Pilcavage  
Since 2009

Mark Velka  
Since 2007

Leo Maxfield  
Since 2015

Mike Brown  
Since 1995

Randy Collins  
Since 2017

All of our hardworking team members at KEP help us provide Service You Can See – resulting in high-quality products and satisfied customers. From our maintenance crew to the executive office, each team member plays an important role in creating a company that we’re proud of.

[Top-notch facilities](#) not only mean places that were proud to bring our customers to, they are also a crucial factor in the quality, consistent products we manufacture and efficient services we offer. See for yourself – [contact us](#) today to come in for a tour of our Kent, Mogadore or Winesburg facility and talk with our experts about how KEP is the strategic partner you need.

 **CATEGORY CAPTAINS**

# Meet your Category Captains!



Customers choose KEP because they always **TRUST** that we take care of them from takeoff to landing.



**What started** as a cartoon project for an email icebreaker is **now something bigger.**

The phrase category captains originates in retail. A category captain is a business recognized for having demonstrably enhanced category sales and profits for the retailers they serve. To be viewed as a category captain, these retailers must understand the category, know the customer, deliver creative flair, and last but not least, deliver results.

But why should retail get all of the great service and high quality products? Category Captains is also an ownable phrase in manufacturing.

What separates the captain from the rest is in understanding ALL that matters, not just the part that's visible. Experience, conscientiousness and intelligence help KEP captains see what's beneath. KEP's Strategic Alliance Team, comprised of [Cindy Harry](#) and [Brad Huntley](#), personify this service. They are both dedicated to enhancing the profitability and productivity of the clients they serve.

In this series, our Category Captains will be addressing many of the hidden concerns of manufacturing – so stay tuned!



# Mystification = Rework



Avoid mystification and go with a manufacturer who takes the time to examine your project closely. A good price is important, but getting a much lower bid from a manufacturer might indicate they don't fully understand the specs and scope of your project. Not taking the time to understand the requirements of your project can lead to miscommunication or mutual mystification and, inevitably, problems which could've been avoided.

These problems include having to do rework until the manufacturer finally gets it right. From poor quality products to the finished product being completely different from what you had envisioned, there are a wide range of problems a manufacturer can encounter that will warrant rework. This rework not only disturbs timelines, it also greatly affects the company's bottom-line.

At KEP our goal is to avoid this hassle and provide quality products for our customers, the first time. We call it our upfront contract. Our experts at KEP meet with our customers to ask questions about their demands for the product, uncover pains, request details that represent the priorities that are important to all the major stakeholders, and formulate a plan that meets their exacting specifications. Then we get to work on creating a prototype and, finally, start with the manufacturing process. Have a challenge? [Ask KEP!](#)

 FEATURED TEAM MEMBER



## Meet Nancy Miller



Nancy Miller began working at our Winesburg facility over 34 years ago! Starting out as a tubing processor worker, Nancy moved her way up to her current position in Shipping and Receiving. Nancy enjoys the challenge of a busy day and works hard to keep our operations efficient. Read more about our featured employee in our [Leader Views Blog](#).



## Happy Anniversary!



Another month of anniversaries to celebrate! From over 40 years of dedication to KEP to coming up on a great first year with the company, many employees in our three facilities are celebrating work anniversaries this July. Please join us in congratulating the following team members:

**Darlene Hines** - Winesburg - 44 years on 7/09

**Shirley Shrock** - Winesburg - 44 years on 7/09

**Connie Rex** - Winesburg - 37 years on 7/06

**Doris Airwyke** - Winesburg - 31 years on 7/06

**Rhonda Brenneman** - Winesburg - 29 years on 7/11

**Jeffrey Wimley** - Kent - 16 years on 7/30

**Eddie Kendrick** - Kent - 11 years on 7/28

**Mark Long** - Kent - 8 years on 7/12

**Christine Ayers** - Winesburg - 3 years on 7/27

**Bristen Scherer** - Winesburg - 3 years on 7/27

**Kayla Hamlin** - Winesburg - 2 years on 7/17

**Bayley Austin** - Winesburg - 2 years on 7/24

**Kirsten Reinker** - Mogadore - 2 years on 7/24

**Tammy Parsons** - Winesburg - 2 years on 7/26

**Patrick Blutcher** - Kent - 1 year on 7/09

**Trevor Stephenson** - Kent - 1 year on 7/23



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