

# **Okada America, Inc.**

## **Company Brief & Business Profile**



***City of Canby, OR & Okada America, Inc.  
Partnering for Success!***

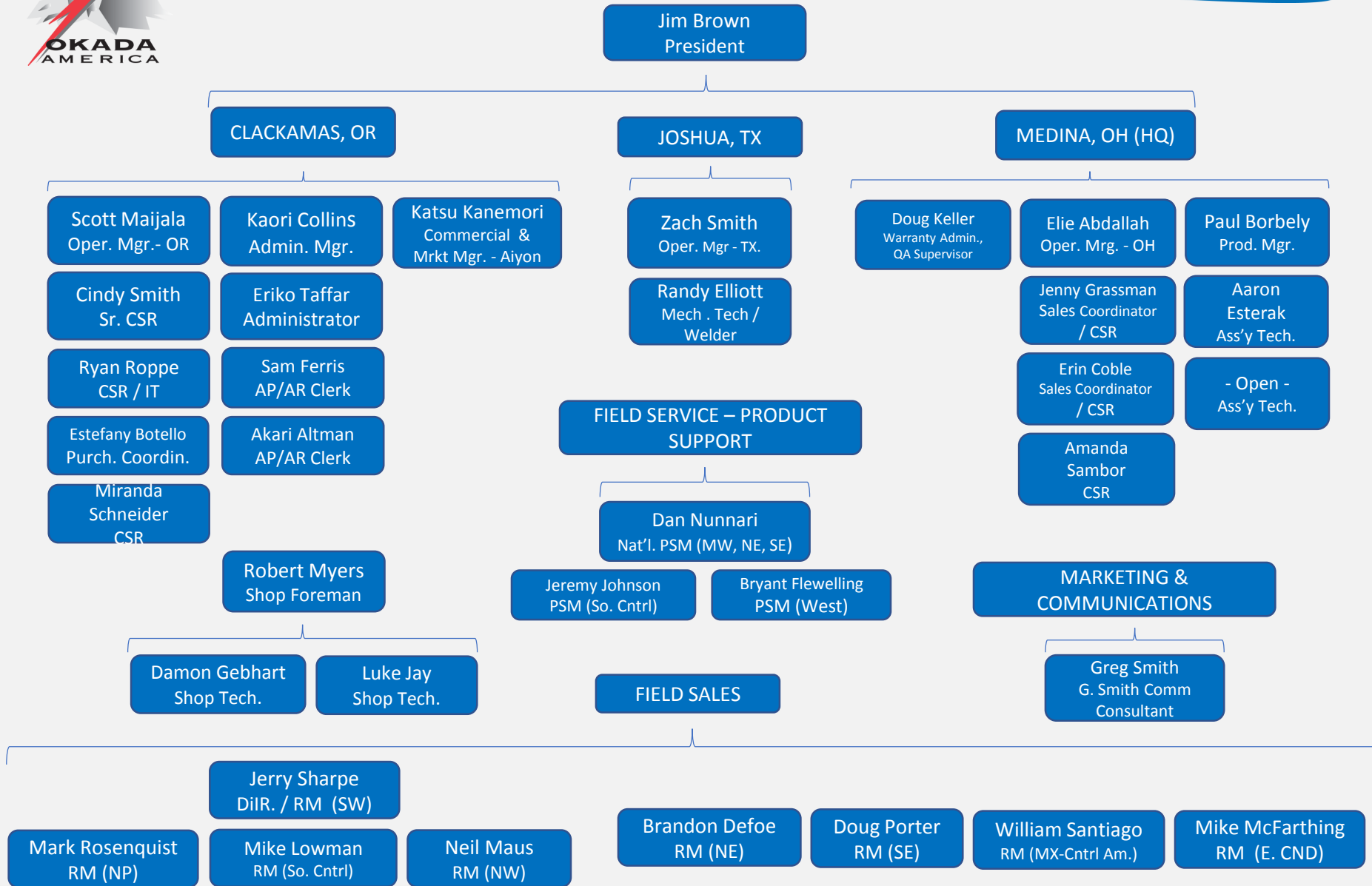


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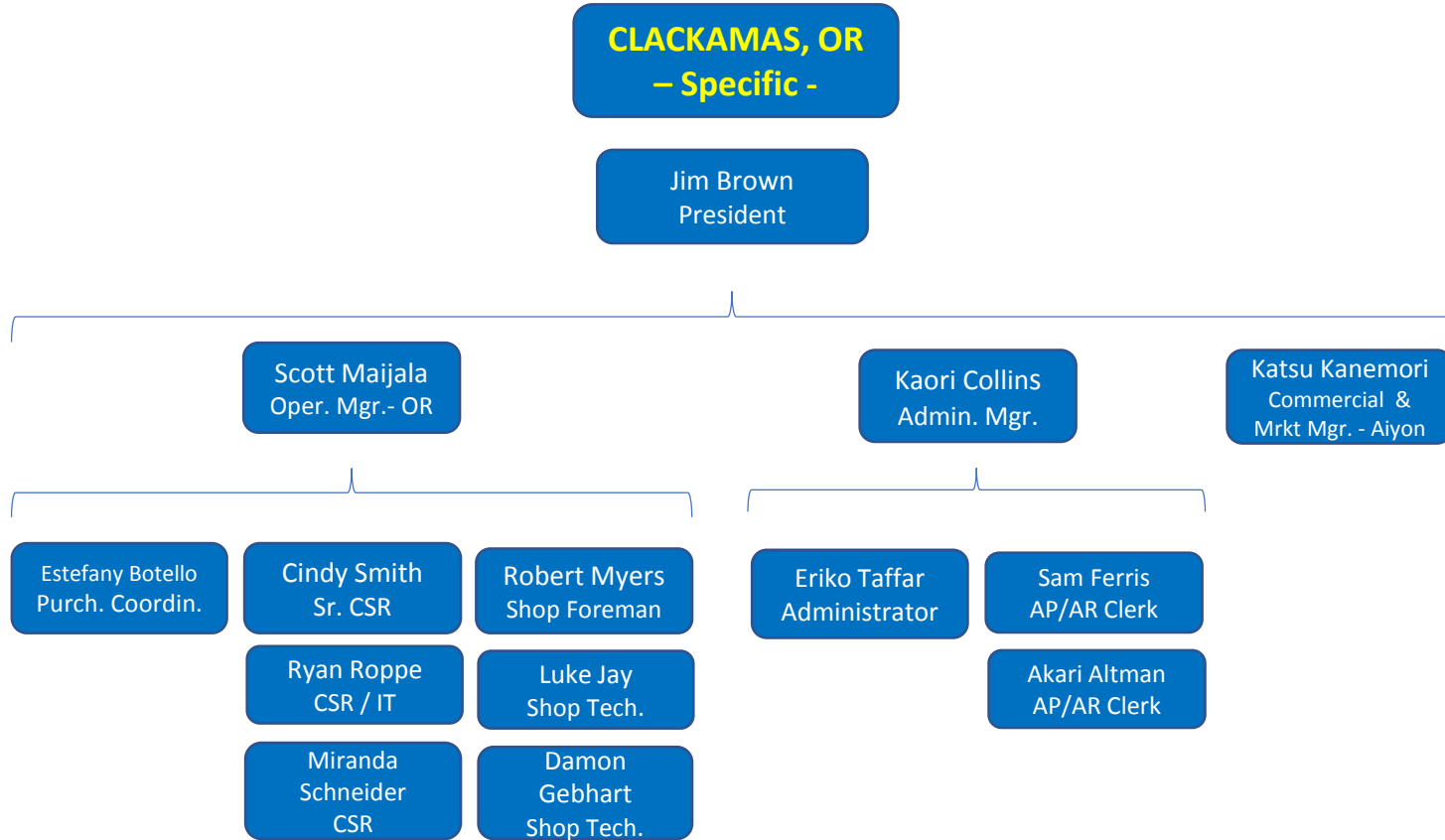


# ORGANIZATION CHART





## ORGANIZATION CHART



Thirteen total employees work for OAI in Clackamas. Two employees in Accounting work part-time, and job share on opposite days. One employee worked from home through the pandemic and part of 2021 due to a pre-existing health challenge. Eleven employee vehicles travel to and from the facility on business days.

# OKADA AMERICA

## Sales – Marketing – Product Support



**Jim Brown**  
 President  
 O: 330.239.2666  
[jabrown@okadaamerica.com](mailto:jabrown@okadaamerica.com)



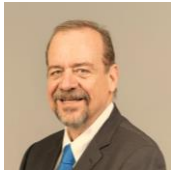
**Neil Maus, RM** ■  
 Northwest & W.Canada  
 M: 509.579.1229  
[nmaus@okadaamerica.com](mailto:nmaus@okadaamerica.com)



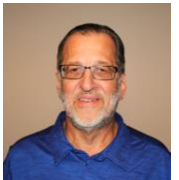
**Bryant Flewelling** ■ ■ ■  
 PSM – SW, NW, NP ■  
 M: 720.827.5000  
[bflewelling@okadaamerica.com](mailto:bflewelling@okadaamerica.com)



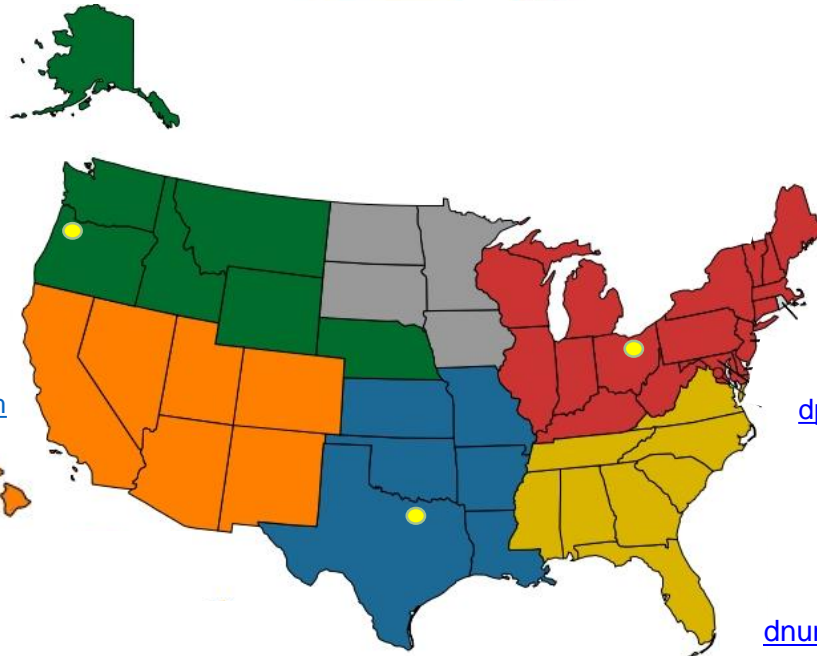
**Jerry Sharpe, ■**  
 Dir. of Sales – Western  
 US / RM Southwest  
 M: 303.907.3599  
[jsharpe@okadaamerica.com](mailto:jsharpe@okadaamerica.com)



**William Santiago, RM** ■  
 Mexico, Cntrl Amer. & Caribbean  
 M: 940.368.1463  
[wsantiago@okadaamerica.com](mailto:wsantiago@okadaamerica.com)



**Greg Smith**  
 Marketing Manager &  
 Media Relations  
 M: 440.773.2990  
[gsmithcomm@gmail.com](mailto:gsmithcomm@gmail.com)



**Mark RosenQuist** ■  
 RM, Northern Plains  
 262.752.9022  
[mrosenquist@wi.rr.com](mailto:mrosenquist@wi.rr.com)  
 MJ Miller CC Inc.



**Brandon Defoe** ■  
 Northeast  
 M: 440.728.6093  
[xxxx@okadaamerica.com](mailto:xxxx@okadaamerica.com)



**Doug Porter, RM** ■  
 Southeast  
 M: 561.699.817  
[dporter@okadaamerica.com](mailto:dporter@okadaamerica.com)



**Dan Nunnari** ■ ■  
 Nat'l PSM – NE, SE  
 M: 330.241.2078  
[dnunnari@okadaamerica.com](mailto:dnunnari@okadaamerica.com)



**Mike Lowman, RM** ■  
 South Central  
 M:346.268.4407  
[mlowman@okadaamerica.com](mailto:mlowman@okadaamerica.com)



**Jeremy Johnson** ■  
 PSM – South Central  
 M: 940.368.1463  
[jj@okadaamerica.com](mailto:jj@okadaamerica.com)





# OKADA AMERICA

## Sales – Western US



**Jerry Sharpe, ■**  
**Dir. of Sales – Western US / RM Southwest**  
M: 303.907.3599  
[jsharp@okadaamerica.com](mailto:jsharp@okadaamerica.com)



**Neil Maus, RM**  
Northwest & W. Canada  
M: 509.579.1229  
[nmaus@okadaamerica.com](mailto:nmaus@okadaamerica.com)



**Mark RosenQuist**  
RM, Northern Plains  
262.752.9022  
[mrosenquist@wi.rr.com](mailto:mrosenquist@wi.rr.com)  
MJ Miller CC Inc.



**Mike Lowman, RM**  
South Central  
M: 346.268.4407  
[mlozman@okadaamerica.com](mailto:mlozman@okadaamerica.com)







# OKADA AMERICA

## Sales – Marketing



**Neil Maus, RM** ■  
Northwest & W. Canada  
M: 509.579.1229  
[nmaus@okadaamerica.com](mailto:nmaus@okadaamerica.com)



**Mike McFarthing, RM**  
E. Canada  
647.336.3539  
[mmcfarthing@okadaamerica.com](mailto:mmcfarthing@okadaamerica.com)





# 2021 OKADA AMERICA Facilities & Customer Service Team



**Robert Myers**  
Shop Foreman



**Scott Maijala**  
Operations Manager  
Clackamas, OR  
503.557.7033



**Zach Smith**  
Operations Manager  
Joshua, TX  
682.279.4195



**Elie Abdallah**  
Operations Manager  
Medina, OH  
330.239.2666



**Paul Borbely**  
Production Mgr.



**Cindy Smith**  
Sr. CSR  
Oregon



**Ryan Roppe,**  
CSR/ IT  
Oregon



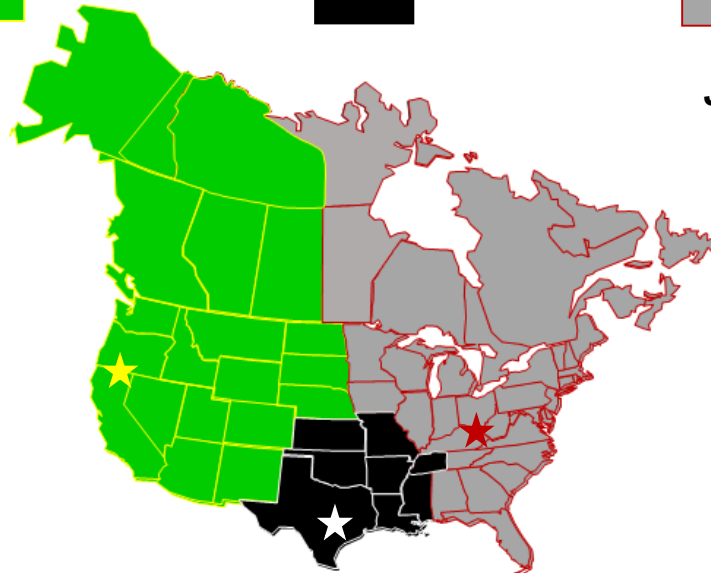
**Miranda Schneider**  
CSR – OR



**Estefany Botello**  
Purchasing Coordinator  
Oregon



**Doug Keller**  
Warranty Administrator  
/ QA Supervisor - OH



**Jennifer Grassman**  
Sales Coordinator /  
CSR – OH



**Erin Coble**  
Sales Coordinator /  
CSR – OH



**Amanda Sambor**  
Cust. Svc. – OH





Clackamas, OR ■  
503.557.7033

# 2021 OKADA AMERICA Accounting & Administration Department & Corp. Support



**Kaori Collins**  
Administration Manager  
[kcollins@okadaamerica.com](mailto:kcollins@okadaamerica.com)



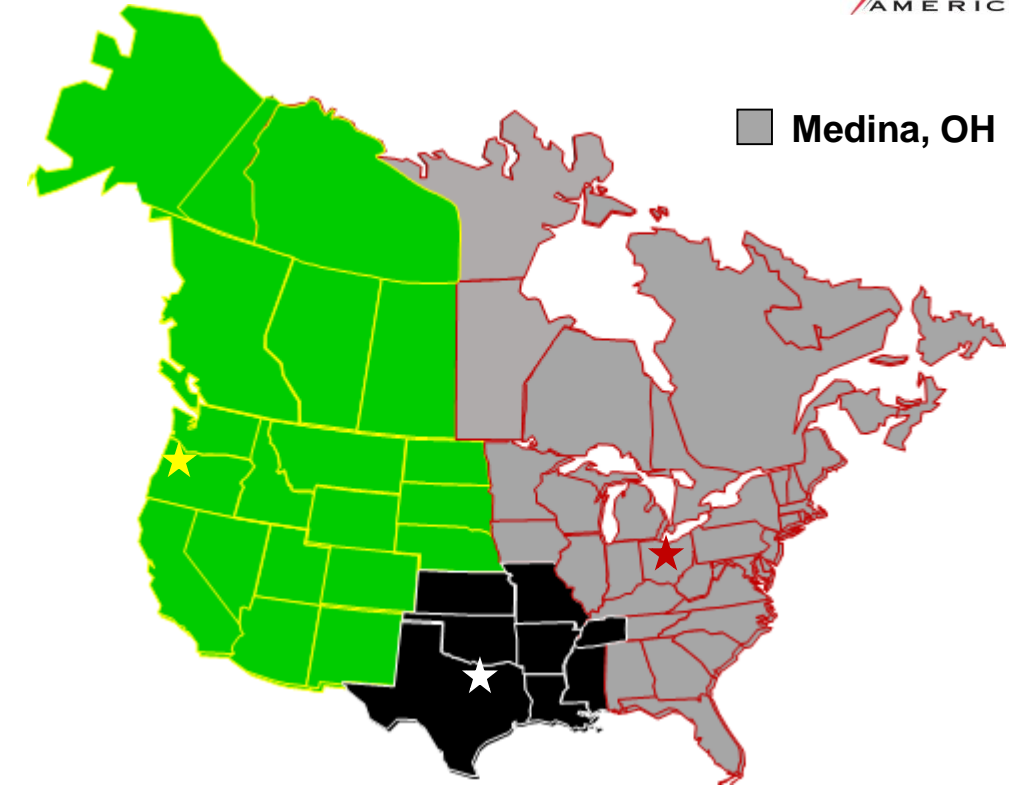
**Eriko Taffar**  
Administrative Assistant  
[etaffar@okadaamerica.com](mailto:etaffar@okadaamerica.com)



**Sam Ferris** A/AR Clerk  
[sferris@okadaamerica.com](mailto:sferris@okadaamerica.com)



**Akari Altman** A/AR Clerk  
[aaltman@okadaamerica.com](mailto:aaltman@okadaamerica.com)



■ Joshua, TX



**Katsu Kanemori** Commercial  
& Marketing & Manager  
[kkanemori@okadaamerica.com](mailto:kkanemori@okadaamerica.com)



## Company Brief – Okada America, Inc.

Okada America Inc. (here after OAI) was founded in 1996, in Portland, OR. The company is the US Subsidiary of Okada Aiyon Corporation (here after OAC), based in Osaka, Japan, that was founded in 1938, incorporated in 1961, and became a publicly owned entity in 2013.

OAI currently has facilities in Clackamas, Oregon; Medina, Ohio; and Joshua, Texas, and serves as the branches or extensions for OAC; Rotar International, based in the Netherlands; Lehnhoff, based in Germany; and Fabri-weld Corp., based in Norwalk, Ohio. (The latter three companies are supported exclusively from the Medina, Ohio location.)

OAC, Rotar and Lehnhoff manufacture attachments for mobile carriers for the construction, demolition, recycling and scrap industries. OAI performs sub and final assembly, and repair work for these products.

OAI covers North America, Mexico, Central America, and the Caribbean. The company sells through a distribution network of more than 175 equipment dealers, with more than 350 branch locations.



# FACILITIES

52,820 total SF

## OKADA AMERICA EAST– Medina, OH

- 28,120 SF Total
  - 24,520 SF warehouse & service center space
  - 3,600 SF office space

*Added an additional  
9,600 sq. ft.  
(8,400 sq. ft. to warehouse) in 2019  
+4,000 SF in Solon, OH in 2020*

## OKADA AMERICA WEST – Clackamas, OR

- 11,700 SF Total
  - 9,775 SF warehouse & service center space
  - 1,925 SF office space

*Planning on moving in late 2022  
to 24,000 SF facility  
with 4,000 SF office space*

## OKADA AMERICA South Central / SW – Johsua, TX

- 13,000 SF Total
  - 10,000 SF warehouse & service center space
  - 3,000 SF covered & secure outdoor storage space



## Company's Business Purpose & Structure

Having three facilities, OAI performs sub and final assembly of attachments for distribution. OAI sells 750 – 900 whole goods (attachments) annually. Whole Goods make up 80% of total Sales Revenue, while Parts and Other Sales contribute 20% to Sales Revenue.

### Facility Production Percentages:

- 48%: Medina, OH - (approx. 1/2)
- 32%: Clackamas, OR - (approx. 1/3)
- 20%: Joshua, TX - (approx. 1/5)

These percentages are based on a three-year average. Growth is expected in Ohio, with Rotar and Lehnhoff, at least short term. Texas is expected to grow so additional space will be sought after, once +20% additional growth is achieved, from Mexico, Central America and the Caribbean.

Oregon is being expanded because OAC approved OAC to own a facility versus continuing to lease. OAI's Accounting Department is in Clackamas, Oregon and will continue to operate from Oregon for the foreseeable future.



## Company's Business Purpose & Structure

The mix and value of product is slightly different, as is the allocation and percentages of space used at all three facilities.

In **Ohio**, 55% of the shop space is dedicated to sub-assembly storage and component parts; 20% for assembly area; 25% for aisle ways and dock areas. Ohio also performs 60% of the annual repair work for customers and reconditioning of trade-in product.

In **Oregon**, 60% of the shop space is dedicated to sub-assembly storage and component parts; 15% for assembly area; 20% for aisle ways and dock space; and 5% for compressor room and shop Office. Oregon performs 15% of the annual repair work for customers and reconditioning of trade-in product.

In **Texas**, 45% of the shop space is dedicated to sub-assembly storage and component parts; 20% for assembly area; 30% for aisle ways. Texas performs 35% of the annual repair work for customers and reconditioning of trade-in product.

Additional details are available upon request.



## Vehicle Traffic Study – Average Daily & Weekly Volume

TYPE OF VEHICLE	DAILY	WEEKLY
LTL & Flat Bed Trucks	2.2	11
Courier Vans: UPS, Fed-Ex, DHL, Local vendor vans	2	10
Employee vehicles*	11	55
Totals:	15.2	76

(\*): Note that three new employees joined the ranks in Oregon since the October Traffic Study was conducted. This is in response to external factors and in anticipation of the move to Canby. October is a good representation of the kind of volume we experience in Clackamas on a monthly basis. Of the current employees employed in Clackamas, only 2-3 go out for lunch each day, regularly.

**SUMMARY:** 15.2 -18.2 (19) daily trips max. are what is occurring in Clackamas and is expected to continue once the operation commences in Canby. This compares to the 132 trips estimated by DKS Associates in their TAL, dated November 26, 2021. (19 trips is 14.4% of the TAL estimate of 132.)