

MIDPOINT

News, Views, & Comments From Oklahoma's Largest Industrial Park

Innovative partnership recognized by Oklahoma Regents.

MidAmerica and Oklahoma State University Institute of Technology recently honored.

MidAmerica Industrial Park was recently honored by the Oklahoma State Regents for Higher Education for the innovative educational partnership formed with Oklahoma State University Institute of Technology (OSUIT). The partnership received one of this year's "Regent's Economic Development Partnership Recognition Program" awards.

The unique relationship began in 1998 between MidAmerica Administrator Sanders Mitchell and OSUIT President Dr. Bob Klabenes. The men began to discuss the value of OSUIT developing and delivering

customized training and professional development for the park's employers and their employees.

These discussions became reality and the initial effort proved to be so successful that in the summer of 2000, the MidAmerica Board of Trustees committed to construct a 13,500 square-foot technical training facility. Additionally, the park would purchase of instructional equipment to support educational programs. OSUIT agreed to deliver customized training as well as college credit courses.

continued next page

Solae: providing better ingredients for better living.

Solae may be a Grand River Dam Authority industrial customer located in the MidAmerica Industrial Park, but its products can be found as far away as the Middle East and as close as the shelves of the local grocery store. An ingredient manufacturer, whose motto is "Innovation Through Nature," Solae competes in the global market providing food manufacturers with 'better ingredients for better living.'

"About half of the products produced at Pryor are shipped internationally," said Plant Manager Dave Ellis. "We deliver to our customer a protein source that is 90 percent or higher. It goes into infant formulas, emulsified meat systems and dry blended beverages."

The ingredients the company manufactures are made from the soybean, which has been a part of the human diet for thousands of years, but it has only been within recent years that the health benefits of the soybean were seriously considered and even more seriously researched. Solae has been a driving force in this field, investing in research for more than 30 years. According to the company, Solae soy ingredients have been used in more than 80 percent of all clinical research on soy protein and researchers at more than 180 leading universities and academic institutions have used Solae brand soy protein in 400 studies.

"We have been working closely over the last decade plus with the academic community to provide the soy used in many of the recent health claim studies. These studies show the potential positive impact soy has on the heart and cholesterol," said Ellis.

continued next page



Proud Partners. MidAmerica Administrator Sanders Mitchell (left) and OSUIT President Dr. Bob Klabenes in front of the newly rebranded building at MidAmerica.

MidAmerica and OSUIT continued from front page

As course offerings expanded and the demand for additional services increased, the park's trustees voted to double the size of the facility, allowing OSUIT / MidAmerica to expand. They began offering assistance to small business start-ups, providing adult basic education for the community and initiating career awareness programs for children and youth to begin growing employees for the future. Since that time, the Education Center has served more than 2,000 people in credit classes and approximately 2,100 people in non-credit classes. In addition, the center has worked with more than 1,500 area youth in career awareness and exploration programs.

Three years ago, OSUIT Director of Workforce Development and OSUIT / MidAmerica Manager Scott Fry realized the

need to reach out to area K-12 educators. Since that time, OSUIT has provided multiple sessions during the summer months to educate Northeast Oklahoma's K-12 teachers and councilors about the changing face of manufacturing and the career opportunities available.

"This effort has led to increased interactive communication among the industries' management and area educators," said Fry. "We now work together to provide education for these youth, including setting up class field trips, throughout the school year, to our industries."

"There's a common thread that runs through successful economic development and that is education," said Sanders Mitchell. "We not only need to work harder, but we need to work smarter, and that's how OSUIT

helps our companies. Its programs and curriculum are based on what industry needs, and when we talk to businesses considering relocation to the park, the reputation of OSUIT has become a major new business recruiting tool for us."

"For more than a decade, this relationship, which also involves collaborative efforts with Rogers State University, Northeast Technology Center, the local public schools and numerous community partners, has markedly increased employee productivity at MidAmerica," continued Mitchell. "These partnerships and their activities continue to help the park maintain its edge as one of the leading centers for manufacturing, processing and distribution in the United States."

Solae continued from front page

Because Solae manufactures complete proteins, the company competes with meats, eggs and milk products at a very competitive dollar-per pound cost. The company states "our product provides economic, functional, nutritional, and health benefits many segments of the food market, including meat and poultry products, consumer food products, dairy alternative products and nutritional products."



Solae Plant Manager David Ellis is in charge of all operations at the facility.

Created in 2003, Solae is a joint alliance between DuPont and Bunge Limited, but the company has had a presence in the MidAmerica Industrial Park, and a relationship with GRDA, since 1976. According to Ellis, the factors that originally drew the company to the area are still just as important as they were 33 years ago.

"The Ralston plant opened here in 1976," he said. "It was the abundant water, competitive energy rate, delivery costs, and



The Solae manufacturing campus at MidAmerica.

the workforce. Rail transportation in the area is also an advantage for us, as well as the central location."

A lot may have changed over the past three decades but the Grand River Dam Authority's ability to provide low-cost, reliable power has remained constant. Though, in Ellis' opinion, the competitive electric rates are just one of the reasons the partnership between Solae and GRDA is so strong.

"The service from GRDA is exceptional," he said. "We have a solid working partnership. I have worked in other places and have not always experienced the superior service and reliability GRDA provides; you guys do a heck of a job."

Solae and GRDA share a commitment to their customers and it is apparent. Both offer their customers support as well as their resources.

"We pride ourselves in providing food ingredient solutions to our customers, not just

food ingredients," said Ellis. "We partner with our customers by offering not just the products, but the product application expertise that can be of additional value beyond the economics or the functional attributes we provide."

While not immune to the tough economic times, Solae has experienced growth over the last decade. The health of the company is as healthy as their product. Many manufacturers include the Solae brand on their packaging as a "trust mark."

"We are an industry that takes a renewable resource, soy, and provides innovative food solutions to customers," said Ellis.

www.solae.com

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SYGMA promotes safety with new truck contest.

On March 4, SYGMA Network, INC., and President / CEO Al Kelso announced that SYGMA-Oklahoma, at MidAmerica Industrial Park, had been chosen as the facility that would have a drawing in which a new pickup truck would be given to one of its delivery associates.

Drawing eligibility was determined by completing a form and writing an essay explaining how the Smith System Driver Improvement Institute's "Five Smith System Keys" helps prevent accidents. Ninety-seven percent of the SYGMA-Oklahoma drivers completed their entry form—guaranteeing that one of them would drive away in a new pick-up truck.

On March 27, the Oklahoma management staff produced fun-filled

afternoon for its employees and their families to celebrate the safety promotion. Everyone enjoyed a pizza party at which



Jimmy Martin, his wife, Jennifer and their son, Chase, stand in front of Jimmy's new Dodge Ram, courtesy SYGMA.

there were activities and games for adults and children.

However, the highlight of the afternoon was the start of the drawing that would determine which driver would be the last man standing and would drive away in the pick-up truck.

General Manager Joe Vanderhoff began the game by drawing one driver's name out of the bucket. That driver then drew the next name, and so on, until there was only one driver left.

Jimmy Martin was the last driver standing and now he owns a 2009 Dodge Ram 1500. Congratulations to Jimmy Martin and his family!

www.sygmanetwork.com

RAE Corporation employees provide surprise for co-worker.

RAE Corporation specializes in the design and production of engineered cooling systems. Today, the company consists of four sales divisions, which are involved with the HVAC, industrial/process, heat transfer coil, acoustical and refrigeration industries. The brands are Century Refrigeration, RAE Coils, Refrigeration Systems and Technical Systems.

Employees of RAE have always considered themselves more family than simply part of a company. This corporate culture and belief has never been more evident than recently.

In January the company began contributing to a general employee assistance fund. Soon, however, talk turned to physical assistance, not just financial, for employees that needed basic help with things like mowing or repair.

Ray Sexton has been a RAE Corporation employee for many years. Sexton, who is currently battling cancer, has had a long-time dream to remodel the kitchen in his home for his wife, Holly.

Friends, co-workers and family recently joined together to make that dream become reality.

Word circulated through RAE that Sexton had scheduled a family vacation in Florida, and an idea took flight. Family and friends began to donate money for a kitchen



Ray Sexton's fellow employees at RAE Corp remodeled the kitchen in his home for Holly, his wife.

remodel for the Sextons. Early in the morning of May 22, the Sexton family left for the airport. By about 7AM the labor necessary for a kitchen remodel had begun.

For nine days, the beehive of activity was in full swing at the Sexton house. Volunteers from every department at RAE were participating, including the shop, the office and management. There were 10 to

20 RAE employees as well as many former employees at the home at any given time.

The remodel included new cabinets, new flooring, refinished floors in the dining room and hall, paint, new outdoor carpeting on the porch and all new appliances.

The cabinets were prefinished in the RAE Corporation paint booth that normally is used to paint refrigeration units.

The family returned home after nine days.

"It was amazing," Sexton said. "When we pulled up, I first noticed that my truck had been moved – there was new carpet on the porch and the house had been power washed."

"Then, we went into the house," Sexton said. "What a great welcome home. Words cannot even begin to express the gratitude."

The RAE internal slogan states "Employees make the difference," President Eric Swank said. "What a great testament to that slogan," Swank continued. "This was a RAE employee effort from concept to completion. Complete credit goes to the employees."

MidAmerica participates as a primary sponsor of ELEVATE Career Summit.

The Green Country Youth Coalition recently hosted ELEVATE at the Muskogee Convention Center – the area's first of its kind career summit that was held for the young adults of Northeast Oklahoma.

The new, captivating career summit is part of the coalition's mission to inform and educate the area's youth about careers and educational pathways, through an informative, engaging and entertaining format.



Team Acrodunk provided additional interest via a demonstration of extreme basketball tricks.

Keynote speaker for the summit was Arel Moodie, recognized by "USA Today" as a



At the end of the event, Best Buy surprised the organizers with an additional donation of \$6,000. Accepting the check were John Hawkins, Elevate Co-Chair; and Planning Committee members, Donna Hill of the Cherokee Nation; and Nanette Robertson of the Eastern Workforce Investment Board.

"Top Generation Y Entrepreneur." Moodie is the bestselling author of "Your Starting Point for Student Success," a book NOT about helping students go to college – but, about helping students successfully go THROUGH



college to truly succeed in school and in life.

Entertainment was provided by "Team Acrodunk – Extreme Dunkers." They have appeared on ESPN; Ripley's Believe It or Not; The Steve Harvey Show; and America's Got Talent. They have performed at college and NBA games throughout the US as well as at various international events. Although Acrodunk is billed as entertainment, they use extreme basketball tricks as a backdrop for teaching dedication, focus and teamwork.

The daylong ELEVATE summit included tracks on: Manufacturing; Health Sciences; Education and Training; Food and Natural Resources; Agriculture, Architecture and Construction; Hospitality and Tourism; Marketing, Sales and Service; Science, Technology, Engineering, and Math; and Engineering Technology.

More than fifty exhibitors and vendors participated in the event. Best Buy even donated iPods and iPads as door prizes.

Summit co-chair John Hawkins said, "We hosted nearly 1,000 young adults, ages 16-21. They came from 18 counties in Northeast Oklahoma; and represent Workforce Investment Act Youth, Tribal Youth, Boys and Girls Clubs, Job Corps, Department of

Rehabilitative Services, Department of Human Services and Gear Up."

"We anticipate this will become an annual event," said Scott Fry, Director of Economic and Workforce Development for Oklahoma State University Institute of Technology and Director of OSUIT at MidAmerica.



Arel Moodie was the keynote speaker for the event which was held at the Muskogee Convention Center.

"We particularly want to thank the primary sponsors: MidAmerica Industrial Park, Best Buy, Love Bottling Company, the Cherokee Nation, the Creek Nation, Oklahoma Department of Commerce, and Oklahoma Department of Rehabilitative Services.

"We are very appreciative that the sponsors realize this is one of the most important efforts we can engage in – insuring our future by assisting our area's young people as they begin to prepare for careers and life," concluded Fry.

"We are very grateful Northeast Oklahoma is coming together to address issues and assist the future workforce of our area with such a meaningful event," said Sanders Mitchell, MidAmerica Administrator. "The future of MidAmerica is dependent on having an educated workforce in place. We were delighted to be a primary sponsor of ELEVATE 2010; and, we look forward to participating next year."

GRDA opens Ecosystems & Education Center.

On a rock bluff overlooking the scenic shores of Grand Lake in Mayes County, a new building is perched on the west side of the historic Pensacola Dam. Officially opened on April 29, 2010, the new 16,000 square-foot Grand River Dam Authority Ecosystems & Education Center is devoted to greater ecosystems management and education of the lake region of Northeast Oklahoma.



GRDA tour guide Pat Hopper poses with the special plaque that now hangs in the Eco Center in honor of Barbara Conner, a past GRDA Chairman of the Board who originated the vision of the building.

The new building is the latest tool in GRDA's efforts to bring a greater focus to lake management issues. With nearly 70,000 surface acres of water under its control along the Grand River, which includes Grand Lake, Lake Hudson and the W.R. Holway Reservoir, GRDA believes it has a responsibility to be a good steward of natural resources.



Robert Echenrode, General Manager, REC Rural Electric Co-Operative and Kevin Easley, General Manager, Grand River Dam Authority, present Buck Gay's widow, Sharon, with a plaque honoring Gay, who served on both the GRDA and REC boards.

In spring 2004, GRDA committed itself to making resource management a top priority. Soon after, the Grand River Dam Office of

Ecosystems Management was established and Dr. Darrell Townsend came on board to lead the effort.

With advanced degrees and experience in rangeland, wildlife and fisheries ecology, Townsend heads up a department committed to developing and achieving goals and objectives designed to maintain the integrity of the ecosystems of GRDA lakes. The new Ecosystems & Education Center includes a state-of-the-art water quality laboratory.

The Center's architect was Don Beck of Beck & Associates. General Contractor was Crossland Construction Company.

"Meeting our obligations and requirements for managing the waters of the Grand River, including Grand Lake and Lake Hudson is a priority for us, and this lab will go a long way in helping us do that," said Townsend. "We expect this water lab to be a very important asset for ecosystems management and resource protection throughout Northeast Oklahoma," said Townsend.



Northeast Oklahoma business leaders, dignitaries and GRDA employees gather on April 29, 2010 for the Grand Opening of the new Grand River Dam Authority Eco and Education Center.

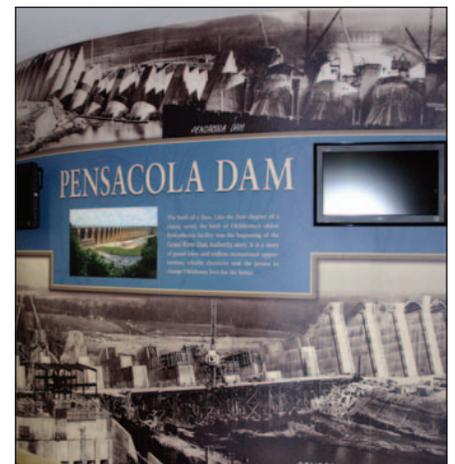
"The new water lab should help GRDA's case regarding mitigation expenses associated with relicensing its hydro projects," Grand River Dam Authority Chief Executive Officer Kevin Easley said. "The Federal Energy Regulatory Commission (FERC) issues our hydro project licenses and they like the idea of GRDA having its own water lab. We feel the addition of the lab, and really this entire facility, will help us keep our mitigation costs lower. In the long run, that will save money for all GRDA customers, primarily the industries and municipalities we serve."

However, there is more to the facility that will prove beneficial to the area businesses, residents and visitors alike. As the new next-door neighbor to historic Pensacola Dam, the



GRDA Ecosystems & Education Center will also become the new origination point for the popular free tours of the dam. Each year during those tours, thousands of visitors get an up-close and personal look at Oklahoma's first hydroelectric facility and member of the National Register of Historic Places. Built by Great Depression-era labor in the late 1930s, the dam has been producing renewable, hydroelectric power since 1940.

Northeast Oklahoma's lakes, fed by the Grand River, are magnets for visitors and lake enthusiasts, and also a pillar that supports much of Northeast Oklahoma's tourism and recreation industry. While the new Ecosystems & Education Center will help GRDA better manage the natural resource, it will also help educate the public about the resource.



"An additional aspect of the building that cannot be overlooked is the large auditorium / community meeting space," said Townsend. "In conjunction with the building's exhibit space, and the next-door tours of historic Pensacola Dam, the auditorium will likely serve as one large classroom for presentations on ecosystems management, hydroelectric power, water and /or electric safety, and the history of the Grand River region."

Photos courtesy of GRDA

POINT OF VIEW: A COMMENTARY FROM CHIEF CHAD SMITH

For the past ten years it has been my great privilege to lead the Cherokee Nation. The first question a reader of this newsletter might have is who are we? The short answer to that is the Cherokee Nation is a nation with citizens, borders, a tri-partite government, a Constitution and sovereignty, just as other nations throughout the world are. We have approximately 285,000 citizens spread throughout our tribal jurisdiction and across the globe. Our tribal boundaries encompass 14 counties in northeastern Oklahoma, including Mayes County. A number of our citizens live right here in Mayes County. If you're reading this, you may even be one. Or your co-worker is, or your neighbors down the road.

Cherokee people come from all walks of life. We are a family-oriented culture, and if you meet a Cherokee person for the first time, they will probably start off by asking you who your family is. We have always known that strong self-sufficient families and communities provide the foundation for healthy, happy people.

Besides our Nation and our families, the other thing that is very important to us



Chief Chad Smith

is community. We exist today because of our strong sense of community and commitment to working in partnership with our friends and neighbors. As one of the largest employers in Oklahoma, we also represent 6,500 jobs and an economic impact of more than a billion dollars a year into local economies. We have partnered with MidAmerica Industrial Park in several job fairs to promote good local jobs that help keep people in their home communities.

A good community partner, Cherokee Nation dedicated more than \$3 million in car tag revenues to area school districts this year, including \$308,000 to schools in Mayes County. Cherokee Nation practices *gadugi*, listening and working with our citizens and our Oklahoma neighbors to bring about improvements where we live. Some other ways that we are involved in Mayes County include cross-deputizations with our Marshal Service ensuring public safety and more efficient law enforcement, contributing more than \$13,000 to rural fire departments, and providing health care services and jobs through the A Mo Salina Health Center. We've also partnered on millions of dollars worth of road and bridge improvements so that people can have safe access to their jobs, schools and businesses.

We invite you to learn more about the Cherokee Nation, our services, our businesses and our community initiatives. Please visit www.cherokee.org to explore more about our government, history and culture.

Chad Smith is the Principal Chief of the Cherokee Nation.

Now Serving: Denny's arrives at MidAmerica.

A new hospitality business is now located in the MidAmerica "commercial corridor."

Denny's Restaurant recently relocated to its current home on a one and a half



Inside story. 1977: Denny's introduces the Grand Slam Breakfast in Atlanta as a nod to Hank Aaron. It went on to become Denny's most famous, and still-popular, breakfast.

acre parcel along a frontage road off Highway 69.

"We moved because there was not enough traffic in our previous location," Judy Gibson, a co-owner, said. "Under franchise law, Denny's restaurants are required to stay open 24-hours-a-day or pay a fine. Without late night business in the previous location it was cheaper to pay the

franchise fine than to stay open and pay employees."

"Moving to this property on Highway 69 was a business decision," Gibson continued. "It was a very good decision. So far, since the move, we have exceeded all of our projections."



Denny's at MidAmerica.

FOCUS POINT

Airgas

Company Name:
Airgas Company

Corporate Ownership:
Airgas, Inc. is a publicly owned company, traded on the New York Stock Exchange under the ticker symbol "ARG".

MidAmerica Location:
4034 Zarrow Street

Employee Base:
The company has more than 14,000 employees.



Orange County Chopper built the Airgas "Future" Chopper with gases, welding and safety products available from Airgas. The chopper made a visit to MidAmerica's Airgas Mid South facility as a benefit for the Cystic Fibrosis Foundation.

History:
Airgas Chairman and Chief Executive Officer Peter McCausland founded the company in 1982, as a holding company for independent packaged gas distributors. In 1986 a merger with Werco, Inc, a \$68 million supplier to the industrial gas industry created a company large enough to take public. Peter McCausland assumed the position of CEO of the combined company in March 1987.

During the ten years from 1982 until 1992 the Airgas made 120 acquisitions and was approaching revenues of \$400 million. Today, through approximately 400 acquisitions and internal growth, Airgas has built the largest national distribution network in the packaged gas industry.



Airgas operates a number of air separation plants which separate our atmosphere into its various components. Storage tanks are used to contain liquefied gases.

What They Do:
Airgas distributes industrial, medical, and specialty gases and related equipment, safety supplies and MRO products and services to industrial and commercial markets.

Customer Base:
Airgas markets through multiple channels, including its own branches, such as the MidAmerica Industrial Park location, and outside sales force. A Strategic Accounts Team focused on large customers, distributors and resellers, telesales, catalog and eBusiness channels.



A few of the Airgas delivery fleet.

Services:
Today, through its subsidiaries, Airgas is the largest U.S. distributor of industrial, medical, and specialty gases and related hardgoods, such as welding supplies. Airgas is also a leading U.S. distributor of safety products, the largest U.S. producer of nitrous oxide and dry ice, the largest liquid carbon dioxide producer in the Southeast, and a leading distributor of process chemicals, refrigerants and ammonia products.

Facilities:
Airgas has 1,100 locations, which includes branches, cylinder fill plants, production facilities, specialty gas laboratories, and regional distribution centers to serve a diversified customer base.



Another type of storage vessel usually at the end users location.

Company Philosophy:
Airgas is always looking for a better way. Innovation is our watchword, and we continually strive to develop products and processes that are safer, faster, more accurate and more useful. We are ready, willing, and able to engineer the right solutions for our customers' needs. Whether the job requires bulk, medical, or specialty gases, welding or safety know-how, refrigerant reclamation or ammonia expertise, we can deliver a custom-tailored approach that is sure to bring our customers to their competitive best.

From our stores to the streets, Airgas is an industry innovator that never settles for the status quo. Airgas is a large, national company that acts like a local one. The entrepreneurial spirit and customer connections that distinguished Airgas when it was a small start-up are stronger than ever.

www.airgas.com

Pryor Plant Chemical reopens fertilizer facility.

Pryor Plant Chemical Company LSB Industries Inc. is an Oklahoma-based manufacturing, marketing, and engineering company with business activities worldwide. LSB's principal business activities include the manufacturing and sale of a broad range of products used in



commercial and residential air-conditioning systems, such as hydronic fan coils, water source and geothermal heat pumps and large custom air handlers. The company also manufactures and sells chemical products for mining, quarry and construction, a gricultural and industrial acid markets.

In 2009 LSB announced they were set to open the Pryor Plant Chemical Company at MidAmerica Industrial Park, in the facility that once housed Wil-Gro Fertilizer. The company anticipated an investment of \$50 million including capital and start up costs.

The Pryor facility currently produces



anhydrous ammonia, which is the initial feedstock for the production of urea ammonia nitrate (UAN). When in full production, the company expects to produce and sell approximately 325,000 tons of UAN and approximately 90,000 tons of ammonia annually at full capacity. "We have hired approximately 110 employees, so far, to get the plant up and running," said Pryor Plant Chemical Company General Manager Jarrett Owen. "We are fortunate, because many of our employees used to work for Wil-Gro before that plant shut down as well as

being residents of the Pryor community."

"The MidAmerica Industrial Park plant will employ a workforce of approximately 120, once we are fully operational," said LSB Chairman/CEO Jack Golsen. "Most of our jobs are for skilled labor, including lab technicians, environmental specialists, safety specialists or chemists. Our employees at this facility operate highly-technical equipment."

"LSB Industries, Inc. became a publically-traded company in 1969 and is listed on the New York Stock Exchange under the ticker symbol of LXU. We are included in the Russell 2000 Index and the Russell 3000 Index. Additionally, we are on the 2009 list of Fortune's 100 Fastest Growing Companies," concluded Golsen. "We are the largest homegrown manufacturer in the state. And, the Pryor Plant Chemical Company represents a valuable asset for our company."

www.lsb-pryor.com

MidAmerica INDUSTRIAL PARK

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MidPoint is a publication of MidAmerica Industrial Park, a 9,000-acre manufacturing, processing, and distribution center located 38 miles east of Tulsa in Pryor Creek, Oklahoma. Founded in 1960, the park has a 365-acre airport with a 5,000-foot runway, and its own water and wastewater treatment plants. The nation's largest rural industrial park, MidAmerica is owned and operated by a self-sustaining public trust established to enhance economic development efforts in Northeast Oklahoma. Also regarded as the largest industrial park in Oklahoma, MidAmerica does not rely upon the support of state or federal tax monies. Over 80 firms are located within the park including many divisions of Global and Fortune 500 companies.

Please address all comments and park news to:

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