

MLM Company Profile: Conklin Company, Inc.



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Conklin Company, Inc.

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Editor's Note:

Welcome to **MLMLegal.Com Company Profiles** at www.mlmllegal.com. Here you will find brief summaries of pertinent information about hundreds of MLM, Direct Selling, Direct Sales, Network Marketing and Party Plan Companies. As a general matter, the summary information is derived from Company published information, generally posted at Company websites, public information releases or posts at industry trade sites.*

Founding Story

The Conklin Company, Inc. has been in business for over 35 years. In the 1920s, Harry Conklin, an innovative chemist and engineer, created some of the organization's first products that included cleaners, petroleum conditioners, and lubricant (www.mlmllegal.com) additives. Later, in 1969, his sons expanded the business to direct sales and opened the doors for entrepreneurs.

Charles W. and Judy Herbster now own the Conklin Company. They purchased the Company in 1992.

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The Conklin Company, Inc. has two regional distribution centers that serve independent sales consultants. One is in Shakopee, Minnesota and the other is in Columbus, Ohio.

Impact on the Industry

The Conklin Company, Inc. is a member of the Direct Selling Association.

All of Conklin's factories are Company-owned.

The Conklin Company, Inc. is the nation's number one producer by volume of acrylic roofing and meets or exceeds the strict standards for fire ratings and code approvals.

Discussion of Products

The Conklin Company, Inc. has hundreds of products spread across six major product divisions that include agronomics, animal products, building products, consumer products, family care, lubrication, vehicle products, and telecommunications products. All of its products have been developed either by the organization's specialized research and development department or by other institutions and sold through Conklin after (www.mlmlegal.com) passing through strict quality controls.

Its products are sold in bales, rolls, quarts, gallons, mini-bulks, and truckloads on a daily basis. This gives the Company the opportunity to sell their inventory in high volume sales and a strong customer loyalty base.

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Some of the most popular products include CD-ROM TRU BID Software, Master Guard Wood Sealer 5/Piece Sampler, Wall Kote Sample Piece, Crust Buster Toilet Bowl Cleaner, Reflections Plus Multipurpose Glass Cleaner, Probiotic Support with Dairyzymes, Triple Essentials, Mountain Stream Deluxe Shower Filtration Sytem, Conklin Opportunities for Women Conf. Call Audio Cassette, Cellular Energy, Vital HF, and X-CYTO Plant Growth Regulators.

Other products include hair care and hair care accessories, internet services, nutritional supplements, personal care, and telecommunications services.

Discussion of Opportunity

The Conklin Company, Inc. offers its representatives the opportunity to have flexible hours and an income level that is based on their own motivation. The Conklin Company, Inc. offers customers outstanding products in which representatives are able to sell. Also, representatives are offered the opportunity to be their own boss, earn immediate profits, earn prizes and trips, and need no experience to begin. They are offered access to training tools and sales aids.

The Conklin Company, Inc. offers Fast Start Bonuses, management commissions, and energizer commissions to its consultants. Representatives can begin working by purchasing the Business (www.mlmlegal.com) Builder package with includes a modest investment (payment plans are available) and the package includes products, company training materials, and product support materials.

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The Conklin Company, Inc. also offers ongoing training events for products, sales, and corporate training.

Discussion of Distributor Base and Sales Volume in U.S.

The Conklin Company, Inc. has thousands of independent business owners in the United States.

Company Website: www.conklin.com

At **MLMLegal.Com the intent of **MLM Company Profiles** is strictly educational, and, to provide insight into the broad array of Company offerings from an industry that spans the globe in upwards of 150 countries with sales volume exceeding \$100 billion and distributor involvement in the tens of millions. **MLMLegal.Com** does not promote or endorse any Company. **MLMLegal.Com** offers no value judgments, either pro or con, regarding the Companies. In most instances, descriptive material comes from self description by the Companies themselves. In all presentations, the names and logos of the Companies are obviously the trademarks owned by the Companies and are presented for the express purposes of informing the public about the Companies; and no product or opportunity offered by the Companies is offered in this presentation.*

***MLMLegal.Com** typically provides a link to official Company websites so that readers can become more fully informed about Companies that are profiled. The descriptive material offered is best categorized as "snapshot" information and represents a good starting point for research on Company products, services and opportunities. It should be clearly understood that such information may need updating in a dynamic and changing business marketplace. In addition, the information is gathered and presented in good faith for educational purposes, and if errors in information become apparent, **MLMLegal.Com** will attempt to correct the information, or if necessary, delete the Profile altogether. A reading of a Company Profile is properly followed up with visits to the Company website, research on major internet search engines, discussions with industry professionals and experts and feedback from those acquaintances who have had direct experience with the Companies. In addition, a wealth of information on MLM, Direct Selling, Direct Sales, Network Marketing and Party Plan will be found at www.mlmllegal.com, including scores of articles, video, resource opportunities and detailed analysis on industry issues and factors to consider in both starting and running a MLM Company or a MLM home based business.*

Jeffrey A. Babener, principal attorney in the Portland, Oregon, law firm Babener & Associates, represents many of the leading direct selling companies in the United States and abroad.

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