

# KNAPHEIDE

SINCE 1848

November 29, 2018

Administrator Courtney Avery  
Illinois Health Facilities and Services Review Board  
525 West Jefferson, Second Floor  
Springfield, IL 62761

I am writing you on behalf of The Knapheide Manufacturing Company. Our Company is the industry leader in the truck equipment market. We were founded in 1848, here in Quincy, we are privately held, and have the sixth generation of the Knapheide family leading our organization. We employ approximately 1400 employees in Quincy.

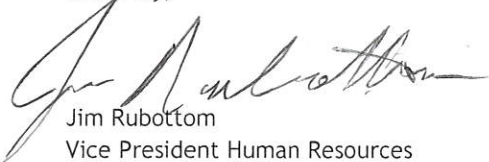
We were a founding member of our local healthcare coalition, Employers Healthcare Coalition, and continue to participate in the coalition. I have personally been involved since the founding of almost 29 years. We have experienced a significantly higher cost of healthcare in Quincy as compared to St Louis, MO, Columbia, MO and Springfield, IL. Due to cost factors Knapheide started our own employer sponsored primary care clinic in 2014. Our clinic provides physician led healthcare and offer services at no cost to our employees and their families. We also believe it is more cost effective to encourage our employees/families to shop medical services outside of Quincy when appropriate.

Over the past couple of years, Quincy Medical Group has worked closely with our employer coalition to better understand how the group can help support its members. We have repeatedly told the group that having less expensive, high quality surgical options and other outpatient services is one of our highest priorities. Our current outpatient procedures such as colonoscopies are significantly higher than other locations.

The Quincy Medical Group Surgery Center would address this need and would be a viable, less expensive alternative for outpatient surgeries and procedures. It is our understanding that the same high quality physicians that currently perform surgeries in Quincy would be able to perform them for more than 30% less than the current hospital outpatient rates that are being charged in our community.

The Knapheide Manufacturing Company sincerely hopes that you will approve the Quincy Medical Group Surgery Center (project #18-042) certificate of need application.

Sincerely,



Jim Rubottom  
Vice President Human Resources  
The Knapheide Manufacturing Company