

Building a Business



Generation to Generation

By John H. Vargo, Publisher
(Special thanks to independent Amsoil dealer John Pagliuca for contributing to this story)

Tim Hannen, owner and part of the Oakland Valley Race Park Team, is constantly stressing supporting boys and girls as young as 8 years old, as well as adults all the way up to 80 years old in his many and varied services at the OVRP facility.

Imagine, your parents bring you to summer camp here, at 8 years old, and 30 years later, that child, now a serious parent himself, brings his children to OVRP Facility to introduce him or her to the go Kart racing community. Well as you sit on the sidelines, or walk amongst the "pits" you will find that this concept is the "norm"!

Family, it's all about family and at Oakland Valley Race Park, You See It Everywhere!

The beauty of this plan is it continues to feed new people, (customers) into the system.

Oakland Valley Race Park was created by Tim's father, Peter Hannen, who started it in 1958, unfortunately, Peter Hannen passed away in 2016 leaving the entire 75 acre facility to Tim Hannen, his son.

Tim concept of "Human Development" is to establish a relationship with a potential customer at a young age in the hopes that the values that are initiated stay with that person for years to come.

When you visit Oakland Valley Race Park there is constant activity wherever you look!

Karts on stands ready to be taken to the starting grid.



The race pits are an excellent example of the kind of control that is exhibited when I was standing behind the fence taking photos of the Karts racing one spun out right in front of me. In less than a minute, the caution lady, dressed as a Spartan, came running over, using her flag to hold all the races in a caution position and at the same time another employee helped the driver pick the kart up and place it behind the barricade. The entire episode took less than 5 minutes and the race was resumed.

Quietly buzzing with "Karts" on stand being tuned up or just waiting to be used at an upcoming "event" other families are at their own location with coolers, fathers and mothers, RV, Trucks, Campers, and Trailers, children as young as 5 and 6 years old, playing with other children amongst the pits!

Tim is at the starting gate; introducing either a motorcycle race, go kart or private event. This type of activity is what keeps Oakland Valley Race Park "hopping". And if that is not enough, Tim races himself in the senior class!



Located in Cuddybackville, NY off of Route 17 near Middletown, NY, it is convenient to the entire metropolitan area.

Overall OVRP offers Kart Racing, Motorcycle Racing, Rental karts, Private Events.

It is open from Wednesday through Sunday, 8 AM to 7 PM From April 3 to November 1

Mrs. Oksana Hauser standing at rail pointing at Timothy, age 11 rounding turn in race. (Finished 5th) The boy has been going to OVRP for three years at least once a month. The father was himself a racer when he was his son s age.



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Oakland Valley Race Park

YOU CAN BE A PART OF A FAMILY TRADITION

INTRODUCE A CHILD, AN ADULT OR THEIR ENTIRE FAMILY TO OAKLAND VALLEY RACING PARK

HOW ABOUT A GIFT CARD FOR GO CART RACING?

Oakland Valley Race Park is one of the premier outdoor Kart Racing and 2 Wheel Racing facilities in the Northeast. Motorsports activities range from, club kart racing, motorcycle racing, regional level races, driving/ riding instruction, kart rentals, private parties, and corporate events. Good for anyone 8 years old to 80 years old.

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HOURS OF OPERATION: WEDNESDAY THROUGH SUNDAY. 9AM-7PM BY APPOINTMENT.

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