

**KST has Halloween Fun!**

KST employees brought you're their 'true characters' on Halloween. Congratulations to the winners of the Halloween costume contest!

**Contest Winners:**

**Category: Funniest**  
Bobby Swenson, Peek-A-Boo Chef

**Category: Most Original**  
Veronica Arellano as Suanna Tumlinson

**Category: Miscellaneous**  
James Kuykendall, Captain Morgan

**Category: Best Overall**  
Alexis Allo, Marge Simpson



**THE KST CURRENT**

The Official Newsletter of KST Electric, Ltd. www.kstelectric.com

Vol. 1 Issue 2

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**Happy Thanksgiving!**



Message from Kenneth and Suanna Tumlinson

**KST Continues to Hold Strong despite Current Economic Situation**

Save the date! KST's Cowboy Christmas Party will be Friday, December 12! RSVP by December 4! See the back page of *The Current* for more details!

2008 has witnessed a historic presidential election year. During a presidential election, the economy, including our industry, typically weakens significantly. Due to the current economic situation and the decisions put forth by our legislatures, many small businesses will, if not already, begin to experience financial hardships. However, KST is not one of these businesses and the effects of the current economic situation have not affected our company. Be reassured that KST's banking facilities hold stable and as far as the business strength of our organization, KST recently closed out the third quarter

successfully reaching our projected goals and we continue to view the future of our business as strong.

We are very proud to announce the new listings recently published by the Austin Business Journal in regards to area companies and employers. KST Electric was rated the #1 Woman-Owned Business in Austin and #18 Top Privately Owned Company in Austin. This is a great achievement and we could not have received these accolades without the efforts of everyone working for KST. We are very appreciative of these honors.

Earlier this year, KST formed a Board of Directors to include into the organizational structure of the company. We would like to introduce the appointed Directors to you:

- Glenn Garrett, Director of Marketing & Sales
- Ron Churchman, Director of Finance
- Chris Gerber, Director of Estimation
- Tim Schultz, Director of Operations
- Tommy Doyle, Director of Production
- James Kuykendall, Director of Project Management (Commercial)
- Paul Carter, Director of Special Services (Industrial)
- As always, we cannot thank you enough for your continued effort in making KST Electric successful and prosperous.
- Happy Thanksgiving to you and your families!

**KST has Active Year Providing Disaster Relief Response** By: Glenn Garrett

What a busy hurricane season it has been for KST Electric. Once again, KST response relief services were requested by State Farm Insurance to assist in relief efforts as a result of the hurricanes that hit along the Texas border earlier this year. We would like to point out and thank the following employees for their hard work and services during these difficult times:

*When a hurricane strikes the Texas coast, KST is ready to respond and provide aid where needed.*

Hurricane Dolly July 20-Aug. 15, 2008			
Bruce Prellop	Edgar Candanoza	Eduardo Gonzalez	Enrique Tamayo
Jason Cox	Joey Jenkins	John Sunvison	Juan Garcia
Leroy Hernandez	Louis Frazor	Nick Arellano	Robert Rodriguez
Roy Hernandez	Sonya Hefner	Tom Hefner	Tommy Doyle

The KST Bulletin is published monthly for the employees and friends of KST Electric, Ltd. For questions or comments, please contact the following:

KST Electric  
Attn: Brandi Watson  
(512) 278-8440  
bwatson@kstelectric.com



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**KST Electric, Ltd.**

Street Address  
14215 Suncrest Road  
Manor, Texas 78653

PHONE:  
(512) 272-8841

FAX:  
(512) 272-8985

WEB ADDRESS:  
www.kstelectric.com

Dinner Casino Dancin' Comedy Show Prizes

**KST's Cowboy Christmas Party**

**WHEN:** Friday, December 12  
**TIME:** Party Activities Begin at 5:30pm  
**LOCATION:** H&H Ballroom  
404 Brandt Road  
Austin, Texas 78744

Cash Bar

RSVP to Veronica Arrellano by December 4th  
(512) 278-8403



**Be Safety Smart Right from the Start**

**Safety Update** By: Shane Harris

The Monthly Safety Meeting is held the 3<sup>rd</sup> Wednesday of every month. Meeting time is at 4:30pm.

The first quarter of the safety fiscal year came to an end with 434 employees qualifying for the safety quarterly tee-shirt award. However, the quarter did have its share of recordable incidents including **5 strained backs**, 2 twisted knees, 2 object in eyes, and 3 cuts. Not to mention, one bump on the head. However, there were no lost time incidents. Remember; keep an eye on your tool buddy. If he, or she, is trying to lift something that is too heavy for one person to handle, please help that person out so to prevent injury. Keep up the good work on safety practices and it will benefit everyone.

KST held its Biggest Loser competition with the office employees that spanned over 13 weeks, beginning in mid-July and ending in mid-October. With male and female categories, the person with the most weight lost based on percentage, would be the winner. Congratulations to the men's division winner, Jeff Ricciardi (PM), who lost to total of 14% of his body weight, or a total of 26.5lbs. In the women's division, congratulation to Brandi Watson (Admin) for losing a total of 13% of her body weight, or 21.75lbs. Of all the employees that participated, the KST office had an accumulative weight loss of 229.5lbs lighter.



The crew working at San Antonio's UT Medical Arts and Research Center wearing their 1<sup>st</sup> quarter safety aware shirts.



Congratulations to the crew working at 3M Company in Brownwood for having an accident-free quarter! Here they are sporting their safety quarterly award tee shirts.



Congratulations to Jeff Ricciardi and to Brandi Watson for winning KST's Biggest Loser competition!



**Estimation Update** By: Chris Gerber

Since our last update we have been coming up to speed with our new estimating system. The digital takeoff has proven to be a positive tool from both an estimating and management standpoint. Previously there was no method in place that allowed KST to automatically determine what an estimator had taken off in a particular area or sheet. Digital takeoff provides us with this opportunity. As an example, with digital takeoff we now have the option to further isolate any given area, floor or wing. We can than isolate material and labor accordingly. We have a new

estimator since our last update. Tim Snyder has joined the KST estimating team. The majority of those people reading this update will not recognize the name as we had to go all the way to Ohio to find him. Now in the office and having completed Estimation training in Sarasota, Florida, Tim will be another valuable resource in our continued efforts to grow.

Estimating Snapshot for September 2008:

Total proposals were (71) and broken out as follows:

- Commercial Electrical – 20
- Commercial Datacomm – 6
- Institutional Electrical – 21
- Institutional Datacomm – 9
- Industrial Electrical/Instrumentation and Control – 10
- Government Projects - 4
- KST Panel Manufacturing – 1

**KST Recognizes Employees for Hard Work during Hurricane Disaster Relief Effort**

*Continued from Page 1*

**Hurricane Edouard Aug. 1-Sept. 2, 2008**

Bruce Prellop

**Hurricane Gustav Aug. 26-Sept. 2, 2008**

Louis Frazor



**Hurricane Ike Sept. 8-Nov. 4, 2008**

Allen Bartosh	Andre Savioe	Bobby Hawkins	Brandon Range	Brian Schultz	Carl Pettit
Carlos Hernandez	David Devin	David Gott	David Hawk	David Kendall	Davis Puterbaugh
Estaban Rocha Jr.	Estaban Rocha Sr.	Gasper Ramirez	Howard Park	Israel Valdez	James Rice
Jeff Pruitt	John Gaskill	John Sunvison	Juan Guadarrma	Kenny King	Kevin Brown
Lorenzo Terrez	Louis Frazor	Louis Woods	Michael Hunt	Neal Hector	Nick Arellano
Paul Morrow	Rafinio Santos	Robert Merryman	Rorey Voight	Scott Shumate	Sean Hebert
Sloan Hulsey	Sonia Hefner	Tom Hefner	Tommy Doyle	Tommy Turknett	Tracy Orme
William Hector					

**Those who provided assistance with all hurricanes:**

Andy Tumlinson	Anthony Taylor	Bobby Swenson
Danny Hernandez	Jeff Nash	Joey Montague
Kenneth Jennings	Nate Arnhamn	Rodney White
Shawn Hernandez		

For this hurricane season, KST purchased two large Gen-Sets (one- 250KW and one – 400KW) that will be used for future disaster relief efforts but also used for temporary services such as events and/or projects. KST hopes to find opportunities to provide services for events in and around the central Texas region.

Again, KST Electric is proud of the hard work, commitment and efforts provided by our employees who assisted in the aftermath of these storms. We apologize if anyone was overlooked and not listed above. All KST disaster relief workers have all returned from the stricken areas and now face the tasks of servicing all equipment and evaluating inventory for future needs. As we all know, hurricane landfall is always uncertain. But if one does strike, KST will again be willing and ready to provide assistance.



In September, Hurricane Ike took a direct hit on the upper Texas coast near Galveston. KST assisted State Farm Insurance in providing disaster relief to the area affected by the horrific storm.

**Order your KST Jacket**

As the winter air begins to bear down on Texas, remember that KST is currently taking orders for company jackets. There are several styles to choose from that range from a lite windbreaker, up to a heavy duty, wool-lined coat. If you would like to order a jacket, please contact Brandi Watson at ext. 441, or at [bwatson@kstelectric.com](mailto:bwatson@kstelectric.com).

