

1999 WE DOUBLED OUR STAFF! Welcome brian, gigi, mark, glenn,

scott, and brenda. *We tripled our sales.* JENNIE AND ERAC are pregnant. we formed a second install team. **We had our annual offsite in JAMAICA!!** *We christened our new building with an open house bash and won BEST DOWNTOWN DURHAM RENOVATION.* **GRETТА SIMONS WAS BORN.** WE STARTED A SERVICE DEPARTMENT. *Nicola took her first step.* *WE TRIED TO GET ANDY TO QUIT SCHOOL TO WORK FOR US.* **SHARON GOT A HUGE PROMOTION. SARA AND PETER ARE PREGNANT.** *Wes set a record for largest number of projects ever simultaneously managed by a single human.* **Gigi was appointed corporate counsel. WE CELEBRATED THE OPENING OF THE FABULOUS NEW EXPLORIS MUSEUM PROJECT.** *we got even less sleep.* **WE INSTALLED OVER 70 CLASSROOMS. WE INSTALLED OUR FIRST 12' SATELLITE DISH (IN THE MIDDLE OF HURRICANE FLOYD).** we installed a cool new conference/demo room in our office.

KONTEK 1999 BY THE NUMBERS:

- Percentage increase in staff 100%
- Percentage increase in sales 300%
- Percentage decrease in sleep 50%
- Yearly wire usage in feet 412,000 (78 miles)
- Cell phone minutes used 5,600 (260 hours)
- Number of Carolina fans that have invaded KONTEK 3
- Number of recalcitrant fax machines thrown across the room and destroyed by Frank 1
- Number of vendors Brenda has to learn about by January 143
- Number of times Gigi caved to unreasonable vendor behavior 0
- Number of wives Glenn claims to have but we've never seen 1
- Number of marbles in the Exploris "Global Wall" 1.2 million
- Number of clothing items left on Dan's body at the end of the first night of dancing in Jamaica 0
- Number of times Steve ordered "something with rum" at the pool bar in Jamaica 28
- Number of KONTEK kids (tote board to change in Feb) 11
- Scott's tenure as "the new guy" 2 weeks

- Days in a Hemler weekend (he walks the line!) 4
- Number of parking tickets collected on vans at UNC 19
- Number of times Mark was "roughed up" on a job site 2
- Wes's annual gummy animal consumption 28 kilos
- Number of new KONTEK employees without desks 4
- Number of desks that Sara, the gypsy CAD person, typically inhabits on any given day. 4
- Number of days 3 projectors wouldn't work because Erac can't tell his / from his \. 3
- Number of telemarketers who claimed to have spoken with our phantom employee, Sharon, who has been on "maternity leave" now for 26 months. 2
- Two guys—three days behind a rack Inside joke

1999 has been a spectacular year. It was a year of growth and growing pains. We feel that we have hit our stride with a bigger and better team, a fabulous new office, a new install team, a new service department, and the resources to take our company into the new millennium. The KONTEK family has grown considerably. Please welcome Gigi; Brian and his girlfriend Laurie; Mark, his wife Beverly, and their two girls, Haley and Miranda; Glenn and his wife Carmen; Scott, his wife Yin, and son Tyler; and Brenda, her husband Hal, and daughter Shaune and son Jason.

One of the most exciting events this year was our annual company meeting. We flew everyone and their significant others down to Ocho Rios, Jamaica for a 5-day retreat. Some of us even got some work done! We stayed in a beautiful resort, had some serious R&R, and charted our course for the future. We also had a one day fall offsite conference at Steve and Michelle's fabulous early 1800s Berry Hill Plantation in Virginia. "This Old House" could dedicate an entire season to this project. Steve is actively seeking volunteers to help with the renovation.

A final piece of news is that Frank, our fearless founder, will be taking a 6-month sabbatical starting in January. OMK (*Old Man Konhaus*), as he is lovingly known around the office, has spent more than a year planning his leave and has every confidence that Wes and the rest of team KONTEK will take the very best of care of you in his absence. After nearly 12 years of work in building KONTEK from its beginnings as a one-man shop to its current level, Frank is finally getting the break he deserves. He plans to travel, visit family and friends, and indulge in long-neglected creative pursuits. Watch your in-box for digital photos from exotic locales. Speaking of photos, Frank took this year's while "art touring" with Trish in Venice, Italy.

Even after nearly a dozen years of this we are still astonished that we can wake up every morning and do the thing we love with the greatest clients and coolest toys in the world and have a continuous flow of interesting and challenging projects. To all of our clients old and new, our dedicated manufacturers, distributors and reps, we are deeply grateful. Everyone at KONTEK wishes you and yours a beautiful holiday season, a healthy and prosperous new year, and a year filled with unexpected good turns.

Frank Konhaus, Wes Newman, Dan Sanville, Sara Tavernise, Eric Peters, Steve Simons
 Brian Hemler, Gigi Krapels, Mark Ray, Glenn Kelly, Scott Frey, Brenda Pratt, (and Sharon)
 K O N T E K S Y S T E M S