

# H A P P Y H O L I D A Y S 2 0 0 3

## TO ALL OUR CLIENTS, SUPPLIERS, REPS, AND FRIENDS

*You are not a realist unless you believe in miracles. -Anwar Sadat*

**2003** Yikes! Has it really been 15 years? This year brought projects in some unusual environments--the Center for Models of Human Disease, Center for Human Genetics, a Vivarium, two hedge fund boardrooms and ... a cooking school? Billy made us all jealous by installing not one but two 61" plasma displays in a single room at Duke Bioinformatics. *Wes and Frank reprised their day-long AIA continuing education course with "A/V for Architects 102". Obviously inspired, Frank began his own personal version of A/V for Architects by proposing to architect Ellen Cassilly.* Wes envisioned A/V for OR (Operating Rooms) and Mark, Ben and Sammy began wearing SCRUBS to work. **KONTEK FINALLY GOT ITS NAME ON A CONSTRUCTION SIGN (at Duke's Nasher Art Museum).** **Dan, aka K2, became our Installation Manager and was honored on his 10<sup>th</sup> anniversary with a gold tweaker!** Sammy joined our team for the summer crunch and then stayed on full time (but he had to promise to quit hacking into NORAD). Eric and Jennie upped the KONTEK Kids Kount to 14 with the birth of Charlie. NC School of Science & Math students used our conference room to videotape a "Charlie's Angels" segment, with our own Ben Wallace as "Charlie." **Scott harangued City Hall into giving us our very own Loading Zone in front of KONTEK World Headquarters.** We have digital photos proving that Frank and Eric spent a whole day in a stretch limo and private jet while purportedly working on "quality control" issues. **We skipped the offsite this year, but made a ski trip to Wintergreen to get away from it all.** Brian and Laurie added yet another fur-less cat, Luna, to their family to keep Iggy company. **Dan bought a big truck. Gigi bought a little house.** *Sharon, our virtual employee, testified before Congress for the "Do Not Call Registry."* *Brenda (Mad Dog) Pratt escaped prosecution after nearly killing a UPS employee for losing an \$11,000 projector.*

With apologies to HARPERS we present the 2003 KONTEK INDEX:

Number of presentation rooms completed by KONTEK installation team: 174  
Number of times they heard from the KONTEK design team "It should be fine. I did the math.": 173  
Number of service calls performed by Brian in 2003: 608  
Number described by client as "urgent": 602  
Number of opportunities for Gigi to practice special Zen calmness techniques: Countless  
Number of sheets of CAD drawings produced by Scott in 2003: 1760 (1 mile)  
Number of feet of wire pulled: 472,000 (89 miles)  
Number of Kontekians who lounged in the spa or golfed at Wintergreen Ski Resort: 6  
Number of Kontekians who actually skied at Wintergreen Ski Resort: 5  
Number of bruises acquired by Ben & Brenda, our Fearless Novice Ski Bunnies: 11  
Number of days Eric spent developing the user interface for Endourology Minor Procedure Room: 57  
Number of hours after the birth of Eric's second child that he was back at Endourology: 3  
Number of years after leaving his previous job that Billy's clients still call him to fix their home systems: 3  
Number of inches (diagonal) of McKinney + Silver projection screen in new American Tobacco project: 400

Number of ANSI projector lumens for this screen: 24,000  
Number of requests by McKinney staff for video game connection to this screen: 3  
Number of operating room video systems Wes designed this year: 93  
Number of physician clients who offered to perform procedures on Mark for free or reduced price: 3

In 2003 we stretched further out of our "comfort zone" and took on some unusual projects. Though we usually avoid retail stores and restaurants, we broke both rules when we agreed to make A Southern Season a high-tech showplace--with robotic video cameras and plasma displays in the Cooking School, and a foreground music system with digital signal processing in the gourmet market and cafe. We also installed robotic cameras in a very different environment--the Duke Chapel, where we spent weeks finding unobtrusive ways to route video cable around Gothic columns and organ pipes.

After years of learning our way around hospital conference rooms, cardiac cath labs, and endoscopy clinics, KONTEK made the big plunge into the world of the operating room. We designed a complex video routing, display, and capture system for Duke Hospital's O.R. suite, and installed the first room in December. Aside from some minor inconveniences (like donning sterile "bunny suits" to do a service call), medical projects like this one promise to be a big part of our future.

Some things never change at KONTEK, though, such as our partnerships with the Triangle's business schools. This year we worked in over 50 spaces at Duke's Fuqua School, including two behavioral labs and the fabulous new Fox Center with its high tech classrooms and special event spaces. Fuqua will soon implement the same IP based remote classroom monitoring and control system that we installed for Duke's Arts & Sciences Computing earlier this year. At NCSU, the College of Management opened the Ericsson Video Classroom with global broadcast capabilities, and at year-end our friends at UNC Kenan Flagler are busy planning their new classroom/student center building and an expansion of the Rizzo Center, and we are also about to start work at NCCU's renovated Willis Commerce Building.

On the UNC campus we continued our ongoing work at the Friday Center's beautiful facility, renovating the AV systems in the master control room and all of the meeting rooms. KONTEK strengthened our relationship with the UNC Health System, installing new presentation systems in the board room and conference rooms of the new Women's and Children's Hospitals, and we upgraded UNC Football's John Swofford Auditorium.

Last month our long-time neighbor, friend, and frequent collaborator John Warasila and his team at Alliance Architecture moved out of our über-cool upstairs space into their very own building a block away. We wish them well in their new home and want to take this opportunity for a shameless advertisement for a fantastic 2000 sq.ft. leasing opportunity and chance to be KONTEK's new neighbor.

We are happy to welcome Sammy Truong to team KONTEK. Sammy hails from Arizona by way of San Francisco and will deepen our installation and programming bench. It has been a long fun ride from working out of Frank's apartment and Honda Accord to being the premier AV integrator in the Triangle. We are incredibly grateful to every one of you who put your trust in us time after time and bring us ever more challenging and interesting projects each year. We wish you and your families a wonderful holiday season and a 2004 filled with peace, prosperity, and a little bit of mystery.

Frank Konhaus, Wes Newman, Dan Sanville, Eric Peters, Brian Hemler, Gigi Krapels,  
Mark Ray, Scott Frey, Brenda Pratt, Billy Morris, Ben Wallace, Sammy Truong

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