



kontek

Happy Holidays to all of our wonderful clients, suppliers & friends!

2012 was the Chinese year of the water dragon, expected to bring new beginnings, unpredictability and excitement. That neatly sums up our year at Kontek. *We regrouped, restructured, reorganized and recommitted to being the best AV company in the Triangle. We now have an Account Team, Engineering Team, Software Team, Operations Team, Service Team, Softball Team and Truffle Team. Kim moved from the Ops Team to the Account Team.* Sammy is the new manager of the Software Team. Joel heads up the Engineering Team, and Wes is leading the Account Team. Who's on first?? We also have a new game plan based in part on survey responses from many of you (thanks for the feedback!). This includes Frank's brainchild, the Kontek e-newsletter, bringing you regular updates on our projects and adventures. The first installment featured our very first employee, Dan Sanville - super tech and super dad. *Michael and Deborah welcomed a beautiful baby boy, Sean Lucas. And speaking of baby boys, when JC and Kandi finally got away for a weekend and left baby Jesse with his grandparents, he fell down the sliding board and broke his leg! Will they ever leave home again? Brenda and Jan vacationed with their husbands in Las Vegas, and (so far) have successfully suppressed any resulting arrest records. What happened in Vegas has stayed in Vegas, at least for the moment. Monica and Brenda may never again volunteer for our MLK Day park trash pick-up, since they are both still taking powerful meds for the back pain. DJ escaped unscathed from his wrecked/totaled car, without needing to be rescued by Ben, our resident volunteer fire fighter and HAZMAT handler. But Julian has both arms in casts from tendonitis. Got to cut back on those 5am emails sending proposals to clients! And for that matter, on Erik's 10pm emails sending service agreements to clients! Pete, our tireless service tech, got engaged to Holly (yay!) but we can't figure when he'll have enough time off to get married since he has to cover for buff Brian, who keeps sneaking off to the Y to work out. Cameron betrayed his beloved Chapel Hill and bought a house in Durham, practically in the shadow of that arch-fiend the Blue Devil. Linda is angling to work more from home, and Joel was on board - until he figured out that she meant California. Jonathan is still recovering from the shock of his beautifully-crafted home theater being flooded, so we're treating him to an invitation-only Crestron Masters Class. Yet some things stayed the same: Tim keeps radiating his special brand of good cheer; Billy and Julian keep on burning the midnight oil at 318 Holland; and Gigi keeps on rescuing kitties from the parking lot—this year she netted two black kittens who beautifully accessorize her Wicked Witch of the West outfit!*

Working "in the business" and "on the business" (simultaneously) was our theme this year, as we re-organized to freshen our perspective and streamline our processes. Many thanks to Sam and Dean, our consultants from The Performance Group, for helping us discover Kontek's next "life stage."

As always, it was a year of exciting projects, many of them to the east (could this be related to the Year of the Water Dragon?). Our wonderful client University Health Systems transformed itself into Vidant Health, acquired 10 community hospitals, and became a regional healthcare powerhouse for 29 counties in eastern NC. Our Vidant projects included their administrative board room, executive offices and conference rooms, hospital auditorium, and interfaith chapel. We're gearing up for Vidant's most creative project yet, the expanded Children's Hospital, in 2013--details to come!

Kontek's engineering team devoted much of the year to planning Campbell University's new School of Osteopathic Medicine, currently rising out of the ground. Our partnership with Campbell's School of Pharmacy goes back many years (and continued this year with upgrades to the Maddox Hall lecture halls), and we're delighted to have the opportunity to help build the new medical school as well. Our installation team will be getting to know Harnett County (Buies Creek, Lillington and Dunn) very well in 2013.

At WakeMed, we finished the final phase of Andrews Center upgrades, began the first phase of HD video upgrades at the Heart Center Conference Center, and installed digital AV systems in cardiac cath labs at the New Bern Road and Cary hospitals.

Closer to home, NC Central University kept us busy with "smart classroom" projects in buildings across the Durham campus, including the School of Business and School of Education as well as classrooms in the Farrison-Newton and Miller Morgan buildings. We cherish our long relationship with our friends at NCCU's Law School, and are grateful that our success there has led to so many other opportunities.

As usual, Kontek vans were frequently seen at Duke, UNC and NC State, our stalwart Triangle-area clients. At Duke we upgraded the Sanford School of Public Policy's most advanced classroom/control room, the Fuqua School of Business's Geneen Auditorium, Duke Hospital's cardiac cath labs, and five conference rooms for the Duke Clinical Research Institute. At the UNC School of Law we upgraded five classrooms with digital video systems and UNC Health Care became a new client with projects in the hospital executive suite and at UNC Shared Services in RTP. NCSU's Poole College of Management got many classroom and auditorium upgrades, including lecture capture integration.

It's difficult to sum up a whole year's work on one page, and impossible to adequately thank the many clients who support our company and often become our friends. We are grateful beyond measure for every one of you. We wish you and your families a wonderful holiday season and a New Year filled with peace and prosperity.

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Frank shot this year's holiday card photo at a special night exhibition by British light artist Bruce Munro at Longwood Gardens near Philadelphia.

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Frank Konhaus, Wes Newman, Dan Sanville, Gigi Krapels, Brenda Pratt, Ben Wallace, Sammy Truong, Tim Rabalais, Jan Stutts, Jonathan Danforth, Cameron Powell, Julian Milano, DJ James, Linda Guzynski, Erik Benson, Kim Durack, Peter Rehm, Brian Peters, Monica Ellis, Joel Johnson, JC Stevens, Michael Martin