



Fall 2004

KEMP Quarterly

Multi-Million Dollar Renovation For Kar Nut Products Begins In Madison Heights

Kar Nut Products Company recently acquired a 130,000-square-foot building in Madison Heights, Mich., and awarded Kemp Building & Development the renovation contract to create a state-of-the-art snack food production and distribution facility.

The building's original design was an industrial warehouse, which had been occupied by a major steel distributor for several decades. The current conversion and modernization is extensive and includes completely new electrical, mechanical and structural systems.

Among the unique aspects of the project are roasting, packaging and warehousing operations that require highly specialized equipment and environments. And, as always, the project is on a very aggressive

schedule. All of us at Kemp are excited about this project and thank the entire Kar Nut Products family for placing their faith in our team.

A Brief History of Kar Nut Products Company

Kar Nut Products Company has been providing quality nut and snack items to customers throughout Michigan since 1933, and was incorporated in 1939. The company was originally founded by the Karpe family, who began the business in their Detroit home by roasting nuts in their kitchen for sale across



A substantial portion of the project will be removing the exterior of the office area and converting the support structure from block bearing to steel bearing. The new office elevation will incorporate a large band of perimeter windows, face brick and an Exterior Insulation and Finish System.

the street at Tiger Stadium. Response to their roasting method and taste was fantastic and thus the business was born.

After World War II, the company was moved to its present location in Ferndale, Michigan. The business has continued to grow, leading to nationwide distribution of many of its products today.

Kar Nut has always believed that nuts represent an excellent snack food choice, especially when compared to many of the "techno" food products available today that have been created in food laboratories around the world.

Kar Nut's product line consists primarily of salted nuts, snack mixes and trail mixes in flexible packages sold in four

continued on page 4



An extensive amount of demolition was required prior to construction in the shop area. The project required removal of eight overhead cranes and their support steel. A big job and a lot of scrap metal!



Nutty Fact

The cashew nut is actually the flower of a cashew apple from a cashew tree. The shell of the nut is poisonous so they are oven roasted to remove the toxic, resinous material.



275 West Girard
Madison Heights, MI 48071
248.583.9030 PHONE
248.583.3140 FAX
www.kemp-company.com

A Few Things We've Learned

We've learned...

That it's those small daily happenings that make life so spectacular.

We've learned...

That to ignore the facts does not change the facts.

We've learned...

That when you plan to get even with someone, you are only letting that person continue to hurt you.

We've learned...

That the easiest way for us to grow as people is to surround ourselves with people smarter than we are.

We've learned...

That everyone you meet deserves to be greeted with a smile.

We've learned...

That opportunities are never lost; someone will take the ones you miss.

We've learned...

That when you harbor bitterness, happiness will dock elsewhere.

We've learned...

That a smile is an inexpensive way to improve your looks.

We've learned...

That everyone wants to live on top of the mountain, but all the happiness and growth occurs while you're climbing it.

In The Twitch of An Eye

It can happen at any moment. Suddenly, without warning, your eye begins to do a little dance. It twitches. It is so faint that only you are aware of it, and yet it becomes a concern.



You should know this: Allergies, stress, fatigue and even certain medications can irritate nerve endings in the eye, which cause muscles in the eyelid to twitch. It can last a few days, but there are times when it can go on for as long as a month.

Here's a cure if you're getting tired of all the twitching: Simply hold down the upper eyelid with your finger for one minute. For more stubborn twitches, apply a warm compress for five minutes up to three times a day, for two straight days. If this fails, and it really starts to get to you, consult a physician.

—from *Self*

How Are We Doing?

Gauge customer satisfaction by asking 10 of your best customers "What have we done for you lately that has really made a difference?"

—from *communication briefings*

Whaddaya Know?

- 1) What Japanese automaker introduced the country's first mass-produced automobile, the "Model A," 10 years before Henry Ford's car of the same name?
 - a) Toyota
 - b) Mitsubishi
 - c) Datsun
 - d) Isuzu
- 2) In 1967, what team scored only 10 points when it lost to Green Bay in the very first Super Bowl?
 - a) Oakland Raiders
 - b) Kansas City Chiefs
 - c) Baltimore Colts
 - d) New York Jets
- 3) What U.S. state is home to a volcanic region known as the Valley of Ten Thousand Smokes?
 - a) Alaska
 - b) Washington
 - c) Hawaii
 - d) California
- 4) All cities with U.S. ZIP codes beginning with the number "10" are located in what state?
 - a) Massachusetts
 - b) Virginia
 - c) New York
 - d) Florida
- 5) How many universities make up the Big Ten football conference?
 - a) 8
 - b) 10
 - c) 11
 - d) 12
- 6) In what century was the Ten Years' War fought between Spain and Cuba?
 - a) 1600s
 - b) 1700s
 - c) 1800s
 - d) 1900s

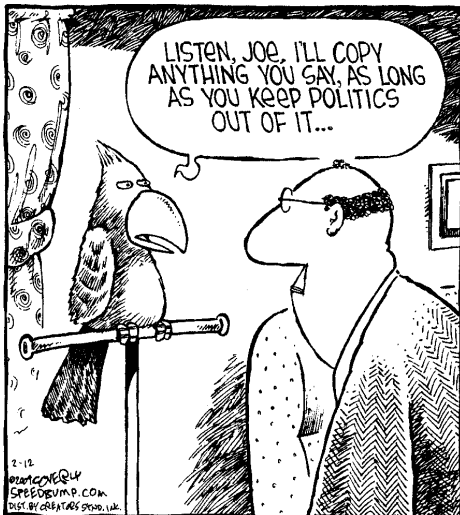
Answers: 1) b (The vehicle made its debut in 1917.) 2) b 1) b (The Packers also won Super Bowl II.) 3) a (4) c (NY is also home to all ZIP codes beginning with 09, 11, 12, 13 and 14.) 5) c (6) c (from 1868-1878)

Wise Sayings To Live By

- The best way to get even is to forget.
- Feed your faith and your doubts will starve to death.
- God wants spiritual fruit, not religious nuts.
- Some marriages are made in heaven, but they *all* have to be maintained on earth.
- Standing in the middle of the road is dangerous. You will get knocked down by the traffic from both ways.
- Words are windows to the heart.
- A skeptic is a person who, when he sees the handwriting on the wall, claims it's a forgery.
- It isn't difficult to make a mountain out of a molehill, just add a little dirt.
- The mighty oak tree was once a little nut that held its ground.
- The tongue must be heavy indeed, because so few people can hold it.
- To forgive is to set the prisoner free, and then discover the prisoner was you.
- You have to wonder about humans; they think God is dead and Elvis is alive.
- You'll notice that a turtle only makes progress when it sticks out its neck.
- If the grass is greener on the other side of the fence, you can bet the water bill is higher.
- Keep smiling, and if you see someone's missing one...give them one of yours.

SPEED BUMP

Dave Coverly



What Are the Odds?

Les Krantz, author of *What the Odds Are*, put together this interesting statistical look at the human experience. These are the odds that you will...

- Undergo an audit by the Internal Revenue Service — 1 in 100
- Be a victim of violence in the suburbs — 1 in 2,000
- Hit a hole-in-one — 1 in 15,000
- Be struck by lightning — 1 in 240,000
- Be killed in an airplane accident — 1 in 4.6 million
- Be hit by a baseball at a major league game — 1 in 300,000
- Win a state lottery jackpot — 1 in 4 million



You May Never Have To Leave Your Car

The first drive-thru service premiered in 1921 and was offered by a Dallas fast food restaurant, The Pig Stand, which is still in business. Drive-thrus didn't really take off, though, until the mid-1970s when Dave Thomas, founder of the Wendy's fast food chain, mandated that virtually every franchise feature a drive-thru window. McDonald's and other fast food chains followed suit.

According to food industry statistics, fast food chains get 60% of their business from drive-thrus, with the average American using one 3.5 times a week. Drive-thrus are now commonplace at banks and pharmacies. Coffee retailers and convenience stores are also exploring drive-thru service, as well as dry cleaners, kennels, wedding chapels, income tax processors and flu shot dispensers.

Who Wants To Be A Billionaire?

Billionaires seem to be popping up everywhere these days. But you're most likely to find one in New York, according to statistics in *Forbes* magazine. New York City is home to 31 billionaires, Moscow has 23, Hong Kong has 16 and Paris has 10.

Some other numbers on billionaires: There are 27 of them who are under 40, 191 are over the age of 70, 53 are women, 24 are single, 326 are self-made and 16 of them are high school dropouts. The youngest billionaire, by the way, is Albert von Thurn und Taxis, and he's the ripe-old age of 20.

—from *Forbes*

“No” Is Definitely An Option

Have you ever said “Yes” when you really wanted to say “No”? It may have seemed the most popular or expedient thing to do at the moment, but you regretted it afterward. The next time you're asked to take on an extra project or task, ask yourself these questions:

- Do I really want to do what I've been asked to do?
- Will I benefit personally from the experience?
- Will I have the opportunity to do this again?
- Can the job be done quickly or will it involve a great deal of time?
- How much help will I have? Will taking on this project jeopardize my other work?
- Am I being asked to do this because I'm right for it or because I usually say “Yes”?

Your answers will help you determine what you stand to gain—or lose—by taking on the assignment.

—from *communication briefings*



Rauhorn Electric

Pictured above is President Thomas Kemp (left) and Senior Project Manager Justin Jeris (right), who joined Del and Gloria Rau of Rauhorn Electric in celebrating the groundbreaking of their new building in Macomb Township.

Late this July, structural steel erection *finally* began at Rauhorn's site (pictured at right). The permit process in Macomb Township is not conducive to progress. It was more than a year-long process to obtain a footing and shell permit. The ever-growing residents of Macomb Township will continue to bear the burden of extraordinary property taxes until the community becomes more receptive to commercial development and its resulting tax base.

Pictured above is an artist's rendering of Rauhorn Electric's new headquarters.



Available Property

Kemp & Sherman Co. is ready to finish-to-suit this 27,000-square-foot building on Whitcomb Avenue in Madison Heights. The building features 24-foot clear height in the shop area and a double-dock truckwell. Let us know if you or anyone you know may be interested.

Kar Nut Products...

continued from page 1

market segments. They service retail outlets in Michigan, Ohio and Indiana with a direct store delivery system utilizing company route sales personnel. That product line consists of both single serve and take home size packages. Their line of vending products can be found in vending machines across the country. They sell to the special markets segment nationally with their line of Super Snack size packages. Finally, they select items into the club store segment.

For more information on Kar Nut, visit their website at www.karsnuts.com.



275 West Girard
Madison Heights, MI 48071
248.583.9030 PHONE
248.583.3140 FAX
www.kemp-company.com



Planning A Project?

Call Tom Kemp or Justin Jeris at 248-583-9030 or e-mail us at sales@kemp-company.com.