



Fall 2005

KEMP Quarterly

Project Updates

Thomas Kemp joins Nick Nicolay, president of **Kar Nut Products**, in celebrating the grand opening of their newly renovated plant in Madison Heights this past May. As you can tell by Nick's baseball jersey, the theme of the event was "Opening Day." Kar's hosted the event for its customers and new neighbors, highlighted by the appearance of former Tigers legends Frank Tanana and Willie Horton, and Paws, the Tigers' mascot. The history of Kar's is closely tied to baseball. The Karpe family began the business in 1933 when they began selling home-roasted nuts at Tiger Stadium. Since then, Kar's also enjoyed a Ferndale location before moving to Madison Heights earlier this year.



The masons complete the office area at **Vintage Wine** in Roseville except for the young man at the end of the scaffold, who appears to be holding the wall up while the mortar cures. The first of the two 50,000-square-foot distribution facilities for the Giorgio family is scheduled for completion by year's end. Special thanks goes to Mike Davidson of Grubb & Ellis for making this project happen.



Kemp employee Jamie Clufetos coordinates field activities as the foundations and site work are underway at **Tepel Brothers Printing** in Troy. The 17,000-square-foot addition will be completed later this fall. Tepel Brothers is one of the largest printing companies in Michigan and provides high quality four-color offset printing and finishing services for a local and national client base that includes advertising agencies.



We are excited to announce that we have leased our spec building on the I-696 service road to **AIN Plastics**, a division of ThyssenKrupp. AIN Plastics is a full line distributor and fabricator of industrial plastic shapes, specializing in engineering plastics for the fabricator and OEM communities. Paul Hoge of Signature Associates and Len Tosto of Colliers International brokered the deal on this 27,000-square-foot distribution facility.



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

What To Do When Someone Interrupts You

It is annoying when someone interrupts you while you're talking. Here are a few strategies for handling interrupters:

- Just hold up your index finger. You might be surprised at how effective this is.
 - Merely say, "Wait a minute, I'm not done with what I'm saying..."
 - Keep talking and interject, "What I was trying to say was..."



The next time someone interrupts you, use it as an opportunity to do something rather than just get upset. Pause, then say, "I wasn't finished; hear me out." Or pause, then tell the person how it makes you feel when you are cut off—without attacking the person.

Here are a few lines that might help:

- "Please let me finish..."
- "It's really hard for me to listen to you right now because you did not let me finish what I was saying."
- "When I'm talking to you and you interrupt me with something that has nothing to do with what I'm talking about, it makes me feel

like you're not interested in what I'm saying."

—from *The Lost Art of Listening*
by Michael P. Nichols

Your Health Is At Your Fingertips

One clue to the state of your health is at the tip of your fingers—literally. According to the National Institutes of Health, the condition of your fingernails can signal underlying problems. For example:

- Horizontal depressions in the fingernail can be a sign of malnutrition.
- White streaks or spots on the nails can indicate a zinc or iron deficiency.
- Yellow nails can result from lung problems or lymphedema (a blockage of the lymph vessels).
- Greenish nails may indicate an infection, either in the nail or elsewhere in the body.
- "Clubbing" of the nail, where it looks like the back of a teaspoon, can result from lung disorders, infections or cancer.
- Brittle nails can be a sign of thyroid disease or vitamin deficiency.

If you notice abnormalities in your nails, check with your physician to determine if underlying health problems are being flagged.

A Messy Desk Could Cost You

A study by the University of Texas found that people with messy offices are less efficient, less organized and less imaginative than people with clean desks. "A messy desk sends the message that you cannot handle your position and that assignments and important papers will go into a pile and never come out," says career consultant Penelope Trunk. "Even if you get every project done well, the perception will be that you don't."

Read At Your Own Risk

Next time you curl up with a good book, consider strapping on a helmet or some body armor. The research is in: Reading is high-risk behavior.

According to Laura Lee's book *100 Most Dangerous Things in Everyday Life and What You Can Do About Them* (Broadway Books), books cause more injuries in the United Kingdom per year (2,707) than training weights (1,884) or trampolines (1,902). In the United States, an average of 10,683 citizens suffer calamitous encounters with "books, magazines, albums or scrap-books" annually, according to the U.S. Consumer Product Safety Surveillance System.

We're not just talking about common injuries, either, such as broken toes from dropped books and strained backs from shelving. In Colombia, a previously unknown allergen was discovered in book dust—and in the lungs of local librarians. And British researchers say that fungi lurking inside some old books can, when inhaled, cause dangerous hallucinations. Freaky, man.

Magazine racks and bookends send an additional 1,490 people to the emergency room. Reading in bed exposes you to the added dangers associated with beds, mattresses and pillows—411,689 U.S. casualties per year. And forget seeking sanctuary in your favorite chair. You're more than 13 times as likely to get hurt while sitting down as when operating a chain saw.

—from *Writer's Digest*



Whaddya Know?

- 1) Name the plates that extend outward, underneath the doors of older-style automobiles and other vehicles.
 - a) running boards
 - b) standers
 - c) step-helpers
 - d) frame braces

- 2) Jason Alexander, husband for 55 hours to singer Britney Spears, shares his name with an actor who starred on what sitcom?
 - a) "Roseanne"
 - b) "Murphy Brown"
 - c) "Seinfeld"
 - d) "Frasier"

- 3) What's the fewest number of electoral votes held by a state in the union?
 - a) one
 - b) three
 - c) five
 - d) seven

- 4) What continent is home to more nations than any other?
 - a) Africa
 - b) Asia
 - c) Europe
 - d) South America

—from *mental_floss* magazine

Answers: 1) a; 2) c; 3) b; 4) a (The African continent is made up of 53 countries.)

SPEED BUMP

Dave Coverly



Making A List, Checking It Twice

Keeping your database current is a vital part of your marketing effort. Whether it's for sending mailings or contacting individuals to determine whether they are in need of your product or service, an outdated list can result in wasting lots of time and money, not to mention lost opportunities. And don't assume because the list was accurate a year ago that it still is today. It's estimated that every market renews itself at least every three years. Here's why:

- Some prospects get promoted.
- Some leave the company.
- Some become disappointed with their current vendor.
- Some look for you, though you don't know about it.
- Some change their views and reconsider your product or service.
- Some meet others who need your product.
- Some prospects grow and need a second vendor.
- Some realize price shouldn't be their chief criterion and decide they do prefer your product or service.

—from *The Competitive Advantage*

Mow, Mow, Mow Your Lawn

Historians credit English engineer Edwin Budding for inventing the first lawn mower. While working in a textile mill in 1830, Budding noticed a cylindrical machine with rotating blades shearing the nap off velvet. He realized that a similar mechanism—with a push handle—would work well on grass. In 1870, Elwood McGuire, an American, devised a lighter, easier-to-push mower that had fewer moving parts. By 1885, America was the leader in lawn mower production. The first gas-powered mowers arrived on the scene in 1919 thanks to Edwin George, an American colonel. Today, there are electrical lawn mowers and even battery-powered machines.

Available Properties

Auburn Hills

2170 E. Walton	37,000 sf	immediate occupancy
1797 Atlantic	27,000 sf	immediate occupancy

Centerline

26332 Lawrence	2,000 sf	office space
6720 E. 10 Mile	1,300 sf	shopping center - retail space

Madison Heights

1823 E. Whitcomb	37,000 sf	New – finish-to-suit
275 W. Girard	4,800 sf	60 days occupancy

Orion Township

Orion Hills Business Park	40 acres	build-to-suit – 15,000 sf to 150,000 sf
---------------------------	----------	---

Romeo

Romeo Corporate Park	55 acres	build-to-suit – 10,000 sf to 200,000 sf
----------------------	----------	---

Sterling Heights

Progress Park	10 acres	build-to-suit – 10,000 sf to 100,000 sf
6335 Progress Dr.	10,000 sf	immediate occupancy
33596 Sterling Ponds	43,000 sf	immediate occupancy
37641 Mound Road	28,000 sf	vacant land – build-to-suit
35620 Beattie	11,400 sf	immediate occupancy
Sims Road	2.4 acres	build-to-suit – up to 45,000 sf

Troy

242 Minnesota	6,700 sf	build-to-suit
1705 Austin	6,100 sf	30 days occupancy
1709 Austin	4,800 sf	immediate occupancy

Warren

7300 Miller	41,000 sf	30 days occupancy
24562 Romano	6,000 sf	30 days occupancy
24855 Romano	20,300 sf	immediate occupancy
24807 Romano	18,000 sf	90 days occupancy
25893 Sherwood	1.1 acres	build-to-suit – up to 10,000 sf



The newest member of the Kemp Team, Tiffany Rust, estimates costs off a conceptual drawing.

Kemp Team Member Spotlight Tiffany Nicole Rust

Assistant Project Manager

Joined the Kemp Team in June 2005; served as an intern with us in the summer of 2003 and came aboard full-time after graduating this past May
Hometown: Flushing, Michigan

Born: September 22, 1982

Education: Michigan State University, B.S. in Building Construction Management

Hobbies: Traveling, golfing, running, and shopping

Favorite Architect: Frank Lloyd Wright

Favorite Architecture: Eiffel Tower

Lifelong Goal: To be an established businesswoman in the construction industry, maintain a happy home life and travel the world to see the Seven Wonders.



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

