



Winter 2006

KEMP Quarterly

Romeo Corporate Park

Phase I



A company that restored classic cars recently occupied this one of many buildings to be demolished for the development of the Romeo Corporate Park.



Dan's Excavating Inc. performs earthmoving and installation of the infrastructure at Romeo Corporate Park on Powell Road. Construction at this 55-acre development began last fall. The first phase of the park will include approximately 300,000 square feet of industrial space. The first buildings in the park will be ready for occupancy this spring. Contact Jack Coury of Grubb & Ellis at 248-372-2276 for more information.



Pictured at left: Thomas Kemp, left, and Chris Peyerk of Dan's Excavating, right, join Mayor Richard J. Notte at his birthday celebration. Notte, mayor of Sterling Heights since 1993, is currently serving his sixth term. Prior to being elected mayor, Notte served on the city council for 10 years.



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Close Cover Before Striking

Like many inventions, matches were developed in a series of small steps. The first occurred in 1680, when Robert Boyle, an English physicist, coated a small piece of paper with phosphorous and a small piece of wood with sulfur. He then rubbed the treated wood across the paper. Result: a fire.

The first true matches were created in 1827, when English chemist John Walker coated the end of a stick with antimony sulfide, potassium chlorate, gum and starch. The stick ignited when rubbed on any surface. Walker called his matches “Congreves,” after a rocket invented by William Congreve, but he did not patent his idea.

Samuel Jones patented Walker’s invention, calling his matches “Lucifers.” They were popular, but had a terrible smell. Trying to solve the odor problem, Charles Sauria, a French chemist, devised a new formula that used white phosphorus, which turned out to be highly poisonous. Countless match factory workers suffered from “Phossy Jaw,” or deformed bones.

Finally in 1910, the Diamond Match Company patented the first non-poisonous match in the United States, which used sesquisulfide of phosphorous. Five hundred billion matches are used each year.

Up Against All Odds

Your chances of winning the lottery are one in 80 million, although that depends on which country or state you’re playing in and what the jackpot is. But generally, those are the odds. Here are a few others that are more far-fetched and rarely thought of, if only because it doesn’t have to do with taking home millions of dollars.

- Odds of drowning in your bathtub: 1 in 685,000
- Odds of being struck by lightning this year: 1 in 240,000
- Odds that the pilot of your airliner is a convicted drunk driver: 1 in 117
- Odds that you’ll be injured on the job: 1 in 24,000
- Odds of hitting a hole in one in golf: 1 in 15,000
- Odds of giving birth to a genius: 1 in 250
- Odds that your next car ride will be your last: 1 in 4 million

—from *Bankrate.com*

Gum Is Good For You

You may have thought of chomping on gum as a kids’ habit, but there are plenty of adult reasons to blow bubbles.

- **Heartburn healer.** A study from King’s College, London, suggests that chewing gum after a meal fights acid reflux.
- **Dental dazzler.** Chewing sugarless gum slows cavity growth by lowering acid levels in the mouth.
- **Wake-up call.** People who chewed gum while pulling an all-nighter felt less tired in the wee hours than those who didn’t.
- **Driving at night?** Try chewing gum to be more alert.

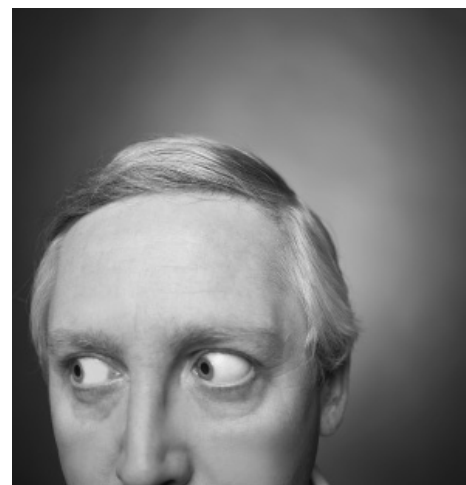
—from *Reader’s Digest*



More, Not Less

“Companies that spend up to 28% more on advertising can increase market share *seven times faster* during a recession than under normal conditions.”

—from a study conducted by Reed Elsevier, a world leading publisher of information for professional users



Is Fear Holding You Back?

What is it that you really want to do with your life? If you already know the answer to this question, then you are ahead of 99 out of 100 people in the world. If you don’t know the answer to this question, then what is holding you back? The most likely answer to this question is fear—specifically fear of failure. Fear of failure can keep people from doing the tasks needed to accomplish their lifelong dreams. People paralyzed by fear hesitate, and when they hesitate they prolong the period of time where they think in a manner that is not constructive.

Just think, if you go ahead and do that task you’ve been putting off for so long, then you will be free to move on and do the next constructive move.

What is it that you are putting off doing? Is it a really difficult task to accomplish, or is it relatively easy but your mind is throwing up unnecessary and fear-provoking obstacles?

What people need to do is make up their minds that they are going to do a thing, and then they need to make up their minds that nothing is going to stop them. The fear of failure has stopped many very capable people from achieving their highest levels of success. Don’t let your fear whittle down your courage. Don’t let your fear render your destiny to be a mediocre performance in your life.

Banish fear—and you will meet success head on.

—from *An Inspiration a Day* by Jerome A. Waterman

Whaddya Know?

- 1) What plant provides the rare spice known as saffron?
 - a) daisy
 - b) crocus
 - c) tulip
 - d) rose
- 2) Where on the human body would you find the philtrum?
 - a) neck
 - b) foot
 - c) face
 - d) ear
- 3) Which of the following shows was *not* a spin-off of "All in the Family?"
 - a) "The Jeffersons"
 - b) "Gloria"
 - c) "Good Times"
 - d) "Maude"
- 4) "Potter's Field" is a generic term for a(n):
 - a) prison farm
 - b) military base
 - c) paupers' cemetery
 - d) archeological dig
- 5) As of 2005, what was the latest team to join the National Football League?
 - a) Jacksonville Jaguars
 - b) Houston Texans
 - c) Carolina Panthers
 - d) Cleveland Browns

Answers: 1) b; 2) c (It's the groove that runs from your upper lip to the bottom of your nose.); 3) c ("Good Times" was a spin-off of "Maude," which was itself a spin-off of "All in the Family."); 4) d; 5) b

SPEED BUMP

Dave Coverly



Hacker Alert!

Want the lowdown on the latest cybertricks? What are those sneaky hackers up to now? Here are a few things on the list to watch out for:

- **Phishing.** When you get an e-mail from "your bank" asking for information—watch out. Banks don't send out e-mails asking for information. Those tricky hackers are sending e-mails and merely posing as your bank—the e-mails include links where you are asked to provide information such as passwords and personal data. Never go to a website and provide this information when asked—the hackers set up fake sites replete with logos to fool the unwary.
- **Pharming.** Ugh! Viruses again. This time they're attached to e-mails and websites that then drop software onto your computer. The software then monitors your keystrokes—picking up on—you guessed it—passwords you use to access your accounts, etc., on financial websites.
- **Bot Networks.** These are remote control programs that hackers deposit onto PCs. Then the remote control is used to send out spam and viruses.
- **Wi-Phishing.** Here our crooked friends are setting up fake wireless networks. Why? They're hoping you'll use them to connect to the Web—then they monitor what you do and where you go and steal your identity and passwords.
- **Typosquatting.** Hackers set up sites designed to take advantage of people making typos. When you accidentally typo the name of a legitimate site and land on one of the "illegitimate" sites, computers are either infected with viruses or are taken over and turned into bots.

—from "Hacker Hunters," by Brian Grow, in *BusinessWeek*

Pearls Of Wisdom

Pearls, the only birthstones created by living organisms, were symbols of wealth, power and longevity in ancient China. The ancient Greeks believed wearing pearls would lead to marital bliss. Pearls were so rare and so valuable that, according to one tale, Cleopatra crushed one, dissolved it in wine, and drank the mixture to demonstrate her vast wealth to Marc Antony. In the 13th century, wearing a strand of pearls was believed to cure mental illness and heartbreak.

Pearls are formed when a mollusk coats a bit of grit or other irritant with layers of nacre, the creamy iridescent coating that lines their shells. In the late 19th century, the Japanese invented the art of culturing pearls by introducing irritants into oysters, making this treasured gem widely available.

Thoughts For The New Year

The start of the new year is often a time of reflecting back, and last year gave us a lot to think about. Whether you've had family or friends affected by the hurricanes and the continuing war in Iraq, or simply been moved by the television images of suffering and devastation, we've all felt the impact.

But tragedy also has a way of forcing us to focus on the blessings in our life. Here at Kemp Building & Development, we are fortunate to have a successful business; dedicated, hard-working employees; an outstanding group of consultants, subcontractors and suppliers; and, of course, a long list of loyal clients who we appreciate, and who value the work we do for them. Combine this with the love and support of our friends and families and we're a very lucky group. All of us at Kemp Building & Development hope you and yours had a wonderful holiday season and ask that you, too, take a moment to count your own blessings and try to assist those in need of help.

What's Goin' On? Projects Under Construction

- Smith Bros Tool, Shelby Township – 6,000 sf crane bay addition
- Lake Court Medical, Roseville – 60,000 sf renovation and 10,000 sf office addition
- All-State Fasteners, Roseville – 50,000 sf warehouse and corporate offices
- Gongs & Associates, Auburn Hills – 27,000 sf office building
- Tepel Brothers Printing, Troy – 16,000 sf production area addition
- Balance Fitness, Walled Lake – 7,000 sf fitness center build-out
- Ionbond, Madison Heights – 40,000 sf engineering and manufacturing facility
- Detroit News, Madison Heights – 20,000 sf distribution center
- Sturgeon Controls, Sterling Heights – 13,000 sf manufacturing facility

Are You Paying Too Little?

It is unwise to pay too much, but is worse to pay too little. When you pay too much you lose a little—that is all. When you pay too little, you sometimes lose everything, because the thing you bought was incapable of doing the thing it was bought to do.

There is hardly anything in the world that some men cannot make a little worse and sell a little cheaper, and the people who consider price only, are this man's lawful prey.

—John Ruskin



Justin Jeris

Kemp Promotes Justin Jeris To Vice President

Kemp Building & Development Company president Thomas R. Kemp recently announced the promotion of Justin Jeris to Vice President.

Jeris, 30, joined the company in 1997 as a project manager and quickly rose to senior project manager. He holds a Bachelor of Science degree in Construction Management from Michigan State University.



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