

OLTMANS EMERGES FROM RECESSION AS #1 INDUSTRIAL BUILDER IN SOUTHERN CALIFORNIA

A company that's almost as old as California itself, Oltmans Construction has stood the test of time. After having developed construction operations in 1918, J.O. Oltmans officially founded Oltmans Construction Company in 1932. Today with J.O. Oltmans II operating as President and CEO, the company is still going strong with over 200 employees and offices in Whittier and Thousand Oaks, California, Las Vegas, Nevada and soon to be Phoenix, Arizona. Oltmans is recognized as one of the top 10 general contractors in California and is one of the top 100 in the United States. They are especially known for their tilt-up method of construction, which is currently being utilized for the building of millions of square feet of concrete structures.

Bob Holmes is Chairman of the Board, John Gormly is Senior Vice President, Tony Perez is Director of Estimating and Tom Augustine is General Field Superintendent.

Oltmans Under Construction on Western Realco's 225,000 sq. ft. Etiwanda Distribution Center

Vance Mape president and founder of Western Realco has once more chosen Oltmans as the general contractor to build their new 225,000 square foot distribution facility in Ontario. Western Realco began operations 25 years ago and has developed over 8,000,000 square feet of industrial buildings in Southern and Northern California and Nevada. In addition to their development activities, Western Realco manages 1,500,000 square feet of industrial and commercial space. Gary Edwards serves as Vice President.



▲ Left to Right: Vance Mape and Oltmans' PM Craig Rohrer

Oltmans Completes Phase I Of Familian's New Headquarters, Phase II Is Underway



▲ Lori Woodcock

Don Wade, Lori Woodcock and Jim Brady were the team members on the re-work of the 290,000 square foot warehouse facility which included additional truck docks, canopies, restrooms, conveyors, and lighting and power upgrades.

Currently, Don Wade, Mary Miles and Leo Rudnick are



▲ Mary Miles

in charge of the new 50,000 square foot, two story office building. Widom Wein Cohen are the architects, Cole Martinez Curtis is the interior planner and Helfman/Haloosim & Assoc. is the electrical engineer. Extensive landscaping, exterior lighting and water fall lend an aesthetic appeal to this upscale office building.

The Familian Project Is A Déjà Vu For Arch Kirkwood

In the 1950's, Kirkwood Electric performed all of Familian's electrical work at their facility in Southgate on Atlantic and Tweedy Boulevards. Arch worked occasionally at Familian as a helper during school vacations.

Today, they are in good hands with Jeff Bagley and Bennie Sprague managing and supervising the electrical installation of their new office facility.

Fremont Associates Selects Oltmans To Build Their 337,000 sq. ft. La Mirada Distribution Center

The founders of Fremont Associates, Inc., F Michael Krotz and Stephen G. Hoy have carved out lifetime careers in the developing, brokering and managing industrial real estate. They have or are currently in the process of developing an impressive fifteen projects which consist of approximately 5 million square feet with a value exceeding \$250,000,000. Rounding out The Fremont team are construction manager Stephen M. Hoy, Jr. and Brian Hoy who are responsible for contributing their knowledge of construction and property management. Their expertise in tenant improvement is evident in the completed facilities for Burnham and Fashion Furniture located in their La Mirada Distribution Center.

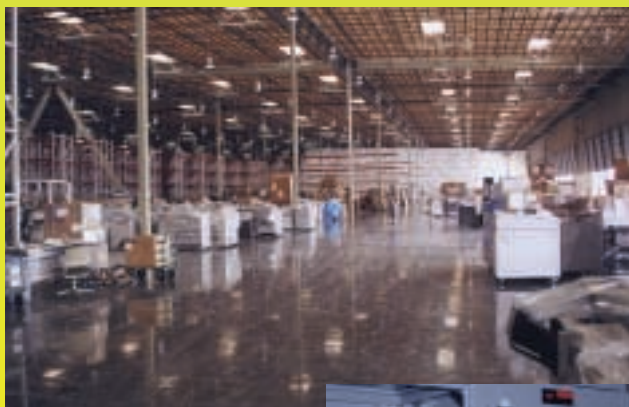
This year AJK&A joined Oltmans and Fremont in the construction of this new 337,000 square foot project. AJK&A was responsible for the shell and core, electrical engineering and installation and is proud to have completed all of the tenant electrical work.



▲ Left to Right: Brian Hoy and Steve Hoy, Jr.



▲ Top Left to Right: Lynn Holton, Kevin Stillion, Greg Tuttle, Carlos Vela, and John Graf
Bottom Left to Right: Jeff Cooper, Sam Sandoval, Mark Cleveland, and Jason Adkins



Mark Cleveland

Mark Cleveland, AJK&A's man in charge is a dedicated, knowledgeable foreman who completed the electrical installation of the shell and core, Fashion furniture and Burnham TI build-outs. Burnham posed particular problems because they moved in 12,000 copying machines prior to Mark and his crew starting the electrical installation.



- CHARLES PANKOW
- RUDOLPH & SLETTEN
- THE AUSTIN COMPANY
- DISNEYLAND
- DINWIDDIE CONSTRUCTION CO.
- POZZO CONSTRUCTION CO.

A Little History . . .



David Kirkwood

After coming to the United States from Scotland, David Kirkwood brought the first steam electric generator into Eastern Wyoming in 1883. David taught his son Arch the electrical business and he in turn tutored his son David. In 1936 David moved to Southern California and in 1937 he formed his own electrical contracting company.

A Message from Our President



After an unsuccessful run at a college diploma I went to work full time, in 1958, for Kirkwood Electric. In 1964 my father sold the business to me on a no money down, pay when you can deal. In 1965 Louie Pozzo gave me our first big job, California Federal Savings in Echo Park. That was the only time I had to ask my Father to underwrite a performance bond for me, although he told me that he would help me out any time.

I often think of the Myers Brothers family, Ray, Reese and Jim. They were about as good a group as I ever met. In 1967 they invited us to bid on a large fast track project called California Computer in Buena Park along with three of the largest electrical contractors in California. My estimator and I worked all night and the next day I personally delivered our proposal to the bid opening with great anticipation, only to find out that the difference between our low bid and the second bidder was three times my net worth. That was a long day, however the contract proved to be a very successful one for us.

About that time we started bidding Oltmans' work without much success. Three years of bidding went by before I left the switchgear out of a bid and they finally gave us a job. Within five years we were doing over fifty percent of their electrical work. C L Peck Contractor was a company that I really wanted to do work with and in 1972 Paul Matt and Bob Welch took a chance on us and we wired the 800 Wilshire building for them and shortly after that the Bonaventure Hotel.

In 1977 we took on the Kerr McGee Chemical Plant in Trona, California. I didn't know what trouble was until that job. We employed over 165 electricians on that site, which at any given time at least 25 of them were working. Mike Sloan took over the management of the company and I moved to Trona to try to turn the job around. Some of our more liberal union employees weren't happy with my intervention and they painted the highway and rocks leading into Trona with huge letters "Kirkwood sucks" and much worse. It was a great way to start the day! Jim Acret, the finest construction attorney in California came to my rescue and gave Kerr McGee a lesson in construction law. In 1979 we were awarded the Anaheim Stadium Expansion contract, which was completed on schedule for the Rams opening kickoff in July of 1980. I sold Kirkwood Electric shortly after that. I was blessed with the finest people in the industry.

In 1986 I went to work for Larry Smead and I ran Sasco's LA operation for two years. We reorganized the company and doubled their sales. Again, I was blessed with top notch people. In 1988 Stan Brockhoff, Cliff Kernochan and I purchased Hoffman and Sons Electric. This time I was not blessed with the best and I failed to turn Hoffman around. We shut that company down in 1993. It was an expensive lesson.

Conclusion: If you are going to make it in this business you had better have the best people there are and you had better choose your clients almost as carefully as you would your spouse.

I am very enthused about our prospects at A.J. Kirkwood & Associates, once again I have excellent people and with our good friends in the industry, I believe nothing will stop us from achieving our mission statement.



ABC 1997 Excellence in Construction Awards



▲ Left to Right: John Corry, Lynn Holton and Ted Bacon

A.J. Kirkwood & Associates was recently honored by Associated Builders and Contractors at their annual Excellence in Construction Awards Banquet. John Corry of A.B.C. presented AJK&A the award for best electrical construction in the \$500,000 to \$1,000,000 category for the electrical installation of Hermes of Paris, Beverly Hills. In attendance were Arch Kirkwood, Krista Kirkwood, Lynn and Gina Holton, Jeff Bagley, Bennie and Kristie Sprague and Rene Trujillo. Vice President Lynn Holton accepted the award for AJK&A.

Spotlight On Lynn G. Holton

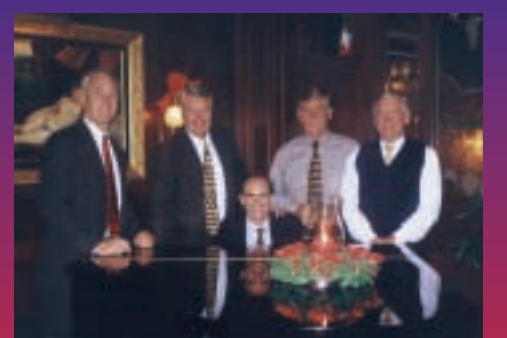


AJK&A Vice President Lynn Holton has acquired 27 years expertise in commercial and industrial electrical construction. After attending Mesa State in Grand Junction, Colorado, and completing five years of electrical apprenticeship, Lynn worked his way through all phases of electrical construction. Always implementing creative and innovative techniques. Lynn is committed to improving the timeliness and assuring the quality of our service to meet the needs of our clients.

One aspect of the business that he feels strongly about is the ongoing education of all employees. For this reason, he sits on two electrical apprenticeship committees and the training trust. And to get apprentices and journeymen to be ahead of the competition, he was at the forefront to purchase lab equipment with the most advanced technology.

In addition, and most importantly, he stresses safety first, safety always. His clear and direct formula of "prefab everything, take it to the job and plug it in" along with his effective leadership skills and no-nonsense work ethic will no doubt prove to be important ingredients that spell success for AJK&A.

HAPPY BIRTHDAY!!!



Fremont Associates' Mike Krotz celebrates a birthday at the Ritz restaurant along with Skip Wohl of Wohl Property Group, Ted Carpenter of Cushman & Wakefield, Vance Mape of Western Realco and Arch Kirkwood.