



The Hewson Company is developing this 170,000 square foot fully air-conditioned manufacturing facility for Zero Stantron. The project features an upscale 24,000 square foot office area and the production area illumination is designed to provide 50 foot-candles.

Paul Maag is coordinating the project for The Hewson Company, Bob Larson of Oltmans Construction has been in charge of pre-construction activities and Mark Bergman is Oltmans project manger. Bob Jacob of Hill Pinckert is in charge of architectural design and Ajit Randhava and Associates is the structural engineer.

The electrical design includes ten power centers that will supply 4500 amps of power at 480 volts and there is 2300 feet of cable tray for electrical distribution to hundreds of pieces of production equipment. AJK&A is in charge of the design and build electrical installation.

New Breed Leasing Moves Into Western Realco's 5200 Airport Drive Building

Western Realco's owner Vance Mape assembled the team of Bastien and Associates and Oltmans Construction Company for expediting the fast-track 400,000 square foot tenant improvement build-out for New Breed Leasing.



left to right: Lynn Holton of AJK&A, Bob Hickman and Jim Moynihan of New Breed Companies, Robert Fumo of Bastien and Assoc., Vance Mape of Western Realco, Eddie Gorton and James Brady of Oltmans Construction.

With their corporate office in Greensboro, NC, New Breed Companies is a contractor and supplier to the U.S. Post Office for complete operations of "postal equipment repair" facilities. Vance Mape and Robert Fumo of Bastien and Assoc. coordinated closely with Ted Lejune and John



AJK&A Crew, (left to right): Adrian Marinca, Curtis Fairbanks, Lynn Holton, Mark Cleveland, Darian Myhovich, Alex Iusan and Jeff Cooper.

Adams of New Breed to assure that the design criteria and latest drawings were available daily at the job-site. James Brady was Oltmans' project superintendent and Jim Moynihan was New Breed Leasing's engineering/ construction manager.

Lynn Holton lead the team for AJK&A's design/build installation.

NORTH VALLEY FAMILY YMCA



After a 1-1/2 year pre-construction effort and an eight month construction schedule this full service, 22,000 square foot facility is scheduled to be completed in January of 1999.



Jeff Jarrett, Matt Construction's onsite project manager.



Nelson Martinez, Bernie Gonzalez, Sam Sandoval, Emilio Lopez and Mario Rodriguez

Dick Miller, Vice President of Matt Construction Corporation, has been involved from the beginning. The Luckman Partnership's Jean Claude Chaama, AIA and Roger Chikhani, AIA were in charge of design and architecture. Aravind Sheroy and Michael Sapio were responsible for the electrical and mechanical design build criteria and coordination. AJK&A's Sam Sandoval and Ben Sprague are managing the electrical installation and Paul Cadena was responsible for engineering.

MATT COMPLETES 201 NORTH DOUGLAS PROJECT



New 16.5 KV switchgear and transformers installed by AJK&A's Sam Sandoval and crew

This 400,000 square foot office building, located in El Segundo, and owned by Layton-Belling Associates has been restored and modernized by Matt Construction Corporation. Matt's Jim Muenzer was in charge of the pre-construction effort, Gordon Howe was the project manager and Arne Mikkelsen was the superintendent.

LBA was represented by property manager Melanie Colbert and administrator Lisa Oshira. Scott Davies was in charge of electrical engineering for Engineering Automated Systems, Inc.

An interesting part of the project was a new 16.5 kv substation and transfer switchgear furnished and erected by AJK&A. Lynn Holton was AJK&A's project manager and Sam Sandoval was in charge of onsite management. Tom Rettenmaier was responsible for coordinating the switchgear and transformers with Industrial Electric Manufacturing Company.

MAMMOTH COUNTRY

ICE AND SNOW COMPLICATE THE CONSTRUCTION PROCESS

(cont'd on page 1)

Juniper Springs Lodge taking shape.

One of AJK&A's crew living quarters.

The Timbers at Sierra Star

Callison Architecture of Seattle, Washington is the architect.

Sunstone a 77 unit project similar to the Juniper Springs Lodge is slated to start construction in the early spring of 1999. Callison Architecture is the project architect. Regis-Oltmans IV, AJK&A, LDI Heating and Ventilating and Parks Mechanical are currently completing the design and engineering drawings. This ski-in/ski-out project is located adjacent to the Juniper Springs Lodge at chair 15.

Sierra Star Golf Course to open in Spring of 1999

Construction has commenced on The Timbers at Sierra Star located along the new golf course fairways and is scheduled for completion in the fall of 1999. KTGy Group is the project architect.

Langdon Wilson is developing the design for the new base lodge which is scheduled to start in early 1999 and be completed for the start of the 1999 ski season. Dana Severy is working closely with Langdon Wilson on the conceptual aspects of the project. Acco and AJK&A have been selected as the mechanical and electrical design/build contractors.

One of the 3,000 amp switchboards for Juniper Springs Lodge.

Juniper Springs Lodge architect Brian Moe of CallisonArchitecture.

A number of bears have ambled through the constructions site on their way to lunch.

Standing: Josh Westling, Judy Colthap
Sitting: Lori Woodcock, Dwight Coltharp

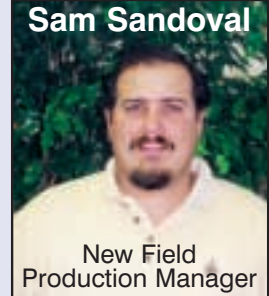
AJK&A NAMES TWO NEW FIELD PRODUCTION MANAGERS



Jeff Bagley
New Field Production Manager

Filling one of our new positions of Field Production Manager is Jeff Bagley. Jeff has been with A. J. Kirkwood and Associates, Inc. Since 1997 and has been involved in our largest and most difficult projects.

Born in Rapid City, South Dakota, he moved to Denver, Colorado when he was 6 years old and attended his first Bronco football game at age seven. He moved to Southern California in 1989 and has completed many major electrical projects with contract amounts in excess of \$5.5 million. He is an expert in coordination, detailing and scheduling.... and a Bronco fan forever.



Sam Sandoval
New Field Production Manager

Filling our second position of Field Production Manager is Sam Sandoval. Sam came to A.J. Kirkwood in 1997. While with A.J. Kirkwood he

has worked on the 201 North Douglas 16.5 KV switchgear installation and is currently in charge of completing the North Valley YMCA project in North Ridge.

Sam is a native Californian, born in Santa Ana and graduated from Santa Ana High School. Starting his electrical career while he was still in high school, he has spent over 20 years in the industry. In 1986 he passed the state contractors test and received his class C-10 license.

Sam is a family man, married for 17 years and has 3 kids. Sam also spends time working with inner city kids and at his Church.

A MESSAGE FROM THE PRESIDENT

Recently, the Los Angeles Area Council, Boy Scouts of America honored Edward Illig and his daughter Rita Illig Liebert at the Los Angeles Marriott Hotel. I attended the luncheon and was especially impressed with Rita and Ed's acceptance remarks. They spoke of their commitment to their country, family, community service and construction quality. The Boy Scouts is a very worthwhile institution, I was an Eagle when I was a kid. At the Illig luncheon, I ran into Bob Goodwin who is a partner at Common Wealth Partners. I worked with Bob when he was at McGuire Thomas, he is a good guy and a very capable person.

I had lunch with Jun Tan of Rudolph & Sletten, and couldn't get a word in edgewise. He loves to talk about Rudolph and Sletten, his job, and how professional and good they are to work for. This is a very well managed operation and their training program is second to none.

The one thing I am most proud of this year is our safety program and safety record.

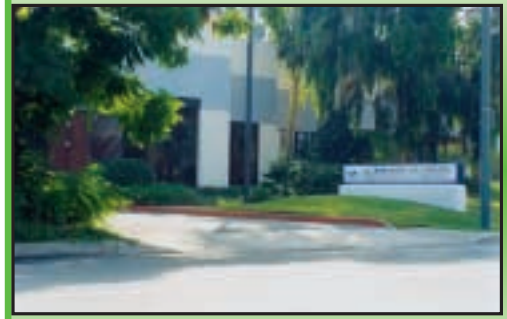
This concludes our second year as a merit shop company and I would like to thank all of our employees and suppliers for their loyalty and hard work. Special thanks to Fremont's, Steve and Brian Hoy; Oltmans Construction's John Gormly, Don Wade and Brian Kent; Matt Construction's Jim Muenzer; Dick Miller; Gordon Howe and Mike Fedorchek.

My good friends Mike Krotz, Vance Mape and Joe Oltmans II have really made the difference this year. We have completed 2.78 million square feet of industrial building shells and 1.79 million square feet of tenant improvement work for them. Thanks guys we couldn't have made it without you. As Vance Mape often says when at Lake Mead "God, I love America", so do I!!!!

I wish everyone a happy and prosperous new year.

Arch Kirkwood

AJK&A Relocates



In October of this year, AJK&A consolidated their prefab and executive office space. We are now located in Tustin, Orange County

The Colony at Aventine

Sares-Regis Group is one of the nation's leading developers, managers and builders of residential and commercial real estate in the western United States. They have built over 9,200 apartment and condominium units nationwide. In recognition of their outstanding reputation and service, Sares-Regis was the recipient of two "Gold Nugget Awards-Best of the West" for 1998 for their Baypointe and The Colony at Fashion Island projects both in Newport Beach, California.

Using the same concept as their award winning Colony at Fashion Island, Bill Albert Senior Vice President of Regis Contractors L.P., has appointed the onsite management team of Don Carter, Todd Friday and project manager Ron Dyer. Construction is currently underway and AJK&A has started the electrical installation. This 232 unit apartment complex, located in La Jolla, was architecturally designed by McLarand, Vasquez & Partners, Inc. of Costa Mesa and electrical engineering is by OMB Electrical Engineers, Inc.

AJK&A ACHIEVES NO LOST TIME ACCIDENTS IN 1998

A .75 Experience Modification factor has been achieved by AJK&A's field management team headed up by vice president Lynn Holton. Our Cal Osha approved safety program is reviewed quarterly by CNA Insurance Company and is continuously monitored by management.



Spotlight On John Held

AJK&A is pleased to have John Held on board. Our former computer guru turned office manager is now in charge of all financial and accounting responsibilities including office personnel management.

Starting out in computer sales, John learned everything he could about computers and the many popular programs used in businesses. He worked for Soft Star Computer Training, a company that provides computer training to many corporations. At AJK&A, he consulted with our office personnel in developing personalized systems and procedures that expedite and facilitate their work.

What John says he likes most about working at AJK&A is being apart of our team and our growth.