A&K Expands Kansas City Offices

A&K broke ground on a 13,000 square-foot office building in Kansas City, Kansas on Friday morning November 2nd. As reported in the Kansas City Business Journal, reporter Austin Alonzo wrote:

The Salt Lake City based manufacturer, which makes railroad ties and tools, will build the new structure at 2134 S. 74th Street, next to its current office at 2131 S. 74th Street.

Phil Poce, A&K’s chief operations officer, said the building will accommodate existing staff from the company’s operations and sales offices, as well as house the operations of Iron Highway Logistics LLC, a broker for A&K. The old building will house some office staff but be repurposed primarily for training operations.

Poce said the expansion is the result of 30 or 40 new hires locally as part of a company-wide expansion. He said A&K still is looking to add four or five more people to its local operations.

A&K, which also does business in Canada and Mexico, considers Kansas City to be an operations hub. The firm maintains a manufacturing facility in the city that employs roughly 130, Poce said.

Kansas City is important because of its location near the center of the continent, Poce said, and it will be key in A&K’s future plans.

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“That’s why we’re making the investments we’re making,” Poce said. “No matter which way you go, it’s the right one.”

Also included, will be plenty of parking for employees. This exciting project is scheduled for completion by the end of July 2013.

Slow Dance

Have you ever watched kids on a merry-go-round, or listened to rain slapping the ground? Ever followed a butterfly’s erratic flight, or gazed at the sun fading into the night?

You better slow down, don’t dance so fast, time is short, the music won’t last.

Do you run through each day on the fly, when you ask “How are you?” do you hear the reply? When the day is done, do you lie in your bed, with the next hundred chores running through your head?

You better slow down, don’t dance so fast, time is short, the music won’t last.

Ever told your child, we’ll do it tomorrow, and in your haste, not see his sorrow?

You better slow down, don’t dance so fast, time is short, the music won’t last.

When you worry and hurry through your day, it’s like an unopened gift thrown away.

Life isn’t a race – but indeed a journey. Live for today, enjoy the moment.

— Bonnie Mohn
Big Changes for Three Employees

Sue Matzdorf

I am Sue Matzdorf and have been Kern’s assistant for 20 years. On Dec. 31st, I will be leaving A&K to begin my life’s next chapter due to unexpected health challenges. My career has been a true journey. I was hired in October 1992 by our then and current Camroad Properties manager, Judy Tucker, who I am proud to say has become my friend. My job has been fulfilling, always an adventure, challenging and enjoyable. Kern, you have been an unbelievable boss and good teacher. My husband and I have rental income and I am humbled to say that I watched and learned from you, the best in your field. I will miss the camaraderie and laughter of our office; Kern, Troy, Judy, Rosario, Eileen, Cyndy, Teresa, Chris, Annie, Billy, John, Rod, and Dave and all of my friends at A&K and Fireproof West.

I am making this transition from work sooner than what I originally intended. Thank you for your love and support.

***************

Sherry Teets

I will retire from A&K on November 30th after 30 years, having started in March of 1979. Gaylon Phillips, Bonnie’s husband, hired me at the temporary location in Luckey, Ohio. We were there for 3 years before the property here in Toledo was purchased. What changes have taken place over the years. We went from a little travel trailer used as an office to an office building and acres of land to stock material.

My plans are to have knee surgery in January and after that probably volunteer at a local animal shelter a few hours a week and hopefully taking a trip back to Florida. Bonnie Horn will be taking my place. She’s been training since September and is very knowledgeable about AX and the workings of the office. She and Joe will be here to help you with whatever you may need.

Probably the hardest part of all is leaving all the friends made over the years. But thanks to email, I will be able to keep in touch.

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Bob Radinsky

After 26 years of working for A&K and 37 years in the Railroad Industry, I have decided to retire at the end of this year with some regret and much gratitude for having worked for the premier railroad supply firm in the railroad business for the majority of my adult life.

I began my journey in the relay rail business in 1975 when I went to work for Lefton Iron and Metal Company in East St. Louis, IL. Lefton was primarily a ferrous scrap company, but had a small rail division headed by Abe Ashner, a pioneer in the relay rail business. Abe was 75 years old when he hired me and over the next 5 years taught me much of what I know today about railroad materials. Abe also introduced me to John Boalstone who at the time was working for Edward Levy Company in New Orleans. We did numerous joint ventures together and began a long friendship that led to his hiring me to go to work for A&K in 1986.

Thus began my career at A&K that spanned the next 26 years of my life. I saw a lot of changes during that time, made a number of purchases and sales and formed a lot of relationships and wonderful friendships that will remain with me way beyond my retirement. I cherish the time I spent with all of you and with my terrific clients and wish all of you the very best.

As many of you know my wonderful wife Beth of 34 years and who has loved and supported me throughout my career was unexpectedly diagnosed with stage 4 lung cancer within weeks of my retirement announcement. This was quite a shock for us since she never smoked a day in her life. We both want to thank those of you who have expressed your prayers and words of encouragement.

Our retirement plans may have changed but we cherish the time we spend together and are encouraged by the positive reports we have received recently from her physicians.

May God bless all of you during this Holiday Season and may you all lead your lives to the fullest.

***************

Tree Auction

For the sixth consecutive year, employees of Corporate Headquarters attended the Evergreen Christmas Tree fund raiser to benefit the Safe Harbor Domestic Violence Shelter. The event was held November 16th and included dinner, a silent auction and a live auction. As the event has grown each year, this year was it was held in the largest room in the Claus Conference Center.

This year, Cindy Merrell donated a beautifully wreath that she personally decorated. She has an amazing artistic talent and is so kind to donate her time and talent to this cause. The wreath was auctioned along with the trees and sold for an incredible $1500.00!! A beautiful new Christmas tree was purchased for the corporate office reception area.

It was a successful event for the shelter and a wonderful start to the holiday season for all who attended.

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Holiday Shutdown

As a reminder our company wide shut-down begins December 24th. Business will resume on January 2, 2013. Happy Holidays to you and your families!

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Safety Award

During the recent Raffles Insurance Ltd. Board meeting, A&K was presented the Silver Safety Award. The recipient of this award achieved the second highest total point score for the Wholesale Operations Category.

The plaque presented for this award recognizes the outstanding safety achievements of A&K Railroad Materials. Congratulations to our employees and continued success!

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New Address?

Have you moved during the year? Is your address listed correctly on your paycheck/check stub? W-2’s are mailed each January and many are returned or lost each year due to old or incorrect addresses. Don’t take a chance of a delay receiving your W-2 or having to request a duplicate. Make sure to notify the payroll department of your new address or to make any corrections before the end of the year.

Sales: Top performers for October 2012

Paul Theriot New Orleans, Louisiana
Kurt Maidl Hobart, Indiana
Beth Wyatt Shreve, Kansas

Top Sales Year-to-Date
Jeff Long Salt Lake City, Utah
Paul Theriot
Kurt Maidl
Beth Wyatt
Jeff Long
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Top Sales Year-to-Date
Jeff Long Salt Lake City, Utah
### Birthdays and Anniversaries for December 2012

<table>
<thead>
<tr>
<th>Monday</th>
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| **1**  | The Salt Lake City, UT  
A&K Business Field Sales  
Bill Beck  
Joey Mccool  
Gary Montville  
Bob Morris  
John Sheehan  
Carlos Ramirez  
Alex Rodriguez  
Alex Robles  
Walter Souza |
| **2**  |  
Chris Lowe  
Salt Lake City, UT  
2 years |
| **3**  |  
Ted Beaulieu  
Salt Lake City, UT  
1 year |
| **4**  |  
Kevin L. Block, Field Ops  
Reed Fogle-Kansas City, KS  
1 year |
| **5**  |  
Emigdio Martinez Florez  
Kansas City, KS  
5 years |
| **6**  |  
Jose Hernandez  
Kansas City, KS  
20 years |
| **7**  |  
Reomie Riley  
Kansas City, KS  
1 year |
| **8**  |  
Enrique Lopez  
Kansas City, KS  
5 years |
| **9**  |  
Vince Betancourt  
Kansas City, KS  
1 year |
| **10** |  
Bill Beck  
Kansas City, KS  
5 years |
| **11** |  
Harry Hoberek  
Field Ops  
27 years |
| **12** |  
Reomie Riley  
Kansas City, KS  
1 year |
| **13** |  
Jose Delgado  
Kansas City, KS  
1 year |
| **14** |  
Harry Hoberek  
Field Ops  
27 years |
| **15** |  
Billy Jones  
Phoenix, AZ  
28 years |
| **16** |  
Jim Okroy  
Corporate HQ  
3 years |
| **17** |  
Casey Strange  
Mira Loma, CA  
8 years |
| **18** |  
Mike Dixon  
Kansas City, KS  
6 years |
| **19** |  
Phil Poce  
Chief Operations Officer  
Kansas City, KS  
19 years |
| **20** |  
Robert Reigle  
Kansas City, KS  
20 years |
| **21** |  
Kevin Best  
Field Ops  
28 years |
| **22** |  
Stott Sheri  
Clearfield, UT  
6 years |
| **23** |  
Larry Bird  
Gary, IN  
19 years |
| **24** |  
Jim Okroy  
Corporate HQ  
3 years |
| **25** |  
Joe Shinsky  
Field Ops  
3 years |
| **26** |  
Bill Beck  
Kansas City, KS  
5 years |
| **27** |  
Eloy Eligio Cruz  
Kansas City, KS  
1 year |
| **28** |  
Eufemio Andrade  
Kansas City, KS  
3 years |
| **29** |  
Luis Gonzalez  
Chicago, IL  
22 years |
| **30** |  
Enrique Lopez  
Kansas City, KS  
5 years |
| **31** |  
Joe Shinsky  
Field Ops  
3 years |

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