



Always Moving Forward

A&K Scholarship Recipient Announced

Congratulations to this year's award winner Heather Jackson, daughter of Shawna Hendrix in Kansas City. She was selected from among many qualified applications. Heather graduated High School from Shawnee Mission Northwest in 2012. She has already completed her freshman year at the University of Kansas with excellent grades. One of her goals is to graduate college without excessive student loan debt so she is working along with carrying a full load of credit hours each semester in order to alleviate some financial worries. She also plans to complete her degree in three years plus one semester to even further reduce her college spending. We wish her well in all her future endeavors.

Memo from Heather:

"Fall 2013 is the start of my second year at KU. I am majoring in Chemistry, Psychology and Teaching. When I graduate I intend to teach at the high school level in areas that are under privileged. So far, my grades are on par with my goals, I received a 4.0 GPA last semester raising my accumulative GPA to a 3.87. Next semester I intend to take a total of 22 credit hours between KU and JCCC and I'm very optimistic about, not only the outcome of next semester but, the outcome of my college career.

By awarding me the A&K Scholarship, you have lightened my financial burden which allows me to focus more on the most important aspect of school, learning. I hope one day I will be able to help students achieve their goals just as you have helped me. I appreciate your generosity."



CPR/First Aid Certification

It is very important that we have individuals who are certified in both CPR and First Aid at all of our locations. Earlier this year the Safety Board set a goal to accomplish this. At this time every location has employees that have been certified.

If anyone would like to be certified that is not yet you can take an online course. Both CPR and First Aid courses can be found at the following website: www.icpri.com. Each course is estimated to take approximately 30-60 minutes to complete. At the end of each course there is a quiz that you must pass in order to receive your certification. You may take the quiz more than once if you need to. After you pass the quiz, a certificate and a signed computer-generated wallet card will be available for you to print. A hand-written wallet card will be mailed out within 24 hours.

The bottom line is that you will need this information at some time in your life. It is not a matter of if but when you will need it. Then be sure to review the information regularly so you will be prepared to act when someone needs you the most.



Direct Line to Rhonda L. Nicoloff, President

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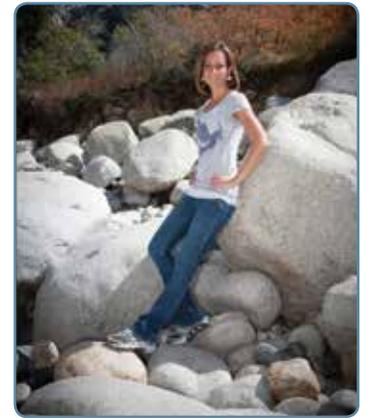
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Welcome – Linda C. Henrie

In April 2013 I became a part of A&K Railroad Materials at Corporate Headquarters as a Senior Accountant. I look forward to the experience A&K offers as well as contributing almost six years of skill, education and knowledge in the accounting department to become a part of this great company.

When I am not working I am trying new things and making new memories such as skiing, snowboarding, hiking, going to water parks/theme parks, dancing and traveling.



Welcome – Chi Tran

I joined A&K in April, working under Operations at Corporate Headquarters as an Operations Generalist. I am learning Karla's responsibilities and will take over those responsibilities when she retires. I'm also training with Korey to assist him with maintaining inventory integrity in AX, such as entering Bills of Ladings, Transfer Orders, and Purchase Orders.

When I'm not working, I enjoy short trips with my husband, Vincent, may it be out of state or hiking here locally. If time is limited, we make time to go out to the backyard, sit underneath the grape-vine pergola, drink tea, eat snacks, and look out to our 5,000 gallons koi fish and lily pond.

Too Many E-Mails?

Do you get flooded with emails? How many times have you opened, reviewed, and closed the same email message? Those messages are getting lots of attention but very little action. It is better to handle each email message only once – which means you have to decide what to do with it and where to put it. Quickly go through your inbox emails by using the four D's of email management:

- 1. DO it** – some emails require immediate attention. If it can be done in 2 to 5 minutes, complete the task, respond to it, take an action – just do it.
- 2. DELEGATE it** – some emails don't require your personal attention, forward to the appropriate person.
- 3. DELETE it** – a lot of email can often be deleted. Generally you can delete half the email you get as not important after you read it. Will you need it in the next 6 months? Can you find the information elsewhere?
- 4. DEFER it** – some emails can be dealt with later, so make a deadline for yourself and get to it later. Flag it, set up an appointment with it, set up a reminder to do it another time, put it on your task list.

Top Performers for May 2013

Dusty Popovich McMurray, Pennsylvania

Katrina Gougis New Orleans, Louisiana

Jordan Hopkin Salt Lake City, Utah



Dusty Popovich



Katrina Gougis



Jordan Hopkin



Dave Minor

Top Sales Year-to-Date

Dave Minor McMurray, Pennsylvania

Employee News

Joel is now 14 years old and just graduated 8th grade from Amistad Academy in New Haven.

This summer he will be attending the CTY (Center for Talented Youth) program sponsored by John Hopkins University. He will be studying Chemistry in Society at Lafayette College in Easton, PA. This summer program is 3 weeks long so Joel will be staying on campus. In August he will be attending Amistad High School. I am super super proud of my son. — Lydia



Lydia Santiago from our New Haven, CT Yard, with her son Robert Joel in 1999.



June 21, 2013 – Graduation Day



Jordan Hopkin, Jeff Long, Shantell Higbee

Summer BBQ's have begun again at Corporate Headquarters. The first was June 13th and was hosted by our SLC Sales group – Jeff, Jordan, and Shantell. They prepared good ol' fashioned hamburgers and hot dogs with all the extras, including homemade potato salad and baked beans. It was a great day thanks to all their efforts.

The second BBQ was held June 27th and was hosted by part of our Administrative group – Jeff, Janet, Linda, Cindy and Cindi. They threw a Hawaiian Luau including decorations, a lei for everyone to wear and theme music. Pulled pork, grilled chicken, and grilled pineapple were on the menu along with coleslaw, fruit, veggies, fancy frozen blender drinks and strawberry shortcake.

This has become a fun tradition that everyone enjoys and looks forward to. BBQ's are scheduled throughout the summer into September this year.



Cindi Garrick, Jeff Galyean, Linda Henrie, Janet Walker, Cindy Merrell



The 4th of July was a great day for Bob Overbey (Field Operations). He got to spend the day with his very favorite band, Jagertown, a local successful country-rock band. Several years ago Bob attended a Neil McCoy concert and Jagertown opened the show. Ever since then, Bob has been their #1 Groupie! He enjoys their music and shows so much he rarely misses a concert and the members of the band now call him "Jagertown Bob" and they have become friends.

For the 4th of July in Bob's hometown of Magna, Utah he arranged to have a float in the parade. Bob drove an A&K truck. With his friends and families help the truck and trailer were all washed spotless clean and decorated for the parade. The band rode on the trailer putting on a mini concert along the parade route. They were the hit of the whole parade. Bob's grandchildren, Kaylee and Robbie walked along side handing out CD's and throwing candy. The kids loved seeing the BIG truck and everyone loved the music!



Demitri – Drummer,
Jagertown Bob - Groupie,
Jesse – Bass Guitar,
Preston – Lead Singer/Guitar,
Liz – Fiddle

Birthdays and Anniversaries for July 2013

Birthdays Anniversaries

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
	1 Steve Hildebrand-Salt Lake City, UT 1 year Morris Kulmer-Corporate HQ Christopher Sexton-Field Ops John Boisdore-New Orleans, LA 34 years Alfredo Sansores-Houston, TX 29 years	2	3 Tereza Marak-Montgomery-Phoenix, AZ Edward Robbins-Dolomite, AL	4 Jimmie Brooks Jr.-Gary, IN Joe Dworak-Tacoma, WA	5	6 Jeff Galyean-Corporate HQ 2 years
7 Kevin Hart-Kansas City, KS	8 Manuel Puerta-Kansas City, KS Harry Hoberek-Field Ops	9 Jesse Askee-SL Real Estate Dept. Joe Shinsky-Toledo, OH 29 years	10 Joseph Suarez-Kansas City, KS Lisa Earl Corporate HQ 24 years	11 Jesus Ramirez-Kansas City, KS 7 years Juan Sanchez-Kansas City, KS 1 year	12 Todd Andrus-Field Ops Ruben Balli-Kansas City, KS Denise Burnside-Corporate HQ 11 years Ruben Balli-Kansas City, KS 7 years	13 Joshua Keller-Clearfield, UT
14 Brandon Oien-Field Ops Rod Ezrre-Phoenix, AZ 16 years	15 Arturo Araujo-Kansas City, KS Phil Poce-Kansas City, KS 39 years Roger Bowman-Kansas City, KS 11 years	16 Jorge Borjas-Kansas City, KS 6 years Kyle Willard,-Tacoma, WA 3 years	17 Alejandro Romero-Salazar-Kansas City, KS	18 Juan Flores-Kansas City, KS Manuel Sandoval-Field Ops 23 years	19	20 Kenny McCauley-Field Ops 1 year Mike Guthrie-Field Ops Rogelio Rodriguez-Ramirez-Kansas City, KS Mikayla Hill-Clearfield, UT 1 year
21	22 Bonnie Phillips-Toledo, OH 30 years	23 Sergio Vasquez-New Haven, CT Tom Muth-Kansas City, KS 16 years	24 Marco Aguilar Maldonado-Field Ops	25 Caleb Wheatley,-Kansas City, KS	26	27 David Buckley-Clearfield, UT Juan Martinez-Kansas City, KS Mauricio Castro-Kansas City, KS 13 years
28	29 Luz Reynolds-Houston, TX 16 years	30 Justin Harryman-SL Real Estate Dept. Kern Schumacher-Phoenix, AZ Mark Veath-Granite City, IL 1 year	31 Hector Trejo-Field Ops Ignacio Gaspar-Field Ops			

<p>I am your constant companion.</p> <p>I am your greatest asset or heaviest burden.</p> <p>I will push you up to success or down to disappointment.</p> <p>I am at your command.</p> <p>Half the things you do might just as well be turned over to me; for I can do them quickly, correctly and profitably.</p> <p>I am easily managed; just be firm with me.</p> <p>Those who are great, I have made great.</p>	<p>Those who are failures, I have made failures.</p> <p>I am not a machine, though I work with the precision of a machine and the intelligence of a person.</p> <p>You can run me for profit, or you can run me for ruin.</p> <p>Show me how you want it done. Educate me. Train me.</p> <p>Lead me. Reward me.</p> <p>And I will then ... do it automatically.</p> <p>I am your servant.</p>
<p>Who am I? <i>I AM A HABIT.</i></p>	

"We first make our habits, and then our habits make us."

- John Dryden

"Whatever we plant in our subconscious mind and nourish with repetition and emotion will one day become a reality."

- Earl Nightingale