

# THE TURRET CONNECTION

Employee Newsletter



Volume II, Issue I

## Wayne's World (Message from the President)

Every day brings us more depressing news about the economy. How many more people will lose their jobs before things start getting better? Will GM file for bankruptcy protection? How much lower can our retirement savings drop? Are there other Ponzi schemes out there like the Madoff fiasco, wiping out both individuals and several philanthropies, still yet to be discovered?

Yet, as I have traveled coast

to coast and visited our new locations in California and Connecticut over the past several weeks, there is reason for optimism.

While the numbers don't yet show it, we have assembled great teams in both locations. Recent stocking deals with several major vendors will soon put us in good inventory positions. The saws are in place and already cutting. A quick look at the "new employees" list on page 4 says it all, as we try so hard to buck the national trend.

Yes, it has been a strain to do all this during these extremely difficult times. But at our core, we are what we have always been; a wonderful group of team players who understand that hard work and great customer service lead to long-term success.

Stay positive, stay focused, and better times will come!

-Wayne

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## South Windsor, CT Location up and running

Earlier in the year, Sunbelt-Turret Steel acquired a 35,000 sq. ft. warehouse in South Windsor, CT. The fourteen-acre property allows for future expansion. Former Turret Steel Sales Representative Neil Stein was promoted to work for the sister company in South Windsor, CT which is approximately 6 miles from Hartford.

Stein reports, "we're fully operational—saw cutting and shipping out of the door."



Neil Stein, Regional Manager



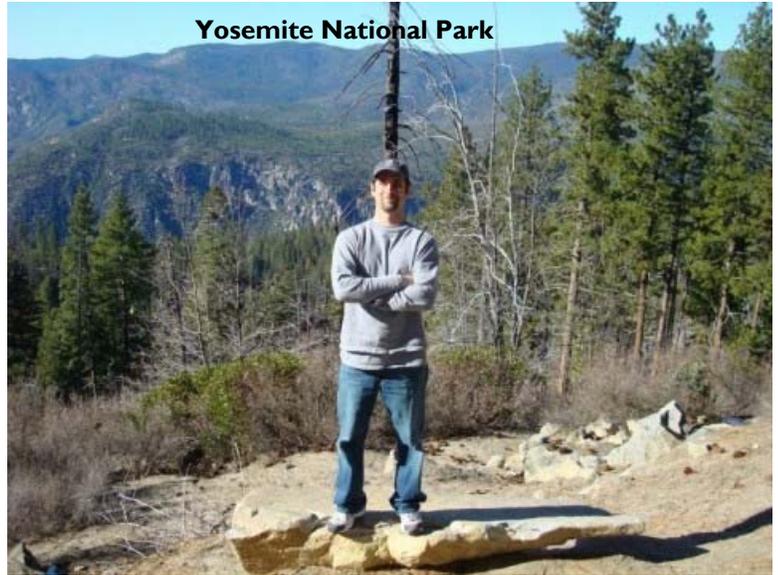
Sunbelt-Turret South Windsor, CT Location

# EMPLOYEE SPOTLIGHT



**Jake clowning around pretending to climb the tree limb.**

## **JAKE KLEIN** Regional Manager in Dos Palos, CA



For those of us who know Jake he is a funny and free-spirited kind of guy. What some of us may not know is where he gets this free-spiritedness.

Jake was born and raised in Charlotte, NC and has an Irish/Catholic background. He offers an explanation on how he was conceived. His mother shared with him that his father came home without a Valentine's Day Gift, one night. After an understandably not so good time, they eventually made up. "I was conceived during that time. My parents thought they were done having kids!" Jake has a brother and two sisters.

He says his mother developed a "superstition." There were several mishaps in the family involving Klein men, at the age of 23. To hinder something tragic from happening to her children, Jake's mother began sacrificing something like wine or hot tea for a year, on behalf of her boys. When Jake learned of this, he questioned his mother, "What are you going to sacrifice for me?" She teased, "For you, I'm going to sacrifice two things."

Later in life when Jake became burned out with school, while also working and playing soccer, he quit to pursue a pilot's license. He had dreams of becoming a

commercial pilot. According to Jake, it takes about twenty hours of dual training with a flight instructor, in addition to flying solo hours, before you can obtain your license. Jake soloed just after 6 hours. Maybe he was just that good, because he recalls a flight instructor falling asleep during one of their "Jake behind the wheels" (controls).

Unfortunately, his dream of being a commercial pilot would not come to fruition. At the age of 23, and behind the wheels of a motorcycle in October 1998, his aviation career was sidelined. Jake's motorcycle crashed. "Sean (Murphy) was riding behind me and saw everything. He was the person that called 911. The doctors said I was three minutes away from dying. Thank god my mother has superstitions! After the motorcycle accident, I was hospitalized for twelve weeks. Due to the medications I had to take, I was informed that I couldn't fly for five years."

Jake accepted his fate, but still needed a job. That's when he came to work for Sunbelt Steel Company. His father John Klein, then part owner of the company offered him a job. "I think he might have created a job for me. He paid me a very modest salary. I handled the freight, trucks com-

ing in and out, purchasing and the office. My father and Steve (Atkinson) taught me the sales side. Jerry (Webb) took me out on the road with him when he was in sales. And that's how I got into sales. Although I enjoy the business now, I never had serious intentions of being in the steel industry before, but that's how I got into it."

And Jake has done very well for the company that his father helped found. In 2007, he was promoted to Regional Manager of the new Cooper, TX location. In 2008, he relocated again, this time to Dos Palos, CA, along with his wife of seven years, Kara.

When asked what are some of his hobbies, he answered, "My real hobbies are too expensive, because they include engines—motorcycles, boats, cars, planes, etc. I'm a huge Tarheels fan and I enjoy keeping up with them." When asked who his favorite Tarheels player is, he says from his era it's Vince Carter, although he definitely remembers watching Michael Jordan play.

"My hobby since coming to CA is remodeling the house. I thank Wayne for this opportunity, because we have so many things to do within a 2-hour radius here—Sierra, Nevada; the beach. I'm in the middle of Napa Valley. "



"We have three dogs. One is huge and recently gave me a black eye with his paws."



## Don't Fix Attitudes...Fix Behaviors!

*"...PEOPLE CAN EASILY ABSORB THE CONCEPTS AND ACTUALLY USE THE TECHNIQUES..."*

# Cruising

Philip Samuels will be the Trainer for the 2009 Employee Conference at Sea. He and Wayne served as camp counselors together when they were high schoolers. Philip Samuels has spent the last 26+ years developing management and communication programs, that utilize proven management and behavioral science theories. Philip says he converts these principles into a delivery method that gets rid of all the jargon and boredom, so that people can easily absorb the concepts and actually use the techniques that he presents.



**Philip Samuels, President  
Performance Mastery Institute**

Philip will facilitate the **Don't Fix Attitudes...Fix Behaviors** Workshops during the cruise. According to Philip, this is one of the most requested programs. Using a very humorous approach he shows participants how to get "whatever they want, from whomever they want, whenever they want." It works on employees, bosses, children, places you shop...anyone, because the concept is based on human behavior, not just management. Philip says "it's wonderful, immediately usable and can be life changing."

Fun, but powerful sessions are in store during the cruise!

## Recent **Elvis Spotting** HE REALLY WORKS FOR TURRET STEEL AND THIS IS HIS NEW BAND.

Chicago Office surprised Fred for his birthday in February with fake sideburns. Congratulations for being in the Steel Industry for 30 Years Fred (since March 1979)!



From left to right (Rhonda, Earl, Deb, Lou, Terra, Brad and Dean) (Fred in front)

### Top 10 Elvis Greatest Hits

- #1 Kentucky Rain
- #2 Suspicious Minds
- #3 Jailhouse Rock
- #4 Blue Suede Shoes
- #5 Heartbreak Hotel
- #6 Don't Be Cruel
- #7 Hound Dog
- #8 Return To Sender
- #9 Are You Lonesome Tonight
- #10 It's Now or Never

# CORPORATE ANNIVERSARIES

## JANUARY

Parker, Hillary 2 Years  
 Khan-Watkins, Katina 1 Year  
 Marsh, Deana 1 Year  
 Roggenbuck, Gary 1 Year

## FEBRUARY

Buncher, Jay 21 Years  
 Coleman, Erin 11 Years

## MARCH

Cress, Frank 31 Years  
 Olmsted, Jr., Fred 30 Years  
 Griffith, David 20 Years  
 Norman, Michael 9 Years  
 Davis, Lisa 2 Years

## APRIL

Kraus, Dave 23 Years  
 Kozak, Dave 15 Years  
 Collins, Ginger 12 Years  
 Hazinakis, Pat 9 Years  
 Wallace, Eric 9 Years  
 Demma, Keith 2 Years  
 Brewer, Lynn 1 Year

## MAY

Martinkovich, Steve 26 Years  
 Rado, Joe 9 Years  
 Petty, Jerry 2 Years

## JUNE

Richardson, Brian 9 Years  
 Cil, Silin 4 Years  
 MacDonald, Wendell 2 Years  
 Bullock, Cedric 1 Year

## BIRTHDAYS

### APRIL

Coleman, Erin 4  
 Norman, Michael 16  
 Petty, Jerry 19  
 Parker, Hillary 20  
 Monoski, Joseph 26

### MAY

Otano, Lou 1  
 Pavlisick, Bruce 8  
 Yon, James 9  
 Rakofsky, Stan 12  
 Higlieas, Vincent 17  
 Morgan, Charles 20  
 Demma, Keith 21  
 Williams, Rhonda 21  
 Krishnasamy, Karthik 27

### JUNE

DeYoung, Earl 4  
 Toles, II, Charley 5  
 Cil, Sem 16



Vincent gives the peace sign in CA

## New Employees

**Tim Abbott**, Returning Sales Representative, Charlotte, NC  
**Kenneth Favors**, Warehouse Employee, Cooper, TX  
**Vincent Higlieas**, Sales Representative, Dos Palos, CA  
**Karthik Krishnasamy**, Operations Mgr./Asst CFO (Corporate)  
**Anthony Mora**, Warehouse Employee, Dos Palos, CA  
**Brad Peterson**, Sales Representative, Chicago, IL  
**Eddie Renfro**, Sales Representative, Cooper, TX  
**Charley Toles, II**, Warehouse Manager, Cooper, TX  
**Bruce Urquhart**, Sales Representative, South Windsor, CT  
**Thomas Winot**, Warehouse Manager, South Windsor, CT  
**James Yon**, Warehouse Manager, Dos Palos, CA



Tom and Bruce pose in front of the new sign in CT