



K-LINE QUARTERLY



Letter from the President

When K-LINE INSULATORS was established by Glenn Kellett on May 6, 1983 it was a very modest beginning with only a handful of employees. In early 1990 when Glenn asked me to join the company I knew we had a great business foundation. The one thing we needed was to establish a business model that would distinguish us in the arena of Non-ceramic Insulator manufacturing. The model we adopted is strongly entrenched in our belief in the value that Strategic Partnerships can bring to both sides of the business ledger – the Client side and the Supplier side. Under this business model, K-LINE INSULATORS established its commitment as a “Solutions Provider” to its Clients worldwide and quickly earned the distinction of “Utility Specialists, Supplying Insulators to Utility Specialists”.

While demonstrating these innovative business practices over the years, we have also become well known for our innovation in product design and development. We are proud of the many contributions K-LINE INSULATORS personnel have brought to the industry as a whole.

To be a successful manufacturer in North America today, a company must not only have a distinctive mantra but it must stay on top of technology and the evolving industry. There is no doubt the future developments in the field of insulation will bring even greater value to the industry. Technological activity in the areas of Nanotechnology, Superhydrophobicity, “Smart” Insulation, new Structures and Insulator Framing designs, DC Transmission, Insulator Test Devices and so on, will contribute to a renaissance of our industry.

The role of the people currently working in this industry as well as the young people entering this business will continue to have the Power, provide the Innovation and demonstrate the Value that Non-ceramic Insulator technology has brought, is bringing and will continue to bring in future to the electric power utility sector.

Many of those people work right here at K-LINE INSULATORS. While they work diligently every day, they recently took time out to celebrate their success as a TEAM and to celebrate K-LINE INSULATORS thirtieth Anniversary. Rightly so, this edition of our Newsletter is dedicated to them, to our Clients, to our Suppliers and to K-LINE INSULATORS.

It is fitting that in this the year of K-LINE INSULATORS thirtieth anniversary in business we are experiencing a renaissance throughout not only the organization but the industry, globally. You can count on K-LINE INSULATORS continuing its role at the forefront of these and other developments. It's been a great ride to date but there are still many new and exciting miles to travel.

To put the icing on the cake, I'm pleased to introduce this renaissance to you via our new website format. I hope you enjoy the Newsletter and the website.

*Peace,
Tony Carreira*



Toy Mountain 2012

K-LINE INSULATORS joined many others at Christmas last December 2012 and donated to the TOY MOUNTAIN toy drive. The entire staff at K-LINE INSULATORS contributed a variety of toys for children to enjoy, along with monetary donations. K-LINE INSULATORS would like to thank all its employees for their contribution & kindness. Pictured to the right is the tremendous generosity K-LINE INSULATORS staff showed this year. K-LINE INSULATORS took on an internal initiative to collect as many toys as possible, so every year a donation can be made. Thank You CTV News for the opportunity to be a part of such a selfless campaign. We are hoping for the same, if not better turn out for 2013 which is currently in progress. Keep up the good work team!



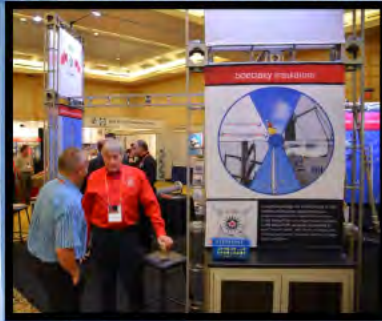


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2013 INMR WORLD CONGRESS. Vancouver B.C., September 8-11, 2013

K-LINE INSULATORS LIMITED was a Key Sponsor of the 2013 INMR WORLD CONGRESS. INSULATOR NEWS & MARKET REPORT (INMR) is a respected technical journal focused on Insulators, Surge Arresters, Bushings and Cable Accessories. INMR coordinates a bi-annual major international conference & technical exhibition with expert speakers from across the globe. The 2013 WORLD CONGRESS was a not to be missed event featuring practical presentations on important topics in line and substation design and a Product and Technology Exhibition with over 70 exhibitors.

The 2013 INMR WORLD CONGRESS took place in Vancouver B.C., September 8-11. This is the first time this prestigious event has been held in Canada and fittingly coincides with K-LINE INSULATORS 30th Anniversary celebrations. We thank all Clients who visited our K-LINE INSULATORS Booth this fall at the 2013 INMR WORLD CONGRESS



2012 Award Winners

K-LINE INSULATORS LIMITED is pleased to announce its 9th annual Sales Representative Award Program. The program is intended to recognize the efforts put forth by our sales representatives around the world.

This year we are pleased to announce that **HD SUPPLY UTILITIES INC.** has once again been awarded the **PRESIDENT'S EXCELLENCE AWARD** for 2012. This is a title that HDS (and formerly Grafton Utility Supply) has successfully defended every year since the implementation of our awards program.

President's Excellence Award

HD Supply Utilities Inc.

Sales Growth Achievement Award

FLAS Industries Inc

Salesmanship Achievement Award

GOLD - K.W. Associates

Salesmanship Achievement Award

SILVER - DFJ Ingenieria Y Suministros

Innovation & Challenge Award

GOLD - M.A. Hanson & Son Inc

Innovation & Challenge Award

SILVER - Whiskers Limited

Innovation & Challenge Award

BRONZE - Utility Sales LLC



Randy Cole presenting the 2012 President's Excellence Award to Mark Small & the HD Supply Sales Team



Tony Carreira presenting the 2012 Innovation & Challenge Award to Basil Smith of Whiskers.

K-Line Insulators 30th Anniversary BBQ Staff Day

DUNK YOUR MANAGER!



May 6th 2013 was the official 30th Anniversary for K-LINE INSULATORS. To celebrate this milestone, K-LINE hosted a Staff BBQ for everyone. We played games like basket ball, cricket and ring toss. Also – an opportunity to see the managers get soaked, the staff had the chance to dunk their manager in a full size dunk tank! And proceeds went to The Salvation Army Toy Drive. It was a memorable day that goes with many thanks to everyone involved. From the employees who dedicated their time to making it a seamless day and to those that showed up to enjoy the festivities. We had our international employees present from the US and Mexico to really bring the entire company together to celebrate this amazing day. Looking forward to many more celebrations and milestones with K-LINE INSULATORS in the future!



Employee Section



Anne Smith

Celebrating 25 Years At K-LINE INSULATORS LIMITED

K-LINE INSULATORS would also like to congratulate the following staff members who have been long term contributors of the K-LINE INSULATORS team. K-LINE INSULATORS would like to express it's appreciation to these employees and commemorate their dedication and hard work in reaching these impressive milestones.

5 YEARS

Dave Ramdawar
Shipping / Warehouse

Rita Parungao
Purchasing

Jay Kodippili
Engineering

Dunston Alfred
Machine Shop / Foundry

10 YEARS

Margaret George Assembly

Kuna Gnanapragasam
Moulding

Camilas Benedict
Machine Shop / Foundry

15 YEARS

George Benedict
Machine Shop / Foundry

Senthu Kandiah – Assembly

Alagendran Marimuthu
Machine Shop / Foundry

Chris Meggitt – Moulding

Jegatheeswaran Poologanathan
Machine Shop / Foundry

Rajnarine Persaud
Shipping / Warehouse