



# THE STUDON SCOOP

Get the Scoop on the People, Pride & Service at STUDON



WINTER 2010 NEWSLETTER

## Seasons Greetings, Team

by Don Sutherland, Chief Executive Officer

I would like to take you back 15 years to June 1995, the year when a young foreman left a company of 10 years to chase a dream with a friend (a friend he met in grade 1). That dream turned into reality, a company with over 400 employees working all over western Canada. That company is Studon Electric & Controls Inc. and I want to thank everyone on our team for your dedication and commitment to Studon, making our company one of the best in our industry.

Our experience over the years has led to many changes, opportunities and people who are driven by the same core values. Those core values include: service excellence, community, and the passion and enjoyment for what we do. Commitment is also an important core value that we honoured at our annual Christmas party. We celebrated 5, 10 and 15 year service awards recognizing the commitment not only to the company but to the team we have built over the years. We have come a long way in 15 years and to work in a culture that recognizes the dedication and commitment is very satisfying for everyone involved. Commitment can be difficult in today's climate, especially when the majority share of our business is construction in a volatile market. Fortunately we have clients, people, and processes that have created opportunities that soften the cyclical nature of our business.

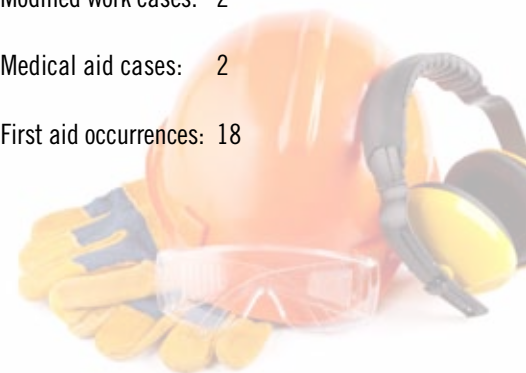
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## Safety Statistics

Third Quarter 2010

- Total work hours: 557,236
- Lost time incidents: 0
- Modified work cases: 2
- Medical aid cases: 2
- First aid occurrences: 18





## Seasons Greetings

[Continued from page 1]

I am personally very grateful to those of you that have endured with us the recession and the many challenges companies face as they grow. Our core purpose, “People, Pride & Service”, represents who and what we are. This is recognized and reflected by clients who view Studon as the contractor of choice. I have had many accolades from industry leaders recognizing our people and service which represents the incredible contribution everyone is making at Studon. The pride in our company and community won us “2006 Business of the Year”. Our support for the United Way, Red Deer College, Loaves & Fishes, Conklin Days, etc. is a testament that we “walk the walk”.

At our Christmas party, several people commented to me on how happy they are at Studon and how different we are from other companies they have previously worked for. These were people from all areas of our company. The feeling in the room was one of celebration and pride. It was interesting that some of our

team seemed a little prouder than most. I recall some interesting poses for pictures that were influenced by our hypnotist – I didn’t realize that men could experience labor... but apparently I was wrong.

As we come to the end of 2010 I would like to reflect, in no particular order, on just some of our accomplishments of 2010:

- Recognized as a regional finalist in the annual “Canada’s Best Managed Companies”.
- Short listed from 12 E&I companies and awarded the Devon Jackfish 2 project.
- Consistent top performer at Cenovus.
- Zero lost time incidents resulting in over 1.3 million safe hours worked.
- The addition of significant new clients.
- Awarded the Dow Ft. Saskatchewan, Prentice Facilities E&I maintenance and turnarounds.
- Awarded a MEG Energy Master Services Agreement.
- Awarded the Atco Pipeline southern Alberta maintenance contract.
- Syncrude, Devon, Suncor modules.
- Red Deer College maintenance contract.
- TCPL and Enbridge Pipeline construction contracts.
- Diversified into Saskatchewan Potash and Alberta infrastructure projects.

The opportunities spill into 2011 with several opportunities pending and many more we are expecting. With our recent Dow Chemicals award in FT. Saskatchewan we will be opening a branch office in the Edmonton area to expand our footprint. We have completed several pre-qualifications for



companies like Imperial Oil, Osum, Nexen, Laricina and Nexen. It is amazing how many pre-qualifications we receive each week, it has almost turned into a full time job. I have to give special credit to our Sales and Marketing group, as well as our Operations Group who have provided us with great references. After all it can take 15 years to build a great reputation and it can take only 15 minutes to take it away. The demand in industry has changed the way everyone does business and if a company is afraid of change, the life span of the company is limited. Our commitment to you through education and training is the foundation for success and we will continue to invest in our people.

Beyond 2011 we will continue to set the bar high to create opportunities for everyone and maintain the Studon family mantra “People, Pride & Service”. The future is very bright and with the economy turning around and the Alberta Advantage we will not only meet but exceed our 3 year plan.

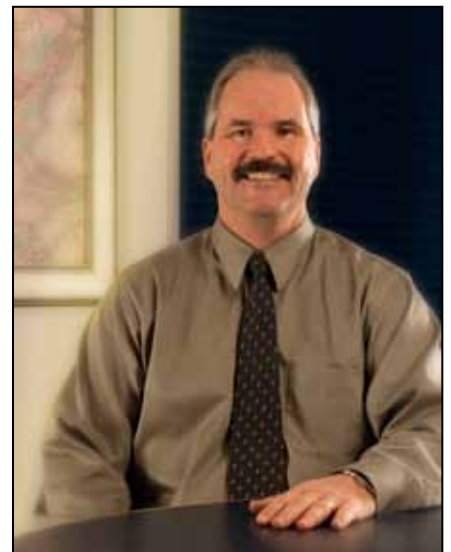
Opportunity starts with you, individually, and is a constant in our company. A collective personal and corporate approach with opportunity will open doors and provide growth for everyone (everyone in our company is in sales). This is the basis for success and another word for collective is team. At Studon, “team” isn’t a concept but a reality and the only way we can achieve success is by working together on the opportunities we create and earn.

I would like to close by wishing you a very Merry Christmas and a Healthy, Prosperous and Happy New Year.

Don Sutherland,  
Chief Executive Officer

**“We will open the book.  
Its pages are blank.  
We are going to  
put words on them  
ourselves. The book  
is called Opportunity  
and its first chapter  
is New Year’s Day.”**

by Edith Lovejoy Pierce



Don Sutherland

# Special Project



## Studon goes Hollywood

If you see a video crew roaming around a project site or the Red Deer office in January – be sure to say hello to Stephen!

Stephen Lubig has been working with Bryan Lunge on an exciting new video that will be focusing on Studon's: People, Pride & Service. Planning for the new Studon Corporate Video began in the fall of this year, and filming commenced in northern Alberta in November.

We are excited about the opportunities that this video will unlock for our Company!



# Exciting Announcements!



## A Note from Estimating

Just a little good news! Most of you have probably heard that we won the Crew Energy Septimus Gas Plant Expansion. It is a large oil field job located between Dawson Creek and Ft. St. John, BC. We will probably have around 30 people on site at peak. It has to be complete before Christmas so the crunch is on to perform! We also have just received news that we have won a Sewer Lift Station in Edmonton. It will start right away with completion in the Spring, 11. This one will fit well with the St. Albert Water Pump Station that we won last month. Both this Lift Station and the St. Albert one are with Alberco General Contracting. Thanks to everyone involved in winning these two bids!

Cheers!.

Don Angelstad, Estimating Manager

## Projects Won in the Past Quarter

- Conklin Water Treatment Plant
- St. Albert Water Treatment Plant
- Mosaic CE-251- Esterhazy SK – Cable and Tray Grounding
- Mosaic CE-303 – Esterhazy SK – Cable, Tray, Grounding and Lighting
- Crew Energy Septimus Gas Plant – Large Gas Plant Expansion near Ft. St. John
- Big Lake Sanitary Pump Station near Edmonton Alberta
- Modules for Suncor – Cord's Mod yard in Edmonton
- Syncrude Barge – Cord's Mod yard Edmonton and on site at Ft. McMurray
- Continuing work for Cenovus and MEG Energy

## Welcome to the Team

Estimating would like to announce the addition of Dave Wostradowski to our team. Dave brings with him 15 years of valuable field experience.

## Training Session in January – Your Questions Welcome

Estimating will be having a training session on McCormick in the New Year and welcome questions from everyone on things they would like to know about the program. We are able to tailor the training program to meet our needs and those of Studon Staff.

# Service Awards



## 15 Years

- Lori Cherniak
- Darcy Jarvis
- Bryan Lunge
- Andy Metzger
- Rob Waite
- David Wostradowski

## Congratulations to our long-time employees



## 10 Years

- Kevin Silo
- Louie McCullagh



## 5 Years

- Amanda Atkinson
- Dan Carlson
- Stu Carson
- Gerry Faulk
- Dustin Keeping
- Ken Langmo
- Josh Schmelke
- Craig Dyck



# Studon in the Community



## Movember

This Movember, formerly known as November, the Studon crew at Meg Energy decided to donate their faces to raising awareness about prostate cancer. They committed to growing moustaches for the entire month of Movember, which generated conversation, controversy and laughter.

The crew joined the cause because 4,400 men die of prostate cancer in Canada each year and one in six men will be diagnosed during his lifetime. This is a cause that they feel passionately about. They appreciate your supporting their efforts, over the past month, by your donations made to Prostate Cancer Canada.

Great job guys! We look forward to next Movember, let's keep the tradition going.

It's never too late to donate. If you don't want to wait until next Movember to support this worthy cause you can get more information at [www.prostatecancer.ca](http://www.prostatecancer.ca)



I continue to be overwhelmed and amazed by my fellow employees' generous contributions. On behalf of the United Way and myself a huge thank you to everyone who supported and continues to support the United Way!

Congratulations to: Cody Wallace, Elmer Koett and Trena Downey who were the lucky recipients of the \$500, \$300 and \$200 prizes, drawn Dec 17, 2010.

Wishing you and yours a Merry Christmas, best of Irish in 2011!

Sincerely,  
Louie McCullagh

# Merry Christmas Studon



The Studon annual Christmas party, held on November 19 at the Red Deer Lodge, was an event not to be missed. With great food, great friends, a hypnotist, dancing, wonderful door prizes, all set in a perfect location, who wouldn't have fun.





Thank you to the many companies who generously provided gifts for this year's Christmas party door prizes.

- |                      |                    |
|----------------------|--------------------|
| Hi-Way 9             | Nedco              |
| Eecol                | Challenger         |
| Cat the Rental Store | Aardvark           |
| Prairie Office Plus  | United Rentals     |
| RSC-John             | Westburne          |
| Acklands Grainger    | Red Deer Fasteners |
| Schneider            | Texcan             |
| Anixter              | Wesco              |

Gifts ranged from certificates to fleece sweaters, coats, tools, coffee and more.



**Special thanks to our Social Committee for all their hard work!**



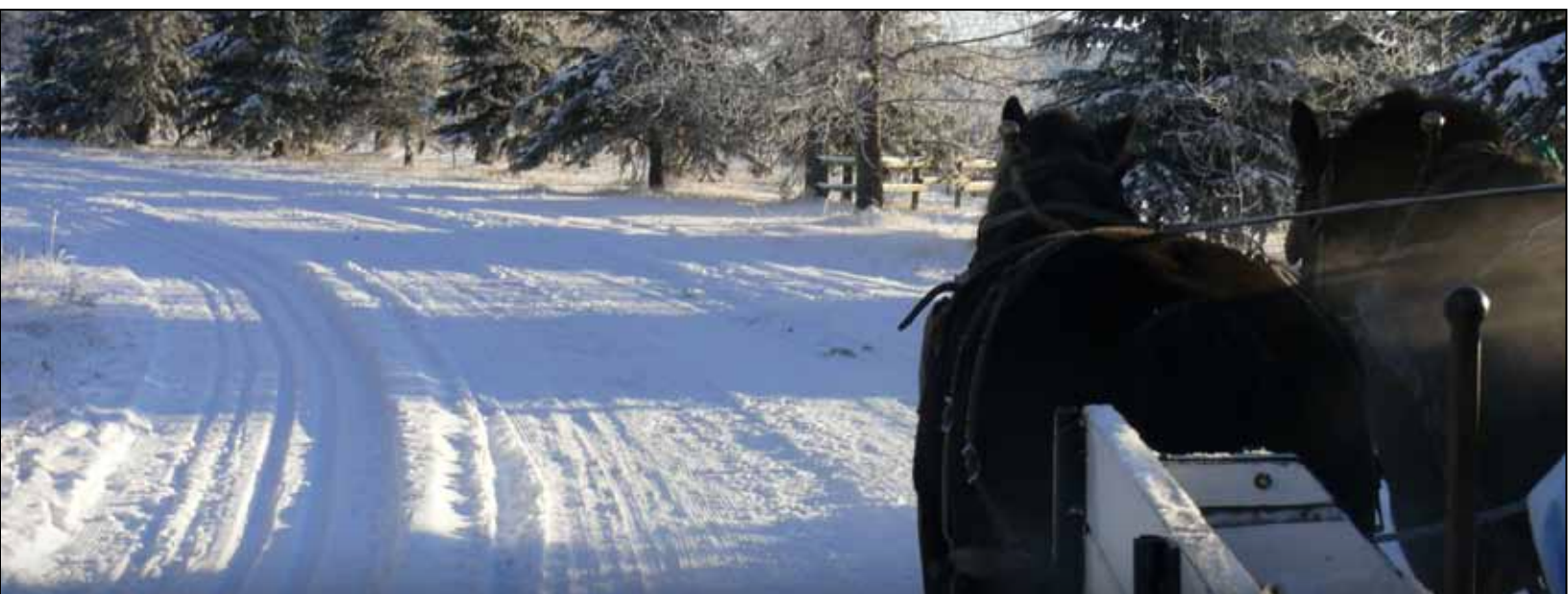
Front row – Trena Downey, Sandra Kyme, Belinda Grace, Amanda Hare  
 Back row – Barret Beaudry, Ryan McCullagh, Ron Atkinson  
 (left to right)

## More Christmas Celebrating



### **Celebrating with Santa, and Sleigh Rides!**

The children had a great time at this year's family party held on December 4th at Heritage Ranch. Sleigh rides and a visit from Santa meant loads of fun!



# Studon Recreation

## Well Prepared

This is a picture of part of the hard working crew at Christina Lake Cenovus project, taking part in their stretches before doing a major cable pull. This is their second set of stretches for that day, their leaders thought it was necessary to warm up before doing each cable pull which is a smart move on their part.

Thanks guys, you're doing a great job and keeping the client happy.



## Ball Hockey Tournament

Once again thank you for the jerseys and sticks. The ball hockey tournament was a great time for everyone. Both Studon Teams made the final with the Vipers (Blue jerseys) winning 4-2.



# Announcements



WINTER 2010 NEWSLETTER

## SHARE YOUR NEWS! WE'RE Looking for submissions for The STUDON Scoop.

**Deadline for submissions for the  
Spring issue: February 15, 2011**

### Get the Scoop on Studon!

We want to share your special events and news... send in some fun, special photos, ideas and content.

Ideas for future issues of the Studon Scoop:

- weddings and photos, engagement announcements
- new family members and their photos, or baby showers
- special trips, or events
- community and charitable involvement
- conferences or team get-togethers (parties, fun celebrations, sports, etc.)

### Welcome New Faces

Darelle Altizer – Accounts Services Support

Ursula Moser – Controller

Harvey Montpetit – Buyer

### Submission Details

Send your suggestions or content for the next newsletter to Robin Andersen. Contact: by telephone, 403-342-1666, or via email, [randersen@studon.com](mailto:randersen@studon.com).

