



For Customers of Bristol Tennessee Electric System

## FOCUS...ON BUSINESS



Did you know there is a company in Bluff City that has equipment in all 50 states in the U.S. and in over 70 countries on all seven continents? Kintronic Laboratories has grown from a small, regional consulting and manufacturing firm into a world leader in the design and manufacture of components and systems for the broadcast industry!

Louis King, a Bristol native, has been involved with radio broadcasting since the 1940s. He gave up his job as a high power transmitter design engineer with RCA in New Jersey because he wanted to raise his family in his hometown.

King, a registered Professional Engineer, began a consulting business in Bristol in 1949 in his father's real estate office building on Shelby Street. One of his customers needed a particular RF isolation transformer they were unable to find, so he began manufacturing this product for them in 1952. From this, he developed an international company that sells products to a variety of customers from local radio stations to the U.S. Government, with power level ratings from 1KW to 1000KW.

The equipment is used predominantly for terrestrial broadcast in the AM band, with some products

## KINTRONIC LABORATORIES



*Tom, Louis, Gwen and Elizabeth King were all on site when two 81,700-pound tuning houses were shipped from their family business, Kintronic Laboratories. The equipment left Bristol by truck. It was then taken to Charleston, South Carolina and put on a ship to East Africa where it will be used in counter terrorism efforts.*

also available for the FM and shortwave bands. Most local citizens utilize Kintronic's products each time they listen to a local radio station. On a much larger level, the equipment has been used for U.S. Army Special Forces communications in Operation Desert Storm, Operation Enduring Freedom and Operation Iraqi Freedom as well as for international Christian radio broadcasts.

King, who is now the chairman of the board, has developed Kintronic into a truly family business. His wife, Elizabeth, is secretary/treasurer, and two of his three children, Gwen and Tom, work for the company. Their daughter, Gwen King, has been with the

corporation since 1978 and serves as vice president. Her area of expertise is accounting. Their son, Tom King, has served as president for over 16 years. Much like his father, Tom has an education in electrical engineering. He

*(See Kintronic, page 3)*

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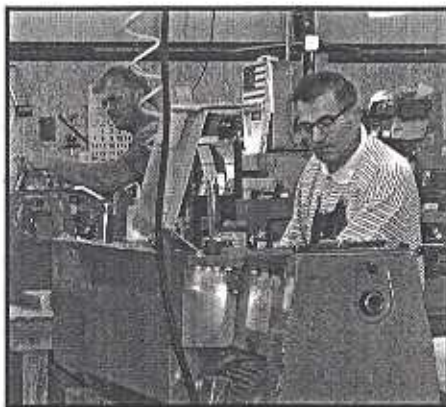
*Kintronic (continued from page 1)*

also lived away from Bristol for many years and returned in 1983. He served as a civilian electrical engineer for the Navy, receiving over three years experience with the U.S. Naval Weapons Center in China Lake, California and five years experience with the Special Warfare Laboratory in McLean, Virginia in electro-optical and infrared defensive systems for Navy and Marine Corps aircraft.

Kintronic employs 40 people including the engineering staff, office staff and manufacturing personnel. These individuals are dedicated to total quality products and service.

Kintronic Laboratories is located on Pleasant Grove Road in Bluff City, Tennessee, where they have complete manufacturing capabilities including a

machine shop, sheet metal shop, welding shop and paint booth. Most recently, they added a new Antenna Measurement Facility, which is now available for use.

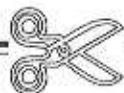


*Kintronic employees (L-R) Nikolai Alekseykov and Mark Freese fabricate custom machined parts.*

In September, the company shipped two very large tuning houses from the local facility. Each piece of equipment weighed 81,700 pounds. They were shipped on trucks from Bristol to Charleston, South Carolina, and then put on a ship to East Africa where they will be utilized for the purpose of counter terrorism. These were the heaviest loads ever shipped from Kintronic.

Looking ahead, Kintronic has a bright future. They have seen a significant increase in production volume since the second quarter of 2003 and are expecting a continuation of growth into the new year.

Bristol is fortunate to be home to this high-tech company that has influence throughout the world. ♦



## BTES Automatic Bank Draft Program

Our Automatic Bank Draft Program is the most convenient way to pay your bill -- plus you save postage and check charges. To start the Automatic Bank Draft Program, please read and complete the information below. The draft is typically processed the day before the past due date.

### *Consumer Payment Draft Authorization*

Fill out the information below or send a voided check to us so we can get your bank transit and bank account numbers.

Customer Name: \_\_\_\_\_ Bank Name: \_\_\_\_\_

Bank Transit Number: \_\_\_\_\_ Bank Account Number: \_\_\_\_\_

The undersigned customer of Bristol Tennessee Electric System hereby authorizes Bristol Tennessee Electric System to make automatic withdrawals from the checking account designated above for the purpose of paying monthly electric bills.

Customer Signature: \_\_\_\_\_ Date: \_\_\_\_\_

Electric Account Number: \_\_\_\_\_ Home Phone Number: \_\_\_\_\_

Please mail completed form to:  
 BTES, Customer Service Department, P.O. Box 549, Bristol, TN 37621  
 or Call (423) 968-1526 for more information.