

**WAGSTAFF-
TAYLOR &
ASSOCIATES, INC**

Commercial door, frame
and hardware specialists

Current Projects

- Jackson-Madison Hospital
Jackson, TN
- DeKalb Medical Center
Decatur, GA
- Guiding Light Church
Birmingham, AL
- Residence @ Lawson State
Birmingham, AL
- East Alabama Medical Center
Opelika, AL
- Christway Church
Gardendale, AL
- Grace Hospital
Eden, NC
- Valdese Hospital
Connolly Springs, NC
- Park Place on Seagrove Beach
Seagrove Beach, FL
- Seaside Lyceum Gateway
Seaside, FL

Inside this issue:

- WTA Long Range Planning **2**
- Low Voltage Training **2**
- Dove Hunt **3**
- Installers at Work **4**
- New Stockholders **4**
- Quotes **4**

Wagstaff-Taylor & Associates, Inc.

TURN-KEY

From Specification to Installation

Volume 2, Issue 1

Newsletter Date December 5, 2005

Merry Christmas!



This is my favorite time of the year for many reasons. The most important reason is that my faith teaches that God gave to all of us the ultimate gift, Jesus Christ, and we celebrate this gift each year at this time. What other reason could there possibly be to celebrate Christmas?

From all of us at WTA, we want to wish you a Merry Christmas and a Happy New Year!!

Sherry Bishop in the Spotlight



In June, 1985 WTA began to experience some growing pains which necessitated the hiring of a temporary person until a permanent receptionist could be hired. Sherry's sister, Tammy, who worked for us at that time, asked her to help out while we interviewed applicants for the job.

Two weeks later, Sherry stopped by my office to tell me that her temporary job was over and that she had enjoyed working with us. As she was walking out

the door, it dawned on me that I was about to let a very talented person get away. I caught up to her and she agreed to stay on permanently. It was probably one of the best business decisions I have made in 35 years.

In 1990, Sherry was promoted to Controller and Office Manager. In 2005, Sherry became a stockholder of the corporation and in December 2005, she was elected Secretary/Treasurer of the corporation.

What you may not know is that Sherry obtained a BS in Finance at UAB in May 2000 while working full time at WTA. In May, 2001, Sherry was diagnosed with breast cancer and underwent a mastectomy. In May 2001, while recovering from her surgery and working full time at WTA, she earned her MBA at UAB graduating summa cum laude.

Sherry's chemo was completed in early December 2001, and she attended her graduation that same month sporting a wig under her graduation cap. She was given radiation treatment every weekday in January and February 2002.

After completing her treatment for cancer, Sherry began volunteer work with the North Central Alabama Affiliate of the Susan G. Komen Breast Cancer Foundation, and has been their Treasurer for over two years. Her biggest challenge with the Affiliate is keeping up with the money raised at their Race for the Cure® which is held in Birmingham each October.

Sherry is an active member of Mt. Pisgah Baptist Church in Cropwell and the Sunday School class she attends is called "The Hope Class."

By Danny Taylor



(Above pictures) Danny Taylor began the meeting with a welcome message and an overview of what we would be covering.

WTA Strategic Planning 2005

In late October 2005, WTA held a three day strategic and long range planning meeting at Twin Pines Resort. Seventeen officers/managers and employees gathered for intense discussions which focused on you, our customers.

The goal of the meeting was to develop ways to not only create new customers, but to keep the customers with which we currently do business. The Team developed new strategies to provide better service beginning with more competitive pricing, higher quality submittals and superior

customer service throughout the project. Improvements in our working relationships with our vendors is an integral part of accomplishing this goal, thus we have also made great strides in strengthening those relationships.

We hope you will see a noticeable improvement in our service in the future as we implement the ideas developed during our planning session. WTA has been recognized for years as one of the best in the business, but we will continue to raise the bar to provide our customers with a level of service that is second to none.



Randy Castleberry wins 1st prize in the "Create a Hat" contest. As you can see, he built a milk carton out of white cardboard, stuck a straw in it, cut out the front for his face and wrote Missing above the cutout!! Ronnie Hardeman came in 2nd with his "singing and flopping bass" hard hat. Ronnie also had an assortment of fishing implements attached to the hard hat.



An exercise in teamwork - 4 employees were tied together and had to work together so all could eat lunch (wouldn't you know it was a buffet!) We discovered it not only promotes teamwork, it is also a good diet plan. If any participant wanted seconds or desert the other three had to be willing to go along and help.



Low Voltage Training at WTA

We Listen!

Many of our customers have requested WTA become more involved in the low voltage wiring of electronic hardware components which have

become commonplace in commercial construction. The installation of these products, low voltage wiring for the same and coordination with Access Control Systems is a new service offered by Wagstaff-Taylor & Associates, Inc. We are proud to be one of a select few in our industry that can now offer the "Complete Opening."

On September 8-9, 2005, nine of WTA's installers, sales persons and project managers completed a two-day, low voltage wiring certification course by ASSA ABLOY. The training and certification was completed at our office and included both classroom instruction and hands on installation of electronic hardware, keypads, automatic operators, power supplies and controllers. Congratulations to our Certified Low Voltage Wiring Installers!

WTA Dove Hunt a Huge Success!!

Our Second Annual WTA Dove Hunt was as good as it gets! Fifty hunters gathered in Fort Payne, Alabama on opening day of the Alabama dove season. After enjoying a barbeque lunch, the hunters were taken to the field and a “shotgun start” kicked off what many called “the best Alabama dove hunt in ten years.”

We are not aware of any hunter who did not shoot a limit of doves before 5:00 PM! Many hunters also were able to get shots at the more than one hundred pheasants which were released throughout the afternoon. During the hunt the birds were cleaned and packaged for all to take home and enjoy.

After the hunt, refreshments were served while Danny gave out a great group of door prizes to the hunters who remained—you had to be present to win!

WTA wishes to thank all of our sponsors who helped make this year’s hunt a great success.

These sponsors include:

ASSA ABLOY

V. T. Industries

Metal Products, Inc.

Hager Hinge Company

Marshfield Door Company

National Guard Products

Dorma Door Controls

Moran Sales

SBS Associates

We look forward to another great hunt in 2006, so sign up early to enjoy a great day of shooting, visiting with old friends and creating new ones!



Creating and keeping customers.

Installers at work!



Nathan and Johnny



Chris Haney

In September 2005, Chris Haney and Nathan Pierce successfully completed the ASSA ABLOY Certified Installer Course. Chris and Nathan, along with Johnny Lackey, are among a handful nationally to successfully complete the training and receive diplomas.

Welcome to New Stockholders!

In September of 2005, four long time employees were awarded shares of Common stock fulfilling commitments by Danny Taylor and Al Latta. "These individuals have worked very hard for twenty years," states Danny Taylor, President and Majority Stockholder. "I call this sweat-equity. They have been loyal, dedicated employees and I am proud to have them as Stockholders and Partners. Without their hard work, we would not be the company we are today." Al Latta, Vice-President, says, "I have considered them partners for years; we just made it official by awarding them stock for their contributions to WTA."



Sandy Sanders, Ronnie Hardeman, Sherry Bishop, Chris Adamson and Jim Bennefield

Chris Adamson, Jim Bennefield and Sherry Bishop as they, along with Sandy Sanders, will be the future leadership of WTA. Danny and Al are not going anywhere any time soon. They will continue to be Board Members and will continue to be active in the affairs of the business on a daily basis. In the future, Danny and Al will step aside and leave the day to day

Congratulations to Ronnie Hardeman,

Famous Quotes

- "The best sermons are lived, not preached"
- "Good judgment comes from experience, and a lot of that comes from bad judgment"
- "Compassion is difficult to give away because it keeps coming back"
- "If you find yourself in a hole, the first thing you need to do is stop digging"
- "He who kneels before God, can stand before anyone"

WAGSTAFF-TAYLOR & ASSOCIATES, INC

Phone: 205 836-5625
 Fax: 205 836-3667
 E-mail:
dtaylor@wagstafftaylor.com

2608 Queenstown Rd
 P O Box 100036
 Birmingham, AL 35210