

WOODY'S WORLD

**“IT’S BETTER TO MAKE A
TIMELY BAD DECISION, THAN
NO DECISION AT ALL.”**

- Lean Manufacturing Principle

ONCE OLD, NEW AGAIN

DAN PAGE, STAFF WRITER

It’s a moment frozen in time, but the freeze doesn’t appear to be such a hard one.

Yes, the photo contains clues about its vintage: The style of blue jeans worn, or maybe the trucker hats. But for employees at Wood’s Powr-Grip, there’s no mystery at the center of the image: It’s a WPG lifter.

A sticker on the back of the 3x5 Kodak print identifies it as a Model Number PRT1611LDC from April 1, 1992; the design project number (19920401/0/0) confirms the date. One of the biggest products made by WPG at the time, the 2,800-lb.-capacity behemoth featured “a two-port rotating union and, really, our first dual vacuum system,” according to an email from Gary Bond, Product Engineering Manager.

“We sold the lifter to our dealer for \$25,232.50. After it was built, we calculated our cost to be \$26,250,” Gary’s email continued, adding that it was sold for use in Japan.

So it’s obvious why the photo was shot — this was a big deal.

Special discovery

Lee Ann Wood, who is the staff



photographer for the Marketing department, said she ran across the image while scanning old photos to be stored electronically and knew it had a special quality.

“There was a story there, how proud these men are of what they’d done” in building the lifter, she said. “You can see it in the faces and their posture.”

From left to right, the men in the photo are:

- **Rick Tuxill**, who was the lead machinist;
- **Barry Hammond**, who worked as a welder;
- **Scott Wilm**, who worked in frame assembly;

- **John Rolfsrude**, who was the lead engineer (Wood suspects he squatted down for the photo because “he was very, very tall.”);
- **Marvin Whitehawk**, who worked in cutout;
- **Rory Jones**, who was the lead welder, and;
- **Dave Kraft**, who worked in frame assembly.

A good number of folks who were around in 1992 still work here, so it didn’t take long to put names to the faces. Lee Ann recognized a few of right off the bat. Jack Kerr (frame assembly) recalled Wilm. Bob Moran, from the hand-cup department and one of our most senior employees,



**QUALITY &
CONSISTENCY
ARE A TEAM
EFFORT**

HAPPY Birthday

MARCH BIRTHDAYS

Jodi Schreiner	3/1
Mike Longbottom	3/2
Cam Schriver	3/5
Carl Ritterpusch	3/6
Randy Davis	3/17
Kent Kulesa	3/17
Mike Manders	3/18
Erin Calhoun	3/23
Sherry Engen	3/23
Keelan Hofferber	3/23
Bob Robinette	3/24
Bryan Wood	3/25
Kevin Wilson	3/27
A.J. Speidel	3/31

APRIL BIRTHDAYS

Doug Jablonski	4/3
Jake Knaub	4/4
Rhonda Sivonen	4/6
Dan Page	4/7
Don Hayes	4/10
Amanda Wilkey	4/11
Jeff Dionne	4/12
Brenda Lawver	4/12
Daniel Meuchel	4/17
Seth Green	4/20
Paul Moe	4/22
Valerie Seymour	4/28



ONCE OLD, NEW AGAIN (CONTINUED)

picked out Hammond. Others in the building will no doubt remember them as well, even though none of the seven men are on staff anymore.

Then again, 27 years is a long time — and that leads us back to the clothing.

“You couldn’t wear those clothes in the back (production area) today,” Lee Ann said with a laugh.

With no film negative to scan, the softness of the print proved challenging for her to archive.

“It’s a pretty cool picture, but it took a while,” she said. “You get in there, and it’s very personal.”

Redux deluxe

Right away, Lee Ann knew she wanted to re-create the image, or at least capture the feel of it in 2019. Even in 1992, the original shot would have harkened back to a bygone era — a time when it was more commonplace to see a photograph of stoic-faced men positioned in front of something they had built.

“I knew I wanted to redo it, because I know the pride continues today,” she said.

“I was looking for a lifter that was big enough that I could put that many people into the frame, that the number of people wouldn’t overpower the unit,” Lee Ann continued. “And it was a coincidence that it was the 16 (-pad lifter).”

She was referring the



MRPT1611LDCS, which was built as a prototype for a new addition to the standard line in 2019. The new MRPT16 will allow for lifting larger glass while employing WPG’s Intelli-Grip and other technological enhancements.

When Lee Ann took her camera out to the floor to shoot the new MRPT16, some who had a significant role in creating the special were nearby, reviewing another recently built lifter. She jumped at the chance to photograph them.

As she rounded them up, she showed them the old shot — not just to show how she wanted the 2019 image to look, but also to spark nostalgia and maybe jog a memory or two about the people pictured.

And, fittingly, clothes played a part in the new photo, too: Each team member is wearing a WPG-branded shirt.

“That’s was a total coincidence,” Lee Ann said, laughing.

In addition to Gary, shown at left, the gathering for the 2019

image included, from left to right:

- **Gary Bond:** Product Engineering Manager
- **Wade Schmier:** Machinist; Machinery, Machine Fabrication and Welding
- **AJ Speidel:** Assistant Manager; Machinery, Machine Fabrication and Welding
- **John Schiver,** Cell Supervisor; Machinery, Machine Fabrication and Welding
- **Joe Jones,** Cell Supervisor; Machinery Assembly;
- **Derrick Lefler,** Assistant Supervisor; Machinery Assembly
- **Marty Peterson,** Design Engineer; New Product Development

So what was once old is new again — and, with time, vice versa. A generation or so from today, the 2019 photo featuring a 16-pad lifter will be pulled from a file. Many employees will wonder about the people in it, and they will hear stories about the good ol’ days from those who were there.

GLASS EXPO ROCKY MOUNTAIN

ROSS KING, SALES MANAGER

This show was held for the first time in 16 years in Aurora, Co. on January 24th and 25th. I was pleasantly surprised at how well the show was attended on both days. I was also able to visit with many of our dealers in the glass industry and the consensus was everyone was still optimistic 2019 would be another good year. I also fielded a lot of questions on why we were having delivery issues and I mostly threw Brad Wood and Mike Longbottom under the bus.

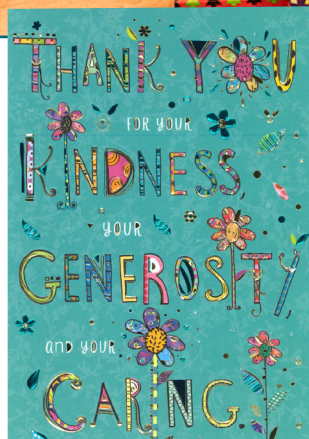
GIVING THANKS FOR “GIVING TREE” GENEROSITY

LEE ANN WOOD, MARKETING ASSISTANT

First off, I need to say that we have the best people working here.

It meant a great deal to the families as I dropped off the presents collected during our “Giving Tree” Christmas drive for Community Hope’s Adopt-A-Family benefit. One woman cried tears of gratitude for some time and was extremely overwhelmed. She said she had been dreading Christmas, as her husband was very ill and they had little income from what she could do while taking care of him.

Your efforts and big hearts truly made a difference. I can’t tell you how many times I was actually overwhelmed by what I saw coming in. Those who took the tags from the tree came back with so much more than was asked. As for the donations of cash, well, we hit \$1,001 — which was then matched by WPG! With the funds, we were able to pretty much fill the list AND get tickets for the Laurel Vue and Brew for family time.



I also had such great help with the project — it was far too big for me to handle alone. Karla helped me shop; we spent an afternoon just searching for a major part of the list. And I would never have gotten everything wrapped without Stacy’s help; just by itself, wrapping took up a whole day. Dan helped me haul things to and from different areas and load the presents into the SUV. Thank you all — you make the difference.

NEW EMPLOYEES




WELCOME BACK!
GABE BUSH
Inventory Control

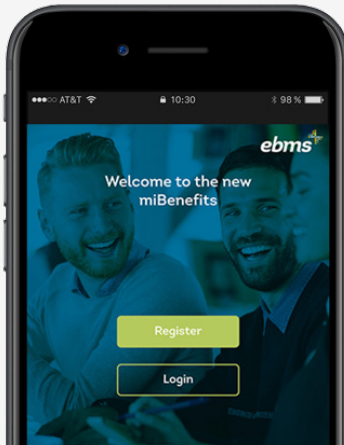


KEELAN HOFFERBER
Technical Sales



NATE KIBBE
Night Molder







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Download now!

 GET IT ON
Google Play

 Download on the
App Store

**WE ARE
HIRING!**

JOB OPENINGS

Nights

1 Full-Time Night
Production Technician
Machining

Days

1 Full-Time Production
Technician Frame
Assembly

1 Full-Time Production
Technician Frame
Assembly

1 Full-Time Production
Technician Frame
Assembly

EMPLOYEE
REFERRAL
PROGRAM

Know someone who would
be a perfect fit for WPG?

With our **Employee
Referral Program**, you can

**EARN UP TO
\$200**

for each referral who is
successfully hired!

See HR or wpgteam.com
for more information

ACCOUNTING UPDATES

KELCIE LOHOF, STAFF ACCOUNTANT

If you've made your way up to the accounting/administrative area lately, you'll notice we've decided to play "musical offices." Kelsie has moved into the position of Accounts Payable Specialist, and has moved into Sandy's old office. Sandy is now in Judy's old office and Judy is across the hallway, still helping out with A/P and slowly preparing for her retirement. Her scheduled retirement date is Feb. 28, so be sure to make your way up to see her and wish her well! After Clint officially retired on Dec. 20, I moved into his old office.

In November, we hired a new receptionist: Jodi Schreiner. If you haven't introduced yourself yet, please stop by and say "hi"

– she is a great addition to the front office! Sharon has cut her hours back slightly and moved into the office next to reception, still tackling Reception duties as well as helping Sandy with

running errands all over town for us (we all know how much we rely on our Friday donuts! ☺) Last but definitely not least is Brenda: Always reliable, always making sure employees get their paycheck on time.

The extra hours and brain power these ladies have all put in the past month to make sure accounts are balancing and everything is getting done on time is highly commendable. Bills are being paid, deposits are being made, taxes are sent in – and most importantly, our employees are being

paid! Thank you all for a great start to the year; even though some days seem longer than others, we can get through this as a team! ☺



Accounts Receivables. Mary has slightly extended her hours; she is busy helping with engineering, answering phones, stocking office supplies and

BRAZILIAN UPDATE

BARRY WOOD, VP MARKETING AND COMMERCIAL DEVELOPMENT

The week of January 20, we had a visit from Marcus Mazza, who is running our subsidiary in Brazil (Comércio Atacadista Wood's Powr-Grip do Brasil EIRELI). Marcus has spent the last two years slogging through the bureaucracy and red tape to complete all the necessary registrations and jump through all the legal hurdles necessary to open a company legally.

In addition, there was the task of translating endless amounts of texts in legal documents, instructions and promotional materials. There was the task of making contact with existing customers; saving our relationship with a few, opening

relationships with competitors of a few, and in general building a relationship so that they will start to order from local stock rather than directly from Wood's Powr-Grip. There was a primary goal of establishing resale outlets in the glass industry to build a nationwide infrastructure of distribution. And finally he prepared for a national show from scratch.

So two years of work has brought the company to a starting point. On his previous visit, Marcus received training on the hand cups, which he has used many times in answering questions in visits with existing and prospective customers.

However, going forward, WPG do Brasil will offer vacuum lifters. So Marcus came back to train on troubleshooting lifters.

After four days here, Marcus returned to Brazil anticipating that our second container of goods sent, will be clearing customs in the next couple of days. This is the first container being nationalized utilizing our import license and not going through a third party. It represents the first real step in what is anticipated to be a very promising new market.

I would like to thank Holly, Cory, Duane, and Gordon for all their help while Marcus was here.

BOND'S BITS

GARY BOND, PRODUCT ENGINEERING MANAGER

Like everyone else in the building, product engineering is learning to use and work with the new M1 ERP system. Because it works differently than Visual, we are still figuring out where to look for the information and how to make it work the best way possible. We appreciate everyone's patience as issues are identified and we explore the new solutions.

The Intelli-Grip systems are getting updates as we identify issues and solutions. We have sent out notification to dealers about issues they may find. Of course we work to have processes and testing in house that will catch issues before we

send products out. The new patch cords have been a big improvement, eliminating issues here and in the field. Other changes are in the works. Updates to the module B circuit board will include a new connector. There are also changes coming to the control box assembly to improve reliability.

In order to address compliance with CE requirements in Europe on lifters that were sold in the past, we will be offering the RF1216 pad as a retrofit on some lifters. It is a pad that we have had available for a long time, but because it is expensive, it has never been regularly used.

We are also looking at a new large pad design to add flexibility to design for large capacity lifters. Right now we think it may be a 15 inch diameter pad.

Speaking of large capacity lifters we have several sold. We have a MR24 for flat material and a MR32 for curved material heading to production. We also have sold a large PRT for below the hook, and a large counter-balancer to use with it and a large PRT for use with a telehandler. These are all destined for construction of <https://lucasmuseum.org/museum-design>.



Congratulations to Amanda and Ryan Wilkey on the birth of their daughter!

Isla Grace Wilkey

born Thursday, December 20, 2018
she weighed 6 lbs 15 oz
and measured 19.25" long.
Isla joins big sister Olivia.

It's a



Girl!



UPCOMING EVENTS

BLOOD DRIVE

Thursday, March 21st

GOOD FRIDAY

WPG Holiday
Friday, April 19th

MEMORIAL DAY

WPG Holiday
Monday, May 27th

MUSTANGS BBQ & BASEBALL GAME

Friday, June 28th

INDEPENDENCE DAY

WPG Holidays
Thursday & Friday, July 4-5th

PHOTO CONTEST

Photo Entry Deadline
Tuesday, July 9th

BLOOD DRIVE

Thursday, July 11th

LABOR DAY

WPG Holiday
Monday, September 2nd

THANKSGIVING

WPG Holidays
Thursday & Friday,
November 28-29th

CHRISTMAS PARTY

Bighorn Resort
Friday, December 13th

SHUTDOWN

WPG Holidays
Wednesday - Wednesday
December 25th - January 1st



Your lifter is the talk of the jobsite so it will be great to give out some shirts and hats for people. Especially the client!

Thanks,

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www.UNITED-CIVIL.com



Hi Lisa,

I cannot thank you enough!! I can only wish that more companies responded as quick and helpful as yours. My thanks to all.

Now to make a decision.

Bruce Vasselin,
Designer Photo

IMP TRAINING

HOLLY ANDERSON, TECHNICAL SALES

We've been working hard to keep our presents in the Insulated Metal Panel (IMP) market growing and we had some great opportunities to do so in the end of 2018.

I had the chance to visit the Sheet Metal Workers Local Union #36 in St. Louis, Missouri in December, leading a classroom presentation and lifter demonstration during their IMP Installation training. There were about 40 metal workers in attendance, many of whom had no experience with vacuum lifters.

Having the chance to show these guys hands on how the lifter works is invaluable and really helps them understand who much easier an installation job can be. We're looking forward to working with other Locals and International Training Institute in the coming year.

*From: "Daniel McCallum" <DMcCallum@sheetmetal-iti.org>
Subject: Thank you Holly and Woods PowrGrip on a job well done!*

Dear Holly:

On behalf of the International Training Institute, a joint trust fund for the SMART Sheet Metal Workers Union and SMACNA. I would like to sincerely thank you for the time, effort, expense and value of the recent training that you and the Woods PowrGrip Team provided for the members of Sheet Metal Workers Local Union #36 in St. Louis, Missouri.

This endeavor was a huge success! Thank you again for your support.

*Warmest regards,
Dan McCallum
ITI Field Staff*

