

WOODY'S WORLD

MAY WE THINK OF
FREEDOM, NOT AS THE
RIGHT TO DO AS WE PLEASE,
BUT AS THE OPPORTUNITY
TO DO WHAT IS RIGHT.

- PETER MARSHALL

WPG UPDATES

BRYAN WOOD, PRESIDENT & CEO

As shown below, we started off the year pretty slow as we were adjusting to the new ERP software. However, we were back up to nearly record levels of output by March. April dipped slightly, mostly because of timing issues — there were some big orders we worked on in April that didn't go out until May. Sales for May are looking really interesting. The May number below is not quite official yet; nevertheless, May's output will shatter our previous record (set last May) — again partially because of product built in April that wasn't shipped until May.

As I mentioned in the group meeting, another reason for the record sales in May was very strong demand for hand cups. Josh estimated that Hand Cup Assembly pushed out around 17,000 hand cups (a combination of N series and Vertical Handles) in May. That's about 2,200 more than we were averaging a month in 2018. A big

thank you to everyone who helped out in Hand Cup Assembly over the past several weeks and for all the extra hours that people put in during this big push.

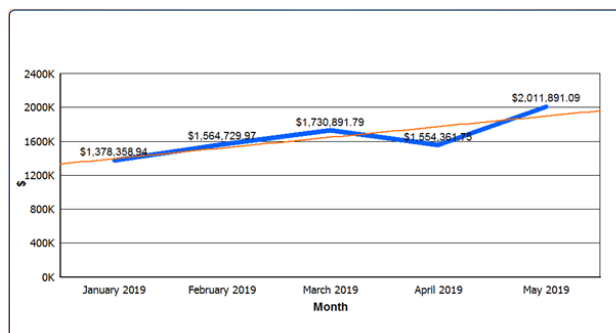
Even with record output in May we are still about 2% behind last year's sales at the end of May. However, that's not too bad considering that we were about 6% behind last year's sales at the end of April. I

in special lifter sales booked to go out in July that could get held up waiting on additional information from the customer. Still, demand has been strong all year long. If it continues, we might be able to catch up to last year — even without these specials.

We are still rolling a pretty substantial amount of late shipments going into June. There

are a variety of reasons; in particular we are having trouble getting the parts we need, and we pretty much maxed out our molding capacity. While we are working to get caught up on all our past-due shipments, we will also be making a big push to reduce lead times. Last year we were quoting four weeks for most standard equipment, with the ability to expedite at times when it was needed. Now we are quoting around six weeks for the same equipment. We would like to, at the least, get back to four weeks.

Sales for 1/1/2019 to 5/31/2019



think it's possible that by the end of July we might catch, or maybe even surpass, last year's sales. That comes with one huge caveat: Right now we have over \$400,000



QUALITY &
CONSISTENCY
ARE A TEAM
EFFORT



Happy Birthday

JULY BIRTHDAYS

Dylan Speidel	5
Joshua Schreiner	6
Gabe Bush	8
Chris Rosenberg	13
Shawn Nardella	15
Teke Thunder	19
Joe Jones	21
Annette McLain	21
Mackenzie Serfazo	26
Joshua Seiffert	30



AUGUST BIRTHDAYS

Bryan Strobel	1
Kelcie Lohof	1
Renee Glover	3
Mary Strech	9
Eddie Borninkhof	10
Kelly Koontz	11
Derrick Lefler	14
Johana Lopez-Smith	14
Robin Allen	18
Trever Pankratz	19
Willy Johnson	21
Holly Schwarm	23
Bob Moran	31
Sandy Robinson	31



STROBEL'S SYNOPSIS

BRYAN STROBEL, NEW PRODUCT DEVELOPMENT MANAGER

Do you find great enjoyment in completing a project or having fixed something that was broken? I do, especially if it was important to someone else or it was fixing something I got free and otherwise would have been thrown away (maybe I'm just cheap). Some of the reward is checking it off the list and having accomplished a goal, saying that it is finished and complete.

I've learned, however, that always focusing on the end of the game or looking for the completion of something can often result in overlooking a lot of valuable things along the way. It's been hard for me to recognize that my responsibility as a parent is a journey of continual improvement, without a specific end. My role has been changing from teaching my children the basic essentials like walking, to helping them with their homework, to guide them in understanding the social graces that makes interaction with others just a little more pleasant.

Ironically, this relates to an important change of mindset I've had to make with regard to product development. For example, the 2,800-pound capacity MRPT project has two primary areas of development. We are checking off the structural and mechanical

“*Prioritize what is most important, always look for ways to improve, and be motivated to grow with no end in sight.*”

design and will soon close the related project. Sure, there will be changes in the future, but that portion is considered complete for now. The associated software controls, on the other hand, don't have the same restrictions and the development process is a little more like raising kids.

The basics get implemented first, soon followed by some level of refinement with a good functioning basis. Once the essentials are developed, there are still a multitude of options for development with no foreseeable limit. In the case of the MRPT16, we have an opportunity to “send the kid to camp” (lease the lifter to a customer) and make additional adjustments as we get feedback. Upon the first customer order, we'll confirm it is adequately equipped and kick it out of the house. And yet, even at that milestone, there are still many opportunities to improve in the days and years to come.

Pondering this on a somewhat larger scale, it seems like this mindset can really be applied across most areas of life, both personally and professionally: Prioritize what is most important, always look for ways to improve, and be motivated to grow with no end in sight.



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* Senior (60+), child (2-12), and matinee prices are less expensive at the box office.



Want to take advantage of a nice warm-weather day in the middle of a workday? Try cutting loose with some Ultimate Frisbee in one of the softball outfields from noon to 1 p.m. Whether you're interested in participating at a workout level or relax mode (or somewhere in between), anyone is welcome to join in the fun — just make sure to pack some tennis shoes, shorts and a t-shirt! Usually there's a core of four to six regular players. Contact Bryan Strobel to get on the notification list.



ULTIMATE FRISBEE

See Bryan Strobel for more information!

MARKETING UPDATES

BARRY WOOD, VP MARKETING & COMMERCIAL DEVELOPMENT

Coming from the marketing department, I feel an obligation to try and write an update, about the inner workings of the department, that is filled with razzmatazz and flair. Unfortunately, that just isn't going to happen. It isn't that things are not happening in the marketing department. It is that there is not a lot of glamor to the projects we are working on.

For example, do you care that we are converting the instructions from Word documents to FrameMaker? No, no you don't. However, for marketing, it is a huge undertaking and has consumed a great deal of time getting set up and has a way to go before we are done. We are making the change to primarily to get rid of the problem with Word crashing and having to constantly re-do work. But Frame Maker also allows two people to work on a document at the same time (again without crashing) and it makes it possible to make a single change affect multiple documents. For example, if there is an engineering change

that changes the weight of a lifter, we have to go to every set of instructions that references that lifter and update the weight. That means, every associated stock number in every available language has to be updated. This process can very well take a while. With Frame Maker, many

"Marketing is no longer about the stuff that you make, but about the stories you tell."

Seth Godin

of these simple changes will be one-and-done; meaning a huge time savings. However, as was established above, this change is only exciting for the people who have to deal with instructions.

Other things that have consumed a lot of time in the marketing department include various notifications and updates for things coming out of engineering: MRPT16 instructions & news releases,

Updater device for the DC3, explaining technical issues with the DC3 and how to correct them, changing the instructions to reflect software updates, the change in the hose routing for the MRTALPCH611LDC3, changes in hose routing for the MRTA611LDC → MRTA811LDC, etc.

We have also been spending some time trying to figure out how to convert from the old way of advertising: call a magazine, tell them you want to advertise, sending them an email with the ad., wait for calls to roll in; to the new way of advertising via digital means by utilizing SEO, Social Media, geo-targeting, etc. To figure this out, I recently purchased eight novel-sized text books just to get started figuring out social media alone. How is that for razzmatazz?

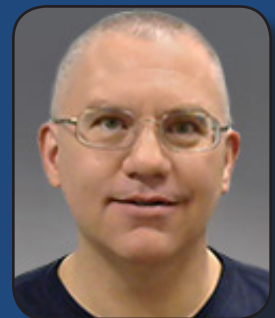
We also have the standard trade shows, sales support, and other routine things that need to be addressed from time to time.

So that is it, not exciting, not glamorous, but busy.

NEW EMPLOYEES



ELI INDRELAND
Handcup Assembly



JOE HOUGH
Shipping



SHELBY ELMORE
Handcup Assembly



JAYSON LUNDBERG
Engineering Intern



NEW EMPLOYEES



FAITHE AINSWORTH
Handcup Assembly



MICHELLE MCCREIA
Machinery Assembly



JESSE LAFORGE
Handcup Assembly

Hi Ross,

Wanted to drop you a line and let you know we are now online (www.ogscanada.ca). My sister Gail had been working hard over the years on trying to get this up and running and with the help of her son, my nephew, Brett, and the rest of the family here at OGS (Dan, Darlene, and Abigail), we were able to put together a lot of custom photos of Wood's products, information, and turn the spotlight on the quality products Wood's offers. We will continue to do our best to update the site based on machines and products we source and retail, based on consumer demand in the Canadian market.

Wanted to let you know as we are proud of being able to sell and service Wood's products and value all of the help you and many others at Wood's, Montana have been able to provide to us. Thank you again for trusting that we have your best interests in mind - we look forward to supporting Wood's, as you have supported us.

--

Bill
Ontario Glazing Supplies Ltd.
Woodbridge, ON
CANADA



HAND CUP UPDATES

JOSH MCDOWELL, PRODUCTION CELL SUPERVISOR

Over the past year, there have been many changes, new faces, and a set of challenges we've overcome in the assembly area.

As you have read in previous editions of Woody's World, we changed over to a new ERP system called M1. This brought about a few challenges, especially during the first months of the year. At first, it was the lack of visibility to what was scheduled, and then, reordering long lead time parts. But on the positive side, the M1 systems allows us to build our

own travelers, adjust travelers, issue parts and adjust time issues that required phone calls

*“Into the same
rivers we step and
do not step, we are
and are not.”*

- Heraclitus

and emails to correct with our prior system.

Along with the changes to our operating system, we hired

three new employees: Eli Indreland, Shelby Elmore, Faithe Ainsworth, and Jesse LaForge. They are replacing employees who have left the company. We look forward to them becoming members of our team.

Looking toward the horizon, we will continue to decrease lead times as we learn the nuances of M1, continue developing our team, and continue to plan, implement and sustain Lean/5S in other areas in our department.

MAY REPAIR COURSE

HOLLY ANDERSON, TECHNICAL SALES

After canceling our November repair course due to no one being registered, the May 2019 course had to be closed due to being sold out!

We had 9 attendees — a unique mix of install glaziers, glass fabricators and product

distributors from California, Texas and Canada. As usual, they were blown away by the amount of production done in-house and repeatedly thanked us for the hospitality WPG showed them.

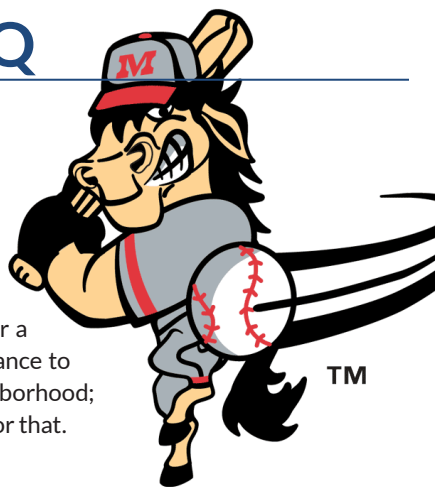
On behalf of the training team,

thank you to everyone in production who took the time to explain to what they were working on and how it fits into the assembly of the product. Our guests really enjoy hearing about the processes, and your willingness to engage with them is incredibly valuable.

MUSTANGS GAME/BBQ

KATIE WHITMOYER, HR/SAFETY MANAGER

This is a company-sponsored family summer event. Each person attending receives a ticket to the game and a pregame all-you-can-eat buffet including Pepsi products and water. As in the past few years, this is meant to be a family outing. Family is loosely defined, i.e. bring a spouse, a significant other, a not-so-significant other, etc. Bring a kid or a grandkid (or, if you don't have a kid or a grandkid, invite your sister and her kids). Kids should have a chance to see pro baseball up close. Just please don't invite the whole neighborhood; everyone has been very good about this in the past – thank you for that.



DATE: Friday, June 28

TIME: Gates open at 5:30 p.m., and that's when the BBQ will start. The game starts at 6:35 p.m.

LOCATION: As in past years, we will be in the Pavilion area of Dehler Park, near the batting cages.

SIGN-UP SHEET: The Mustangs Game/BBQ sign-up sheet is now located at

Reception. Listen for announcements in Huddle Meetings.

LAST DAY TO SIGN UP IS FRIDAY, JUNE 21!!!

Please sign up as soon as you can. We want to be able to get a final count to the Mustangs a couple of weeks ahead of time so they can assign seats and order food. As in past years, you will sign up for four categories: Total Number Attending; Under Age 3; Age 3-12; and Over Age 12. Please designate your total number of attendees and how they break down into these categories. This information is necessary for things like ticket prices, seat assignments, and helping the Mustangs have the right amount of food on hand for our group.



The VUE AND BREW

visit vueandbrew.com or
call (406) 633-4436 for show times

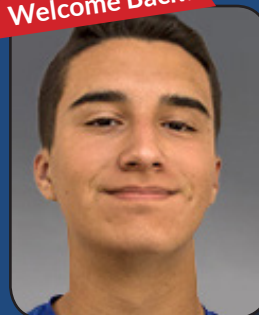
\$6.00 EACH

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DISCOUNT MOVIE TICKETS

SUMMER EMPLOYEES

Welcome Back!



ALEX WOOD
IT Assistant

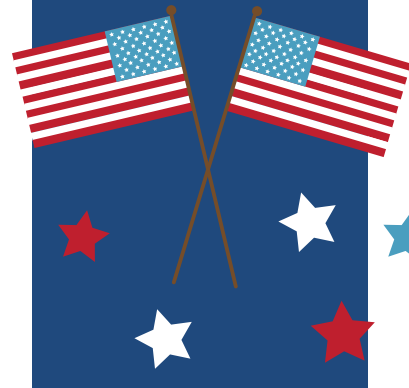


MACKENZIE SERFAZO
Administrative Assistant

Welcome Back!



CHRIS ABELL
Machinery Assembly





UPCOMING EVENTS

HIGHWAY CLEANUP

Tuesday, June 11th

MUSTANGS/BBQ

Friday, June 28th

Sign up by June 21st!!

INDEPENDENCE DAY HOLIDAY

Thursday - Friday, July 4-5th

WPG PHOTO CONTEST DEADLINE

Tuesday, July 9th

WPG BLOOD DRIVE

Thursday, July 11th

LABOR DAY HOLIDAY

Monday, September 2nd

WOODY OPEN GOLF CLASSIC

Saturday, September 21st

More info coming!



WPG CURRENTLY HAS 5 FULL-TIME POSITION OPENINGS:

- **NIGHT PRODUCTION TECHNICIAN MACHINING**
- **PRODUCTION TECHNICIAN FRAME ASSEMBLY**
- **SAFETY AND TRAINING SPECIALIST**
- **MOLDER**
- **DRAFTER**

We're
HIRING

ISO 9001

TOM DEBREE, QUALITY ASSURANCE DIRECTOR

ISO 9001 is a quality standard we have been certified to since July 1998. We have been committed to this standard since our initial certification and have worked hard to maintain it; this has been due to all of your efforts. However, we have decided to allow the certification to lapse at the end of July and no longer pursue being certified. We are still committed to remaining compliant to the intent of the standard but will no longer pay the hefty price tag to maintain the certification. Instead, we have decided to change our claim to one of being compliant to the

standard instead of certified. This change will mean very little to most of you; nothing regarding how our quality system is managed will change.

We have plans to use the Montana Manufacturing Extension Center to perform annual audits that will be more informal. We believe these audits from a local source will be more helpful than the formal audits we have been getting. In recent years, we started to question the value of the audits performed by the certification body and determined they were

more busy work than helpful. We queried our customer base before making this decision and found that they would be unconcerned with this change.

We will no longer be able to make the claim of certification in our literature or use it for marketing purposes; this claim never really provided much benefit for marketing purposes, anyway. We honestly believe this change will have no lasting impact other than saving a good deal of money and giving us more control over the audit process and our own processes.

PHOTO CONTEST

STACY LAWVER, GRAPHIC DESIGNER

The photo contest deadline is quickly approaching. Only 5 weeks left to get your photos turned in.

Just a reminder - there are 3 categories (Landscapes, Animals and People) and 1 winner in each category. Each winner collects \$50 in cash!!

Every employee will be allowed to enter up to three (3) photos per category, but you can only win one time! Digital photos are preferred, but not required.

You can bring your photos to me directly or you can email

them to stacyl@wpg.com. I'm asking everyone to **please add where your photo was taken with each photo submitted**. Do not alter your photos except for cropping and minor lightening or darkening.

The deadline for submissions is 5:00PM Tuesday, July 9th, but you can turn your photos in ANYTIME between now and July 9th!



Voting ballots will be available by Friday, July 12th. They can be picked up at reception (one form per employee). Voting will be open for one week. Photos will be posted in the downstairs breakroom.



Summer Health and Safety Tips

Summer is a great time to enjoy outdoor activities. Taking simple, commonsense precautions will ensure a fun-filled and safe summer. Here are a few reminders:

Fun in the Sun

It only takes a few minutes to protect yourself from too much sun exposure to reduce your risk of sunburn and skin cancer.

- Apply sunscreen and lip balm with SPF of 30 or higher. Discard if the expiration date has passed.
- Limit midday sun exposure from 10:00 AM to 4:00 PM when the sun is its strongest.
- Wear loose fitting, light colored clothing and a hat with a brim, and always wear sunglasses with a high UV rating (100 is the best).

The Great Outdoors

Gardening, camping, hiking and many other outdoor activities are great ways to enjoy exercise and nature. However, it does have its pit-falls. Poisonous plants, such as Poison Ivy, Oak or Sumac, as well as ticks and other parasites, can put a damper on your outdoor adventures. Learn to identify them so you can avoid them. You can decrease your risk by using protective clothing, such as a long pants, long-sleeved shirt and vinyl gloves, as well as barrier lotions/creams.

About Poison Ivy, Oak and Sumac

- The skin rash caused by these plants is not contagious and is usually treated effectively at home. Wash the area with water immediately after contact.
- Relieve itching and other rash symptoms by using wet compresses or taking cool baths. Over-the-counter oral antihistamines, hydrocortisone creams or anti-itch lotions/creams may help relieve symptoms.
- See your health care provider if the rash persists, covers most of the body, or gets worse with swelling and/or widespread, large, fluid-like blisters.

About Ticks

- Although most ticks do not carry diseases (like Lyme Disease) or cause serious health problems, it is important to remove the tick quickly to prevent infection and avoid possible exposure to disease.
- Do not handle the tick with your bare hands. To remove the tick:
 1. Use a fine-tipped pair of tweezers (or hands covered with gloves or tissue paper).
 2. Grab the tick's mouth (the part attached) as close to the skin as possible, and pull straight out until its mouth lets go of the skin. (Do not pull the tick from its body or use a twisting motion.)
 3. Put the tick in a jar filled with rubbing alcohol in case later identification is needed.
 4. Thoroughly wash the site of the bite with soap and water.
 5. Notify your health care provider if a rash or signs of illness develop (i.e. fever, nausea, etc).