

WOODY'S WORLD

Quality means doing it right
when no one is looking.

Henry Ford

ACCOUNTING UPDATES

KELCIE LOHOF, STAFF ACCOUNTANT

I'm not even sure where to begin on the past year from a financial standpoint – what a roller coaster it has been!

The SBA PPP loan application was released the first week of April, and on April 9th, we were the first PPP loan to be granted

we had purchased in order to increase our sanitary measures.

Moving into the fall and winter months, we were up and running almost back to normal sales levels (about 90%). With sales picking up, we were able to place orders for a couple of large machines that we've been considering for a while now. This includes the new Emmegi CNC Sawing/Milling machine, as well as the new Preformer that is expected to arrive in a few weeks.

Lately, our biggest disruption has been our supply chain. Unfortunately, we've experienced delays with our incoming materials which as a result has caused our product to go out the door later than scheduled. Once the product goes out the door, we don't see the payment for another 30-60 days. And lately, it's been even longer. Some of our largest distributors have been paying us much past their due dates which is very uncharacteristic. This makes it hard to forecast our cash flow when distributors who used to

**I DO BELIEVE WE ARE
IN A BETTER FINANCIAL
POSITION THAN WE WERE
ON APRIL 9, 2020, WITH A
MORE POSITIVE OUTLOOK
FOR THE NEXT FEW MONTHS**

At the beginning of 2020 (January-February), we were in an overall healthy financial position looking like it was going to be a great year for us. By the end of March - early April, we were deep into our Line of Credit, waiting on payment from customers who had completely shut down or had been in quarantine. But, we still had obligations to meet from our vendors as well as payroll for our employees.

from Yellowstone Bank – the Laurel branch. This helped us tremendously to meet our payroll obligations for the next three months. We didn't have much product going out the door, which means not a lot of cash coming in.

Towards the end of summer, we also received a small grant from the State of Montana to help fund some of the cleaning products and personal protective equipment



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
Michelle McCrea	3/16
Randy Davis	3/17
Kent Kulesa	3/17
Mike Manders	3/18
Keelan Hofferber	3/23
Bob Robinette	3/24
Bryan Wood	3/25
Tony Van Ballegooyen	3/26
Kevin Wilson	3/27
Mitchell Simon	3/28
A.J. Speidel	3/31

APRIL BIRTHDAYS

Doug Jablonski	4/3
Jake Knaub	4/4
Rhonda Sivonen	4/6
Dan Page	4/7
Amanda Wilkey	4/11
Benjamin Maddy	4/12
Jeff Dionne	4/12
Brenda Lawver	4/12
Daniel Meuchel	4/17
Megan Goettl	4/17
Paul Moe	4/22
Les Fischer	4/26
Brad Cain	4/28
Valerie Seymour	4/28



MAKING THE CASE, FOR NEAR MISS REPORTING AND HAZARD ASSESSMENTS

LES FISCHER, SAFETY AND TRAINING SPECIALIST

Before the 1970 OSH act...14,000 deaths / year
After the 1970 OSH act...5,000 deaths / year

"The Occupational Safety and Health Administration was established in 1971. Since that time, fatality and injury rates have dropped markedly. It is estimated that in 1970 around 14,000 workers were killed on the job. That number fell to approximately 4,340 in 2009. At the same time, U.S. employment had almost

we may find ourselves in virtually every day. Recognizing and minimizing these four states in order to thwart injury-causing mistakes, is key. If you recall, it is well documented that 99% of incidents, at work, are preventable.

At the **heart of prevention** is **Near Miss reporting** and **Hazard Assessments**. Near

REPORTING A NEAR MISS, OR COMPLETING A HAZARD ASSESSMENT MAY WELL AVERT A SERIOUS INJURY TO A COLLEAGUE, FRIEND, OR YOURSELF.

doubled. Since the passage of the OSH Act, the rate of reported serious workplace injuries and illnesses has declined from 11 per 100 workers in 1972 to 3.6 per 100 workers in 2009 (BLS)."

Not only have we seen a noticeable decline in deaths, we have also witnessed a substantial decrease in the number of serious injuries since the safety and training guidelines have been realized. This was accomplished as the number of workers nearly doubled. Which proves that Safety is not merely 'common sense'. Although, there is a large component of human error associated with incidents; **Fatigue, rushing, complacency, and frustration** are conditions

Miss evaluations and Hazard Assessments can yield possible oversights in the 5 hierarchy of controls: **eliminate, substitute, engineering controls, administrative controls, and PPE**. If you want to report a near miss, tap inspections on a 5S tablet then locate the near miss tab (leave a ? in place of your name, if you wish to remain anonymous). Kazz and I will automatically receive an email upon completion. Also, there is an orange folder at the Safety Station containing near miss forms. You are also welcome to report, any concerns, directly to the safety department as well. Reporting a Near Miss, or completing a Hazard Assessment may well avert a serious injury to a colleague, friend, or yourself.

VALUE STREAM MAPPING

KAZZ SIEWING,
LEAN PROCESS ENGINEER

What is it?

- This tool helps to view an entire process in its current state and then envision an improved process, also known as, "material and information flow mapping".

Why it works

- Identifies the current and next constraint
- Visualizes single-process levels
- Identifies wastes
- Common language can be set
- Flow becomes apparent for discussion
- Lean concepts and techniques are used
- Is an implementation plan, like blueprints for a house
- Shows links to information and material flow
- Describes how to improve flow without looking at non-value-added steps





I am a very busy man. That said, I had to take a moment to say thank you. I have called Wood's several times in the last couple of days and this is what I have discovered. Your sales and customer service team are outstanding! The level of expertise in product knowledge alone is astronomical, but then you throw in direct knowledge of web-based information. I'm not even going to get into comparable pricing. I have been doing business with the wrong people. Going forward, I have but one phone call to make.

I am a very happy customer!

Thanks,

Scott Wintle

Procurement Specialist
Office: 817-379-1936 Ext. 103
Fax: 817-379-1890
Cell: 817-538-2484
scott.wintle@allianceglass.net
2803 Prestige Road, Fort Worth, TX 76244
<http://www.allianceglass.net>



MOLDING AND PREP & FINISH

JUSTIN SMITH, SUPERVISOR OF MOLDING/PREP & FINISH

This past year we have had a lot of changes in Molding and Prep & Finish. At the beginning of 2020, the Molding Room got a new Cold Jet. This machine uses dry ice to blast

a good appearance. It is also used in Prep & Finish to blast off welding soot from tight spaces, allowing us to prep parts faster and easier for powder coating.

cycle time and temperature which saved an additional 15 minutes every hour. This has allowed us to increase the set count by 10 every shift, which adds up to an extra 320 pads every day.

**THIS ADDS UP TO
AN EXTRA 320 PADS
EVERY DAY**

off the soot build up on molds caused by the mold release after continuous use. This has enabled us to keep molds in for a longer period, while still producing a pad that has

The 8" pad design was changed to include a lip which allowed us to eliminate the slitting and felting process which took an average of 4 hours every shift to do. We also changed the

With the recent addition of a new office, the Tumbling and Teardown Areas have gone through a Kaizen Event. Teardown and Tumbling were both reduced in size and rearranged. While a lot has been done already, please bear with us as we are still trying to figure out the final arrangement.

NEW EMPLOYEES



TONY VAN BALLEGOOYEN
Maintenance



JASON BRANSTETTER
Hand Cup Assembly

**WE ARE
HIRING!**



JOB OPENINGS

**1 Full-Time Production
Technician Frame
Assembly**

**1 Full-Time Night
Production Technician**

**1 Full-Time Night
Molder**

UPCOMING EVENTS

BLOOD DRIVE

WPG Event
Thursday, March 18

EASTER HOLIDAY

WPG Holiday
Friday, April 2

MEMORIAL DAY

WPG Holiday
Monday, May 31

JULY 4 HOLIDAY

WPG Holiday
Monday, July 5

PHOTO CONTEST

Photo Entry Deadline
Wednesday, July 7

BLOOD DRIVE

WPG Event
Thursday, July 15

LABOR DAY

WPG Holiday
Monday, September 6

BLOOD DRIVE

WPG Event
Thursday, November 18

THANKSGIVING

WPG Holiday
Thur - Fri, Nov 25-26

SHUTDOWN

WPG Holiday
Fri, Dec 24- Sun. Jan 2

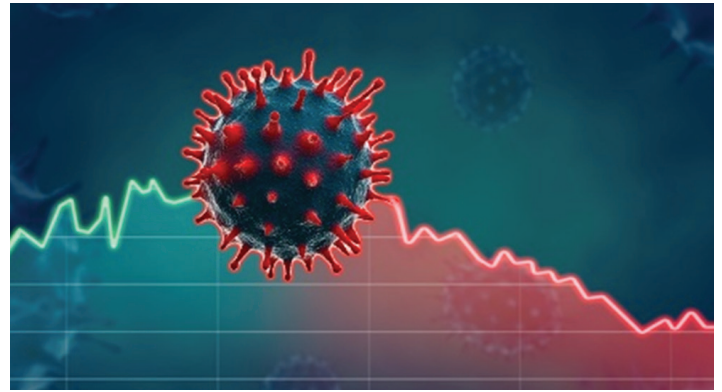
The next issue of Woody's World will recognize our graduates. Please turn graduate information and photo in to Stacy by March 31.



ACCOUNTING UPDATES CONTINUED

pay us within 21 days are now taking over 60 days.

Finally, with the new COVID-19 economic relief bill that was passed at the end of December, there is now a second round of PPP loans available for business who qualify. We have sent off our application to the bank and are awaiting the results. Although additional government assistance would be very helpful right now, I do believe we are in a better



financial position than we were on April 9th, 2020, with a more positive outlook for the next few months. ☺



It's beginning to look alot like

Christmas



CHRISTMAS GEAR
Winners!

GABE BUSH - BEST CHRISTMAS ATTIRE
JOHANA LOPEZ-SMITH - SECOND PLACE
BRENDA LAWVER - THIRD PLACE