

# WOODY'S WORLD

THE **EXPERT** IN  
EVERYTHING  
WAS ONCE A  
**BEGINNER**



QUALITY &  
CONSISTENCY  
ARE A TEAM  
EFFORT

FEB/MARCH 2022

## SHIPMENT DELAYS AND CASH FLOW

KELCIE LOHOF, STAFF ACCOUNTANT

It's not unusual for our cash balances to be tight during the first quarter of any given year. Between slower sales during the

into our line of credit minimally to cover some expenses the first few months of the year.



winter months, extra payrolls in December, being shut down for a week, and continuously increasing material costs (especially in 2021), we anticipate almost every year needing to dip

But throughout the past year, we've been thrown another curveball that has negatively affected our cash position... shipment delays. We invoice our customers based on when

the product is shipped from our building, but regardless, we have a large portion of customers that pay based on when they actually receive the product. With vessels sitting at ports for weeks, even months, we have had some of our large export invoice payments stretched out an extra 30-60 days. It's not uncommon for the due date (which is Net 60 from shipment date) to come and go before our customer has even received the order.

- Just to give one example: We had an order going to a European customer shipped from our building on October 4th, giving it a due date of December 4th. The customer received the product on December 6th. They just paid the invoice on January 13th – five

continued on page 4

# HAPPY Birthday

## MARCH BIRTHDAYS

Jodi Schreiner	3/1
Mike Longbottom	3/2
Carl Ritterpusch	3/6
Michelle McCrea	3/16
Randy Davis	3/17
Kent Kulesa	3/17
Mike Manders	3/18
Bob Robinette	3/24
Bryan Wood	3/25
Kevin Wilson	3/27
Mitchell Simon	3/28
A.J. Speidel	3/31

## APRIL BIRTHDAYS

Doug Jablonski	4/3
Jake Knaub	4/4
Dan Page	4/7
Amanda Wilkey	4/11
Benjamin Maddy	4/12
Jeff Dionne	4/12
Brenda Lawver	4/12
Daniel Meuchel	4/17
Paul Moe	4/22
Tristan Stoval	4/26
Brad Cain	4/28
Valerie Seymour	4/28



## SHIPMENT DELAYS CONTINUED

and a half weeks after it was due.

On the flip side, we have a few overseas vendors (Ferro Carbon being a large one) that require us to pre-pay for our orders. Regardless of if we can expect to see the material in what used to typically be about six weeks from when we place the order, or if it takes three months, we pay up front.

We also are expected to pay "storage" fees for the extra time it sits at the port.

- We currently have three orders pre-paid that are "in transit". We normally have one order in our prepayments, maybe two for a short period of time. Our ordering is staying constant at about every six weeks, but our

receiving of the orders has been delayed.

If you put two and two together, we have A LOT of money tied up at the ports right now. Unfortunately, it seems that this issue is not going away any time soon.

## ADOPT-A-FAMILY

LEE ANN WOOD, MARKETING ASSISTANT

Once again I am reminded that I work with the most incredible people anywhere. Every year when we start the process for Adopt-A-Family I am concerned that I have taken on too much. How can we fulfill the needs of these families? Did I take on too many? And then you do your part and I end up in tears with a grateful heart over how generous you have been once again. The poor people in marketing must find me insufferable during this season, as I am constantly finding one more reason to brag about how much you have given.

We provided for 3 different families this year, single mom, a family who had health problems and an elderly couple where one is disabled. These families were chosen by Community Hope after evaluation of need and given to WPG. About 25% of the gifts were purchased by employees from the ornaments on the tree. The remaining gifts were purchased with the **\$1,906 matching donation** of WPG



employees and management!

We do touch lives and make a difference with what we do. You make our world just a little better.

## WE ARE HIRING!

REFER A FRIEND

- ✓ 1 Full Time Customer Service/Technical Sales Representative
- ✓ 2 Full Time Production Technicians Frame Assembly
- ✓ 2 Full Time Production Technician HC Assembly
- ✓ 3 Full-Time Night Molders
- ✓ 1 Full-Time Production Technician Night Shift

# SAFETY “DEPARTMENT” UPDATE

KATIE WHITMOYER, HR MANAGER

As many of you know by now, Les Fischer, our Safety & Training Specialist for the last 2-1/2 years has moved on from WPG into a role with another company. Les's particular position was one that we had created as part of some duties and responsibilities restructuring at the time. While WPG has always had a stellar safety record, we wanted to bring somebody in who could enhance our already robust programs and policies, and help facilitate a “Safety First” mentality throughout the building. While losing our dedicated Safety Professional is a huge bummer, I feel very good (and I hope all of you do too) about the work Les did and where our safety program and mentality are at now.

Because of the strong foundation that we believe has been established, we are once again going to take this opportunity to do a bit of duties and responsibilities restructuring. Some of this has been in the works since the beginning of the year, so you may have already noticed some of the changes I'll briefly outline.

First of all, Rachael McCandless has accepted a new role within the Process Engineering department (for the time being, her office will be in Les' old office). Her official title will be Safety & Process Engineer. If you didn't know already, Rachael's background is actually in Chemical Engineering. We are excited to have her expertise as part of our Process Engineering department officially. While

she will have plenty of duties and projects related to Chemical Engineering and our products and processes more overtly, she will also be taking over quite a bit from Les' role, including some training, hazard identification and communication, and hazardous waste disposal.

The majority of Les' role will be absorbed by the Process Engineering department as a whole. It is not uncommon for the Process Engineering department to get naturally involved in many of the safety matters that arise, due to the nature of their work. Not to steal their thunder either, but they've also been working on a few different things, such as the TPM program, that have will inherently advance the safety efforts that we've been

“Safety is a team effort, that requires constant vigilance, critical thinking and excellent communication—all of which every single person in this building is capable of.”

working towards recently. Anything that is hazard assessment, proactive & (hopefully not) reactive hazard identification, mitigation and elimination should be directed to the Process Engineering department. This means anything safety-related discovered through a 5S audit, hazard assessment, CAR/

Shutdown should be brought to the attention of that department- and as soon as possible if there is any threat of imminent danger.

There are also a few various tasks that will be delegated to a handful of others. Of note, Mary Wallace will be handling the prescription safety glasses program, as well as the Kan Ban system for all of the first aid kits. Also, Tony Story and Eddie Borninkhof will be taking over some of the various routine trainings that are conducted, as well as the Lock Out, Tag Out process.

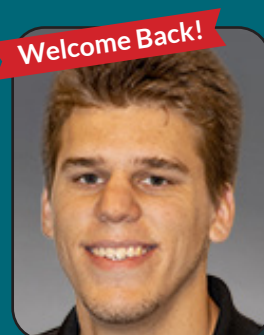
If you're ever in doubt about who to see in regards to a safety issue, or perceived safety issue, please don't hesitate to stop in to any one of the Process Engineer's offices, my office, or your supervisor's office. Also, don't hesitate to reach out to a member of the Safety Committee (myself, Kazz, Rachael, Tony, Dan Currier, Holly Schwarm, Mike Manders, Sam Kisch, Steven Hiller).

I applaud all of you for the SIGNIFICANT strides that have been made in our safety efforts over the last few years, and I challenge you all to do your part to ensure that we don't lose any steam on it. As much as it seems it should be, safety is not common sense, which is why we have all learned different safety lessons the hard way unfortunately. Safety is a team effort, that requires constant vigilance, critical thinking and excellent communication—all of which every single person in this building is capable of.

## NEW EMPLOYEES



JORDAN JACOBSON  
Night Shift



CAMEREN ALBER  
Product Engineering



DENNIS OSGOOD  
Handcup Assembly

**WELCOME  
TO OUR TEAM**



## UPCOMING EVENTS

### EASTER HOLIDAY

WPG Holiday  
Friday, April 15

### MEMORIAL DAY

WPG Holiday  
Monday, May 30

### MUSTANGS GAME

WPG Event  
Saturday, June 11

### INDEPENDENCE DAY

WPG Holiday  
Monday, July 4

### PHOTO CONTEST

Photo Entry Deadline  
Wednesday, July 6

### LABOR DAY

WPG Holiday  
Monday, September 5

### THANKSGIVING

WPG Holiday  
Thur -Fri, Nov 24-25

### SHUTDOWN

WPG Holiday  
Fri, Dec 23- Sun. Jan 1



Subject: RE: INV-50430

Thank you very much.  
Standing behind your product is why we are loyal customers.

Thank you for doing a good job.

Merry Christmas,

Darla J French  
Bowling Green Glass Company, LLC  
813 Clay Street  
Bowling Green, KY 42101

**Bowling Green  
Glass Company**

## FREE OTC COVID TEST KITS

WPG HEALTH PLAN  
MEMBERS WILL BE ELIGIBLE  
TO RECEIVE UP TO 8 FREE  
COVID TEST KITS A YEAR!

Plan participants can present their TrueRx medical card at any pharmacy counter for zero (\$0) cost to them.

Members can purchase an OTC kit and self-submit a claim to EBMS for 100% reimbursement.



## TRAINING UPDATE

HOLLY ANDERSON, TECHNICAL SALES/TRAINING COORDINATOR

2022 is off to a fast start in regards to training opportunities for end-users and dealers alike.

In January we hosted folks from SubZero Constructors, an Insulated Metal Panel construction company, for a special session of our repair training.

As usual, they were blown away by the amount of production done in-house. At this time, outside of our regularly scheduled classes, we'll be welcoming a new dealer in for training in March and we're working out the details to run a few online sessions with Salem Fabrication (formerly Salem Distribution).

The next issue of *Woody's World* will recognize our graduates. Please turn graduate information with photo in to Stacy by March 31.  
stacyl@wpg.com

class of  
**2022**

# GLASSEXP SOUTH EAST

BARRY WOOD, VP MARKETING & COMMERCIAL DEVELOPMENT

In the Glass industry, there are three types of shows. One type is international shows. The primary example of this is the show held in Dusseldorf Germany every other year (except for 2020.) The Dusseldorf show will be later this year in September.

Every year we attend the National Glass show in either Las Vegas or Atlanta, which represents the National show for the glass industry. Other national shows include Metalcon and the International Roofing Show. We exhibit at both of these to hit the Insulated Metal Panel market.

The third type of show is regional shows. These shows are held every other year. But since there are seven of them, we end up exhibiting at about three per year. January 6th and 7th the first GlassExpo

South East was held in Orlando Florida. Since we are experiencing a resurgence of COVID through the Omicron version of the Corona Virus, it was scheduled for the first week of the year, and this is the first time holding the South East regional show, expectations were not very high. However, we felt like the show was successful. As a general rule, the last day of a show is slow. This is true for a five-day show, and it is true for a two-day show. However, it was not true at this show. We had traffic right up until the end of the show.

The next regional show is in Long Island NY in April. I don't know exactly what to expect. I don't think the economy is as strong in the North East as it is in the South East. But I plan on packing a flack jacket and my Bureau of Land Management hat and checking it out.

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Join Barry Wood tomorrow at [Glass Expos Southeast](#) and learn more about Glass Handling Strategies. Then visit WPG at booth #202 [#GESE](#) [#GLASSEXP2022](#) [#glassinstallation](#) [#glasshandling](#) [#glassindustry](#) [#glaziers](#) [#glassfabrication](#)

## Glass Handling and Storage Strategies that Save Money

Our team of experts will explain the best ways to move and store glass, common mistakes, and how to avoid them, as well as providing an emphasis on the movement and storage of jumbo glass lites.

Friday, January 7  
8:00 AM - 9:00 AM  
Rosen Plaza Hotel


**Panelists:**  
Barry Wood  
Chip Olson  
Emily Losoya  
Sofia Bower

08:00 AM - 09:00 AM  
**Educational Program | Programa Educacional: Glass Handling and Storage Strategies that Save Money**

By Panelists / Sofia Bower, director of operations with Protectapeel; Chip Olson, national sales manager of Quattron USA; Barry Wood, vice president of marketing and commercial development of Wood's Powr-Grip; and Emily Losoya, manager of MSVD Coated Products of Vitro Architectural Glass

**Wood's Powr-Grip, Inc**  
375 followers  
2d · 6

Barry Wood catching up with the team at [Key Glass Inc](#) during [Glass Expos SouthEast](#) in Florida today. Such a great industry and the show floor is very busy today! It's going to be a great 2022! [#glaziers](#) [#glazierment](#) [#glassindustry](#) [#glassinstallation](#) [USGlass Magazine](#) [#glassexpos](#)




with [Key Glass Inc](#)

Micah Clogdo and 18 others

Reactions

**Max Perilstein** · 1st  
Communication Strategist Focused in The Glass & Glazing World  
1d · 6

NEW POST! Before we dive into '22 the 1-9-22 blog looks back at my predictions in 2021! How did I do?  
Not bad...  
Plus a great show in Florida this past week (lots of name drops incoming), [#BEC](#) and [#GPAD](#) registration is open, Super Bowl picks, Links and an awesome Project of the Week from a company with a damn cool website!  
Thanks for checking it out as always...  
<https://lnkd.in/g/kH6EypJ>  
[#glass](#) [#glazing](#) [#glassindustry](#)  
Dlubak Specialty Glass CorporationnGlobal Security Glazing  
Thompson I.G., LLC Ballistic Glass & Armor Solutions  
BidClips Jim E. FeneTech—A 2020 Company  
SPIL Glass Software  
Michael Spellman VIG Technologies Vitro Architectural Glass  
Ubiquitous Energy  
SageGlass Viracon  
Glass Expos  
Tony Kasprzak Kristen Kasprzak  
Jeff Ziesche FHC Frameless Hardware Company LLC  
Virginia Glass Products/Virginia Mirror Company James Wright Jeremy Hoy  
Bilco Manufacturing Jay Campbell  
Andy Amtrano  
Cass Buczek Banner Solutions NACC Glazing Contractor Certification Jeff Dalaba  
Ben Beeler August "Gus" Trupiano  
Scott Goodman Barry Wood Wood's Powr-Grip, Inc  
Shaun Gustafson Jason Rodgers  
National Glass Association (NGA) Andrew Haring Melanie Dettmer  
[#projectoftheweek](#) Miller Glass & Glazing Inc.



2021 Prediction Review- How did I do?  
fromthefabricator.blogspot.com · 6 min read

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Reactions