WOOD'S POWR-GRIP EMPLOYEE NEWSLETTER

# WOODY'S WORLD

Remember and Honor

# MEMORIAL DAY





QUALITY &
CONSISTENCY
ARE A TEAM
EFFORT

# **WPG UPDATES**

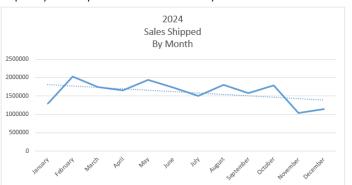
BRYAN WOOD, PRESIDENT & CEO

I know it has come up on several occasions in the past, but it never ceases to amaze me how each new year comes with new challenges. This year started with some personal challenges for our family. The type of challenge that no one is immune to. Everyone must face at some point regardless of your economic status, or what contributions you have made to our world. The kind of challenge that you never completely get over, you only hope to learn to live with it.

Business wise the challenges have been plenty. In a perfect world

each year your revenues increase at a comfortable rate, that is some percentage greater than the increase in your expenses. Of course, none of us live in a perfect world. Ever since the start of the pandemic, we have been dealing with either shrinking revenues, or when revenues were growing inflation was causing expenses to grow even faster. So far in 2025 it appears that for the second year in a row we are faced with the challenge of declining revenues.

Last year our decrease in revenues

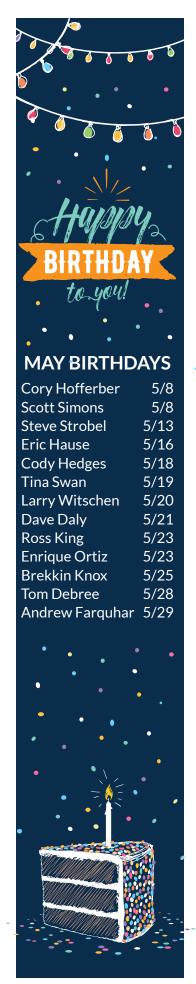


Assuming we
do not have a major
downturn in the
economy, I am optimist
that we will return to
growth in 2026.

was primarily the result of a decrease in export shipments. Our domestic shipments were actually slightly higher than they were in 2023. However, we did see even our domestic shipments start to decline in the second half of 2024. This graph shows that shipments for 2024 trended downward for the year.

Yes, this trend was impacted by decreasing demand, but there is more to this story. At the beginning of 2020, before anyone had even heard of COVID, our backlog of unfilled orders was normally running around \$2 million. Then

MAY/JUNE/JULY 2025



# BEING A GOOD WPG HEALTHCARE CONSUMER

KATIE WHITMOYER, HR MANAGER

# Understanding WPG's Self-Funded Health Insurance Plan and Your Role in Managing Costs

At WPG, we take pride in offering a robust health insurance plan that provides valuable benefits to employees and their families. One key aspect of our plan that you may not be aware of is that it is self-funded. This means that instead of paying premiums to an insurance company that assumes the financial risk, WPG itself covers the cost of healthcare claims up to a certain dollar amount, currently \$70,000 per person, at which time our stop-loss insurance kicks in. Stop-loss insurance is a safeguard that protects WPG from excessively high individual claims by covering costs that exceed our set threshold. While this approach allows us to have more control over our healthcare plan and potentially save money in the long run, it also means that the cost of medical care directly impacts our company's financial health.

Just to provide additional context and transparency, in 2024, WPG spent nearly \$1.9 million on healthcare expenses for employees and their families. This translates to an average of \$20,936 per employee per year. Of that amount, \$370,369about \$4,100 per employeewas spent on prescription medications alone. These numbers highlight just how significant healthcare costs are, and they emphasize why it's important for all of us

to be responsible consumers of healthcare services.

# Why Does This Matter to You?

Because WPG directly funds our healthcare costs, every dollar spent on medical claims affects our ability to allocate resources elsewhere. When healthcare costs rise, we have less flexibility to invest in areas like wages, facility improvements, and other employee benefits. Additionally, excessive healthcare expenditures could result in increased premiums, higher deductibles, or reduced coverage options in the future.

# How Can You Help Keep Costs Under Control?

Being a smart healthcare consumer doesn't mean avoiding necessary care—it means making informed decisions about how and where you receive treatment. Here are a few ways you can help:

- Choose Cost-Effective Providers: Whenever possible, use in-network providers and consider lower-cost alternatives, such as urgent care centers instead of emergency rooms for non-emergency situations.
- Be Savvy About Prescriptions: Generic medications often provide the same benefits as brand-name drugs at a fraction of the cost. Talk to your doctor about affordable options and explore mail-order pharmacy discounts. Also, one tool our

In 2024, WPG spent nearly \$1.9 million on healthcare expenses for employees and their families.

plan offers is partnerships with specific pharmacies, such as Walmart, Stillwater Family Pharmacy, and Flex Family Health, to get better rates on prescriptions for both the plan members and WPG.

- Utilize Preventive Care:
  Regular check-ups and
  screenings can help catch health
  issues early, preventing more
  expensive treatments down the
  road.
- Take Advantage of Flex Family Health Memberships: Employees have the opportunity to opt into a membership with Flex Family Health, which provides affordable primary services at a fixed monthly cost to WPG. Using FFH for routine care, acute illnesses, and some prescriptions also plays a large role in helping control overall plan expenses. Additionally, their availability during nights and weekends can help prevent unnecessary urgent care or ER visits, further reducing costs for everyone.

# Why We Remain Self-Funded

We periodically evaluate different healthcare plan structures to ensure we are making the best financial decision for the company and our employees. While we have explored other options, remaining self-funded continues to be our most effective way to

# **HEALTHCARE CONSUMER (CONTINUED)**

manage costs while still providing high-quality healthcare coverage. By maintaining control over our plan, we can adapt to changes in healthcare spending and make decisions that best suit our workforce.

By working together and making thoughtful healthcare choices, we can help ensure that our plan remains sustainable while still offering the coverage our employees and their families need. Thank you for playing an active role in managing healthcare costs—it truly makes a difference for all of us at WPG.

# WPG UPDATES (CONTINUED)

in March of 2020 the world experienced major shutdowns and disruptions in the economy resulting in a drastic decrease in order volume over the next couple of months. As a result our order volume dropped substantially in March, April and May. During these months we produced far more than we received in new orders. By May of 2020 our backlog of unfilled orders was down to about \$500,000. In June of 2020 our sales demand returned to normal. However, by this time the supply chains worldwide had been disrupted by the shutdowns. So, in the second half of 2020 through 2022 we took orders for more product than we could produce. As a result, by the end of 2022 we had a little over \$4 million in backlog of unfilled orders. In 2023 supply chains once again stabilized so we were able to turn the page on this and started producing and shipping more than we had in orders. This was done intentionally to reduce our lead times. By the end of 2023 our backlog of unshipped orders was down to under \$3.5 million. So, in 2023 we shipped over half a million dollars more in product than we received in orders.

This trend continued into 2024. The big difference between 2023 and 2024 is we were not only still producing at an accelerated rate, we were also starting to see a decrease in demand. This was most noticeable in the second half of the year as shown in the following graphs.



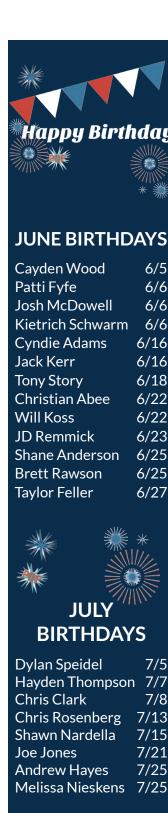


Because of this by the end of 2024 we had our backlog of unshipped orders back down to about \$1.8 million, very similar to what it was before the pandemic.

So, of course, the big question now is how long the lower level of demand will last. It is impossible to say for sure. We know that there is more competition than ever for our N4000 which is going to make it unlikely that it will return to the sales levels it had in the past. We have started getting more aggressive about pointing out the benefits of our N4000 over the less expensive competition, which should help. We primarily focus our promotional efforts on professional tradespeople. The Glaziers and other tradespeople involved in the construction industry have always been our biggest customer base and our priority is to maintain that base.

The good news is that we have experienced an increase in demand in April resulting in our best month of orders so far in 2025. With the strength of the dollar dipping a little bit we finally got some good export orders. We also know that a couple of our larger distributions over estimated economic growth in 2024 and ordered more product than they needed. We are anticipating that when they burn through the overstock they have from 2024 and adjust their sales forecast to more accurately reflect the current demand level we will once again see steady orders from these distributors. I'm still forecasting that for 2025 we will have steady demand, but it will be slightly lower than what we have experienced in the past few years.

Assuming we do not have a major downturn in the economy, I am optimist that we will return to growth in 2026. We have a couple of major product development projects underway that should start to help our sales in 2026, but even more so in 2027.



7/5 Hayden Thompson 7/7 7/8 7/13



# **NEW EMPLOYEES** TONY VAN BALLEGOOYEN Maintenance **CHRIS MILNE** Safety & Training WELCOME TO THE TEAM

# WPG'S PHOTO CONTEST

STACY LAWVER, GRAPHIC DESIGNER

The deadline for submissions is

TUESDAY,
JUNE 17,
but you can turn your photos in anytime between now and June 17!

WPG's annual Photo Contest deadline is quickly approaching, with just a few weeks left to submit your best images. Last year, the Hand Cup Assembly squad dominated all three categories like champs on a mission. Will they pull off another epic sweep, or is someone ready to snatch the crown this time? Remember, you can't win if you don't play—so get those photos in and give the reigning champs a run for their money!

There are 3 categories: Landscapes, Animals and People. One winner will be chosen for each category and will collect a \$50 cash prize! Each employee may enter up to 3 photos per category, but no one can claim more than 1 category prize.

E-mail your photos to stacyl@ wpg.com, or bring your memory stick to download your photos directly. Photo submissions are due by end of day, **TUESDAY**, **JUNE 17**.

You can turn in your photos ANYTIME before that date. If I am not in the office, please give your photos to Lee Ann. Note: please add where each landscape photo was taken. Also please do not submit any photos that have been significantly altered in any way. Cropping and minor lightening or darkening are allowed.

Photos will be posted in the downstairs break room for 2 weeks to allow employees time to browse and to vote for their favorites. There is a limit of one ballot per employee. Pick up your ballot at the reception desk, fill it out and drop it in the ballot box.

# **WPG BRAZIL**

BARRY WOOD, VP MARKETING AND COMMERCIAL DEVELOPMENT

Most of you are aware that there is a company in the small town of Itajaí, Santa Catarina in Brazil that is owned as a subsidiary of Wood's Powr-Grip. Having a subsidiary like this goes contrary to the normal operating procedures of our company. Normally, we sell through distribution. However, in Brazil there were barriers to entry in the country that made it impossible to get into the market through normal distribution channels.

It has been several years, and we have a presence in the market. We have found that the subsidiary is expensive to the point that it is difficult to sell enough to pay the expenses through profits alone. For this reason, we have made the We have
made the decision to
close the doors on our
operations and are
working with customers
we have developed in the
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Leandro Rosa (pictured) will be taking over distribution for us in northern Brazil, while Marcel Cortesa will handle the southern region. This change will put us into a more normalized mode of operation for the country, and it should simplify things for the market.























**HAPPY** RETIREMENT

Only Means It Is

Time For A New ADVENTURE

Thank you for **26 YEARS** of dedicated service!















Be sure to notify HR to update information in any of the following circumstances:

- ✓ Marriages
- Divorce
- **Births**
- Deaths
- ✓ Address Changes
- ✓ Phone # Changes

This information is necessary to keep benefits up-to-date, among other things.















# 401K ONE-ON-ONE MEETINGS

TUESDAY, MAY 13

The meetings will only be about 15 minutes.
(PLEASE show up prepared), and will be first-come-first-serve basis.

Sign-up sheet in the breakroom.

Tarra T. Grazley-Pfister, CFP®, CRPS® President of TTG Financial Services Inc. Investment Advisor, RJFS

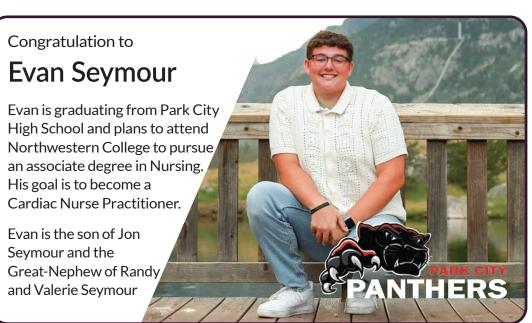
TTG Financial Services, Inc 3012 4th Ave N Suite A Billings MT 59101

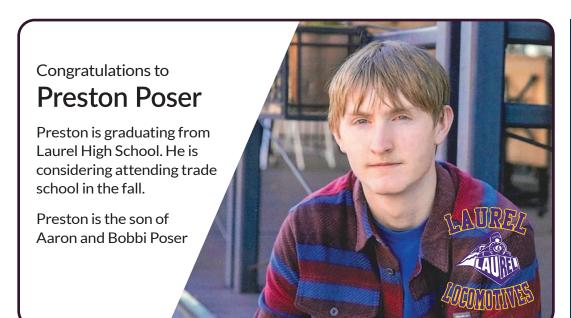
Phone: 406.256.6112 Fax: 406.256.6260



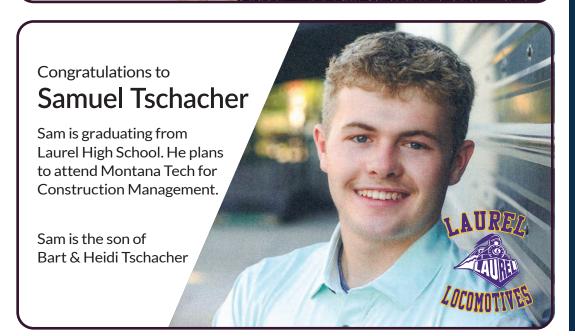








# Congratulation to Logan Bohnet Logan is graduating from Laurel High School and plans to study Mechanical Engineeringat South Dakota School of Mines. Logan is the son of Tim Bohnet and Kelly Bohnet-Erickson



# FINANCIAL CAPABILITY RESOURCES

Knowledge is power
– especially when it
comes to money. Yet,
many people feel that
a lack of financial
know-how has led to
mistakes that have
cost them.

At Fidelity, we understand that money basics are key to helping your employees feel more confident and in control of their money and their future.

We've put together tools, workshops, and resources to help them learn at their own speed - wherever they're at on the path to financial wellness.





TO A NEW LEVEL OF FITNESS

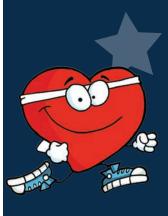
# **HOURS OF OPERATION:**

MON: 5:30AM-9PM **TUES: 5:30AM-9PM** WED: 5:30AM-9PM **THURS: 5:30AM-9PM** FRI: 5:30AM-9PM **SAT: 8:00AM-6PM** 

SUN: 8:00AM-6PM

WPG employees\* are able to purchase passes to the Laurel **Locomotion Fitness** Center. The passes are \$10 for 10 sessions and can be purchased at the fitness center.

\* passes purchased for family members must be purchased under the WPG employee's name



(406) 628-8387 406locofitness@gmail.com

> 122 1st Ave. South Laurel, MT

## Congratulations to

# Kietrich Schwarm

Kietrich is graduating from MSU-Billings City College with an Associate of Applied Science degree in Welding. He plans to begin working full-time in Hand Cup Assembly after graduation.

Kietrich is the son of Holly Schwarm and Brad Wagner.



# **MARKETING UPDATES**

#### BARRY WOOD, VP MARKETING AND COMMERCIAL DEVELOPMENT

Last August, marketing lost one of its team members. Jake Knaub. We were fortunate enough to have Dawson step in and help out to cover the gap between the time that Jake left and the time that we were able to hire a replacement for him.

In January, we hired Shane Anderson, who now sits in Jake's chair. Shane came in with a background in software engineering has experience in areas such as digital marketing, video game programming, and video production. At first glance, it is a little confusing. because Shane's duties are not a direct replacement for the things that Jake used to do. With his background in software engineering, Shane is also doing some work that we used to have done out of house. He has spent the last couple of months working hard to learn all the software programs, that are used to support the handful of web

It has been great having Shane on board. If you get a chance, stop by and introduce yourself.

> the WPG product line, and little by little learn the names and faces of his co-workers.

> It has been great having Shane on board. If you get a chance, stop by and introduce yourself.

# **GLASS EXPO WEST**

#### BARRY WOOD, VP MARKETING AND COMMERCIAL DEVELOPMENT

It has been a while since a regional show has been held in California. That changed in February. Glass Expo West was held in Ontario California February 5-6. Fortunately, Ontario is well out of the way of where the wild fires were burning just one week earlier.

sites that we use, trying to learn

Other than the newness of the location, there was not anything that really stood out about the show. It did have good traffic, and there were attendees on the floor up until the show closed, which is somewhat unusual. Most shows die well before closing.

As is the case with most regional shows, most of the show visitors are hand cup users, and I only got a few questions about machines.

# SAFETY UPDATES - NEAR MISSES

#### CHRIS MILNE, SAFETY & TRAINING

Hello. I wanted to talk a little bit about near misses.

Alot people don't know the true meaning of a Near Miss. I know many years ago that if something happened to me or a coworker and damage to equipment, it did not involve a trip to the hospital it was considered a near miss. something DID happen In some cases that is true and is an Incident or but there are instances where a person may get a minor cut or bruise. Are these near misses? Most people consider them to be but that is not the case. If you have a cut or bruise, even damage to equipment, it means that

something DID happen and is an Incident or Accident. A TRUE near miss is when something almost happens

but doesn't cause harm or damage.

Everybody here at Wood's Powr-Grip can help by identifying and reporting true near misses. The goal of reporting all the near misses is to capture hazards in the workplace before it causes harm to anybody. Near misses are the first step to larger issues in the workplace so by everybody pitching in on

reporting, it may save somebody, even you, from having a serious accident. Thank you.

VS. **Incident** Accident

Near miss



# **Near Miss**

No contact, no damage Almost happened

**Incident** 



If you have a

cut or bruise, even

it means that

Accident.

# The Montana Department of **Transportation**

recognizes

**WOODS POWER** GRIP

for dedicating 20 years of service to the Adopt-A-Highway Program

Walt Houghton



Contact made and injury or damage occurred

# **WPG-APPROVED EARBUDS ISOtunes WIRED ISOtunes FREE or FREE 2.0** <sup>\$</sup>80-110 ISOtunes PRO or PRO 2.0 ISOtunes Xtra or Xtra 2.0 Apparel vouchers can be used to purchase earbuds! See Mary Wallace for more information.

# CLAIRE ANDERSON'S COMMITMENT MAKES A DIFFERENCE FOR CASA KIDS

# Thank You, Clovre!



We are beyond grateful for Claire, a 7th grader from Laurel Middle School, whose kindness and determination are truly inspiring! As one of just 10 students selected for the Benjamin Project, Claire was given \$100 to make a difference in her community.

She chose to pay it forward and turned that \$100 into \$1,100 to support CASA kids! Through conversations with local businesses and community members, Claire helped raise funds and awareness for children in our local foster care system.

"I just really wanted to help kids who needed it the most," Claire said when asked why she chose CASA.

Claire, thank you for your hard work, your heart, and your commitment to making the world a better place for kids!

**Donations made by:** EBY, Hair on Main, Town & Country Supply Assoc, Yellowstone Bank, Woods Power Grip, GFK Trailer Sales, Inc., Dynamic Designs, Holly & Jason Anderson, Kelly & Sheryl Brester, and C&B Operations.

# WPG SHOWCASES CAREER OPPORTUNITIES AT LHS CAREER FAIR



















# WPG COMPANY PICNIC - BRING THE WHOLE FAMILY!

Mark your calendars for a day of food, fun, and festivities at the WPG Company Picnic! We'd love for you to bring your kids, grandkids, or even a few close guests—just maybe leave the whole neighborhood at home.

# Feast-Worthy Food & Refreshing Drinks

Get ready to dig into mouth watering brisket and pulled pork, alongside classic favorites like mac & cheese, coleslaw, potato salad, and fresh rolls. We'll also have a wide variety of beverages to keep everyone cool and refreshed.



## **Kid-Approved Entertainment!**

A giant bouncy house that can hold up to 20–24 kids at once—plenty of room for jumping joy! From 1:00 to 3:00 PM, a talented airbrush tattoo artist will be on-site, offering kids their pick of fun and colorful designs.

# **Cornhole Tournament - Join the Competition!**

Think you've got good aim? Join our WPG Cornhole Tournament! Teams will be chosen at random to mix things up and keep it fun. You must sign up by May 21 to participate—don't miss out! It's all in good fun, with some friendly competition and great prizes!

## Save the Date!

- Where: WPG West Parking Lot
- When: Saturday, June 7, 2025
- Time: 1:00 5:00 PM
- What to Expect: Delicious food, amazing people, exciting games, and family-friendly fun for all ages!

# **RSVP Today!**

Help us plan the best day possible—make sure to RSVP and sign up for the cornhole tournament May 21 if you want in on the action! We can't wait to celebrate with you and your family!

# IS IT REALLY YOU?

#### LEE ANN WOOD, MARKETING ASSISTANT

Once again the issue of Real ID is coming up. They have set a hard deadline, again, of May 7th. This means that you will need to have an ID that passes the Real ID smell test in order to enter federal building, nuclear plants or to get on a plane. ID's that qualify are:

- A drivers licenses that is Real ID compliant a regular driver's license is not compliant as you did not pay enough for it to prove it was you. It has to have a star on it.
- A passport or passport card
- A military ID
- A Tribal ID
- Permanent resident card
- Veteran Health ID Card

Here is hoping it is really you and that you are allowed into nuclear plants so you can glow. Happy Travels



# UPCOMING EVENTS

WPG Holiday Monday, May 26

## COMPANY PICNIC RSVP & CORNHOLE ENTRY DUE DATE

Wednesday, May 21

### **COMPANY PICNIC**

WPG Employee Event Saturday, June 7

### PHOTO CONTEST

Photo Entry Deadline Tuesday, June 17

#### **BLOOD DRIVE**

Donation Event Thursday, June 19

### 4<sup>TH</sup> OF JULY

WPG Holiday Friday, July 4

#### **LABOR DAY**

WPG Holiday Monday, September 1

## **WOODY OPEN**

Employee Golf Tournament Saturday, September 6

## **THANKSGIVING**

WPG Holiday Thur -Fri, Nov 27-28

### **CHRISTMAS PARTY**

WPG Event Friday, December 5 (NOTE - NEW DATE!)

## **SHUTDOWN**

WPG Holiday Wed-Thurs., Dec 24-Jan 1

# FOOD TRUCKS coming to WPG

LIL RED WAGON Thursday, May 8

BAKED & LOADED
Thursday, May 15

**406 WINGS** Thursday, May 22

**406 WINGS** Thursday, June 12

**LIL RED WAGON**Wednesday, June 18

**406 WINGS** Thursday, July 10

BAILEY'S FROZEN NOVELTIES

Thursday, July 17

**LIL RED WAGON**Wednesday, August 6

For your convenience and to ensure your order is ready on time, please place your order in advance at the reception.

Available from 8–11 AM on the morning of the food truck visit. Watch Announcement Board for changes and/or additions.



# LOCAL 27 SENDS THANKS FOR TRAINING SUPPORT

Hi Holly,

I just wanted to reach out and thank you for everything once again. Our JATC asked me to present some information about a few of our classes at a recent committee meeting. The Wood's class that we put together using curriculum and tools that you provided us with got great feedback. I presented a lesson plan and some of the curriculum along with a slide show with pics of recent classes that I want to share with you.

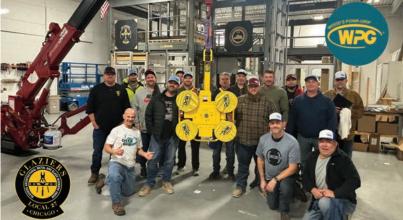
The Wood's class that we put together using curriculum and tools that you provided us with got great feedback.

In December we had a successful apprentice class as well as a journey-person upgrade class. All in attendance loved taking home some Wood's merch that they could proudly wear on the jobsite.

Thanks,

Rick Braze Apprentice Instructor Glaziers27.org Glaziers Union Local 27 Lyons, Illinois















# **GET READY FOR SOME 4TH OF JULY FUN!**

SHANNON CURRY, HR/PAYROLL GENERALIST

We're excited to announce that WPG will once again have a float in this year's 4th of July Parade! The theme is "Red, White, and Boom!", and we can't wait to bring that spirit to life with your help.

We're calling on all creative minds—if you have fun ideas for how our float should look, feel, or sound, please share them with Shannon. Whether it's decorations, music, costumes, or a cool concept that fits the theme, we want to hear from you!

Want to help bring the float to life? We're looking for enthusiastic volunteers to help build and decorate the float in the days leading up to the parade.

And on parade day, we n e e d walkers and riders! Whether want to ride on the float or walk alongside and hand out goodies, it's a great way to represent WPG and join in the community celebration.

To pitch an idea, sign up to help, or join the parade crew, please

see Shannon. Let's make this year's float the best one yet—Red, White, and BOOM!

To pitch an idea, sign up to help, or join the parade crew, please see Shannon. Let's make this year's float the best one yet—Red, White, and BOOM!

# JULY 4TH PARADE FLOAT HELP WANTED! DESIGN GURUS WANTED Help brainstorm and create fun, eye-catching float design ideas

**JOIN THE** 

# DECORATING CREW

Lend a hand setting up and bringing the float to life

## **FLOAT RIDERS**

Ride along and wave to the crowd in style

# WALKERS WELCOME

Walk with the float and spread the festive cheer

Whether you're crafty, spirited, or just want to be part of the action—we want you on the team! See Shannon to sign up.

# FROM SNOWMAGEDDON TO SUNLIGHT: MAY WE NEVER SPEAK OF FEBRUARY AGAIN

STACY LAWVER & LEE ANN WOOD, MARKETING

As we bask in the beauty of May, February feels like a cold, slushy fever dream we've finally woken up from. This year, we had snow on snow on snow—and not just in our imaginations. With a whopping 30.7 inches of snow, February slid into 4th place for the snowiest month on record. (Gold medal still goes to April 1955 with a blizzard-worthy 42.3 inches... apparently spring wasn't in a rush that year.)

Oh, and 1955 also holds the grand title for snowiest winter in Billings history with a backbreaking 127.9 inches. Yikes.

A heartfelt thank-you to Tony and the maintenance crew for rescuing our parking lot and sidewalks from their frosty fate. You deserve snowplow capes.

https://www.extremeweatherwatch.com/cities/billings/most-monthly-snow

