

Elsner Communication Newsletter

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ELSNER™

— PURPOSE BUILT PRECISION —



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A Message from the President/CEO *Bert Elsner II*

What is your outlook on life when opportunities are presented to you? How do you perceive the world around you and your work? Do things happen *to you* or do things happen and you decide how to react?

There are thousands of stories of how successful people start with a plan. People without a plan can also be successful but the odds of this are significantly lower. For many years Elsner Engineering Works did not have a very good plan. We saw small opportunities in several markets and became well known for our quality machinery there. We rarely ventured beyond our comfort zone. We weathered market downturns and profit declines. We also got lucky and had great years from time to time but often, we did not have a solid plan for success.

What is our plan for success now? Embracing growth, anticipating, and planning for success! We are not here to *survive*; we are here to THRIVE and GROW. Our biggest focus is building converting machinery for nonwovens related products, industrial water filtration products and medical disposables. We also machine cool parts for local businesses who trust us to keep their non-Elsner machinery running with repair parts. Our most recent successful venture is the Elsner Tech Center (ETC) across the street. We have been blessed to play a large role in combating the pandemic and keeping our families and healthcare workers safe!

I am sure we will have ups and downs with our different product focuses and may stop growing for short periods as we readjust to market conditions. But what we have now, that we did not have many years ago, is a plan for success and more talented employees than in the history of our company (that includes YOU).

Now I ask ... when challenging situations occur at Elsner, is your plan to treat them as an opportunity to take us to the next level of growth and success?

Safety Talk

Overhead Crane Safety

Overhead crane accidents cause severe injuries and fatalities every year. Preventing these disasters requires workers to recognize certain hazards that occur during operation and follow safety procedures to avoid them. The three most common hazards involving overhead cranes include electrical hazards, overloading, and materials falling/slipping from overhead hoists.

Electrical Hazards

According to OSHA, nearly 50 percent of overhead crane accidents are the result of machinery coming into contact with a power source during operation. Furthermore, cranes should be kept away from unsafe working areas; OSHA and ANSI both outline safe distances operators must maintain from a power source when working at a job site. Areas that are considered hazardous are referred to as danger zones, and crane operators should be clearly notified of all potential danger zones. The area within a 10-foot radius of a power line is considered an unsafe work area—or danger zone—and it must be clearly marked on the ground by insulated barriers, fences, tape, etc.

Overloading

When a crane is overloaded, it is subject to structural stresses that may cause irreversible damage. Swinging or sudden dropping of the load, using defective components, hoisting a load beyond capacity, dragging a load, and side-loading a boom can all cause overloading. OSHA estimates that one crane upset occurs for every 10,000 hours of crane use. Nearly 80 percent of these upsets can be attributed to predictable human error when the operator inadvertently exceeds the crane's lifting capacity. It is crucial that any crane operator know the weight of a load and the capacity of the crane. Using technologies such as load-measuring systems for training and planning can greatly reduce the hazard of overloading and operator incompetency.

Falling Materials

Falling materials is a major concern at any workplace using overhead cranes. Visual impairment, two-blocking, slipping, mechanical failure, or operator incompetency can all result in serious injuries or fatalities. If materials are not properly secured, for instance, the load can slip and land on workers in the vicinity or cause major damage to property. One way to reduce the risk of falling materials is to perform regular maintenance of hoists. Load testing maintenance ensures that you know how many pounds the hoist can handle, and it helps to maintain good working condition. Employees working around overhead cranes should always wear proper head, foot, hand, and eye protection.

The crane operator and any workers below should also be aware of his/her surroundings and never walk under a lift. A crane operator must always lower a load to the ground before leaving the lift or during idle times. When moving items, he or she should never raise the load higher than required for clearance.

When operating a hoist, properly trained employees in the vicinity should understand that they are working in a dangerous area. The person responsible for managing the hoist should be well trained and qualified. Moving the crane too quickly and jerking the hoist when it is bearing a heavy load can be hazardous to the crane operator and workers nearby. Changing or reversing direction should be done slowly and carefully. Reversing direction can cause heavy loads to spill, and swinging the load is very risky.

Remember! Operators and controllers must maintain 100 percent focus on the task at hand to avoid potentially dangerous situations when operating an overhead crane.



Quality Talk

Joe Despines

We are past the halfway point of 2020, and I am finally getting my monthly reports standardized to the point I can compare month-to-month data. July has shown a slight increase in inhouse quality issues. Although there was no vendor scrap, the vendor rework was especially costly. As I mentioned in last month's quality talk, rework generally costs the company more.

For example, one bad part that makes it out to the assembly floor can put the assembly team almost 20 hours behind on one machine build. The boring mills might be tied up for eight more hours in set-up and rework putting that department behind as well.

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We recognize mistakes may happen from time to time, and it can be easy to point fingers and cast blame on other people but in the end, quality issues can affect everyone at Elsner.

When mistakes happen, the Elsner team comes together to professionally come up with a solution and move forward. We learn from it and become stronger as a team.

We are getting busier by the day and stress can creep in, but we have to maintain our high standards – the standards that make us stand out from the rest; the standards that make us Elsner Engineering Works, Inc.

MACHINE SHOP News

Derek Roth

Employee Updates:

- Tim Davis started August 17. He is training on the Daewoo Mills for second shift.
- Christopher Robinson started Monday, July 27. He is training on the Manual/Clausing Mills for second shift.

Shop:

- Two G3s from stock 86000, 86300, and 82500 are finished in the Flow Cell and have been moved to be put in line. Assembly is now starting 87000 and 88000 stock builds. This will include 87300, 87500, and 88200.
- Please keep up with the SQDC boards. These are reviewed each week.
- OEE – As discussed in our group meetings, all numbers should be turned into me Monday mornings by 8:00.
- Please turn any tooling needs in to Skip.
- On September 3 and 4, a group from Mantec will be at our company for a Lean Certification. They will spend some time in the shop, and we may be asking a few employees to assist with this.

Machines:

Please make sure you are meeting the deadlines for your machine maintenance due dates. This is vital to keep the machines in good working condition as well as ensuring their safe operation. If you are unsure of your appropriate schedule, please see me.

ASSEMBLY News

Ed Kline

Assembly Floor Changes:

- Three Service Techs and other assembly resources are working on getting the ISI #2 ready for startup. We will begin the guarding around the machine very shortly in preparation for startup.
- We are in final debug mode for the 2nd EMF and APB machines. We hope to have the FAT by the beginning of September.
- We have 2 more ENR-G3 machines in position for startup and debug. The team has been doing a great job getting parts and getting these machines together.
- We have started the next ENR-G3 and ENR-1000 in assembly.
- The Elsner Trim Saw is assembled. We are still working on startup and debug issues.

Shipments:

- We have shipped the first of two EMF and APB machines.
- The ISI SRD-960 machine has shipped.
- We have shipped two ENR-G3s this month.
- The MPR-42 will ship 8/27/20.

CONTINUOUS IMPROVEMENT News

Andrew Trostle

We received 15 ideas throughout the month of August. This brings the total ideas submitted year-to-date to 31. We have completed 12 of the 31 for a completion rate of 38% year-to-date. Our cost savings generated is **\$12,735.00** year-to-date.



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The winners of the Ideas Program participation gift card drawing for the month of August are:

Tom Herren and Crissy Stambaugh

Please see Morgan for your gift card.



Over the next few months, Elsner will be introducing standard work in order to create repeatable training practices and ensure processes are effective and measurable. Supervisors and managers will be trained on how to create standard work and ways to keep their teams updated on new policies as information changes.

We have created a folder in the O: drive, titled *Processes*, to house these documents. We will standardize our work in two different ways, *Process Mapping* and *Work instructions*. You can see an example of both here [O:\Processes](#). Process Mapping will be used to document high level flow of a department or area, while work instructions are more detailed to tell someone how to perform a task. If you have questions or would like to know more, please feel free to ask any member of the C.I. team or Charlie.



We will be hosting two upcoming events in September for a LEAN Train and Do event. On September 3 and 4, we will host the SMED (single minute exchange of die) Train and Do which will be at the Doosan 473 to work on set up reduction. The group will utilize SMED to reduce changeover time during the setup process.

On September 15, this same group will 5S the sheet metal area in the steel bay to improve organization, space utilization, and limit waste. Members of this group come from multiple manufacturing environments and will work to help us establish new ideas and

processes where applicable. All visitors will be required to wear masks, and we will hold much of the training in the new expansion office area. Travel to the small mills and saw will occur as needed to view these areas and their processes.

You may be asked to join one of the teams to participate and learn along with them. These activities benefit the entire company even when they do not take place directly in your area.

ALL SHOP News

Charlie Slayton

Elsner completed and will ship 6 machines in August - assembly updates will provide the detailed list for those interested.

Great job everyone!

All new ENR and G3 machines are being released to the new process. Training took place to show you the new travelers and documents that go along with the jobs. If there are any additional questions, please direct them to your supervisors so we can get them answered.

Second shift will be starting next month. This is new for all of us, so please help where you can during this transition. This is crucial for our continued build rates for all of our customers.

A new measurement of our CNC machine time is being started. It is called OEE.

Overall Equipment Effectiveness

If you have any questions about this measurement, please see Derek or Charlie directly.

SALES News

Jay Roth

Sales:

There were three more ENR sales in the month of August with no clear end in sight.

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Diversey is a new customer based in South Carolina. They purchased existing Elsner customer, WypeTech in Milwaukee, and this is where two new G3s will go.

Guy & O'Neill increased their order quantity from 1 to 2 as they continue to grow. It is amazing that G&O will get serial number 40, when they just took possession of serial number 1 in late 2017.

Congratulations to everyone who has had a hand in designing, building, and supporting the G3!

Customer Service:

Customer service remains busy and is doing all they can to help our customers, especially those in wipes as they navigate these crazy times. In addition to recently welcoming Lyn Haring as a full-time employee, we will be adding another Customer Service team member soon. This will allow us to assist the Contract Manufacturing team with the influx of PACO work.

ETC:

The ETC remains at capacity as well. We are now running the KPR producing rolls of parchment paper; two MPRs running wipes; REBEL's ENR-1000 for a mix of their products; and the V-4 line converting Kraft paper. The logistics of this large production load has been a learning experience. We are now seeing what our customers face on a regular basis. The ETC will remain busy for the foreseeable future.

HR Corner

Lynneah Smith

Employee Updates:

- Lynette Haring, started 8/3/30: Customer Service Rep
- Timothy Davis, started 8/17/20: CNC Mill Machinist (2nd shift)
- Ned Walsh, started 8/17/20: Sales Engineer
- Elizabeth Forbes, started 8/17/20: ETC Machine Operator (1st shift)
- Alex Miracle, started 8/17/20: Assembly Support
- Donald Lehr, promoted 8/24/20: Service Technician

Recruiting Updates:

DAY SHIFT:

- Customer Service Representative (1)

EVENING SHIFT:

- CNC Mill Machinist (1)
- Horizontal Boring Mill Machinist (1)
- Manual Mill Machinist (1)

Evacuation Plan:

The Safety Committee is currently working on an updated Emergency Action Plan which will be shared with the team as soon as possible. In the meantime, please report to the grass hill between the parking lot and Industrial Avenue in the event of an emergency. More information to come.

August 2020 Employment Anniversaries

Leo Schachle
33 years

Harry Landis
7 years

Liza Espiritu
1 year

Bert Elsner II
22 years

Andrew Trostle
3 years

Crissy Stambaugh
1 year

Joe Despines
21 years

Tyke Duncan
1 year

Nick Voll
1 year

Thank you for your continued support to Elsner!

\$1,000

PRIZE!



LAUNCH INTO HEALTH

TEAM WELLNESS CHALLENGE

**SEPT. 7, 2020
TO
OCT. 2, 2020**

**THROUGH
HEALTHCHECK 360
APP OR WEBSITE**

**\$1,000
TEAM PRIZE
VIA
PAYROLL
DIRECT DEPOSIT**

- SIGN UP IN TEAMS OF 3-4.
- TRACK YOUR TEAMS # OF ACTIVITY MINUTES DAILY, VIA FIT-BIT OR BY LOGGING MANUALLY.
- TEAM WITH THE HIGHEST # OF MINUTES WINS!

SIGN UP BY SEPTEMBER 4TH

SEE LYNNEAH WITH ANY QUESTIONS.

**Haven't created an account yet with HealthCheck360?
No problem!
Follow the instructions below (or see Lynneah for assistance):**

CREATE YOUR ACCOUNT

- Download the myHealthCheck360 app
- Click **Create an account** and enter your information
 - Your company code is **ELSEW**
 - Your unique identifier is your **last 4 SSN**
- Agree to the terms and conditions and click **SIGN UP**
- You can also create an account via computer by visiting www.myhealthcheck360.com

CONNECT YOUR DEVICE

Get the most from your myHealthCheck360 experience by connecting a device like your Apple Watch, Fitbit, or a tracking app like Apple Health or MyFitnessPal.

To connect a device:

- Select **More** at the bottom of your screen
- Select **Connect Apps & Devices**
- Find your fitness app or device and select **Connect**
- Select **OK** and login to your fitness app's account

THIS MONTH IN THE QUESTION BOX

There were no questions in the box this month.

Questions regarding the information in this newsletter?

Contact Lynneah for assistance.

