

Elsner Communication Newsletter

Volume 1, Issue 8

October 2020

ELSNER™

— PURPOSE BUILT PRECISION —



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

Much of my time is spent approving or creating resources for each department to use for efficient daily operations. Those resources could be anything from trucks to haul raw material for the ETC, to hiring employees to run a second shift, or even approving funds for a building expansion.

Most recently, I have freed up employees from one of our revenue sources and redirected them to a more urgent need. Elsner has temporarily suspended Contract Machining sales efforts so that Ed Garvick and Lyn Danner can focus their short-term efforts on helping Joe Sneeringer and his team outsource a larger amount of work for our nonwovens converting equipment. (Adam Klunk will still work with Paco customers and repeat CM customers that already have projects with us.)

Even with the expanded building and recently hired machinist and assemblers, Elsner is not able to meet machine deliveries required in less than 12 months. That means that our global competitors have an opportunity to get into OUR customers and potentially take sales opportunities from us. We can't let that happen as there still exists the potential for over 20 more ENR style machines to be ordered in the next six months. Keep in mind that over 40 of these machines have already been ordered since May of this year.

We must rise to this opportunity for growth and ask other high-quality machine shops for significant help. These are good problems to have!

Keep up the great work!

Safety Talk

Proper Mask Usage

As the coronavirus pandemic stretches on with a second wave of cases following the re-opening of many states and cities, wearing a mask has become an important part of daily life.

How to Properly Wear a Mask:

The CDC recommends keeping these criteria in mind when wearing a mask or face covering:

- It should be snug but comfortable against the sides of the face.
- It should cover the mouth and nose.
- It needs to be secured with ties or ear loops.
- It should be made with multiple layers of material.
- It must allow you to breathe without restriction.
- It should be able to withstand machine washing and drying without getting damaged or changing shape.
- Disposable masks should be thrown away after each use.

How to Keep Masks and Face Covers Clean:

The CDC recommends washing cloth face masks frequently, either by hand or in a washing machine. Individuals should take care not to touch their eyes, nose, mouth, or face when removing a worn face covering, and to wash their hands immediately after removing them as they may carry infections contaminants.



Quality Talk

Joe Despines

A note to the machine shop: Our 3/4"-1" ID mic is out for repair at Starrett and should be back soon.

One of my former Navy Chiefs once said to me, "You don't have time to do it right the first time, but you always have time to do it again." His point was that if you try to rush through something or cut corners the first time, you're likely going to have to make the time to do it again. Why not save yourself the headache and do it right the first time?

Have you ever thought of your job at Elsner as being a salesperson? You are. Everything you do or make goes to a consumer. You're providing a service, whether it's to the next operation within the shop or actually going out the door. That makes you the point person for your product. The more product you "sell" the more profitable you are. If your product is bad or super expensive, no one will want to buy your product. Your profitability goes down.

Within our walls, your product keeps the "Elsner economy" rolling. If your product is good, everyone is happy and profitable. If your product is bad, our economy slows down. People get nervous and start to scramble because no one wants a recession.

So, what is your part in this Elsner economy?

Just like the free market economy we are structured in on a global level, consumers are looking to get the best product for the cheapest cost possible. The best way for you to stay competitive in the Elsner market is to take the time to do things right the first time. You should continuously search for better and more efficient ways to make your parts while maintaining the highest quality standards possible.

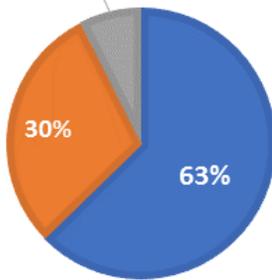
The last thing anyone wants is to have our customers seek out a different vendor for your product. Stay frosty.

Below you will find metrics for our number of inspected parts, rework and scrap for the month of September.

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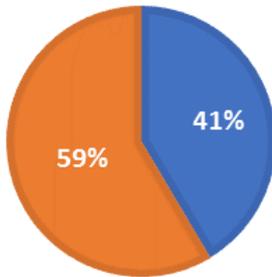
INSPECTED PARTS SEPTEMBER 2020

■ TRAVELER PARTS ■ NO TRAVELER PARTS ■ SQDC PARTS



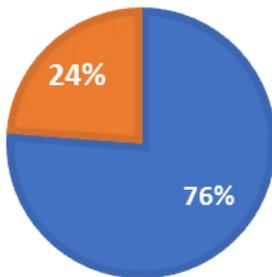
REWORK SEPTEMBER 2020

■ VENDOR REWORK ■ EEW REWORK



SCRAP SEPT 2020 (42)

■ VENDOR SCRAP ■ EEW SCRAP ■ RMA SCRAP



ASSEMBLY News

Ed Kline

Assembly Floor Changes:

- ISI machine #2 is in the startup process. We are still looking for a few parts to complete the assembly. We hope this goes a little easier since we have completed the first machine and are almost finished with the install at the customer's site.
- We have another ENR-G3 that is being prepared for shipment. We are working on the startup and debug of the ENR-1000 that is in the area.

We are about ready to move another ENR-G3 into the startup area as well.

- We have completed the FAT for the Elsner Trim Saw. We are preparing it for shipment this month.
- We completed 4 machines for contract manufacturing. This allowed us the chance for 5 more of the same type.

Shipments:

- Three ENR-G3s have been installed this month.
- We will ship 1 more ENR-G3 by the end of the month.
- Elsner Trim Saw will ship.

**Thank you to
our Service Techs!**

Thank you to our Service Techs that have been traveling to and from Mexico. Well wishes to Jon, Alex B and Eric for their China visit.

CONTINUOUS IMPROVEMENT News

Andrew Trostle

For the month of October, the CI Team received 13 new ideas on our Ideas Board! Five of those have been completed, bringing our total ideas to date to 53 and our in-progress ideas to 30. Our cost savings from ideas so far is **\$35,537.83**.



On our board we have a running list of all ideas we are currently working on. We also have a few larger projects where we are looking for team members to help us implement solutions. Check out the board if

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you would like to join one of our teams and be a part of a project!

CONGRATULATIONS TO OUR WINNERS!



The winners of our monthly gift card are Joe Despines and Noah Russell! Please see Morgan for your gift card.

ALL SHOP News

Charlie Slayton

Updates in Manufacturing:

- James Wheeler accepted the lead position on second shift. Please help James in any way we can to continue growing the second shift. Congratulations James!
- **Safety Committee-** Is looking for additional team members. It is critical that we have a self-governed safety program. If there is not a committee member from your department, consider joining the team!
- **Epicor Scheduling** is getting built behind the scenes. We are working to get the scheduling module in Epicor to run the way we want it to. This will eliminate hours of manual planning and follow up with the shop. In order to make the scheduler work effectively, we need everyone to be very accurate with your MES times. If there are any questions about MES logins or how to account for time, please come and see me directly.
- **Continuous Improvement Opportunities** will be open all year. There are a lot of ideas submitted and projects planned. Please join a team to help the CI team make improvements whether it is in your area or not.
- **Production Updates-** ELSNER shipped 4 machines last month (September). Two G3s, an EMF, and an APB machine! Keep up the good work team! We are currently planning to get 4 machines per month in assembly. All these parts are allocated to jobs so please do not use them for other reasons without getting them reissued to the right job. We have 33 machine builds

already open through Engineering, and more on the way.



We have a lot of work for a variety of customers scheduled- be diligent and use time wisely. We cannot afford to let down our customers.

SALES News

Jay Roth

Sales:

Since the last update we have sold (4) more G3s, (3) more ENR-1000s and (4) V-5s.

The V-5 order has been in the works for several years now and it is great to see it finally come to fruition. We continue to be very thankful for the position we are in.

Although our discussions of lead time are getting more difficult, our solid reputation and quality craftsmanship of our machinery is keeping us in high demand. We know that customers are looking elsewhere for shorter lead times. We have lost a couple, but they will come back in the long run.

A recent order was being quoted by Bretting, a competitor near Green Bay who was promising a 4-month lead time. However, the deal came back to ELSNER as the customer weighed their big picture plans.

As far as ENR sales, we are not done yet!

We continue to fight for every sale and will not let complacency set in. With recent sales of 2 machines each to Guy & O'Neill and Kleen Test Products, we will be building serial numbers up to 42 of the G3 with just 3 years on the market.

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Even with the great number of machines already under construction, we predict double digit sales still to come in 2021.

Customer Service:

In the Customer Service area, service visits remain a juggling act. If you see the board in the customer service office, we will have multiple techs in the field for the foreseeable future. We will be adding a TV display to help us keep track and provide visibility to this schedule.

The team continues to serve our customers well as the wipes companies continue to need assistance and some of our other customers get back to work.

ETC:

At the ELSNER Tech Center, 3 shift operation continues.

We will see a slight drop in activity as the REBEL ENR-1000 will finally ship in early November, but we are still seeing huge demand for converting services and 3 shift operation will continue into 2021.

There will be a slight gap in having an ENR at the ETC, but we do have a G3 slated for our use there beginning in January 2021. We will also finally add a V-5 to ETC operations after the 4 sold machines are built. True to our reputation, the V-4-30 that is currently running 24/6 is around 40 years old and continues to crank out production.

A 'thank you' to the Elsnor service techs and Joe Despines for assisting with training and maintenance of these machines.



HR Corner

Lynneah Smith

Employee Updates:

- Gareth Hersh, CNC Mill Machinist (2nd shift), started 10/5/20
- James Wheeler, 2nd shift Machine Shop Lead, promoted 10/18/20
- James "Jim" Fuller, Machine Shop Supervisor, starting 10/26/20

Recruiting Updates:

DAY SHIFT:

- Sales Engineer (1)
- Inventory Control Specialist (1)
- ETC Machine Operator (1)
- Service Technicians (3)

EVENING SHIFT:

- Horizontal Boring Mill Machinist (1)

Benefit Open Enrollment:

ELSNOR has received a flat renewal for our new benefit plan year beginning December 1, 2020, running through November 30, 2021. The premiums that are deducted from employee paychecks bi-weekly will not change for medical, dental or vision insurance for the new plan year.



All full-time employees are required to participate in the benefit open enrollment through their personal ADP account. This is the only time you are allowed to make changes to your insurance plans (unless you experience a qualifying life event throughout the year). Even if you intend to re-enroll in the same plans you currently participate in, you must complete the benefit enrollment in ADP.

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Open enrollment will begin Monday, November 2 and run through midnight on Friday, November 13. If you do not complete the benefit enrollment in ADP, you will not be eligible for any benefits including medical, dental and vision insurance until December 2021. Furthermore, you will not automatically receive the \$70 opt out reimbursement for medical insurance if you do not complete the enrollment. Instructions on how to complete the open enrollment in ADP will be provided separately.

Since we are receiving a flat renewal this year and to limit in person exposure due to COVID-19, our insurance broker (EHD), will be hosting a virtual open enrollment information session on Wednesday, October 28 from 9:00AM – 10:00AM. The link to join the meeting will be sent via email. Employees without access to email or computer can register on the shop bulletin boards and join the virtual meeting in the Board Room or Main Conference Room.

Please stay tuned for additional information.



COVID Health Screen Questionnaire Reminder:

In order to continue to help prevent the spread of COVID, please remember to have **all visitors** complete and return the **Elsner Health Screening Questionnaire**, prior to their visit to our facility. Completed forms should be emailed or given to Tiffanie.

See Tiffanie or Lynneah with questions or for copies of this form.

ELSNER GEAR SALE
OCTOBER 22-NOVEMBER 1

Clothing available in Men's, Women's & Tall Sizes

New 2020 Pricing
Payment Options of Credit Card and Payroll Deduction Available.

Scan this code or go to <https://elsner2020november.itemorder.com/sale> to order
See Tiffanie for more information or assistance with ordering.

Click Here

27 28 29 30 31
ELSNER CLOTHING EXCHANGE

DO YOU HAVE ELSNER SHIRTS THAT DON'T FIT?

Bring in your gently used Elsner shirts, sweatshirts, jackets, etc... to the Elsner Clothing Exchange to swap with your fellow Elsner Coworkers!

EXCHANGE GUIDELINES

- Clothing must be gently used, free of holes and tears.
- Clothes must be laundered before being brought in.
- Clothes can be dropped off to Tiffanie at any time.
- All employees are welcome to choose from ANY of the clothing items in the exchange area (Located in the closet in the front office hallway next to IT Dept.) at any time.

SEE TIFFANIE OR LYNNEAH WITH QUESTIONS

October 2020 Employment Anniversaries

Lyn Danner- 40 years
 Tim Roth – 34 years
 Randy Hoffacker – 33 years
 John Markle - 23 years
 Ed Kline – 2 years
 Justin Cherry – 1 year
 Chad Conrad – 1 year
 Lucas Mitchell – 1 year
 Alexa Spoonire – 1 year

Thank you for your continued support to Elsner!



mark your calendar!

Please mark your calendars for these upcoming Elsner events. More information to follow:

October

- October 29: ELSNER Halloween Costume Contest
- October 29: ELSNER Trunk or Treat for employees, families, and friends

November

- Monday, November 2 through Friday, November 13 - Benefit Open Enrollment via ADP
- Tuesday, November 17 – OMY Hearing Screenings

December

- Thursday, December 3 and Tuesday, December 8- Onsite Biometric Screens



THIS MONTH IN THE QUESTION BOX

Q1: Can we get lockers in the addition?

A1: Yes, we are currently working on this and hope to install them soon.

Q2: Can the bulletin board in the new addition have the same postings as the one at the time clock?

A2: Yes, we will be sure the new bulletin board has birthday, anniversary, etc. posts as well.

Q3: Can we get a 'bulletin board' TV in the addition like in the breakroom and above the main time clock?

A3: Yes, we will work on getting this installed in the near future.



**Questions regarding the
information in this
newsletter?**

**Contact Lynneah for
assistance.**