

Clampco Clips

November 2017



The Safety Corner

Something a lot of people, especially younger people, don't realize about hearing loss is how much MORE there is to it than just "needing to listen to things louder when you're old" or "some ringing" to varying degrees. My father has hearing loss which he incurred on the job - he was a miner in the 70s then turned to factory work after he immigrated and with the sound levels at work he did permanent damage to his hearing. Tinnitus is one element, hearing loss of certain frequencies is another. But the most toxic thing about his hearing loss is how it's affected his relationships. He is increasingly isolated as time goes by; he tunes out of conversations because he can't understand people in a crowd, so at every party we go to I look over and see him sitting there either playing on his phone or looking glazed or smiling & nodding... but he's always the first one to want to leave somewhere, dragging my mother with him because he's bored. So, socializing has just become a chore. It's also affected his relationships at home; he never hears us the first time we ask a question, but he's convinced it's because we're mumbling (we aren't). So, he gets really irritated, even angry, and is frankly always ready to be in a bad mood. Imagine if every single casual question your roommate/wife/husband/sibling/child asked you filled you with annoyance-to-rage. "What would you like for dinner, Dad? Dad? Can you hear me?" "What?" (said with a cold glare). "What would you like for dinner?" "WELL I DON'T KNOW WHAT ARE THE OPTIONS." (said with total irritation, like we're being a huge pain). All of this rudeness, all of this anger, comes from being deaf as a post. It would be tempting to think my dad's just an angry man with no manners, but he isn't - when he has functioning hearing aids and this problem is greatly reduced, his entire demeanor is different. He's easy-going, appreciative, participates, listens. But when his hearing aids aren't working, as they aren't now, he's rude, ornery, dismissive, and critically doesn't listen anymore because he knows it's just too much work and he won't hear it all anyway.

I've known several people who've lost their hearing later in life, and they've all experienced this anger. It pushes people away, it isolates you, and leaves you feeling miserable. My grandfather was stone deaf by his 90s and apparently used to occasionally pick up his walking stick at the dinner table, when people were talking amongst themselves (big family) and if he couldn't hear them he'd just straight up clear the table with the stick. Imagine how angry you'd have to be to do that? This was a man who adored his family, and was never in any way abusive or difficult before his deafness really set in.

This could be your life, all for the pleasure of hearing some music slightly louder on a bus... or working without earplugs. It's so unnecessary, and it's so common. — **Matt Olszewski, Safety Director**

Ugly Sweater Contest

Wear your Ugly Sweater on Tuesday, December 12 for a chance to be crowned the Ugly Sweater winner and receive extra tickets for the Christmas party raffle and a trophy!! Make your own or buy one!

Cubicle Decorating Contest

Start decorating your cubicle on Monday, November 27. The last day to decorate for a chance to win extra tickets for the Christmas party raffle and a trophy is Friday, December 8!!

Voting for both will be on Wednesday, December 13 from 12-1pm for 1st shift and at 4-5pm for 2nd shift!

THERE IS
always, always,
ALWAYS
something
to be thankful for

Employee Recognition

Positive Awareness Forms were
awarded to:

Dylan Waffull, Pam Yoder and Sara Mills
for exceeding the goal of 2500 parts per
day for the double loop cell on 2nd shift
for the week of 10/23-10/26 this helps to
reduce lead time for customers and
eliminates overtime.

Welcome to Clampco New Permanent Hires:

Erik Kildow – 1st Shift

Tommie Seals – 1st Shift

DeNeyl Moore – 1st Shift

Cynthia Gamber – 1st Shift

Alicia Worley – 2nd Shift

William Elfrink – 1st Shift



A Note from the desk of:

Jerry Biagini

Last week I accompanied two of our Sales Engineers, Mike Lawson and Dave Coleman to the Specialty Equipment Manufacturers Show (SEMA). Clampco either exhibits or attends over a dozen shows a year as they afford an opportunity for our Sales Team to network with current and potential customers in a setting which is generally specific to a target market. Examples of show target markets can be marine, construction equipment, bulk material handling or in the case of SEMA over 2500 exhibiting companies in the performance car, truck and accessories markets.

We do not exhibit at this show but there are over 80 former or current customers as well as a few competitors with booths that we can call on in one place. Walking the show also allows us to discover potential customers and applications as well as any new clamp related new product developments.

I enjoy getting out to visit customers as well as seeing the applications where our clamps are used. The performance market is one in which we see a significant amount of foreign (particularly Asian) competition. In the 4 years I have attended this show I have seen many Asian band clamps inferior in quality to ours but sold at such a low price that quality is overlooked. I have also seen improvements in Chinese band and V-Band quality year over year.

Customers pay a premium for our quality, customer service and delivery lead times. We heard from several customers at the show that converted from Norma and Five Star (another Norma company) clamps to Clampco because they could not deliver on time. These examples further reinforce that in order to retain current customers and also to grow our business we need to competitively produce a superior quality product on time to the customer. We can not afford to give the customer a reason to shop elsewhere. In some cases, our clamps and reputation is only as good as our performance on the last shipment.

I'll post some pictures in the plant we took showing some very cool cars and trucks using our clamps. Also, please feel free to ask a member of our Sales Team if you have any questions concerning specific customers or applications.

EMPLOYEE ENGAGEMENT QUESTION

What should our next giveaway gift be? Other than a shirt.

Put answer on line below, cut on dotted line and put in suggestion box! Thank you!
