

Clampco Clips

February 2021



United Giving:

United Giving is still open and will run until the end of the year. If you're interested in giving to a specific organization or cause, please see Jason or Melissa.

Wellness Initiatives:

- Hearing Screens will be conducted on site March 18th
- **The Shoe Truck will be out to help you size and fit steel-toed footwear on March 25th**
- Ian is working on a prescription safety lens clinic to be conducted on site during the last week of March or first week of April. Stay tuned.
- **We're actively encouraging everyone to schedule and attend a yearly well check (or physical, whichever you want to call it) with a primary care doctor. If you bring in proof that you visited your doctor, we have \$25 gift card from Amazon! Please only provide an EOB or receipt of your visit we do not need any personal health information. See Melissa with questions.**

Safety Mention:

We're not off to the best of starts regarding safety this year, but we do understand that when we're really working hard to get product out the door, people are putting forth greater effort. This year we've already seen a mix of everything. Yes, we're asking a lot of people, but we'll never ask you to go beyond simple, and standard safety practices. If you have ideas, let us know!

Unemployment Fraud / Improper Payments:

I'm still taking any potential/suspected unemployment fraud questions. If you have received anything from Ohio Unemployment in terms of applying for benefits or resetting your PIN, or if you've received mystery payments into your checking account. Please notify me! Thank you.

Change Bandit News...

Thanks to everyone and The Venner's match we raised \$755.00 for Akron Children's Hospital!

A Note from the desk of: Jason Venner

It seems as if the world has come to our doorstep with orders, and of course they want them quickly and with first-time quality, which isn't new to us! Given the backdrop of our current sales pace and backlog, we're abuzz right now with mountains of work ahead. To give you some perspective on what we're looking at in terms of an overall operation, here's a quick note from Jerry, our General Manager to the rest of the Management team, earlier this week:

"Our Feb invoiced sales record was \$3,071,989 in 2018. Today we are at \$2,838,588 with three shipping days left in the month! Sales has already booked \$3,184,587 month to date so we need to continue to plan running at this pace for the foreseeable future."

Some have asked me when things will die back down, but my response has been that this perhaps may be our new level of business activity, and that Clampco has gone through these growth spurts before, and we've always come out better on the other side. Think of this as the "short game" in us getting to where we see ourselves in the next few months to a year. And you may not think you're making a difference, but you are, I can assure you. Clampco is taking advantage of this growth opportunity, because we not only need to sustain the growth of our operations in order to service our customers, we need to sustain you, our most valued pieces of the puzzle.

Whenever things have gotten crazy, whether at Clampco or in life, Dad has always asked me to take my thoughts back to core values...Our Quality, Environmental and Safety policies equal 3 legs of a sturdy stool. When you take a look at all three of them, one thing rings true, which is the commitment to continual improvement. We've all heard the phrase "necessity is the mother of invention," and it is during these times that we've been through before when we've learned not only what we're made of, but also what we can be accomplished together through the spirit of teamwork.

I saw this acronym a couple of weeks ago from our Insurance Broker that seemed timely for us at this juncture. And since I mentioned our "core" values through our quality policies, think about what CORE can mean for us as a whole:

C – Control – who has control of our destiny? We do, of course. Doing what we must in order to maintain control of our lead times and our customer base is simply what responsible Companies do. What may seem out of control is us improving our systems, procedures and capacity.

O – Ownership – who owns this? We do, of course. This is our challenge to manage and to work through. We got ourselves to this point, and we can direct our way through it and beyond.

R – Reach – who has the reach? We do, of course. We're the last US, family-owned manufacturer of t-bolt band clamps and v-band couplings. Because we do what we do so well, customers continue to reach out to us for solutions. Although a bit overwhelming at times, it feels good to be wanted, you know?

E – Endurance – Who has the endurance? You guessed it: we do. This is our 50th year anniversary, so the commitment to this Company by so great employees over time is example enough. And it's not just loyalty to the Company, it's your loyalty to each other as well that makes us so unique.