

Clampco Clips March-April 2021



A Note From the Desk Of: Jerry Biagini

Allow me to introduce myself as we have many new faces at Clampco Products. My name is Jerry Biagini, and I am the General Manager here. I am responsible for all day-to-day activities at Clampco, which encompasses overseeing all departments and the company's overall operational and financial performance. I report directly to Jim and Linda Venner.

If you are new here, you may not be aware that Clampco is celebrating its 50th year in business in 2021. The company was founded by Mr. and Mrs. Venner on June 24th, 1971, in a small building owned by Mr. Venner's parents on College Street in Wadsworth. It later relocated to a larger building and a second warehouse on Rainbow Street before the Venner's built the Wall Road facility in 1991. This facility added the Press Room building in 2009 and the latest addition in 2016, which more than doubled the manufacturing area from 55,000 sq. ft. to 115,000 sq. ft. This newest expansion houses many automation cells, raw material storage and packaging, Shipping, Quality, Tool Room, Maintenance and the Swiss Turn areas.

When we christened the new expansion in 2016, we had 168 total employees. Five years later, in 2021, Clampco Products currently employ 230 employees (up 37%). Most of this growth has come from the Heavy-Duty Truck and Off-Road Diesel Particulate Markets. Our clamps hold together sections and components on DPF canisters and assemblies that filter soot and particles from exhaust diesel engines. Clampco's primary customers for these products are Cummins, Faurecia and Eberspaecher.

Diesel Particulate Filtration units also require cleaning after a defined amount of miles/engine hours. Often the clamps are changed at these intervals, and we also sell these replacement clamps both to the OEMs and distributors supplying the shops rebuilding the units. Clampco defines these large customers which we have long term contracts as "Program or Contract Business". This segment currently makes up about 35% of our monthly shipment invoicing.

We refer to the remaining 65% of Clampco's customers as "Core or Traditional Business" These are the 1500-2000 active (have ordered in the last several years) customers who are buying a specific engineered clamp or strap in quantities ranging from 1 to 10,000 pieces. Clampco is the last remaining North American Clamp Company producing custom clamps for a customer's specific need or design.

Emerging from the Covid induced business slowdown in 2020, Clampco experienced an unexpected surge in demand for our products across all of our markets. Heavy Truck builds are forecast to be up 40% in 2021, the Marine customers are operating at capacity, and our Sales Team continues to make inroads into new International and Aerospace markets.

Clampco just completed the best quarter and single month in company history and shipped the most clamps ever, 675,239 in a single month! Growth fuels additional investment in equipment, job stability and allows us to hire and provide employment to more people in the community!

Again, I would like to welcome those new to the company and thank all of our employees for making Clampco a great place to work.

Hopefully, we will soon meet again in person during monthly Safety Meetings to further discuss what is in store for Clampco in the future.

In the meantime, if anyone has questions about our business, our strategy, or anything related to our company or business please feel free to stop me and ask.

Thank you everyone!

Clampco Pulse

We continue to experience a banner year! I know that we're all tired of COVID, and the cycle of new production associates, but we are still making a dent in the clamping world at large! Our main competitors continue to prove to their customers that they are too large and cumbersome to meet their needs. Remember all those pep-talks I was giving folks at this time last year? Yep, it's hit, and we're in the midst of some full-on growth! Our monthly sales in the first quarter of this year alone vs. 2020's monthly and average sales are hitting above our expected targets, with no sign of slowing down. It's literally sent every department into a bunker-like, "get the job done" mentality. As the end of year draws near, which is hard to fathom – but it will at some point – I'd like to be able to look back with everyone and say, "wow, that was a wild ride!" Thank you for your efforts in making this happen! – Jason Venner, H.R. Manager

VAX Status

Clampco Ownership and Management still strongly urge everyone here to obtain their vaccine if they're either still on the fence or not planning on getting one. This isn't a company mandate, but this is also a world event that no one will ever soon forget. It may be frightening and you may feel that since you've already had it, it won't matter. However, take a moment to consider how much your life has *already* changed, regardless of whether a vaccine is available or not. Appointments and locations are becoming more readily available by the day, and we will also work with you if your appointments are scheduled during the work day. My first shot didn't make me feel like a million bucks, honestly, but I didn't decide to get the shot for myself; I did it for my family...and for all of you! 😊

Thanks! ~ Jason Venner

This list isn't exhaustive list, but to get more facts and to find out where to get yourself scheduled you can navigate to:

- gettheshot.coronavirus.ohio.gov
- vaccine.coronavirus.ohio.gov
- www.ohiohealth.com
- my.clevelandclinic.org
- discount-drugmart.com/covid
- gianteagle.com/covidvaccine



Parking Lot:

As a continual reminder regarding the safety of all, we must address the speed at which employees are driving in the parking lot. Please drive slowly. Most especially during shift change, whether we stagger these times or not. Your workday may be over, or it may be just beginning; however, please know that while you are on private company property, we expect that you be courteous toward others. An employee on foot, **always** has the right of way NO MATTER WHAT! Additionally, there is to be **no parking in front of any doorway or bay doors or fire lane**, as this is a violation of fire code. We will not vouch for an employee if we have an emergency and that person's vehicle is blocking a possible entryway into the plant. We will lower our understood speed limit of 15 mph should discourteous driving continue.

