

Northwestern
SINCE 1879
Sterling

March, 1986

The Lightning Bolt

NORTHWESTERN STEEL AND WIRE COMPANY · STERLING, ILLINOIS 61081

Shareholders Form Group, Seek Partner

The Company recently learned that a group of related shareholders, various trusts, the Dillon Foundation, and AIM Corporation had filed a Schedule 13D with the Securities and Exchange Commission. The required document indicated that the group of shareholders now controls 42.7% of the outstanding shares of the Company.

The investment firm of W.P. Stewart and Co. Inc. of New York City has been hired to guide the possible transaction. The shareholders group intends to seek a party to enter into a business combination with the Company or to sell their shares of the Company to a third party. The Company, as such, is not involved in any of these arrangements.

Newly appointed Chairman of the Board, **Peter Dillon**, and Chairman Emeritus, **W.M. Dillon**, are among the group of related shareholders who are descendants, spouses, and relatives of the late **P.W. Dillon**. Depending upon the form of any possible transaction, Peter and Martin Dillon and the AIM Corporation may retain their investment in the Company.

Chairman Dillon explained that "we can't tread water very long while the steel industry is rapidly changing to meet the challenges of a new era. This is an excellent time to look for a new partner who could allow the Company to move quickly to implement the strategies now under development by Company President **Robert M. Wilthew** and his staff.

Numerous strategies are being reviewed by the management staff which represent opportunities for the Company to consolidate its recovery and begin a phase of orderly, rational growth. These opportunities might best be developed in association with a strong, experienced partner, according to Dillon.

A number of steel company



Shown is an aerial view of Northwestern Steel and Wire Company's facilities located on either side of the Rock River. A group of major stockholders has formed and has announced that it is looking for a suitable partner to assist in providing capital necessary to assist in the expansion of Northwestern's facilities.

bankruptcies and plant shutdowns have today made available facilities, equipment, and product lines that could blend into our plans if we were financially able to take advantage of these "once-in-a-lifetime" opportunities.

Everyone who works here knows how critical it is for us to make prompt investments in plant and equipment if we are to quickly increase our yields and productivity so we can become cost competitive with domestic and foreign competitors.

The move to seek a partner is viewed as a positive step by Dillon. "Basically, the group is extending an opportunity to a friendly partner to share in building the Company. It should result in greater job security for all of us."

The search for a partner is currently being explored by W.P. Stewart, who has followed Northwestern's operations for over 15 years. Mr. Stewart has not established a time frame for completion of any deal nor has he identified any specific partners.

NSW Elevates Wilthew And Peter Dillon

Northwestern Steel and Wire Company has announced that the Board of Directors has designated its President, Robert M. Wilthew, as Chief Executive Officer. Peter W. Dillon, formerly Vice Chairman and Chief Executive Officer, has been elected Chairman of the Board and Chairman of a reconstituted Executive Committee of the Board. W. Martin Dillon, who continues as a director, has been named Chairman Emeritus.

The newly elected members of the Executive Committee, in addition to its Chairman, are Jon G. Bowman, Anthony E. Cascino, Jennings R. Lambeth, and Richard B. Walbert. Mr. Lambeth was added as a member of the Audit Committee of the Board, joining Messieurs Cascino and Walbert.

The new Chief Executive Officer joined the Company as President and Chief Operating Officer in February, 1985.

Farmers Seed Growth For Quality Farm & Fleet

It took 12 years but in 1974 Quality Stores, Inc. finally came full circle. In that year the hardware retail chain, which is best known under the Quality Farm & Fleet Stores label, opened up its 22nd retail outlet, in Muskegon, Mich.

It was in Muskegon, in 1962, that Jack and George Hilt broke away from the family-owned hardware store to start their own retail hardware business. And it is in Muskegon where Quality Stores, Inc. today holds corporate offices for its chain of 42 retail Quality Farm & Fleet stores, and employs 150 persons at that office.

Today, their sales amount to in excess of \$160 million from its 42 retail outlets, located in Michigan, Ohio, Indiana, and Kentucky - which all bear the Quality Farm & Fleet name.

It is fitting that the relatively new Muskegon store has enjoyed sales that make it one of the chain's top performers. It stands as a symbol of quality merchandise and a tradition of serving midwestern farmers, farm families, and do-it-yourselfers.

Quality Farm and Fleet began 24 years ago with the first store in Hudsonville, Mich., catering specifically to the needs of the local farmer, representing large segments of consumers for midwestern hardware products.

Along with help from S&H retail hardware chain owner Louis Schwartz, of Saginaw, Mich., the Hilt brothers expanded their business by opening two more stores, first in Portage, Mich., and then Lansing, Mich. (The Hilt brothers eventually bought out the S&H Company, and added seven retail stores to their chain.)

Making expansion possible, also,



Corporate offices for Quality Stores, Inc. is located in Muskegon, Mich. Today Quality Stores owns 42 stores which accounted for \$160 million in sales in 1985.



Quality Farm & Fleet Stores are much more than a hardware store. Though each store has a variety of hardware, lawn and garden, agricultural, and automotive merchandise, they also carry a variety of animal and pet care products, paints, home improvement products, clothes, and some sporting goods and toys.

was a deal with Mid-States Distributing, a cooperative buying unit, which allowed the Hilt brothers the opportunity to buy their goods at the most competitive prices. The Quality Farm & Fleet and Mid-States Distributing relationship has remained an integral part of the success of both parties to this day.

"We consider ourselves a full line retail outlet that caters to the farmer, but we have a complete line of products," Jim Hammit, a buyer at Quality Farm & Fleet said. Each Quality Farm & Fleet store has major product category offerings which include automotive, agriculture, softgoods, animal and pet care, hardware, paints, energy, home improvement, lawn & garden, and some sporting goods and toys.

Quality Farm & Fleet stores are very similar to the Farm & Fleet store located in Sterling. Though Quality Farm & Fleet owns only those Farm & Fleet stores where "Quality" precedes the name, Hammit said, most of these Farm/Fleet stores belong to the Mid-States Distributing Company Co-op, and thus stock similar merchandise.

Quality Farm & Fleet purchases a full line of Northwestern merchant wire products, including fencing, nails, wire and posts. "We feel that Northwestern has good products and are very price competitive," Hammit said. "They do a good job and we feel that we get special treatment. We like to feel that we give them the same kind of

special treatment by giving them our business. We feel we have a good working relationship."

Northwestern's Manager of Sales, Merchant Wire Products, David C. Oberbillig, praised Quality Farm & Fleet for their loyalty to Northwestern's products. "Quality Stores have shown steady increases in tonnage with us since 1981. We are both proud of this fact, since they deal in agri-products, and we look forward to maintaining this direction in the future."

Inside salesmen involved with the Quality Farm & Fleet account are John Asumendi and Mike Dunn, while Ed Sanders is the outside salesman.

More than 30,000 SKU's are distributed to stores either directly from vendors or through the company's distribution center located in Findlay, Ohio. The distribution center completed a major expansion in 1985, enlarging the facilities to 235,000 square feet.

An IBM mainframe computer purchase has had a major impact on all administrative operations located in the North Muskegon headquarters. The system is aiding stores as new information-handling capabilities are extended to the field.

All of these changes have postured Quality Stores, Inc. to pursue its corporate theme more vigorously in 1986 — "Quality People Care." With great expectations, Quality Stores looks forward to growth in 1986 and beyond.

Lanny Munz

Lanny Munz, Rate Analyst in Northwestern's Transportation Department, recently celebrated his 25th anniversary with the Company -- and he did so in style.

For his anniversary Lanny received a 1/60th scale model version of a load of steel being hauled by **Paul** and **Dianna George**, who drive for *Hustler Express*.

Dianna created the model and encased it in a clear plexiglass casing for Lanny to display in his office. The George's regularly haul Northwestern's steel products. Lanny lives in Sterling, but will soon move to Milledgeville. He and his wife, Conni, have five children, Mike, 18, Marc, 16, T.J., 13, Heidi Jo, 10 and Angela, 10.



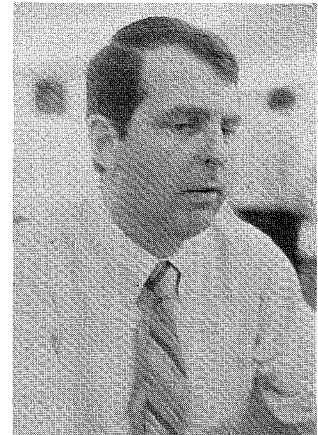
Mike Preston

After working as an inside salesman for the Merchant Wire Sales Division for the past 17 years, **Mike Preston** becomes Northwestern's outside salesman for the state of Ohio.

Mike and his wife, Kathy, and four children, Jim, 17, Kelly 13, Chris 10, and Anne 8, are expecting to relocate in the Columbus, OH area.

Larry Hurd has assumed Mike's previous duties in the Merchant Wire Sales Division while Mike Murphy takes over Larry's previous responsibilities.

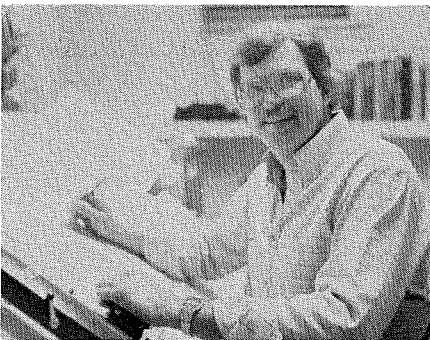
Mike said he is looking forward to the move to Ohio and dealing in person with many of the same people he has talked to on the phone for many years.



Barry Johnson Tackles East Plant Drafting Problems

Barry, who is one of six draftsmen for Northwestern, has been reassigned from the "Pentagon" to the Main Office Building, where he will be working on a variety of projects concerning the Wire Products Division.

An engineering study is currently evaluating some major changes at the East Plant and Barry is hard at work putting on paper the ideas of the five-man engineering team, of which he is a member.



Barry Johnson, busy at work at his drafting board, has been reassigned to the East Plant where he is helping to design several possible projects which could help reduce Northwestern's handling costs and improve quality in the Wire Products Division.

This is the first time in several years that a draftsman has been assigned to the East Plant to help develop the plans which will reduce handling costs and improve product quality.

"Basically, blueprints are just another form of communication," Johnson said. "We haven't had someone to do process-flow analysis or to do enough documentation at the East Plant; consequently, when you go to do something else you don't have documents to rely on. What has been done is very old, since there hasn't been any large scale facility planning here for quite a while."

Barry will be working with **Ron Leuschke**, Project Engineer, and **Mike Mullen**, Vice President, Operations — Merchant Wire Division, **Tom Baker**, Electroweld, **Bob Gholson**, and **John Reynolds**.

Johnson is no newcomer to Northwestern, or to drafting either, as he has served as a draftsman for 15 years. He began drafting for Northwestern on a part-time basis while working in the Electro-Weld department and then became a full time design draftsman in 1974.

Several projects that Johnson has

since worked on are the Company's Truck Scales, Raw Materials Warehouse, 14-Inch Cooling Bed, Austin Wire Mill study in 1977, and Furnace Roof lifts.

He attended Sauk Valley College and took several classes in the Industry and Technology Department at Northern Illinois University.

Johnson and his wife, Connie, reside in Rock Falls with their two children, Ryan, 14 and Janelle, 10.

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Don Kinzler Retires

Don Kinzler, who has acted as a manufacturer's representative for Northwestern Steel and Wire Company's Merchant Wire Division has elected to take full retirement from his territory in Ohio.

Don, who began with Northwestern in May, 1952, retired as an outside salesman in July, 1983. At that time he elected to stay on as a commissioned agent.

He and his wife, Betty, have two children, David and Curt, and four grandchildren.

Construction Projects To Improve Operations, Safety

Several construction projects throughout Northwestern's plants will enhance operations either in terms of product quality or in safety.

Stelmor Conveyor Line Hoods

Northwestern has installed 17 manually operated insulated hoods on its rod conveyor line at the 12-Inch Mill. The addition of the hoods aids in the controlled cooling of the rods lying on the conveyor roll line according to the steel's chemistry and specifications.

If rod does not go through a controlled cooling procedure, there is a hard, crusty-like slag that forms along the surface of the rod. This slag then must be removed by a separate procedure, called descaling. Precisely controlled cooling of the rod eliminates the descaling process and allows for strict control of customer specifications on the quality of the rod.

These hoods can be opened and shut by hand, in a number of combinations, as determined by the customer specifications. Now that Northwestern is becoming increasingly experienced in rod production on the relatively new Morgan Rod Train, the hoods will allow for even further refinements in quality and open new markets.

Refurbishing of 12-Inch Mill Conditioning Yard

Construction is currently underway in a project to install seven new concrete piers and eight new steel columns at the 12-Inch Mill Conditioning Yard.

When completed, the columns will provide increased support for the overhead cranes at the conditioning yard. The columns will help steady the cranes.

Twin Injection System

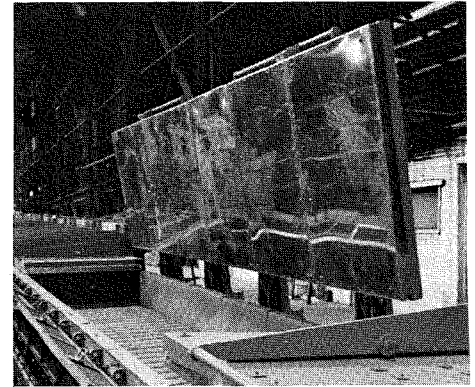
A twin injection system will soon be installed at the ladle stir station. Presently, a single lance is poked into the molten steel mixture and additives are introduced into the mixture. The new twin lance system will allow for a more effective stirring process.

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Furnace Oxygen Lance

An automatic system to introduce oxygen into Northwestern's furnaces will be introduced in the near future. The system will introduce oxygen into the molten steel mixture through a vertical lance which will be positioned through the roof of the furnace.

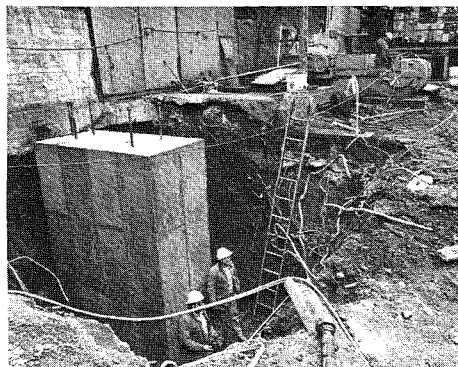
Presently oxygen is injected by hand, through an opening in the back of the furnace, using a hand-held lance. The new system would more accurately introduce the oxygen into the mixture and would be safer as well.



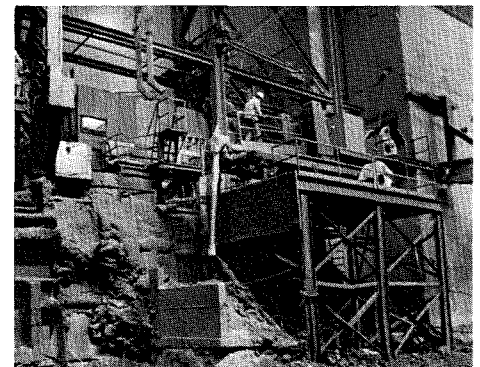
One of 17 hoods for the Stelmor Conveyor Line on Northwestern's Rod Train stands open. The insulated hoods are helping to control cooling of rod coils as they are conveyed along the cooling bed.



Construction is currently underway to install seven new concrete piers and eight new steel columns at the 12-Inch Mill Conditioning Yard.



Excavation is in progress at the 12-Inch Mill Conditioning Yard where seven new steel columns will be added or replaced for safety reasons.



Shown is the ladle stirring station in the caster department. A proposed hood would help to eliminate unwanted smoke buildup in the caster and furnace departments.

Action Team Proposals Mean Big Savings

Action Team presentations made to the Performance Improvement Council recently will result in potential annual savings of \$280,182.

Recommendations were made on ways to improve communicating with supervisors during a work shift, reducing the amount of hydraulic fluid used in the 12-Inch Mill and reduced hooks, scratches and gouges on flats rolled in the 14-Inch Mill.

POPIT & Primary Action Team No. 2

An Employee Involvement Team (EIT) from the East Plant, known as the POPIT Team, and an Action Team from the Steel Division — Primary Action Team No. 2, made a joint presentation to the Steering Committee from the Wire Mill and the Performance Improvement Council.

Both of these teams worked independently of each other on the problem of improving the method of contacting a supervisor during the work shift. One of the major problems with the present "beeper" system is that when the beeper is activated in a noisy work area, the paging signal cannot be heard. This means that important messages are sometimes difficult to exchange. Much time and effort is wasted because supervisors cannot receive their pages in a timely manner.

The teams decided to recommend the use of a highly compact and lightweight two way hand radio. The radio has the capability of receiving two frequencies. One frequency can be used for radios in a particular department or work area, e.g. the Wire Mill, or in the Furnace and Caster Departments. This way, a supervisor will not have to monitor radio traffic with about 26 radios on the same frequency. By using a toggle switch, a supervisor can then tune in to the main radio frequency used by the Chief Clerk and all the maintenance supervisors.

Based upon the recommendation of the POPIT and Primary Action Team No. 2, three radios will be purchased for use in the Wire Mill and four radios will be used in the Furnace and Caster Departments.

The radios were used on a trial basis and performed in an extremely fine manner — well beyond the expectations of the team members.

Another recommendation for the purchase of 41 Vibra Pagers, which would enable a supervisor to receive a "beeper" message in a noisy area, was

put on hold by both the Performance Improvement Council and the Steering Committee. It was recommended by these groups that when the Company was in better financial condition, the present paging system be upgraded so that Vibra Pagers can be phased in.

Members of the POPIT Team are **Don Heeren** and **Don LaFavre**, Team Leaders; **Larry Rosenberg**, **Barry Montague**, **Marc Wilson**, **Roger Port**, **Roger Lubbs**, **Bob Bittner**, and **Don Bridges**.

Primary Action Team No. 2 consists of **Curt Rude**, Team Leader, **Bill Boesen**, **Larry DeWitte**, **John Heath**, **Dennis Staats**, **Jerry Schlegel**, **Bob Pryor**, **Rick Gaskill**, **Al Ernst**, **Bill Forbes**, **Karrol Phillips**, **Bob Lamb**, and **Wayne Bergstrom**.

12-Inch Action Team No. 2

This Action Team dealt with the problem of the amount of hydraulic oil being used in the 12-Inch Mill. In 1985, the 12-Inch Mill spent \$176,652 to purchase 22,000 gallons of hydraulic oil at a cost of about \$8.00 per gallon.

By making some modifications and installing a different type of pump, the Action Team conservatively estimates that the Company will use 10% less hydraulic oil, improve housekeeping due to fewer hydraulic fluid leaks on the floor, increase fire prevention, and enable them to purchase hydraulic fluid at a cheaper price. This will result in first year savings of \$106,330.

Members of the 12-Inch Action Team No. 2 are **Bob Apple**, Team Leader, **Andy McConnell**, **Carl Huffman**, **Neil Puels**, **Kim Sefton**, **Kenny Church**, **Harvey Hill**, **Randy Wolber**, **Vern VanDyke**, **Dick Kness**, **John Marshall**, **Bob Elsasser**, and **Steve Hart**.

14-Inch "Y" Team

This Action Team worked on the problem of reducing the tonnage of flats rejected on the 14-Inch Mill due to hooks, scratches, and gouges.

In 1985, 683.0 tons of flats were rejected at the 14-Inch Mill due to hooks, scratches, or gouges. The Action Team reached the conclusion that most of this problem was caused as the steel came out of the delivery side of No. 17 stand.

Team members came up with the idea of fabricating a roller delivery sideguard system to prevent the steel from bearing these defects. A roller delivery sideguard system was

fabricated from spare parts found in the 24-Inch New Warehouse. The West Plant Machine Shop flame-cut the necessary parts.

At an estimated cost of \$1,300, the roller delivery sideguards were fabricated. Once installed, it is anticipated that the Company will be able to save approximately \$197,103 each year by eliminating hooks, scratches, and gouges on the flats rolled on the 14-Inch Mill.

Members of 14-Inch "Y" Team are **Bob McDonald**, Team Leader, **Bill Fisher**, **Bob Czuprynski**, **Ellsworth Wolf**, **Chuck Hoyle**, **Ron Moffitt**, **Gary Ege**, **John Slonneger**, **Max Knowles**, **John Johnson**, **Wayne Lamb**, **Jim Hardt**, and **Charlie Bosco**.

These are yet more examples of how the Management Action Teams are reducing costs and increasing yield and productivity in the Primary Steel and Rolling Mills at NSW.

Build Illinois Fund

(continued from page one)

since the level of profits available for investment in buildings and equipment is not adequate. "Technology must be up-to-date or our Company will fall behind our competition," Peter Dillon, Company Chairman said. "When a company fails to invest in new technology, the earnings or profits begin to fall and the company will have less and less capital to invest. It begins to snowball and before long the company has problems competing in the marketplace.

Without prompt investments in certain areas of our business, it will be very difficult to retain the present number of jobs, let alone increase the job opportunities of our workforce, Dillon stated. Product quality and lower manufacturing costs go hand in hand in generating more sales and a greater market share.

If the loan application is approved by the State of Illinois, the investment of these funds will definitely have a bearing on the number of jobs retained or added at Northwestern. "Since the State of Illinois has been very aggressive in job-related low interest loans, we are confident that our application can easily prove the need for these funds," concluded Dillon.

Three Mills Shatter Records In March

March was a busy month at Northwestern's rolling mills as the 12-Inch, 14-Inch and 24-Inch Mills all reported record-shattering performances.

Back-to-back records in rod production occurred at the 12-Inch Mill on March 11 and 12, as a total of 482.1 net tons of 7/32" rod was produced by the men on "B" crew during the 11 to 7 shift. The old record had been 475.9 tons. This shift record was short-lived, however, as members of the "C" crew on the 7 to 3 shift rolled 502.2 net tons of 7/32" rod on March 11.

Another shift record fell at the 12-Inch Mill on March 26, as 616.9 net tons of 5/16" rod was produced by the men of "C" crew working on the 11 to 7 shift. This turn also broke the all time eight hour rod record of 578.2 net tons which was set on November 22, 1985.

An eight hour shipping record fell at the 24-Inch mill on March 12, as 1,250.2 tons were shipped. The old record had been 1,152.4 tons.

A 24-hour shipping record was established at the 24-Inch mill on March 24, as 2,840.0 tons of steel left the plant. The old mark had been 2,548.1 tons.

These records contributed to an overall monthly shipping record at the 24-Inch Mill in March of 45,671.3 tons, easily shattering the old mark of 38,956.2 tons.

The 14-Inch Mill saw an eight hour production mark shattered as a total of 805.3 tons of 4-Inch channel was run by the 7-3 shift on April 2. The old record of 748.9 tons had been previously set on March 28, 1985.



Shown is the 24-Inch Mill roll line. The 24-Inch Mill Shipping Department set several records in March, including a monthly shipping record of 45,671.3 tons. The old mark had been 38,956.2 tons.

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Wire Products Engineering Team Formed To Study Improvements

An engineering team has been formed to assess and formulate capital expenditures at Plant 1 & 4 for fiscal 1987.

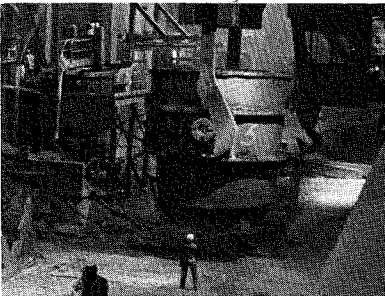
The team, consisting of **Ron Leuschke**, Project Engineer, **Barry Johnson**, Draftsman, **Tom Baker**, Electro-Weld, **John Reynolds**, and **Bob Gholson**, is investigating and evaluating several improvement projects at the East Plant.

Each of the improvement projects will fall into one of three categories that the team feels needs attention: 1. Process Equipment; 2. Production Machines; 3. Renovation of Equipment. The team is doing cost-analysis and return on investment for each project.

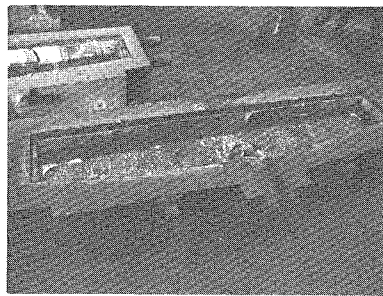
The team will formulate its recommendations and a presentation will be made to Northwestern's Board of Directors sometime in June. At that time, it is hoped that the Company will know whether it will be receiving a low interest loan from the "Build Illinois" program. Northwestern and the City of Sterling are working together to secure the much needed funds for various projects.

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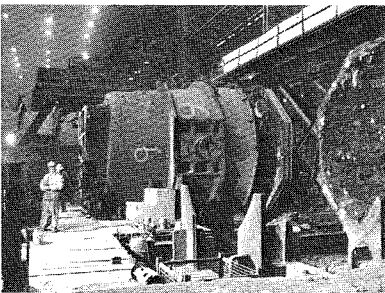
Roaming The Mills



One of NSW's 400-Ton ladles dwarfs a worker below.



Used tundish car.



NSW's ladle heating station.



A recent Performance Improvement Council Meeting.

Payoff Seen On Improved Scrap Handling Procedures

New scrap handling procedures in the Electric Furnace Department may offer the Company an opportunity to save approximately \$5 million a year.

Members of the Primary Action Team No. 1 made their presentation to the Performance Improvement Council recently after reviewing methods that have been used to receive and process scrap in the Electric Furnace Department. This problem was originally assigned to the Action Team by **Lyn Tarrant**, Supt. of the Electric Furnace Department.

Team members looked into the way scrap is purchased, the system that is used to receive and handle the scrap, and reviewed how the scrap is processed in the Electric Furnace Department.

After spending several months reviewing the scrap handling procedures, the Action Team made the following recommendations to the Performance Improvement Council.

1 . Repair the 3900 boom crane. This crane is used in the scrap yards as well as in other areas around our plants. The crane will be repaired so that the efficiency of handling scrap can be improved.

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Company President Robert M. Wilthew (right center) passes on a sample of a communications device to Norm Woost, Superintendent - Caster Department, during a Performance Improvement Council Meeting. Use of the Communications devices were part of an Action Team's proposal which is currently being studied by the Performance Improvement Council



An Action Team makes a proposal to the Performance Improvement Council recently. Action Teams are made up of salaried personnel who seek ways to more efficiently operate Northwestern's plants.

2 . Continue to partially use Yard No. 5 to store and mix special grades of scrap. The Team members felt that using part of Yard No. 5 to store special grades of scrap would make it easier to control and segregate special grades of scrap and would put it physically closer to the Electric Furnace Department.

3 . Establish procedures with the Chicago & Northwestern Railway to receive more timely information on the type of scrap to be received and when it will arrive at NSW. The Company is presently in the process of tying in with CNW's computer system so that we may know what type of scrap to anticipate and when it will arrive at NSW. This will enable the various departments to more effectively plan and execute our scrap handling procedures.

4 . The Action Team recommended that the respective departments review current practices of not paying demurrage on scrap cars vs. paying demurrage and avoiding double handling of scrap.

5 . Crane operators in the furnace department and the scrap yard should be re-instructed on prop-

er procedures of loading and unloading scrap. By carrying out this re-education program for our crane operators, it is expected that we can decrease the amount of double handling of scrap cars switched into the furnace department.

Members of the Primary Action Team No. 1 are **Jim Branch** (Team Leader), **Bill Stanley**, **Gary Hinrichs**, **Cliff Powless**, **Gene DeJarnette**, **Al Russell**, **Mark Babin**, **Dan Willman**, **Tom Goss**, **Lyle Meiners**, **Bob Jones**, and **George Bilderback**.

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24-Inch Mill Record Set

A monthly tonnage record was established at the 24-Inch Mill for the month of January.

Employees at the Mill combined for a total of 38,871.9 tons for the month. This mark better the old record of 38,228.4 tons.

Congratulations to all employees at the 24-Inch Mill who contributed to this record-setting performance.

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23 Suggestions Submitted During Month Of February

A total of 23 employees submitted one or more entries under the Employee Suggestion Award System in February.

Each of these new suggestions is currently being evaluated and will be directed through the various channels of the program.

The following employees submitted new suggestions during February:

Leonard Amesquita, 14-Inch Mill.

James Dawson, Furnace Department.

Richard Vaughn, 14-Inch Mill.

Luis Salmon, Nail Department. (2)

David Barajas, Nail Department. (2)

Mike Mason, 12-Inch Mill.

William Baughman, 12-Inch Mill.

Donald Winkler, 12-Inch Mill.

Joe Lewandowski, Nail Department.

Richard McCoy, 12-Inch Mill. (2)

Luis Garcia, Nail Galvanizer.

Richard Davis, Caster.

Harvey Hill, 12-Inch Mill.

Allen Snyder, Wire Mill.

Charles McAnelly, Furnace.

Mike Gragert, Nail Mill.

James Meyer, Nail Mill.

Tony Cook, 24-Inch Mill.

Leslie Miller, 24-Inch Mill.

Robert Krepfle, 12-Inch Mill.

James Dawson, Furnace Department.

Ralph Charleston, Furnace Department.

Joe Canady, Jr., Furnace Department.

Three Employees Receive Suggestion Awards

Three suggestion awards were given out during the month of February.

Darrell Gorman, Caster Department, received \$150 for his suggestion to pack strands of the billet caster with Celotex. The suggestion was submitted in January.

Dean Frederick and **John Stevens**, Caster Millwrights, were awarded \$125 each for their suggestion to use plywood in the corners of the first zones of the bloom caster to reduce the clean up time after a break-out. Their suggestion was submitted in November, 1985.

Larry Workman, Plant 2 Welder, received a \$25 merit award for a suggestion to install locked cases in various places in the plant to post bids.

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Northwestern is now able to haul more rolls of remesh per load with the implementation of 15 new 48-foot trailers. While NSW still utilizes the standard 42-foot trailers, the oversize rigs are ideal for hauling the rolls of light weight wire products.



John Magon (right) receives a watch from Chairman Emeritus **W. Martin Dillon** signifying his 40-years of service at Northwestern Steel and Wire Company.

Quality Notes

Save Our Products

We Cannot Make It Any Better?

Too often we hear the statement — We can not make it any better. This statement is usually made when the quality of the product is in question. THINK! Why let our competitors *Make It Better* and lose our customers? Do they control their process better, are they working smarter?

We must change our philosophy concerning quality. Do not cop-out by saying, we cannot make it any better, but ask ourselves, "*Will this product meet customer requirements?*"

Some steel producer will meet the customer requirement with good service and an acceptable product.

We can meet customer requirements and will not cop-out by saying "*We cannot make it any better.*"

...WE CAN MAKE IT BETTER

A Passing Thought...

When you're not actively seeking a solution are you condoning the problem?



Receiving 35-year service awards recently were **John Conway**, Vice President - Finance; **Kent Foreman**; **Fred Sneek**, **Hilmer Rothe**, **Elwin Thielen**, and **Les Arvola**. Presenting the awards were **W. Martin Dillon** (third from left) and Chairman **Peter Dillon** (far right).



Receiving his 40-year service award recently was **Leighland Slayton** (center). Presenting the award were **W. Martin Dillon** (left) and **Peter Dillon**.