

Northwestern Names New Vice President

Effective April 21, 1986, Mr. Tom L. Galanis has been appointed Vice President — Operations, Hot Rolled Products Division.

In this new position, Mr. Galanis will be responsible for the entire Hot Rolled Products operation. Reporting to him will be the Managers of the 12-Inch, 14-Inch, 24-Inch Rolling Mills, Roll Shop, Technical Services, Electric Furnaces, Caster, and Engineering.

Mr. Galanis' previous position was Manager, Saucon Mills of the Bethlehem Steel Corporation, in Bethlehem, Pennsylvania. He was responsible for the operations of all Bethlehem's Structural Rolling Mills. He directed the operating salaried and hourly personnel of these mills and the support services.

He had been with Bethlehem Steel for the past 16 years in various capacities, including Research and Development, Process Control, Roll Shops, and Rolling Operations.

Mr. Galanis is a graduate of Case In-

stitute of Technology in 1965 with a Bachelor of Science degree in Computer Science with a minor in Electrical and Control Systems. He holds 15 patents, 10 domestic and five foreign on instrumentation and measurement systems.

His professional associations include: American Iron and Steel Engineers, Institute of Roll Design and Instrument Society of America.

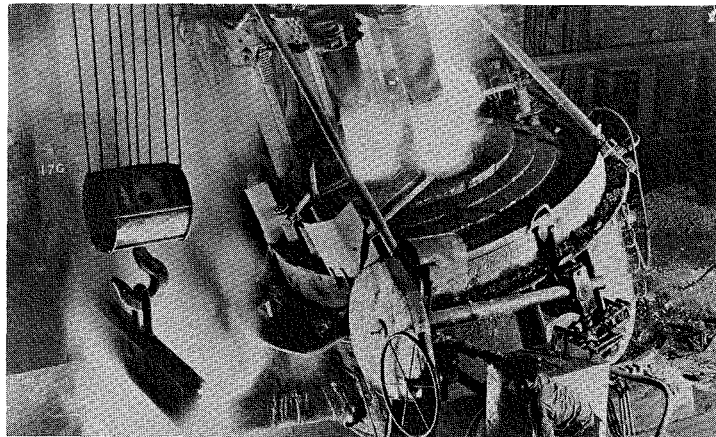
Mr. Galanis and his wife, Louise, have eight children, four of whom are still at home.



Tom L. Galanis



NSW Celebrates Golden Anniversary Of Electric Steelmaking



It was a cold winter Easter Sunday morning in 1936 when the first Northwestern furnace — a 10-ton unit — fired up for the Company's first heat. Today, some 36 million tons of steel later, Northwestern Steel and Wire Company celebrates its 50th year of steelmaking via the electric furnace.

The Lightning Bolt takes a look at this exciting history in a special 4-page commemorative section, included in this issue.

NSW Seeks 'Build Illinois' Funding

Northwestern Steel and Wire Company has recently concluded an agreement with the City of Sterling which would permit the City of Sterling and its consultant to submit a grant application on behalf of the Company for a low-interest-rate loan to the State of Illinois' Build Illinois Fund.

Although specific projects for these potential funds have not yet been

publicly identified by President Robert M. Wilthew and his staff, generally any funds made available from loans or profits would be used to enhance the quality and productivity of the Company's present products and facilities.

In spite of the increased volume of business recently experienced by the Company, outside funds are needed, (continued on page 5)

Collis Ices Refrigerator Rack Market

Their total number of customers may not be large, but Collis of Clinton, IA, is a big name in the appliance business just the same.

Making refrigerator shelves for such heavyweights in the appliance business as Whirlpool, General Electric, Amana, White Consolidated, and Sub-Zero, Collis is no lightweight manufacturer in terms of its impact on the American consumer.

According to **Bob Bell**, President of Collis, competition in the appliance business, though hotly embattled, is limited to big-name producers, as smaller companies have gone by the wayside. Even imports, which plague most other industries, are practically non-existent due to competitive pricing in the domestic industry. Thus, Collis' own customers are relatively few, but mighty.

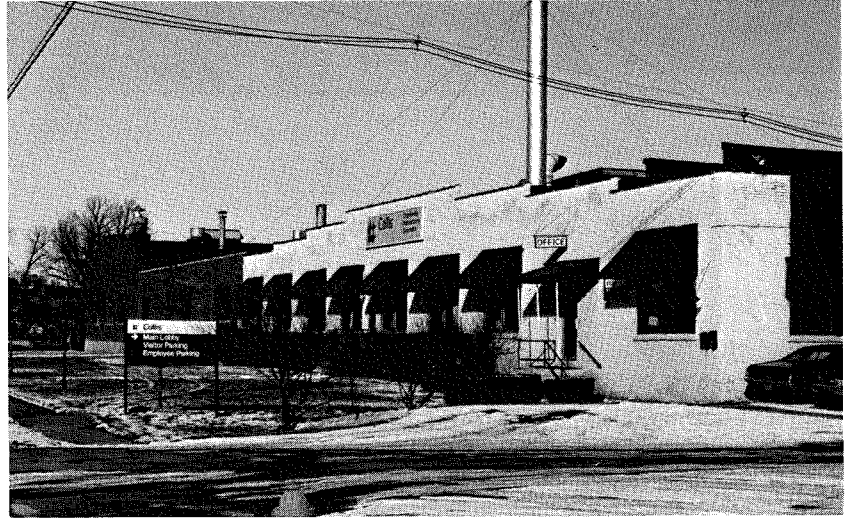
In fact, Collis turns out an average of 40,000 refrigerator shelves — their bread-and-butter product — a day. Collis produces a high percentage of the wire shelving for Amana's refrigerators and most of the shelving for Sub-Zero, largely a custom refrigerator company. What's more, 90% of Collis' total output in refrigerator shelves is made from wire purchased from Northwestern Steel and Wire Company.

"We require high quality wire. Our wire must have a smooth finish so we can coat it with either a zinc or powdered finish," Bell said. "Everything we do has to enhance the corrosion-resistance of the product. There's probably no business that demands a higher quality than the refrigerator industry. The wire must be scratch resistant and the appearance must be neat and clean and tidy."

O.D. Collis founded Collis in the early 1900's. Chamberlain Manufacturing Corp. purchased Collis in 1964 and in 1984 John Sommers bought the Collis division from Chamberlain. Bell, who had served Collis for many years as General Manager, was named President when Sommers purchased the Company.

Today Collis employs about 200 people at its Clinton, IA plant, which is normally operated on a three-shift basis. So far in 1986 Collis has added about 30 new employees, Bell said.

Virgil Slowerman, Collis' Plant Manager, has been doing business with



Collis, which is located in Clinton, IA, has been one of Northwestern's most loyal customers throughout the years. Collis is a major manufacturer of refrigerator shelves and utilizes a large portion of Northwestern Steel and Wire Company wire in this product. Shown above is the Collis plant, which employs about 200 people.

Northwestern longer than any other Collis employee, as he dealt with Northwestern many years ago while with another employer.

The relationship between Collis and Northwestern Steel and Wire Company has always been a very special one. The two Companies have done business together since the 1960's. "We work to do what's best for them and they work to do what's best for us," he said. "I'm happy to say I feel that I have personal friends at Northwestern."

"Northwestern has always furnished us with a reasonably priced wire...and



Joyce Sear, Purchasing Agent for Collis, of Clinton, IA, places orders on a weekly basis with Northwestern, through either Ed Mathews, Product Manager, Wire and Rod Division, or Frank Murphy, Hot Rolled Sales Correspondent who services the wire and rod accounts.

on time," Bell said. "You've heard of the 'just-in-time' inventory system that the Japanese have utilized [where deliveries are made directly to the point of production without warehousing]. Well, we've been doing that with Northwestern for many years. We have less than a week's worth of wire at any one time," Bell said.

Collis places orders on a weekly basis at Northwestern through **Joyce Sear**, Purchasing Agent for Collis. Joyce places her order through either **Ed Mathews**, Product Manager, Wire and Rod Division, or **Frank Murphy**, the Hot Rolled Correspondent who services the wire and rod accounts. **Bob Reece** is Northwestern's outside salesman who calls on Collis.

One of the more interesting things about the manufacturing process at Collis is the fact that most of the intricate welding machinery was designed by people who work there. **Boyd Miller**, Chief Engineer at Collis, is the man credited with developing most of the Company's welding equipment.

"This equipment is really what has allowed us to be competitive. We really feel that we have special employees at Collis. They recognize the needs of the refrigerator industry — a flexible and changing schedule and production of a high quality product," Bell said.

H.O.P.E. Team Receives Approval On Electro Weld Safety Project

The H.O.P.E. Labor Management Participation Team has made a successful presentation to the Steering Committee concerning a safety project for the No. 9 Electro-Weld machine.

In its current state, the No. 9 Electro-Weld machine presents a potentially dangerous state when portions of wire become jammed in the machine and workers are forced to climb around it to cut the wire out of the pull up rollers.

The team's proposal is to widen the access-way so that the worker can more easily and safely enter the machine area. Though this proposal will have no effect on cutting down the problem of jammed wire on the machine, it will help to reduce delays in clearing the machine, and eliminate a safety hazard.

This is the team's third presentation to the Steering Committee. Team members are: **Rudy Edge, Russ Thompson, Ray Jamieson, Dick Coffey, Dale Cohenour, Art Weaver, Odis Hudson, Jim Stinson, and Al Castenada.**

I.D.E.A. Team

This team worked in tandem with the Purchasing Department and their project has achieved the greatest savings to date of any LMPT project.

The solution to this problem involved studying usage of propane fuel in the departmental tractors. Through the efforts of the team and the negotiating strength of the Purchasing Department, the cost of propane fuel has been reduced by 36%.

A savings of over \$48,000 per year will be realized by the Company, thanks to the efforts of this team. Team members are: **Buford Linn, Jim Rumley, Bill Manon, Barry Tillman, Bill Anspach, Jube Manzano and Mike Hurley.**

S.T.E.P. Team

The track No. 1 project is progressing nicely. Work on the new bridge over the railroad tracks, which will permit a pair of tractors to load two trucks simultaneously, is being continued. This is something that the Company has not been able to do in that area previously, because of the cramped

area. It is expected that the roll up door will be installed in the very near future.

The team is also working on the new stay wire feed system and expects considerable savings in galvanized stay wire will be experienced when the equipment is installed. Team members are: **Tom Baker, Miles Wharfield, Willie Porter, Ron Bruder, John Sotelo, Bob Ellis, and Larry Fisher.**

R.I.S.E. Team

This team is continuing to collect data on its warehouse project and is working on a project that will improve the productivity and yield on the No. 14 Electro-Weld machine.

As soon as all of the appropriate data is collected on these projects, presentations will be made to the Steering Committee.

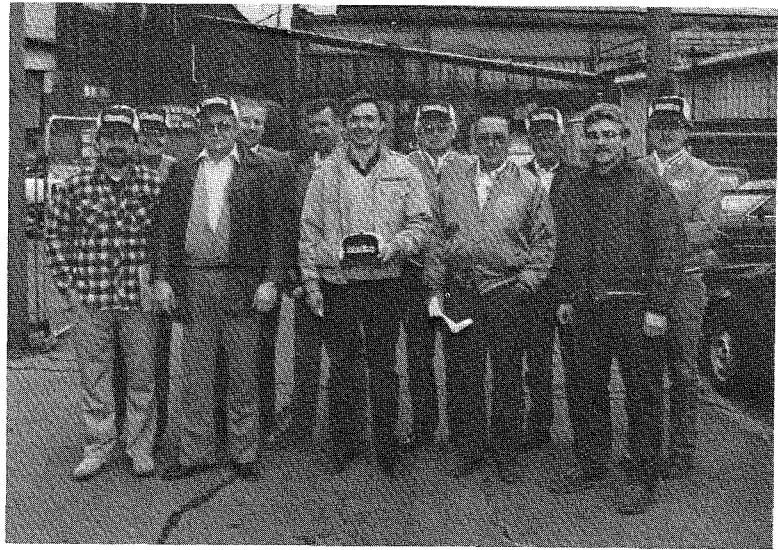
Team members are: **Dan Glick, Earl Santee, Keith Simmons, John Souser, Harold Wagner, Rick Devers, LeRoy Holloway, Rudy McCrady, Mike Fitzgerald, Bob Greeno, Merle Heckman and Bob Sisson.**

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Clifford Sharp holds cake presented to him by fellow employees at the Brick Mason Shop upon his recent retirement. Clifford recently completed 31 years with Northwestern Steel and Wire company.

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Building Products Inc., one of Northwestern's wire products customers, from Watertown, SD, recently sent a group of its executives, managers, and territory salesmen, to tour Northwestern's facilities. Denny Redfield, Northwestern's Assistant to the Manager of Merchant Wire Sales (fourth from left), and Jim Treacy, (second from right), NSW Western Regional Manager - Merchant Wire Division, acted as tour guides for the group, which included: Lee Schull, Company President; Lyle Schneider, Warehouse Manager; Chris Fisher, Warehouse Manager; Leroy Hess, Henry Wolterman, Wes Bittiker, Jim Hanish, Jerry Pickrel, Jack Derrick, territory salesmen.

Northwestern's April Anniversaries

35-Years

Robert Anderson, 4/23/51, Steel Plant Crane Operator.

30-Years

Robert Stroud, 4/13/56, Electro-Weld.

James Doane, 4/26/56, Electro-Weld.

25-Years

Wayne McKenna, 4/3/61, Plant 2 Machine Shop.

Ivie Barton, 4/7/61, Central Stores.

LeRoy Compton, 4/7/61, Carpenter Shop.

Dale Everly, 4/8/61, Plant 2 Machine Shop.

Cecil Hunter, 4/10/61, 12-Inch Mill.

Gary Miller, 4/10/61, Trial Crew West.

Irvin Parker, 4/10/61, Bundling.

Lauren McCune, 4/12/61, Plant 2 Millwrights.

Robert Corbin, 4/12/61, 24-Inch Mill.

Lanny Munz, 4/12/61, Salaried, Transportation.

William Boesen, 4/13/61, Salaried, Electric Furnace Department.

Larry Hansen, 4/14/61, Construction.

Larry Frederick, 4/14/61, Wire Mill Millwrights.

Tom Goss, 4/14/61, Salaried, Caster Department.

Robert Apple, 4/16/61, Salaried, Plant 2 Mechanical.

Noel Gillette, 4/17/61, Salaried, Plant 2 Electrical.

Herman Maxey, 4/17/61, Barb Wire.

Kenneth Jones, 4/17/61, 24-Inch Mill.

Henry Janssen, 4/23/61, Roll Thread.

Wilson McCullough, 4/24/61, Salaried, Plant 3 Mechanical.

Arthur Wright, 4/24/61, Carpenter Shop.

David Cramer, 4/24/61, Electric Furnace.

Donald Smoot, 4/24/61, 14-Inch Mill.

Douglas McCulloh, 4/24/61, Plant 2 Electrical.

Jack Kuelper, 4/24/61, Plant 3 Millwrights.

Richard Williams, 4/24/61, Electronics.

Richard Snapp, 4/24/61, Electric Furnace.

Roger Polzin, 4/24/61, Carpenter Shop.

Wayne Van Meter, 4/24/61, Plant 3 Welders.

William Duncan, 4/24/61, 12-Inch Finishing.

Dan Welker, 4/25/61, 12-Inch Mill.

Doran Everly, 4/25/61, Descaler.

James Seeley, Sr., 4/25/61, Plant 3 Millwrights.

Robert Barnett, 4/25/61, Plant 3 Millwrights.

Kenneth Smith, 4/27/61, 14-Inch Mill.

Paul Arnott, 4/27/61, Electric Furnace.

Roger Kline, 4/27/61, Plant 3 Millwrights.

Terry Williams, 4/27/61, Plant 2 Machine Shop.

Blaine McClellan, 4/28/61, 24-Inch Mill.

20-Years

William Sotelo, 4/2/66, Electric Furnace.

Earl Bringer, 4/6/66, Plant 2 Welder.

Alvin Eikenberry, 4/7/66, Plant 4 Shipping.

Alvin Neitzke, 4/7/66, 24-Inch Mill.

Carl Dahlberg, 4/7/66, Electric Furnace.

Carl Frederick, 4/7/66, Wire Mill Drawing.

Charles Herbon, 4/7/66, Plant 2 Millwrights.

Douglas Karr, 4/7/66, Billet Caster.

Louis Cady, 4/7/66, Plant 2 Electrical.

Michael Ransom, 4/7/66, Plant 3 Welder.

Sherman Frederick, 4/7/66, Wire Mill Drawing.

Sherman Shilling, 4/9/66, Plant 3 Electrical.

Joseph Valdivia, 4/11/66, Steel Plant Crane Operator.

Avlon Foster, 4/12/66, Wire Mill Shipping.

Gerald Potts, 4/12/66, Wire Galvanizer.

Ramon Castro, 4/12/66, 12-Inch Mill.

Anthony Ortiz, 4/13/66, Plant 5 Crane Mechanics.

Michael Cady, 4/13/66, Brick-masons.

Robert Aldridge, 4/18/66, Salaried, Plant 3 Electrical.

David Hendrix, 4/18/66, 24-Inch Mill.

David Oberbillig, 4/20/66, Salaried, Manager of Sales-Merchant Wire Products.

Ronald Leuschke, 4/21/66, Salaried, Project Engineer, Plant 1.

Gerald Russell, 4/21/66, 12-Inch Finishing.

Vernon Smoot, 4/21/66, 12-Inch Finishing.

15-Years

Joe Garza, 4/6/71, 46-Inch Mill.

Marlin Reneau, 4/6/71, 12-Inch Finishing.

Joe Velazquez, 4/11/71, Plant 3 Millwrights.

Jose Rodriguez, 4/12/71, Wire Mill Shipping.

Randall Partridge, 4/13/71, Nail Department.

Ronald Shafer, 4/13/71, Billet Caster.

Harold Carroll, 4/14/71, 14-Inch Finishing.

Ernest Berkey, Jr. 4/16/71, Plant 2 Inspection.

Lawrence Allen, 4/16/71, Plant 2 Machine Shop.

Donald Kreiser, 4/18/71, 12-Inch Finishing.

Joe Garcia, Jr. 4/18/71, Descaler.

Michael Love, 4/18/71, Descaler.

Rodney Mager, 4/18/71, 1 & 5-Lb. Pkg.

Larry Rosenberg, 4/18/71, Salaried, Wire Galvanizer.

Steven Rosenow, 4/21/71, Wire Mill Drawing Room.

Kenneth Smith, 4/23/71, Salaried, Plant 1 Pipe Shop.

Gary Zentz, 4/27/71, Plant 3 Inspection.

25-Years (From March)

The *Lightning Bolt* regrets that, in March, we forgot to include **Paul Seidel**, Plant 1 Pipefitter, as having celebrated his 25th anniversary with our Company on March 14.

Best Retirement Wishes

Best wishes for a long and happy retirement are extended to the following employees who have completed their years of service with Northwestern Steel and Wire Company, effective April 1, 1986:

Donald Baker, 12-Inch Mill, 31 years.

John Dick, 24-Inch Mechanic, 31 years.

Henry Magana, Pollution, 31 years.

Richard O'Connor, Electric Furnace, 32 years.

Frank Ridley, Salaried, Def. Vested, 24 years.

Thomas G. Church, Plant 3 Electrician, 31 years.

Lewis Howell, Plant 3 Cranes, 26 years.

Alva L. Nance, Caster, 31 years.

Clifford Sharp, Plant 2 Welder, 31 years.

Harry Winters, Electric Furnace, 31 years.

Company Photographer Sets New Schedule

Beginning in April, a photographer will be available only at periodic times during the month.

For a schedule of when the photographer will be available and to make appointments for pictures for the *Lightning Bolt*, call Ext. 211.