

HOUSTON OPENS!

The Owners Manual

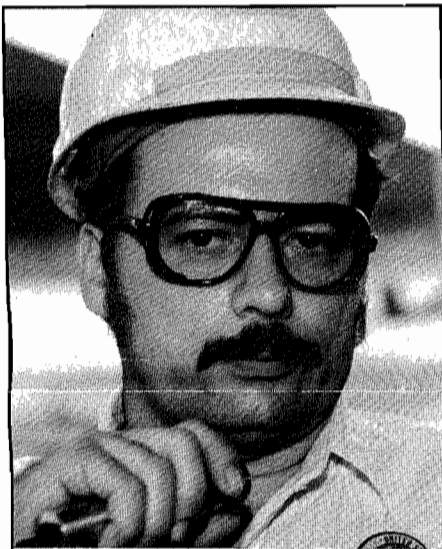
A PUBLICATION FOR EMPLOYEE/OWNERS AND RETIREES OF NORTHWESTERN STEEL AND WIRE COMPANY

October, 1990

Houston 'renaissance' is complete

The grand opening of NSW's Houston mill ended many months of anticipation and preparation, but for the company's Steel Sales Department, the challenge has just begun.

The Oct. 4-5 event went "beautifully," and provided NSW customers, local dignitaries and legislators, employees of the Houston mill and their families, NSW officials and employee/owners, as well as the press, with a celebration that took many months of planning



Paul Lasco, an NSW/Houston employee, takes the microphone during the open house festivities.

and \$60 million in renovations to achieve.

"From the comments we've been getting from our customers, it was a thoroughly 'class' open house," remarked Charles H. Biermann, Senior Vice President of Sales. "Considering the logistics of the situation - people coming from all over the country, staying at different

hotels, and coordinating the barbeque, tours and other events - everything went extremely well."

Comments about the facility have also been positive. "They are saying it's a beautiful mill and that they're impressed with its size, orderliness and quality," Biermann noted.

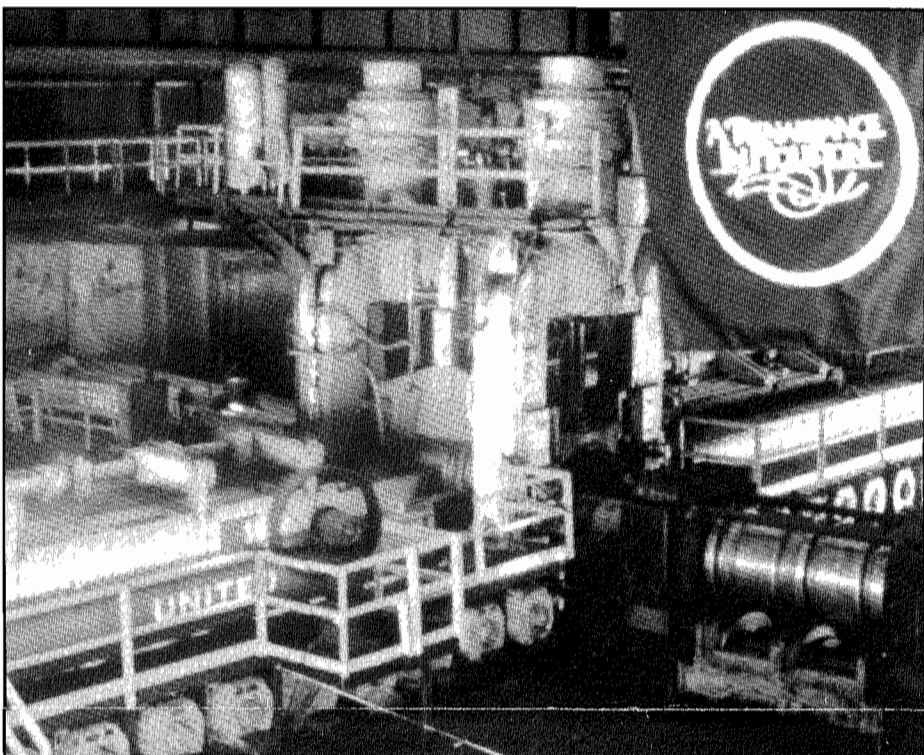
Events of Thursday, Oct. 4th included an evening reception and dinner for customers and dignitaries, while Friday's schedule of events began with a 10:30 a.m. ribbon-cutting ceremony, followed by tours of the plant. The mill remained in full operation until 1 p.m., after which time the Houston employees were also able to enjoy the festivities with their families. An estimated 450 persons attended a catered Texas-style barbeque with country and western musical entertainment, all taking place under a huge tent situated adjacent to the mill's administration building.

Guest speakers included NSW Board Chairman Michael J. Rosenthal of New York, who praised company officials for their hard work in making the mill a reality; Houston Mayor Kathy Whitmire, who remarked on the rebirth of the steel industry in Houston as well as the prospect of new jobs for local citizens that NSW/Houston creates; and State Sen. Gene Greene and State Rep. Mike Jackson, who spoke about the important roles manufacturers, such as NSW/Houston, play in the local economy. State Senator Gene Greene also presented a Senate Proclamation to Mike Rosenthal, NSW Board Chairman, and Mike Barber, Vice President and General Manager of the Houston facility, during the ceremonies.

Other dignitaries who attended included the following Texas officials

who took part in the ceremonies: Robert Hinds, Assistant to the Mayor for Economic Development; Jim

he asserted. "As Houston begins to produce more, we see selling as one of our biggest challenges."



A "Renaissance in Houston" was the theme of the grand opening celebration, which included tours of the newly renovated mill.

Manley, Director of the North Channel Area Chamber of Commerce; William Taylor, Executive Director of the Texas Department of Commerce; Jim Kollaer, President and CEO of the Greater Houston Partnership; Jim Fonteno, Commissioner from Harris County, Precinct 2; the Honorable Jon Lindsay, Harris County Judge; C.C. Smitherman, Port of Houston Authority Commissioner; Robert Gillette, Port of Houston Authority Commissioner; Lee Vela, Manager of Public Relations for Port of Houston Authority; and Ray Viator, Vice President-Communications for the Greater Houston Partnership.

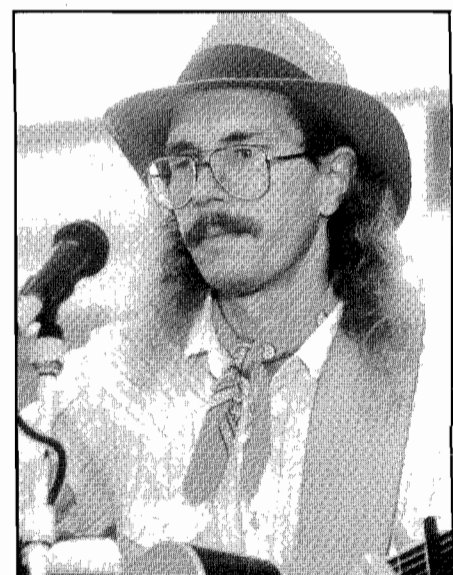
While speaking about these dignitaries at the Thursday night customer dinner, Biermann expressed gratitude "for their continued support in bringing NSW to Texas and making us feel right at home."

Of the 126 employee/owners who made the trip to Houston, Biermann remarked: "I think they were impressed with the enthusiasm and desire of the Houston employees to make the 48-Inch Mill go. It seemed that our employee/owners were concerned that the mill didn't start up the way everybody hoped it would. But when they went down and saw the enthusiasm and desire to make it run - I think their minds changed."

Although the grand opening was a milestone for NSW and the newly-refurbished Houston plant, Biermann is well aware of the challenge that now faces the company, and the sales perspective in particular.

"Our tasks now have just begun,"

The work and unforeseen problems involved in getting the mill up and running may have momentarily slowed progress, but sights are now being set on when NSW/Houston will have a full complement of sections to offer its customers.



A country western band provided the entertainment for those attending the traditional Texas barbeque.

"In the recent past we've had a few operating problems due to the newness of the personnel and the age of the mill - not literal age, but the age of its inactive life - which resulted in some electrical problems. It momentarily slowed down our progress in rolling steel," Biermann said.

The 48-inch facility, part of the (See RENAISSANCE, page 3)



Participating in the official ribbon cutting ceremony were (from left) Jim Kollaer, President and CEO of the Greater Houston Partnership; Michael J. Rosenthal, NSW Board Chairman; Kathy Whitmire, Houston Mayor; Mike Barber, Vice President and General Manager of NSW/Houston; Jon Lindsay, Harris County Judge; Jim Fonteno, Commissioner from Harris County Precinct 2; Gene Greene, State Senator; Jim Manley, Director of the North Channel Area Chamber of Commerce; and William Taylor, Executive Director of the Texas Department of Commerce.

Employee/owners impressed by facility

Optimism reigns on Houston parade

The fanfare may have subsided but the memories still remain for 126 NSW employee/owners who gained the opportunity to visit and enjoy NSW/Houston's grand opening celebration Oct. 5th.

Those traveling to Houston on the company chartered Express One International 727 included designated union and ESOP officials plus an ample number of employee/owners chosen via lotteries held in their respective departments.

Departing early from Quad Cities Airport, the group arrived in Houston in time for the 10:30 a.m. ribbon-cutting ceremony, which was followed by a plant tour and western-style barbecue. Boarding the plane once again, the group arrived home around 9 p.m. to finish off a busy but thoroughly enjoyable day.

A sampling of comments from those who attended the grand opening is marked with similarities -- about the mill's orderliness, the

out of the plant here to go down and see where their money is going. I just hope that someday everybody will get the chance to go down."

John Tomczak, a Rock Falls Millwright and President of USWA Local No. 3720, said, "It's a fine facility, and if everybody puts an honest effort into it, it will be profitable to employee/owners." Having been to the facility several times, he noted this time he found it "a little more organized, painted and polished. Everybody (who went down) was quite surprised to see firsthand that it was as good as explained to them in all the meetings. It's a shame, though, that all employee/owners couldn't go down and see their investment."

For Arthur Gillihan, Electric Furnace Department, and Vice President of USWA Local No. 63, the grand opening provided a second look at the new facility, as he had visited the plant on a previous occasion. "I was pretty well pleased with what I saw. It has a lot of potential," he commented. "But I was kind of surprised that they were moving people (workers) around before they had time to learn their jobs. I know it's a multicraft-type operation but if you have a millwright who's real good at what he does, and a craneman who's good at his job, then why move them around so soon? It's something that concerns me a whole lot. They (workers) are a real good bunch of people but they seemed a little disturbed by it too. From an employee/owner standpoint, however, I think the plant is a real good investment."

Grievance Committeeman Clarence Hylton, who works in the Nail Dept., said he was pleased with what he saw on his first trip to the plant. "I was very impressed. The plant will be quite an asset to us if everything goes according to projections," he remarked. "It's very up-to-date, very clean, and the workers seem glad that we're on board with them. I think it made a good impression on everyone."

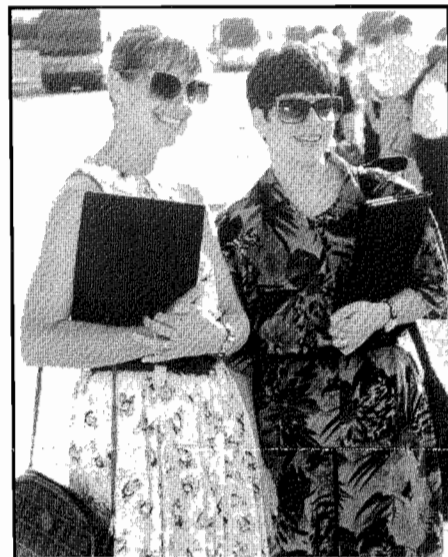
Andrew Hampton, NSW Guard and President of United Plant Guard Workers of America Local No. 236, said he was very pleased with the unexpected opportunity to visit the facility. "It never entered my mind that I would be able to go down," he explained. "I enjoyed it all. For one thing, it was cleaner than I ever imagined it would be. It has a lot of

potential and I hope it works out. I got to meet some people and see people who used to work here, and they said you couldn't beat working for the people down there."

Hampton also got the opportunity to meet one of his Houston counterparts and commented their guard jobs were similar, but at the same time a little different. "I don't think they get into the mill as much as we do, but basically it's the same

Inspection; Alexander Delgado, 24-Inch Mill; Cleveland Burkitt, Carpenter Shop; Stanley Calsyn, Rock Falls Millwrights; Rojerio Cantu, 1 & 5 Packing; Robert Carbaugh, Nail Department; Mont Cessna, 24-Inch Mill.

Dale Cohenour, Rock Falls Machine Shop; Mike Coppotelli, Plant 2 Electrical; Wesley Crow, 14-Inch Mill; Randy Cunningham, 14-Inch Mill; Richard Decker, Plant 3



Many employees gathered at NSW/Houston to enjoy the festivities and participate in the many planned activities.

hospitality of the people there, and the potential it holds in store for Northwestern Steel and Wire Company and its employee/owners.

USWA Local No. 63 President Noel Reed, a pipefitter in Plant 5, commented on this last of several trips he has made to the facility: "It looks like the plant will be a good investment. It will pay off for us in the long run because that money comes back here. I'm glad the company took some of the people



A total of 126 Sterling employee/owners "won" a trip to the Houston grand opening and are pictured above as they register for the festivities.



Posing for the photographer during the open house were these NSW employees: (kneeling in front) Michelle Glover of Houston; (front row from left) Cindy Barnett, Sue Roebuck, Mary Gleason, Gigi Erickson and Stephanie Groce, all of Houston; (back row from left) Irma Brinson of Houston, Sterling switchboard operator Lois Fulfs, Sterling first aid worker Suzanne Edwards, Houston executive secretary Lisa Lamb, Sterling executive secretary Karen Freres, Penny Floen of Houston, Sterling payroll worker Connie Helms, Sterling 24-Inch Mill worker Robin Dibble, and Sterling data processing worker Donna Rompf.

thing," he said.

One part of the day-long event that stands out in Switchboard Operator Lois Fulfs' mind is seeing the plant in operation. "I really enjoyed the grand opening and watching the beams being run off. The plant was very clean, a little smaller than I expected, and the people who work there are so nice -- full of southern hospitality," she commented.

John Leach, Plant No. 2 Millwright and member of the ESOP Administrative Committee, noted he was pleased with the grand opening and especially enjoyed the plant tour. "I thought it (grand opening) was put together real well," he remarked. "I was surprised at the size of the plant, and it was awfully clean -- I think it'll make a little money for us."

Also among officials traveling to Houston were Jack Jacobs, Recording Secretary for Teamsters Local No. 722, all members of the ESOP Administrative Committee and members of the NSW Pension Committee.

Following is a complete list of those attending from Sterling:

Ron Adams, Steel Division Sales; Danny Anderson, Plant 2 Electrical; Donald Anderson, Industrial Engineering; James Baker, 14-Inch Mill; Charles Bartels, Rock Falls Shipping; Dennis Beck, Plant 3 Millwrights; Larry Berard, Nail Department.

Richard Beyer, Plant 3 Pipefitters; Joe Billings, Nail Department; David Blanton, Wire Galvanizer; James Boesen, Accounting; Edward Bollheimer, Electronics; Robert Bopes, Wire Mill Shipping; Kenneth Braasch, Wire Mill Millwrights.

James Browne, Plant 2 Mechanical; Wayne Buckingham,

Brickmasons; Tom Denham, Plant 2 Pipefitters.

Robin Dibble, 24-Inch Mill; Richard Dirks, Plant 2 Millwrights; Suzanne Edwards, Medical; Donald Egan, Plant 5 Welders; Kenneth Farley, Billet Caster; Michael Farmer, Plant 5 Millwrights; Mike Fitzgerald,



Irma Brinson (left) of NSW/Houston and Suzanne Edwards, a first aid worker from NSW/Sterling, enjoyed the atmosphere of the Texas-style barbecue.

Electro Weld.

Richard Floto, Billet Caster; Gerald Fowler, Bale Tie; Richard Fowler, Electric Furnace; Karen Freres, Human Resources; Kenneth Fritz, Salaried, Administrative; Lois Fulfs, Administrative Office; Jerry Fullmer, Wire Mill Drawing; Raul Garza, 24-Inch Mill.

Chauncey Gibbs, West Plant Trial Crew; Earl Giddings, Scrap Yard; Arthur Gillihan, Electric Furnace; Ivan Glenn, 14-Inch Mill; Michael (See EMPLOYEE, page 3)

A renaissance in Houston

(Continued from page 1)

former Armco integrated steelmaking complex, was commissioned in 1972 and shut down 10 years later when most steel companies were in financial difficulty.

The first NSW shipment from Houston took place in August, following the successful rolling of several different size sections. Work is currently underway in preparation of rolling other various sizes. "We will probably not have all the sections ready in this fiscal year," Biermann said, "considering the jumbo beam blank caster start-up and time needed to trial roll each section and make the proper adjustments. In the next fiscal year, however, we will be in the position to offer all 86 sections to our customers."

From now until then, plans call for addition of a second shift at the plant, with a total employment of around 200 individuals once around-the-clock operation is attained. Once fully on line, the facility will be capable of producing over 600,000 tons of heavy structural product annually, on a 15 turn operation

widening NSW's current product line by 150 percent and boosting total sales by 50 percent within the next few years.

All in all, Biermann noted, the grand opening went very well. Even the weather cooperated. But then as he put it, "It always works out well for those who work hard at it."

NSW company officials who attended the festivities included Tom

Galanis, Senior Vice President of Operations; Ed Maris, Senior Vice President and Chief Financial Officer; Merlyn Bruns, Vice President of Human Resources; Bob Martin, Vice President of Purchasing and Transportation; Dave Oberbillig, Vice President of Sales for the Wire Products Division; Mike Mullen, Vice President of Operations for the Wire Products Division; Ken Burnett, Vice President of Operations for the Steel

Division; Jim Galloway, General Manager of Production Control/Inventory Control; and Mike Barber, Vice President and General Manager of NSW-Houston.

Those board members who were present at the grand opening included Chairman of the Board Michael J. Rosenthal, Robert Paul, Joe Blasi, Ray Whitney, John Kelly and Ozzie Osborn. Support personnel attending from Sterling included Noel Reed, President of United Steelworkers of America Local 63; John Tomczak, President of United Steelworkers of America Local 3720; Andrew Hampton, President of United Plant Guard Workers of America Local 236; Jack Jacobs, Recording Secretary for Teamsters Local 722; James Boesen, Operations Auditor and member of the ESOP Committee; John Leach, ESOP Committee member; James Olson, ESOP Committee member; Malon Wilkus, American Capital Strategies and member of the ESOP Committee; and Don Anderson, Representative of the nine members on the Salaried Contact Committee.



John McCallin (left), from Steel, Inc. of Denver, chats with Vern L. Johnson (center), Manager of Sales, Steel Division, NSW/Sterling; and Dan McCallin, also of Steel, Inc.

Employee/owners offer optimistic views

(Continued from page 2)

Goessman, Plant 2 Millwrights; George Gonzalez, 20-24-Inch Shipping/Finishing; Jeffery Hager, Plant 2 Machine Shop.

Andrew Hampton, Guards; Allen Harden, Wire Mill Drawing; Richard Hassell-Bennett, Wire Mill General Works; Connie Helms, Payroll; Glenn Hendryx, Plant 2 Welders; Marvin Heppler, 24-Inch Mill; Terry Hohn, 24-Inch Mill.

Robert Holloway, Wire Mill Drawing; Michael Hurley, Rock Falls Electro Weld; Clarence Hylton, Nail Department; Jack Jacobs, Teamsters; Raymond Jamieson, Rock Falls Electrical; Vernon Jaquet, Roll Shop; Raymond Johns, 20-24-Inch Shipping/Finishing.

Eugene Johnson, Drawing Room Straight & Cut; Donald Jones, Wire Mill Machine Shop; William King, 12-Inch Mill; Michael Kitzmiller, 14-Inch Mill Shipping; Donald LaFavre, Wire Mill Maintenance; Randall Lathrop, Truck Driver.

Gerald Law, Nail Department; John Leach, Plant 2 Millwrights; Martin Leal, Plant 5 Electrical; Ralph Leal, Plant 2 Crane Mechanics; Robert Martin, 14-Inch Mill; Baltazar Martinez, 12-Inch Mill; Mike Mason, 12-Inch Mill.

Charles Mattingly, 14-Inch Finishing; Wilson McCullough, Plant

3 Mechanical; Michael McKenna, Wire Mill Machine Shop; Andrew Moore, Human Resources; Donald Morgan, Operations Management; Eddie Morse, Plant 2 Welders.

Frank Murphy, Plant 2 Inspection; Dan Nelson, Degreaser; Richard Nolan, Plant 2 Pipefitters; James Olson, Rock Falls Millwrights; Charles Parker, General; Clare Peska, Billet Caster; Norman Poffenberger, Truck Driver.

Clifford Powless, Caster; Daniel Ramirez, Nail Department; Noel Reed, Plant 5 Pipefitters; Dean Reul, 14-Inch Mill; Alexander Rios, Plant 3 Millwrights; David Rockwell, Billet Caster; Israel Rodriguez, 12-Inch Mill.

Donna Rompf, Data Processing; Gary Rosenow, Plant 3 Mechanical; Floyd Royer, 14-Inch Mill Shipping; Curtis Rude, Caster; Edward Sanders, Wire Division Sales; Michael Sanders, 12-Inch Mill Finishing; Albert Schick, General Millwright.

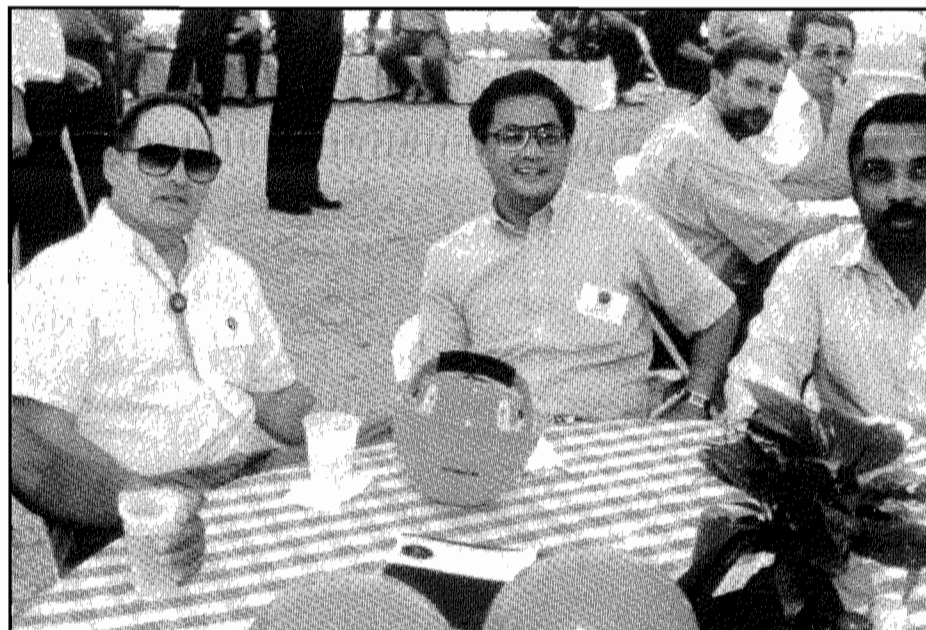
Billy Seidel, Netting; Donald Shehorn, Nail Department; Brian Sheley, Scrap Yard; Ricky Smith, Plant 3 Electrical; William Sotelo, Plant 2 Machine Shop; John Souser, Rock Falls Pipefitters; Richard Spotts, Rock Falls Electro Weld.

Robert Stangeland, Electric Furnace; Thomas Staples, Wire Mill

Shipping; Larry Stevens, Nail Department; Rick Sutton, Guards; John Tomczak, Rock Falls Millwrights; Carl Tucker, 12-Inch Mill.

Wayne Van Meter, Plant 3 Welders; Kevin Van Zuiden, 46-Inch

Mill; Eric Vargas, Plant 2 Inspection; Nelson Vasquez, Rock Falls Electro Weld; Richard Vaughn, Plant 5 Pipefitters; Jeff Wallace, Electric Furnace; Lawrence White, Plant 2 Machine Shop; Billy Young, Plant 3 Crane Mechanics.



Don LaFavre (left), General Supervisor of Maintenance at NSW/Sterling, shares a table at the open house with Frank Rausa (center), Manager of Training and Development at NSW/Sterling, and Cedric Patterson of NSW/Houston.

Santa's sleigh parked at Northwestern gate

'Elves' seek donations for Christmas Fund

It's less than two months to Christmas and Santa's helpers at NSW are busy with preparations for this year's Christmas Fund for Needy Children.

The annual company fundraiser generates thousands of dollars for local needy families, and is all made possible by the spirit of giving that is so evident here at NSW.

Last year, over \$11,000 was raised through various raffles and departmental collections, all of which went toward the purchase of items for 59 local needy families, including 154 children. Among items purchased are clothes and toys for the younger children and groceries for Christmas dinner.

This year's deadline for collections

and donations is Nov. 7th. Also, any referrals of needy families must be submitted by Nov. 7th. "This will give us time to deal with the families, line up shoppers and do some bargain-hunting," explained Bill Boesen, Assistant Manager of

The annual company fundraiser generates thousands of dollars for local needy families and is all made possible by the spirit of giving that is so evident here at Northwestern.

Primary Steel, who has been instrumental in coordinating the Fund since its inception in 1977.

The final raffle for this year's fundraiser is currently being organized and it won't be long before volunteers are needed to help purchase, wrap and deliver gifts. Each volunteer selects items for one specific family's needs.

In addition to volunteers, the need will soon exist for someone to serve as organizer of the charity, as Boesen explained: "Regretfully, I will not be able to continue heading up the Childrens Christmas Fund after 1990. I sincerely hope that there are people at Northwestern willing to take the torch and make this charity bigger and better than ever before."

Reorganization, including election of new officers, will be needed. Anyone interested in being a part of

the Fund is asked to please contact Boesen at ext. 2485.

Fifth holiday fete is scheduled for December 14th

The 5th annual salaried Christmas party will be held at the Brandywine Inn in Dixon on December 14.

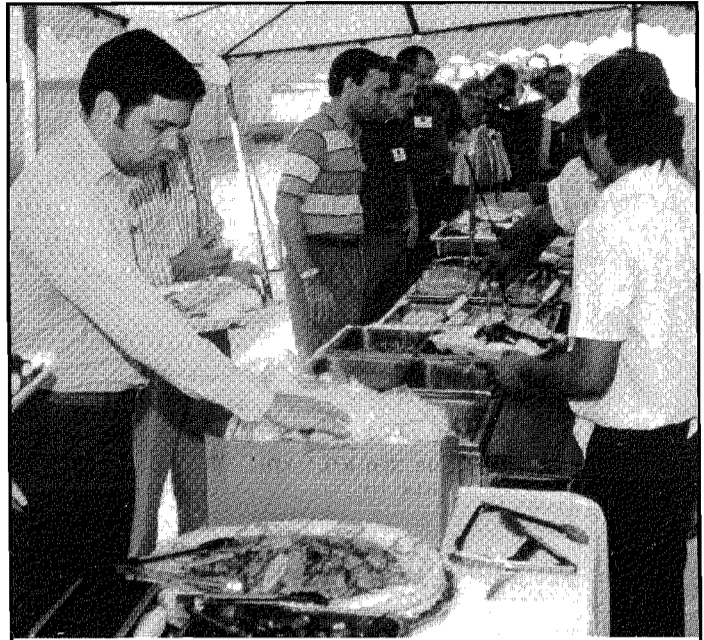
Cocktails will be available from 6:30 to 7:30 p.m. and a D.J. will play from 8:30 p.m. to 1 a.m.

Price has not yet been determined. For reservations, call Karen Freres at extension 2275.

Food And Entertainment



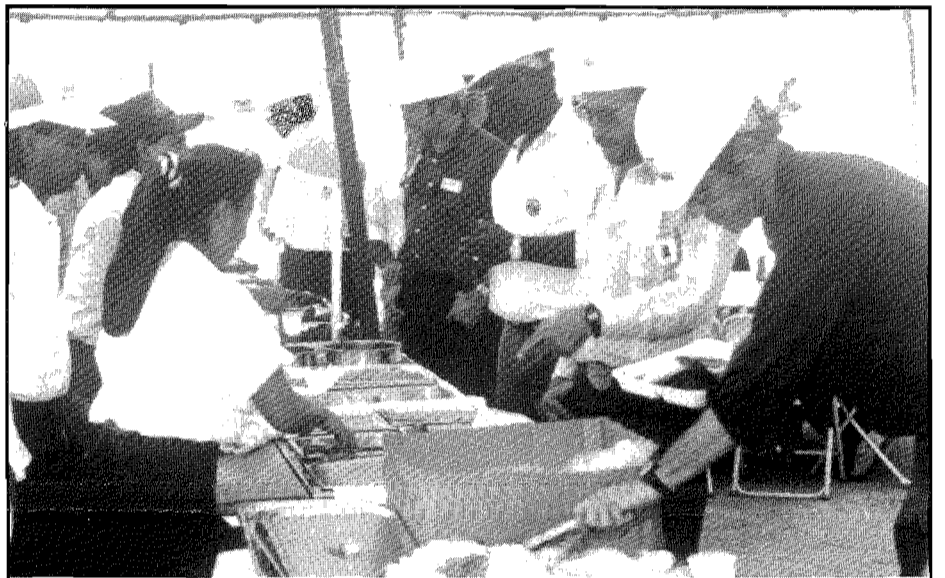
The enticing aroma of barbequed beef drew together people from all across the country as employees, customers and officials of NSW mingled with city, state and county dignitaries during a shared Texas-style barbeque.



A variety of picnic foods were the order of the day during the barbeque portion of the Houston/NSW grand opening festivities.



Jack Jacobs (left), Recording Secretary for the International Brotherhood of Teamsters Local 722, enjoyed the meal provided at NSW/Houston. He is seated with R.J. Lathrop, a truck driver for NSW/Sterling.



The employees of NSW/Houston were able to enjoy a catered Texas-style barbeque with their families. About 450 people attended the event.



This country western band provided the musical entertainment in a huge tent which was situated adjacent to the Houston mill's administration building.



The registration table at an evening reception and dinner for NSW customers and dignitaries was one of the first focal points of the evening as those attending the event picked up their personalized name tags.

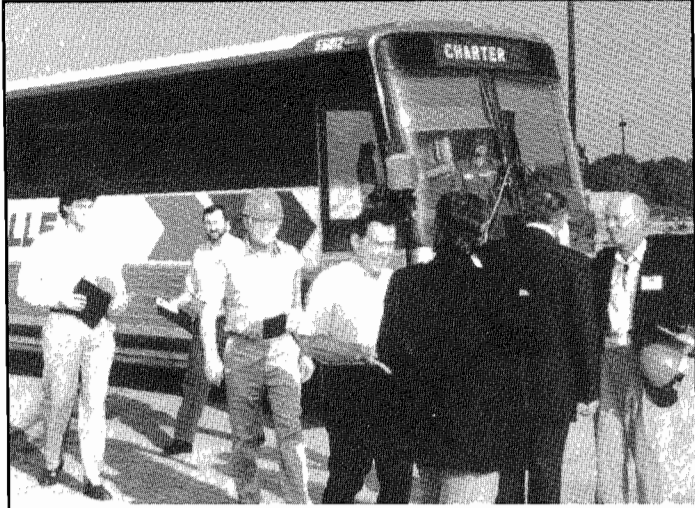


Enjoying an evening reception for NSW customers and dignitaries were (from left) Emmett O'Neal of O'Neal Steel in Birmingham, Alabama; Chuck Biermann, Senior Vice President of Sales at NSW/Sterling; and Roger Tuteur of Tuteur Assoc., Inc. of Houston.

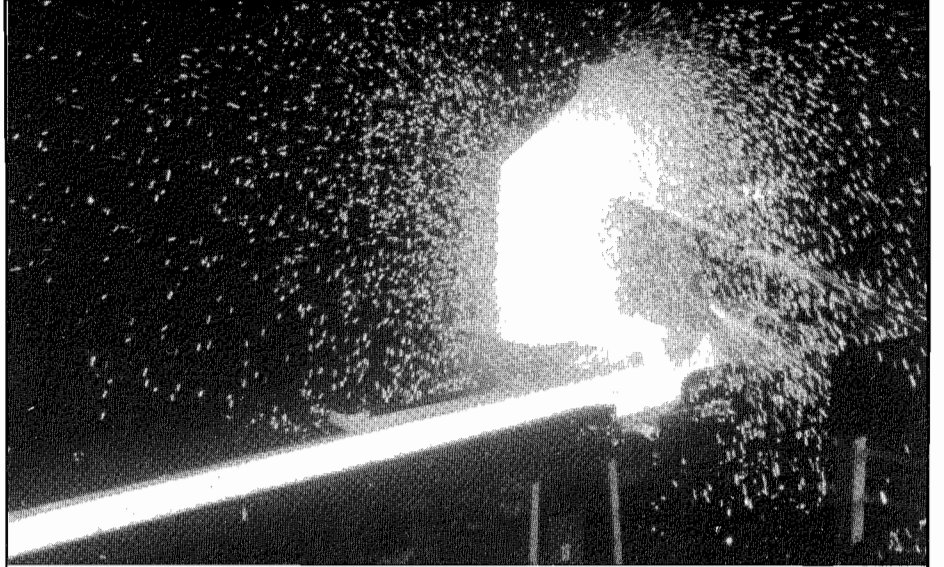


A huge ice sculpture carved in the form of the Northwestern logo was only one of the special touches that were found at an evening reception which was held in conjunction with the NSW/Houston grand opening.

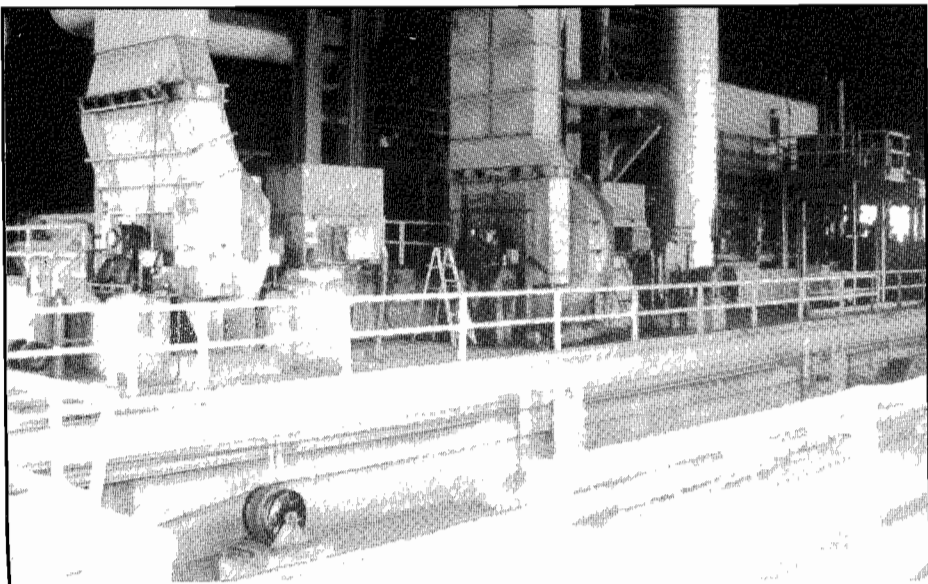
The Mill Tour



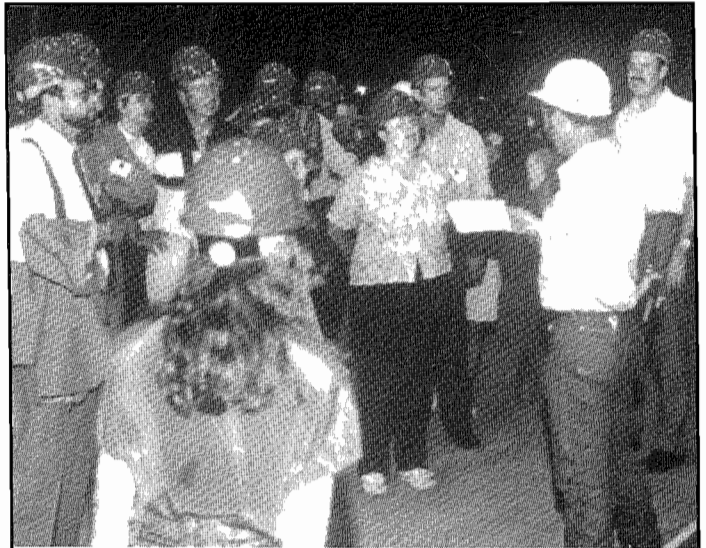
NSW customers from all around the country gathered in Houston for the grand opening of the NSW mill there. Also attending the festivities were local dignitaries, legislators and NSW employees.



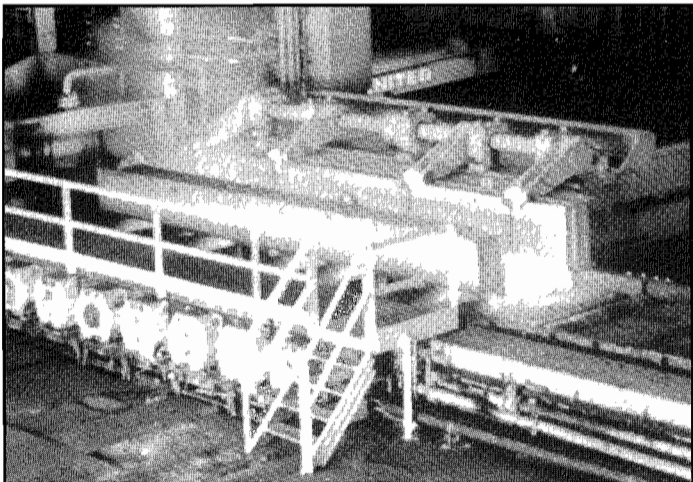
The newly renovated Houston facility was the focus of a mill tour which was provided during the NSW grand opening celebration.



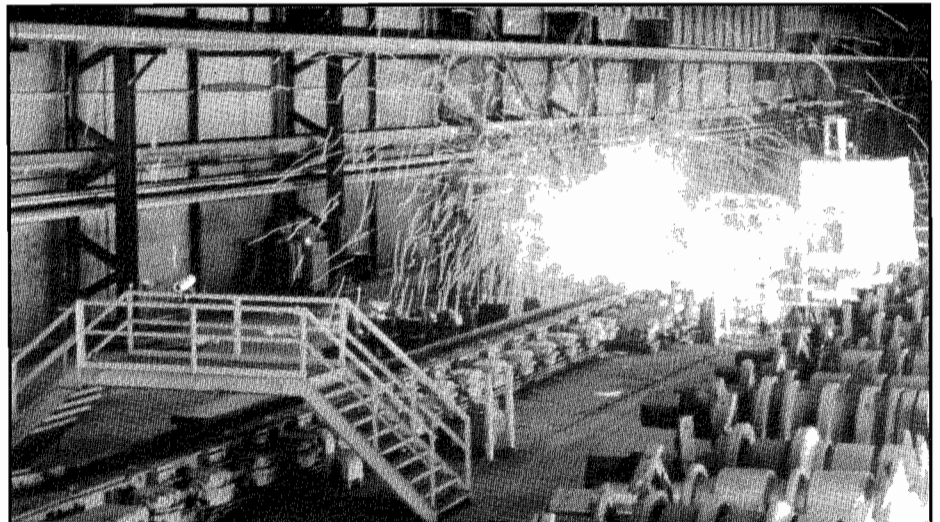
Tours of the NSW/Houston facility showed off a newly-renovated, efficient mill and an enthusiastic workforce which is ready to face all new challenges which come their way.



A total of 126 NSW/Sterling employee/owners were invited to take a tour of the NSW/Houston facility during grand opening celebrations.



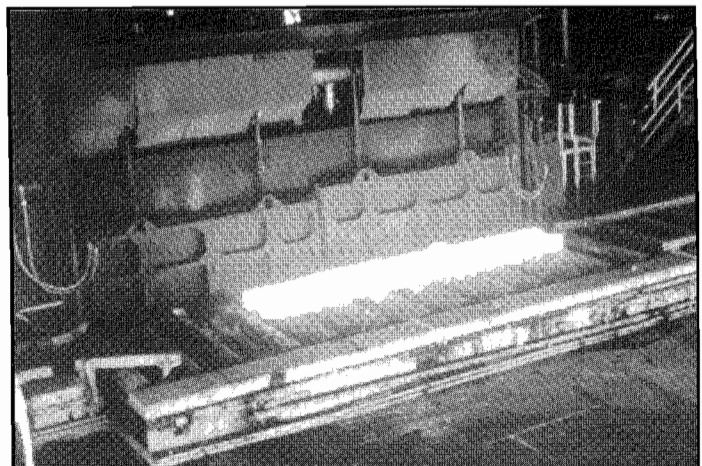
Over \$60 million was spent on renovations to the NSW/Houston facility. A workforce of 200 is planned once around-the-clock operation is achieved.



Once fully on-line, NSW/Houston will be producing over 600,000 tons of heavy structural products annually.



Vern Johnson (left) of NSW/Sterling is pictured above speaking with Bill Lucy, an NSW representative, outside the Texas plant.



The NSW/Houston mill is widening NSW's current product line by 150 percent and will be boosting total sales by 50 percent over the next few years.

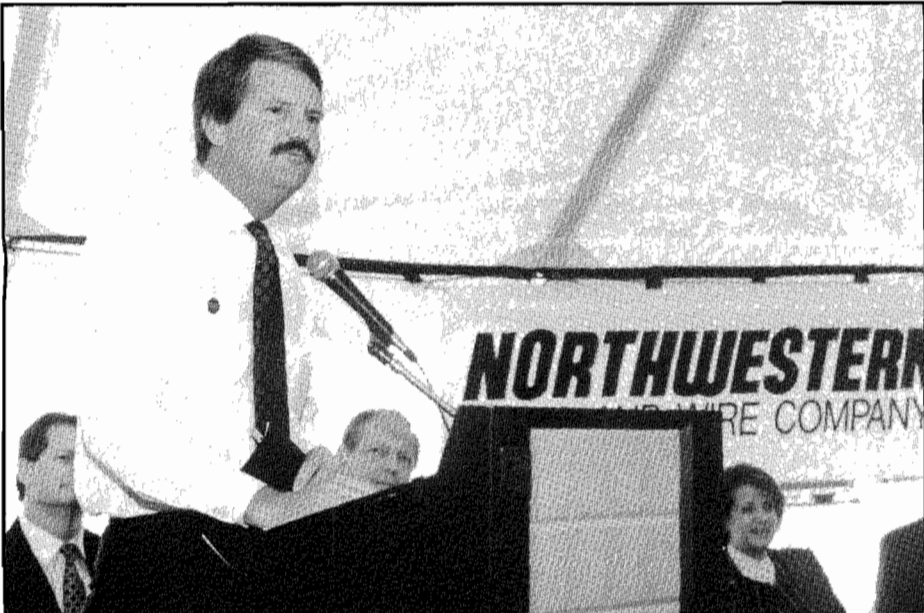
Dignitaries Speak Out



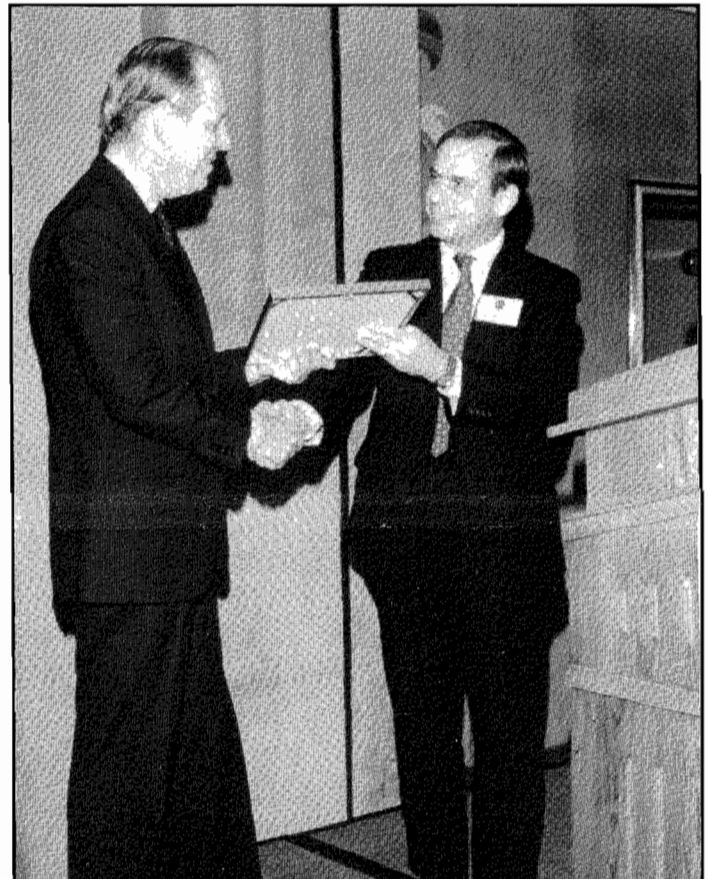
Jim Fonteno, a Commissioner from Harris County, Precinct 2, addressed those attending the grand opening festivities at NSW/Houston.



State Senator Gene Greene (left) is pictured above as he presents a senate proclamation to Mike Barber (center), Vice President and General Manager of NSW/Houston, and NSW Board Chairman Michael J. Rosenthal.



State Representative Mike Jackson spoke about the roles manufacturers such as NSW/Houston play in the local economy.



Michael J. Rosenthal (left), NSW Chairman of the Board, is pictured above as he receives a Texas senate proclamation from State Senator Gene Greene.

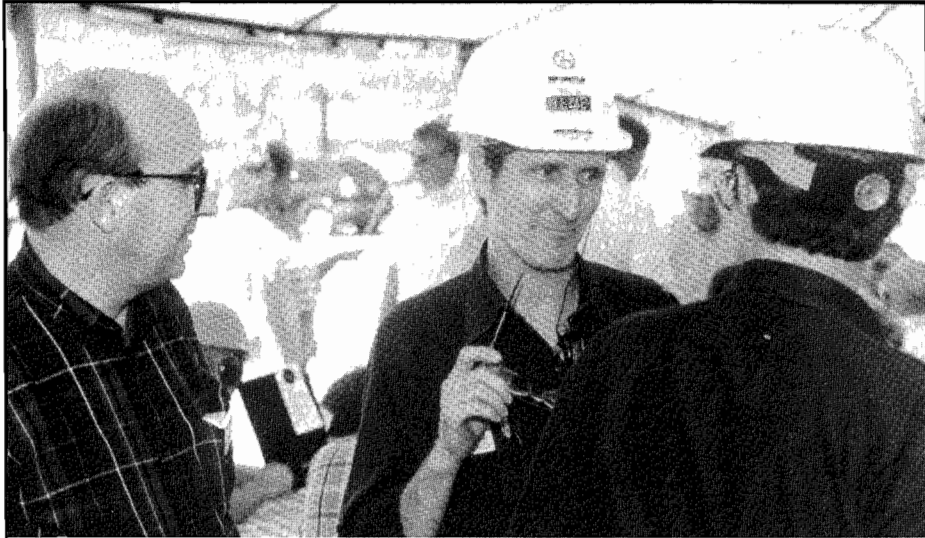


The Honorable Jon Lindsay, Harris County Judge, addressed those attending the grand opening festivities at NSW/Houston.

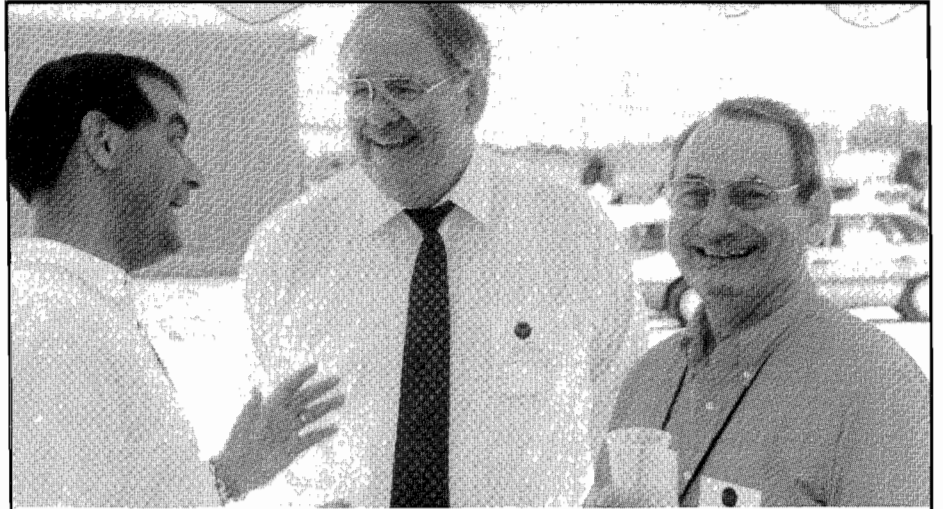


Houston Mayor Kathy Whitmire spoke about the rebirth of the steel industry in Houston as well as the prospect of new jobs for local citizens that NSW/Houston is creating.

NSW Mingles



Mike Rankin (left), accountant at NSW/Houston, looks on as Supervisor Ted Bluiett converses with one of his co-workers at the mill's grand opening.



Bob DiFatta, Business Manager of Ferrous Metals at Chicago North Western Transportation Corp., carries on a conversation with Vern Johnson, NSW/Sterling, as Ed Kolinski, an NSW sales representative in Milwaukee, looks on.



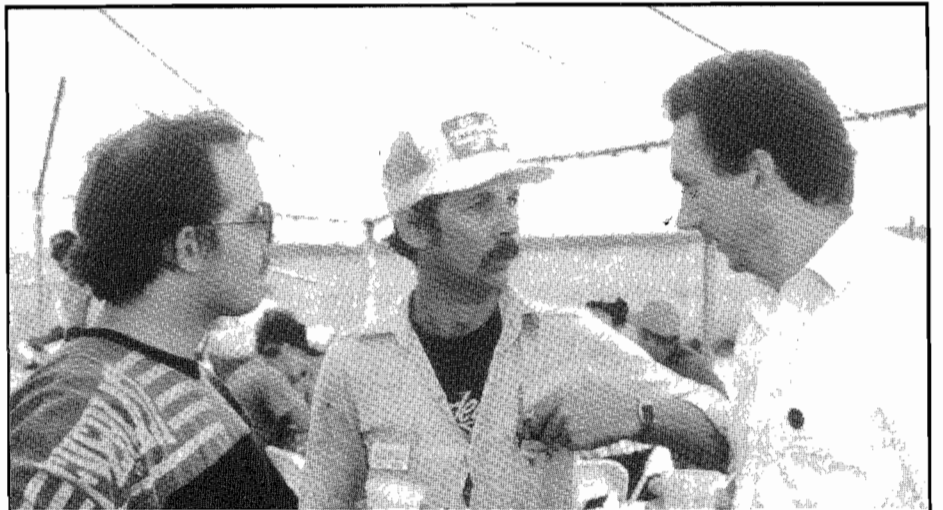
Chuck Biermann (left), Senior Vice President of Sales at NSW/Sterling; John McCallin (center) of Steel, Inc., in Denver; and Roger Tuteur of Tuteur Associates of Houston, discuss business during an evening reception and dinner party held in conjunction with the grand opening of the Houston mill.



Mike Barber (left), Vice President and General Manager of NSW/Houston, mingles with Houston Mayor Kathy Whitmire and NSW Board Chairman Mike Rosenthal during the Houston plant grand opening.



Senior Vice President of Sales at NSW/Sterling Chuck Biermann (left) visits with Jim Kollaer, President and CEO of the Greater Houston Partnership, outside of the NSW/Houston plant during the grand opening celebrations.



On Oct. 5, a ribbon-cutting was held in honor of the grand opening of NSW/Houston. Following the ceremony, plant tours were conducted and at 1 p.m., the Houston employees and their families were invited to attend a catered Texas-style barbeque.



Vern Johnson (left) of NSW/Sterling visits with Barb Zwagerman and Del Allinder of West Central Steel in Willmar, Minnesota.



Attending an evening reception and dinner party for NSW customers and dignitaries were the following individuals, two of which were wearing their complimentary "Renaissance in Houston" bolo ties: Port of Houston Commissioner Robert Gillette and his wife; Senior Vice President of Sales for NSW/Sterling Chuck Biermann; and C.C. Smitherman, Port of Houston Commissioner and his wife.

Workers log increased production

Employee/owners rewrite record books

Employee/owners continued to knock out records in Sterling, proving that Northwestern Steel and Wire is the winner and still champ!

Owners Manual salutes the ongoing accomplishments of NSW's employee/owners.

Drawing Room Shift Record Old Record
 .113 Nor-Twist Wire
 August 20, 1990 August 3, 1988
 10,190 pounds 9,820 pounds
 7 to 3 shift 7 to 3 shift
 Walter Hay Filemon Sandoval

Drawing Room Shift Record Old Record
 .148 Nor-Twist Wire
 August 31, 1990 August 29, 1990
 15,700 pounds 15,500 pounds
 7 to 3 shift 7 to 3 shift
 Walter Hay Walter Hay

Drawing Room Shift Record Old Record
 151 Nail Wire
 Sept. 5, 1990 March 21, 1990
 37,630 pounds 35,430 pounds
 3 to 11 shift Unknown
 Jerry Fullmer Michael Kinnaman

Drawing Room Shift Record Old Record
 .128 Nor-Twist Wire
 Sept. 5, 1990 August 3, 1988
 15,130 pounds 14,600 pounds
 7 to 3 shift 7 to 3 shift
 Walter Hay Filemon Sandoval

12-Inch Mill Shift Record Old Record
 15/32 rod
 Sept. 16, 1990 August 4, 1990
 472.7 tons 455.3 tons
 3 to 11 shift 7 to 3 shift
 Ortiz, Jacobson, Knox, Dorathy, Martin, Castillo, Winn, Aguilar, Hanabarger, Winfield, Zink, Hansen, Brotheridge, Gray, Qureshi, Blevins, Howard, Robbins, Wolf, Castro, Bechdolt, Bohms, Mapson, Scanlan, Dace, Thompson, Korf, Gray, Bellini, Topp, Hoagland.

Drawing Room Shift Record Old Record
 .142 wire for galvanizing
 Sept. 17, 1990 Nov. 29, 1988
 27,130 pounds 26,650 pounds
 3 to 11 shift 7 to 3 shift
 John Kastner Vernon Ellis, Sr.

Drawing Room Shift Record Old Record
 .113 Nor-Twist Wire
 Sept. 20, 1990 Aug. 20, 1990
 11,230 pounds 10,190 pounds
 3 to 11 shift 7 to 3 shift
 Al Royer Walter Hay

Field Fence Shift Record Old Record
 47-6-B
 October 5, 1990 June 21, 1990
 67 rolls 66 rolls
 7 to 3 shift 7 to 3 shift
 Glenn Landherr James Stickel

Field Fence Shift Record Old Record
 48-9-11
 Oct. 9, 1990 Nov. 21, 1989
 79 rolls 78 rolls
 7 to 3 shift 7 to 3 shift
 Jaime Garcia Glenn Landherr

Drawing Room Shift Record Old Record
 135 market wire
 October 9, 1990 None established
 29,840 pounds
 7 to 3 shift
 Jerry Fullmer

Drawing Room Shift Record Old Record
 148 Nor-Twist Wire
 August 29, 1990 August 16, 1988
 15,500 pounds 14,940 pounds
 7 to 3 shift Unknown
 Walter Hay Filemon Sandoval

Checking the stats

August, 1990

PRODUCTION

Department/Mill	Produced (tons)	Performance to Plan
Primary Department		
Raw Steel	155,434	N/A
Billets Cast	64,169	125.8%
Blooms Cast	63,066	82.6%
Wire Division		
Rod/Wire	3,526.3	N/A
Plant 1	7,227.5	96%
Plant 4	6,013.2	86%
<u>24-Inch Mill</u>	37,093	108%
<u>14-Inch Mill</u>	28,472	104%
<u>12-Inch Mill</u>	26,736	100%
	Shipped (tons)	Plan vs. Actual
Total Rod/Wire	22,154	- 135
12-Inch Mill	13,697	+ 3,697
14-Inch Mill	31,864	+ 2,208
24-Inch Mill	35,481	+ 5,516
Semi-Finished	26,876	+ 8,878

COMPLAINTS

Wire Division Products			
Number Recorded	Reason	By Costs \$ %	TOP FOUR COMPLAINTS = 71% OF TOTAL
121	Customer Error	\$37,914 31.90%	
	Vendor Defect	17,551 14.77%	
	Rust	15,627 13.15%	
	Service	13,830 11.64%	
Steel Division Products			
Number Recorded	Reason	By Costs \$ %	TOP FOUR COMPLAINTS = 70% OF TOTAL.
116	Lap	\$39,393 24.78%	
	Price	33,254 20.92%	
	Customer Error	19,615 12.34%	
	Service	19,076 12.00%	

ABSENTEES

Normal Work Hours	Total Absence* Hours	% Absence to Normal	% July 1990
410,383	27,984	6.82%	6.27%

* includes off until further notice, i.e. workers compensation, sickness and accident, discipline, etc. and general reporting off.

OSHA RECORDABLE INJURIES

OSHA recordables are injuries resulting in time loss, sutures or physical therapy needed, industrial illness, etc.	Rate 14.05% Rate is % per 200,000 man hours (100 employees working 1 year)	Rate - Aug. 1989 16.00%
34		

3 end careers after 72 years

Three NSW employee/owners with an accumulated total of 72 years retired effective October 1, 1990. *Owners Manual* commends these individuals on their longtime dedication to the company and extends best wishes for a happy and productive retirement.

35 Years

Clayton Pearson, Crane Operator.

20 Years

Donald Rabbe, 14-Inch Mill.

17 Years

Darlene Jacobs, Salaried, Administrative Office.

Anniversaries marked by 5 employee/owners

A number of employee/owners will reach career benchmarks in November with Northwestern Steel and Wire Company. On these anniversaries, *Owners Manual* recognizes the longtime dedication of these valued workers.

40 Years

Hilmer H. Rothe, 11/3/50, Billet Caster.

35 Years

Walter Lindsley, 11/28/55,

Electric Furnace.

20 Years

Gloria J. Harting, 11/18/70, Private Payroll, Filing Department.

10 Years

Leonard R. Lowery, 11/19/80, 14-Inch Finishing.

5 Years

Elizabeth J. Rosenow, 11/25/85, Private Payroll, Data Processing.

Northwestern Steel and Wire Company
 121 Wallace Street
 Sterling, Illinois 61081

Bulk Rate
 U.S. Postage
 PAID
 Permit No. 69
 Sterling, IL

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