



SANGAMO WESTON
Schlumberger

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NEWS ABOUT SANGAMO WESTON, SARASOTA

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SPECIAL COST REDUCTION PROGRAM ISSUE

MARCH, 1981

FIVE EMPLOYEES WIN AWARDS IN COST REDUCTION PROGRAM

Five Data Systems Division employees have won cash awards for cost-saving suggestions submitted to our Cost Reduction Program.

"The Company is very pleased to recognize these first award-winners in our pilot Cost Reduction Program," said General Manager S. Kent Morgan.

"Through work improvements suggested by employees, we all benefit. These suggestions for saving time, labor and materials can help our Company to improve cost efficiency and to become more competitive and more productive. Employees can make a direct contribution to the success of our Company through CRP suggestions, Mr. Morgan said.

INSPECTOR'S IDEA WINS CASH



Kathy Lowe and Larry Foster in Fab Inspection. Larry was Kathy's Supervisor at the time Kathy made her award-winning CRP suggestion to stamp part numbers in Fab Inspection. Kathy's initial award is \$228.

Kathy Lowe, Electro-Mechanical Inspector A, submitted a Cost Reduction Program suggestion that part numbers be stamped on the parts in Fab Inspection, using permanent
(cont'd on page 2)

DON MC CREA'S IDEA WINS



Don McCrea and Supervisor Bill Roberts, of our Fab Shop, with the Offset Spot Welding Electrode developed by Don McCrea. His CRP award is \$219, to begin with.

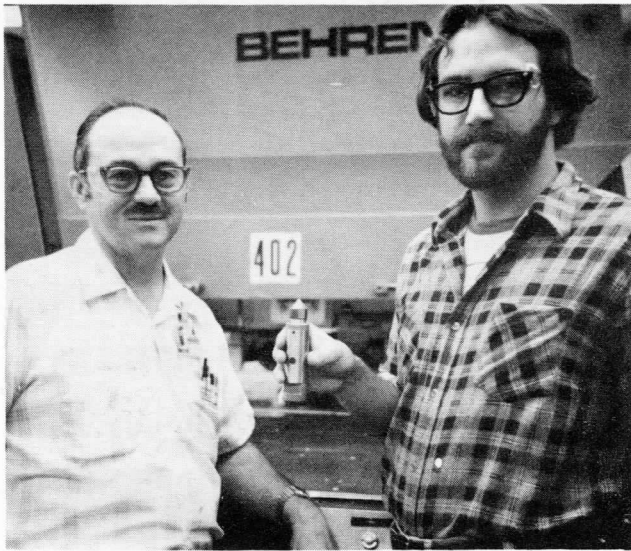
Don McCrea's Cost Reduction Program suggestion is an offset electrode which permits spot welding of weldnuts -- nuts welded to sheet metal, via projection welding. Don developed the electrode so that it has an interchangeable tip and can handle four different sizes of weldnuts. His device helps save set-up time in spot welding.

Preliminary evaluation of Don's suggestion by our Cost Reduction Committee indicates an estimated annual saving of \$4,377. Don's award is based on 10% of the estimated savings for the first year of operation-- amounting to \$438. The first portion of his CRP award is \$219.

After a year of actual operation of Don's suggestion, the second portion of his award will be calculated, based on the savings realized. The second installment of Don's CRP award could therefore be greater, or smaller, than the initial \$219, depending on the savings experienced during the first year.

Don McCrea is currently a Machine Maintenance Mechanic, reporting to Plant Engineering and Maintenance. He joined us in 1976 and was employed in our Sheet Metal Shop at the time he came up with the idea for his Cost Reduction proposal.

TIME-SAVING IDEA WINS



Mike Venneman, of our Fab Shop (at right) with Supervisor Paul Shetler. Mike holds the tool which he suggested could be used to countersink holes on numerically-controlled punch presses.

Mike Venneman, of our Sheet Metal Shop, is one of the first winners of a Cost Reduction Program award for his suggestion concerning a faster way to do countersinking operations. The first portion of his CRP award is \$248.

Working with a numerically-controlled Behrens punch press, Mike found a tool listed in one of the catalogs for doing countersinks via the N/C punch press. This meant that, after proper programming, the machine could very rapidly do the initial hole punching and then the needed countersink operation, as well.

(A countersink is a small round depression or "well" formed into the sheet metal to allow the top of the head of the screw to be flat and level with the surface of the metal.)

Mike's suggestion can save time compared to performing separate countersink operations on our drill presses. For example, 10 countersink operations on the drill press have a standard operating time of six minutes. On the N/C punch press, 10 countersinks can be done in a matter of seconds.

Mike Venneman has been working in our Fab Shop for several years.



OPAL BERRY WINS AWARD



Opal Berry and Supervisor Harvey Bundrick with SWS cable retractor parts. Opal's CRP suggestion won her a one-time \$50 cash award.

Opal Berry, a Sheet Metal Mechanic in our Fab Shop, suggested that it would be easier to spot weld the frame mount and hinges for the SWS cable retractors before they were assembled to the longer metal arm. In this way, Opal reasoned, the spot welder would only have two small pieces to hold instead of holding the longer, more awkward arm--a piece of formed metal about 12 inches long.

Opal's practical suggestion also reduces material handling. For her suggestion, Opal Berry received a one-time Cost Reduction Program award of \$50.

Opal has been with us for several years. Upon learning that her CRP suggestion won an award, Opal quipped, "And my husband used to think that all I could do was wash dishes!"



INSPECTOR'S IDEA WINS CASH

KATHY LOWE (cont'd from page 1)

ink. This saved the more time-consuming steps of sending the parts to the Paint Shop or the punch press for part number identification.

Kathy's time-saving CRP suggestion earned her an initial award of \$228. The total award is projected to be \$456, or 10% of the estimated saving for the first year.

LLOYD'S SUGGESTION WINS



Lloyd Miller (right) and Supervisor Harvey Bundrick, with chassis part which won Lloyd a Cost Reduction award.

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Lloyd Miller, of our Fab Shop, won a \$50 one-time award for his CRP suggestion concerning a chassis part. Lloyd recommended having two sides sheared from the chassis part on the numerically-controlled Behrens punch press instead of using a separate shear set-up. His suggestion saved two operations in the process.

Lloyd has been with us since October, 1977. His six-line suggestion is a good example of how a simple idea can pay off for an employee in our Cost Reduction Program.



ONE-TIME CASH AWARD ADDED TO COST REDUCTION PROGRAM

"Some of our CRP suggestions are practical improvements in the way we do a job, but there is no long-term measurable cost savings," explains Howard Bleser, Controller and head of our Cost Reduction Program.

"To give recognition to those suggestions, the Company decided to present a one-time cash incentive award of \$50 to those employees whose suggestions fall in this category," he said.

"Most CRP awards will be 10% of the net savings involved in the first year of operation for the suggestion," Mr. Bleser noted. "However, the Committee is pleased to have the additional flexibility of giving a one-time cash award in those special instances where the savings involved may be much lower, but the employee's idea is adopted, and merits recognition," he said.

SPECIAL COFFEE CUP AWARD FOR VALID CRP SUGGESTIONS

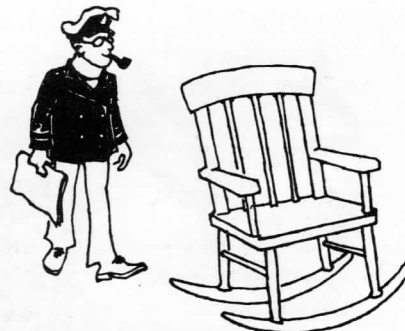


You made a CRP suggestion, but it wasn't adopted and you did not win a cash award? If your first CRP suggestion was not implemented, you are eligible for a special recognition award.

Each employee who makes a valid CRP suggestion will receive a special Data Systems Division porcelain coffee cup in recognition of his or her effort to improve our cost efficiency and productivity.

"This coffee cup is a special recognition to show the Company's appreciation for the employees' efforts in making bona fide CRP suggestions," Howard Bleser explained. CRP cup awards are limited and are presented only under the following conditions:

1. Each time you make a winning suggestion, you will receive a cash award and a CRP coffee cup.
2. If you made a valid CRP suggestion and it is not adopted, you are eligible for one CRP coffee cup recognition award during a six-months period.



-Nick in Good Housekeeping

HOW TO BECOME A CRP AWARD WINNER

Ask yourself these questions:

1. Is there a way to do the job in less time and maintain or improve quality?
2. Can we buy or make simple tools and fixtures to become more productive?
3. Can we eliminate duplicate or unnecessary operations?
4. Can an unnecessary part be eliminated?
5. Can an early operation be improved to make a later operation easier or more economical?
6. Do we stock several items to do the same job?
7. Can we combine two or more operations into one for greater productivity?
8. Will the change save more than it costs?

DOLLARS

SENSE

CAN I SEND IN MORE THAN A SINGLE CRP SUGGESTION ?

Yes, you can contribute as many CRP cost-saving suggestions as you wish. The more valid, well-thought-out suggestions you make, the better your chances of winning a cash award and a special CRP coffee cup recognition award.

CRP suggestions may currently be submitted on Direct Line forms and dropped in Direct Line boxes. Good Luck !



SIMPLE IDEAS WIN

By R. V. Brown, Manager, Manufacturing Engineering

The simplest idea often gives the greatest payback in Cost Reduction Programs. The biggest awards to individual employees usually result from a very simple suggestion concerning normal, everyday work. All of industry, including Sangamo Weston, supplies millions of dollars worth of tools and systems to do the job, but the person most familiar with the details is the person doing that job each day. You can spot the details overlooked by others.

DOLLARS

CENTS

HOW DO I MAKE A SUGGESTION FOR COST SAVING PROGRAM ?

1. Look at the work you do, and the work area you are most familiar with.
2. You know the details of your job best. Can a task be done more simply, thereby saving time, labor or materials ?
3. Be specific in your suggestion. Try to point out the benefits of your suggestion.
4. Think in terms of potential savings.

