



Happy Holidays

from all of Us at Welding Works!



Holiday Wrap-up

1997 has been a year filled with changes at Welding Works. We have welcomed several new faces in the office: Paul Durso, as service representative, Erwin Boettcher, as manufacturing engineer, Sue Regan, as administrative assistant, and Connie Proulx, also as administrative assistant. Paul has expanded our services to include service and repair of heat treating equipment and testing and certification of "below the hook" lifters. These new services have allowed us to welcome many new customers to Welding Works.

In addition to changes in staff, we have also upgraded or purchased new equipment for our shop. From improvements to our entire trucking fleet to increased cutting capabilities, we have enhanced our services to provide you with quality fabrications. We have also improved our computer systems by converting our production control and contact database from DOS to Windows, and we have increased our Auto-CAD capability. We recently purchased an ink-jet printer which is capable of producing E-size drawings.

Welding Works now has a comprehensive web site. For those of you who have not had the opportunity to view it,

Please see "New Year," on reverse.



Pictured above: (standing, from left) Walt Camp, VP Sales and Estimating; Erwin Boettcher, Manufacturing Engineer; John Kuziel, Shop Foreman; Paul Durso, Service Representative; Price van der Swaagh, President, in Charge of Manufacturing/Manufacturing Engineering; (seated, from left) Connie Proulx, Administrative Assistant; Susan Regan, Administrative Assistant; Matt Proctor, Purchasing Agent; Maria Miano, Office Manager.



Welding Works Helps **ABB C-E** to Complete Job Under Deadline

Welding Works recently completed a project for ABB C-E Services, Inc. (ABB C-E) in Windsor, Connecticut. ABB C-E was contracted by an independent power producer in Pennsylvania to replace the plant's existing heater with a new tubular air heater. Our contract with ABB C-E was for the fabrication of support steel, the plenums that tied the air heaters together, new platform steel that serviced the new air heater, and two large sections of ductwork to tie the air heater into the flue gas stream.

Prior to the awarding of the contract by ABB C-E, we attended a job review meeting at ABB C-E's Windsor office. Once the contract was awarded, we immediately began the manufacturing engineering required for the project. This included material pick-offs, detailed drawings, purchasing of all materials,

development of manufacturing techniques, and prioritizing all aspects of the project.

With the outage window only two weeks long, the erection group at the plant needed to do as much work as possible before the actual outage began. To complete the project within these time constraints, Welding Works was required to "fast track" this job. With a narrow outage window and last-minute modifications made to improve performance, the fabrication aspects of the project were compressed into a very short time period.

Welding Works worked closely with ABB C-E's facility in Chattanooga, Tennessee, on the engineering for the project. They emailed most drawings to us, which we then had to fabricate and

Please see "Valued," on reverse

New Year Looks Bright for Welding Works

(continued from front)

we are at www.weldingworks.com. You can also reach us through email, at fab@weldingworks.com. Recently, we have even begun accepting drawings via email. This technique will help us to decrease lead times.

After a couple of years of reduced manpower, we have hired new staff and leveled off at a comfortable size to serve our customers. We know that many of you felt the recession as we did, and it's good to see that many of our customers are returning with increased work. We are happy to say that we completed our second largest job to date in 1997. This project, which exceeded \$1 million, was completed on schedule and on budget. Overall, we have noticed an increase in sales and profits, a trend which we hope continues in 1998.

With all of the improvements at Welding Works and with the rising economy, we have great expectations for the new year.

We have already planned to add lifting capacity to the shop by purchasing two 5-ton cranes. This will give us an additional 3,000 sq.ft. "below the hook." In addition, we will continue to improve our machining capabilities.



To work in conjunction with our production control system, we will also be converting our accounting system to Windows. We hope to improve both the accuracy and response time to quotations by increasing the computer's role in estimating.

As we strive to make sure our customer's needs are met quickly, we plan to provide you with a list of who to call, so that you can speak directly to the person who can best serve you. Look for that in our next newsletter.

Welding Works will continue our efforts to improve our quality and delivery, and at the same time assure that we have a safe and enjoyable working environment. We wish you a prosperous 1998.



A Message from the Owners

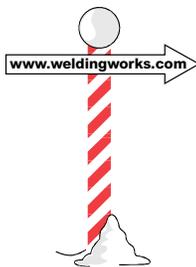
During the preparation of our holiday newsletter, we could not help reflecting on the past years at Welding Works. Most years, like this one, were very successful, others were very challenging, but all carry great memories.

The one constant we have found over the years has been the loyalty and dedication of our customers and our employees. We realize that you are the ones who have made our successes possible.

So, during this holiday season, we are thinking of you and your associates, whose friendships have helped us along the way. We hope this will be a truly happy holiday for you and for everyone in your home, and that the new year will bless you with all of the things that make life worth living.

Price & Walt 

Visit
Our
Web
Site



Holiday Schedule

December 24	Closed 12 pm
December 25-28	Closed
December 29-31	Limited Staff
January 1	Closed
January 2	Limited Staff

Valued Customer Values Our Services

(continued from front)

ship to the plant in Pennsylvania. We were shipping parts to the site within two weeks, and were able to turn this job around in five weeks – three days ahead of schedule. According to Eric Martenson, Procurement Manager for ABB C-E, all parties were impressed with the quick turn-around and with Welding Works' ability to produce a quality product while accommodating their tight schedule. Martenson said, "During installation there were no fabrication errors which caused any rework or delays in the job."

At Welding Works, we strive to produce

quality fabrications within your time schedule. After completing the ABB C-E project, we were very satisfied when the comments came back from the field that, not only were the erectors pleased with the deliveries, they were also extremely pleased with the quality of the material supplied. In all, the project required over 1700 man-hours and 105,000 pounds of fabricated steel.

ABB C-E has been a valued customer for over 18 years, and we hope to continue to find ways to better serve them – and you – in 1998.

Season's Greetings
from **WELDING WORKS**

