



Better Meetings Improve End Results

Thomas & Betts is on a mission – a mission to broaden and sustain a lean culture throughout the entire organization. The effort is moving from the factory floor to the office floor. One important area that affects almost every employee is making sure business meetings are efficient, productive and result in sound ideas, plans and decisions. When planning a meeting, follow these five simple principles to ensure that your meeting doesn't waste anyone's time.

1. Communicate meeting objectives in advance.

To help participants come prepared for the meeting, the meeting leader should distribute an agenda and communicate the purpose for the meeting in advance.

2. Allocate the appropriate time and resources.

In planning the meeting, the leader should be sure that the time and location do not conflict with other meetings. It's the leaders responsibility to provide any necessary supplies (markers, handouts) or electronic equipment (computers) and to be sure that they work properly.

3. Invite only the people who need to be there.

Often, an individual may need to know the outcome of a meeting but doesn't need to actually attend. In a case like this, it will be more efficient for the leader to communicate with other interested parties via email after the meeting.

4. Keep the discussion on topic and assign action items (or "to-do's").

Meeting participants should encourage open discussion and avoid side-line issues not directly related to the topic. Action items should be assigned and recorded to prevent miscommunication and ensure accountability.

5. End meetings on time and follow through on commitments.

Meeting leaders need to watch the clock and finish on time, even if it means setting up another meeting. Meeting minutes (or a "recap") hold participants accountable for action items and are distributed on the same day while details are still fresh in participants' minds.



Powerline Online!

Powerline is now available on T&B's intranet homepage. Click on the "Departments" link and then on the "HR" link.

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Vol. 2 – 2005

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connecting Thomas & Betts employees worldwide

**Audit Services -
The New Rock Stars**
page 2

**Occupational
Injuries Down 25%**
page 6

**Marketplace News
and Innovations**
page 7

**T&B Recognized
as Top Supplier**
page 10

**Training Grants
Further T&B
Lean Initiatives**
page 14



**The Devil Was in the Details:
Construction on the Edge of Hells Canyon**
page 5



The New Role of Audit Services: From 'Corporate Cops' to 'Rock Stars'

*Corporation's Audit Departments
are Attracting the Limelight like Never Before*

They're the subject of late night stand-up comedy. "The two greatest lies are first, when the auditor walks into a facility and says, 'I'm here to help.' And, second, when the client says, 'We're glad you're here.'"

They're gracing magazine covers. Who doesn't remember internal auditor Cynthia Cooper, the WorldCom whistle-blower, on the cover of *Time* magazine?

**"[Internal] auditors are rock stars now.
This is their day in the sun."**

And across the Fortune 500, CFOs are paying homage. Bruce Nolog, CFO of Pitney Bowes, said in a recent issue of *CFO* magazine, "[Internal] auditors are rock stars now. This is their day in the sun."



T&B rock stars (left to right) Sathish Venugopalan, Patrick Guisto (of JC Jones & Associates), Mark Bender (former director of Audit Services at T&B), and Brent Armstrong.



T&B's Audit Services team says that all of the increased focus on Audit Services is nice, but at the end of the day, their mission is simple: to serve the company's operations by identifying opportunities to improve business processes and overall internal controls to deliver continuous improvement that impacts the bottom line.

"We're not the corporate cops. Nor are we rock stars. Our goal is to help T&B improve the business, rather than just completing assignments that simply verify compliance with procedures and policies. We have a unique, broad vantage point to be able to see across the corporation and promote opportunities for plants and people to learn from each other," said Sathish Venugopalan, manager of Audit Services.

In 2005, the Audit team will complete approximately 50 audits spanning more than 30 facilities globally, and 20 processes and systems.

A partnership with JC Jones & Associates, an outside consulting firm that specializes in internal audit services, has helped the team cover a significant amount of ground.

"They're really an extension of who we are. They conduct audits – following our processes and are partners in improving the audit process."

Typically, the Audit team selects projects by working with the business units to perform a risk assessment. This assessment considers many factors that center around people, process and technology.

"The lens that we look through is around current business dynamics, as well as potential risks and profit improvement opportunities for the company," said Brent Armstrong, manager of Audit Services.

Once the priorities are developed within the annual audit plan, the plan goes to the Audit Committee of T&B's Board of Directors for approval.

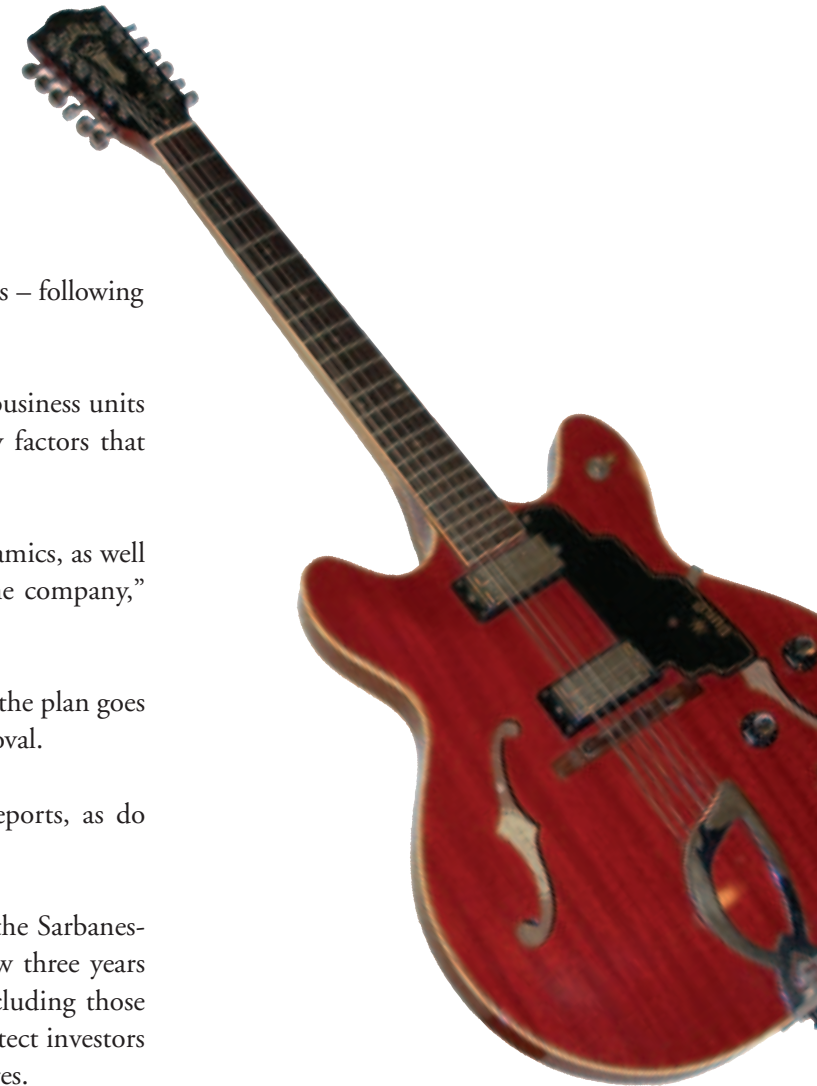
The Audit Committee receives copies of all primary audit reports, as do CEO Dominic Pileggi and CFO Ken Fluke.

A recent piece of legislation that has affected internal audit is the Sarbanes-Oxley Act (commonly called SOX), which was signed into law three years ago in the wake of a series of corporate financial scandals, including those affecting Enron and WorldCom. The goal of the act was to protect investors by improving the accuracy and reliability of corporate disclosures.

From an Audit Services perspective, T&B had already laid much of the foundation that companies must have in place to be compliant with Sarbanes-Oxley.

Fluke said, "We began to build the in-house Audit Services department in 2001, so we had a 'leg up' on our ability to move the company toward a culture of improved controls required by SOX by the time it passed in 2002."

Added Venugopalan, SOX project manager for Audit Services, "For us, the impact of Sarbanes-Oxley has been more about creating focus and consistency for the organization. That's not to say that it hasn't meant more work for everyone involved to meet compliance. However painful in the short-term, in the long-run, incorporating Sarbanes-Oxley into our workstream as a process – not a project – should benefit the entire organization.



"Throughout the entire audit process, the team partners with the business unit and functional area managers to keep them apprised of findings and agree on corrective actions, if there are any necessary," he said.

Ultimately, the team says that they're measured by the metrics of ensuring Audit Committee/Board of Directors' requirements are met, their internal customers are satisfied, and they continue to contribute to improving the overall performance of the company by identifying areas of focus that impact continuous improvement.



Patrick Guisto of JC Jones & Associates works closely with T&B's Audit Services department.

News Flash!

As this edition of Powerline was going to print, Sathish Venugopalan, former manager of Audit Services for T&B, was named Director of Audit Services. He replaces Mark Bender who resigned at the end of July. Sathish came to Thomas & Betts in 2002 from Sprint Communication Corporation where he was a Senior IT Auditor.

“Throughout the process, the entire audit team partners with the business unit and functional area managers to keep them apprised of findings and agree on corrective actions, if there are any necessary.”

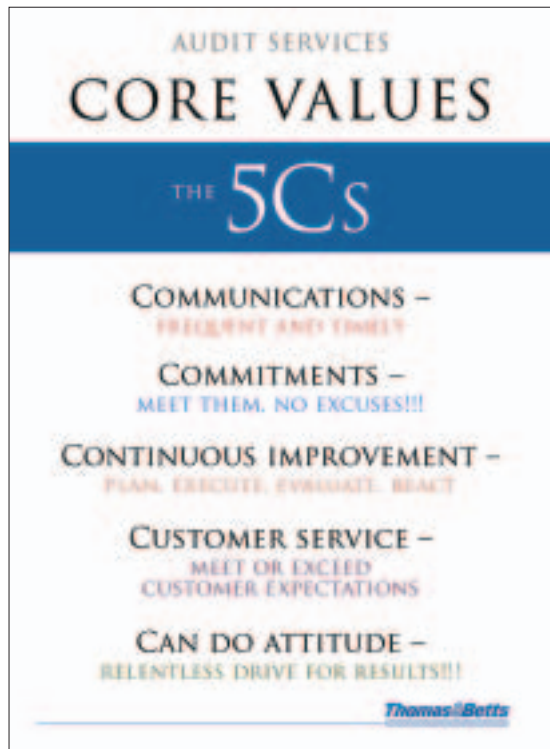


Sathish Venugopalan and Brent Armstrong of Audit Services.

We believe that if we can live by these things, we can effectively support our internal customers and ultimately, T&B's guiding principles,” said Armstrong.

The feedback couldn't be more positive.

Said Natalie Pilon, vice president of finance for the Canadian division, “Knowing you'll be audited could make any group feel insecure. However, the Audit Services team has put in place processes and a ‘we've come to help’ attitude that changes people's experience with what it means to be audited. I mean, how common is it for auditors to ask those whom they've just audited to rate their performance? We built a strong working relationship with them focused on ‘how do we continuously improve’ that continues to this day.” ■



The Devil Was in the Details

T&B Steel Structures Support Construction on the Edge of Hells Canyon

A tight schedule, remote access and severe terrain added up to a devilish project for Idaho Power Co. (IPC) when it had to add a 10-mile transmission line at the edge of Hells Canyon on the Idaho-Oregon border. T&B's Steel Structures team was brought in to provide 103 steel poles for the high-voltage electrical line.

At 7,900 feet, Hells Canyon is the deepest gorge in North America, and has been carved out by the Snake River over time. The more than 652,000 acres surrounding Hells Canyon are designated as a national recreation area.

“Given the remote nature of the project, we knew that anchoring the steel poles into the canyon walls would be the most difficult part of the project,” said Steve Moline, senior market development manager for Steel Structures in Western United States.

“While unconventional in its challenge, this project is a prime example of the way we partner with customers.”

T&B's Steel Structures worked with a number of IPC's contractors, including engineers, geotechnical consultants and construction workers, to pull off this feat in five months from the construction's start.

“Our early involvement allowed us to gain a thorough understanding of our customer's challenges so we could do all we could to optimize the costs of the structures and foundations,” Moline says.

After weeks of excavation and drilling, IPC's construction contractor laid concrete foundations at 84 separate locations. Some of the sites couldn't be reached by ground vehicles. For those areas, an Erikson's sky crane helicopter was used to place the pole sections into the foundations. This was not the first time that helicopters have been used to construct transmission poles, but the Hells Canyon project raised some unique challenges.

“At that particular elevation, the helicopter's lift capacity was only 20,000 pounds,” Moline said. “We designed each pole section to not exceed that weight requirement and then designed and installed special hardware to aid the helicopter pilots in setting the pole sections.”



At its deepest point, Hells Canyon is deeper than the Grand Canyon.



The pole installation with the helicopter took just two days, which allowed the remainder of the line construction to be performed and completed on-time.

“While unconventional in its challenges, this project is a prime example of the way we partner with customers,” adds Moline. “That's why we are the number one supplier of tubular steel transmission poles and the utility industry's supplier of choice.” ■

Adapted from an article which appeared in *Transmission & Distribution* magazine.



SAFETY ZONE



LADDER SAFETY

Whether at a T&B manufacturing plant or office environment, a ladder is often required to complete a task. The Occupational Safety and Health Administration (OSHA) ranks ladders as one of the top injury agents, but following some simple practices can help make ladder use safer:

- *Inspect your ladder for missing rungs and cleats, loose nails, corrosion, or other damage.*
- *Choose the right type and size ladder for the job. Never splice two ladders together or try to increase the height of the ladder by placing it on boxes, barrels, or other objects.*
- *Always keep your body between the ladder rails. If you need to, move the ladder so you can safely reach your work. Countless falls have resulted from stretching and reaching to the sides.*
- *When climbing or standing, always maintain three points of contact.*
- *Don't exceed the maximum weight limit of the ladder.*
- *Store your ladders where they are protected from weather and other damage.*

Employees Drive Occupational Injuries Down, Down, Down

Thanks to employees' increased focus on safety, T&B's occupational injury rating for its worldwide operations dropped 25 percent between May 2004 and May 2005. With a frequency rate of 5.1 injuries, the company outperformed the industry average of 8.3 during the same time period.

"Our company-wide commitment to ensuring safe products for end users extends to employees taking responsibility for creating – and maintaining – a safe work environment at Thomas & Betts," said Bill Frigon, director of safety at T&B. "A 25 percent decrease is phenomenal and we look forward to further improving upon our performance in the next 12 months."

The importance of safety also impacts the bottom line. For every dollar spent on a workman's compensation claim, a company will spend an additional \$5-\$6 dollars in indirect costs to close the claim. That's money that could be spent on investing in plant equipment, employee training and other business needs.

Over the past year, T&B employees have participated in safety committees to help the company identify hazards and develop corrective actions to eliminate them. New safety recognition programs, safety inspection audits and plant safety calibrations based on safety performance have contributed to the decrease in injuries.



Bill Frigon, director of safety.

All employees can and should prevent accidents by:

- *Working safely at all times.*
- *Reporting unsafe conditions immediately to management.*
- *Working with their supervisors to identify and eliminate the causes of unsafe work behaviors.*
- *Making suggestions and recommendations to improve the safety of each and every operation or task.*
- *Actively and enthusiastically participating in all aspects of our safety program.*



MARKETPLACE

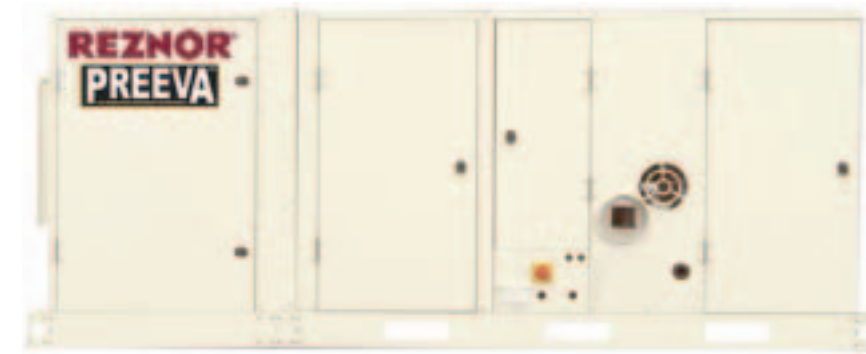
Like Goldilocks, Reznor's New PREEVA Brand Gives Customers What's "Just Right"

The HVAC division has introduced a new member of the Reznor® brand family: the PREEVA™ family of indoor, PRE-Engineered, Ventilation, Air-handlers. These heating and cooling units can operate at variable firing rates to match a building's needs, versus traditional units that come on full blast and are less energy efficient.

Cooling can run at three stages (33 percent, 67 percent and 100 percent) so that the unit maintains more accurate space temperatures. This requires less on/off compressor cycling, which can lengthen equipment life.

Thanks to some innovative advancements by the HVAC Engineering team, high efficiency heating is provided when the unit is at full rate, 30 percent of full rate, or anywhere in between. This saves energy and provides more consistent comfort levels.

This new line can accommodate most any HVAC application, and provides contractors and engineers a modular concept to make specifying, installing and servicing the easiest ever.



Reznor Makes it Cool to be in School

T&B has introduced a line of wall-mounted air conditioning units, which are a popular choice for modular, telecom or apartment buildings. For example, many schools use them in portable classrooms.

The Reznor® Z Series of wall-mounted air conditioners and heat pumps has three models from which to choose, and handle from 1.5 to 5 tons of cooling capacity. Customers like them because they are easy to install – they just plug in – and they retrofit easily into existing buildings.

3-D Design Moves Steel Structures to the Cutting Edge

Home-grown creativity and innovation are giving T&B Steel Structures engineers an edge over competitors by rethinking how steel structures are defined and manufactured.

The Steel Structures Engineering group recognized the potential benefits for customers in applying today's latest technology – a 3-Dimensional CAD (Computer Aided Design) system. They developed a customized and proprietary method to apply the technology advances to their business. The new system will impact almost all aspects of the Steel Structure business, and result in reduced delivery lead times to customers and lower production costs for T&B... all while improving quality and accuracy in the process.

“This is another great example of T&B’s guiding principles in action. The creative way that the team went at this challenge allows us to deliver more efficiently to customers as well as improve our internal design process,” said Jim Wiederholt, president, Steel Structures.

According to Andy Strange, director of manufacturing engineering for Steel Structures, 3-Dimensional solid modeling capabilities make it easy for T&B to accurately define all aspects of the pole structure in one place and have that information feed into the drawing generation, cost estimation, bill of materials, routing and labor allocation and manufacturing equipment such as computer controlled plasma cutters. If the customer makes a change to the structure, the model is updated and that change is automatically reflected in each system linked to the



Andy Strange (left), director of manufacturing engineering for Steel Structures, and Todd Ballard, engineering systems programmer for Steel Structures.

model. This relation between the model and these systems is referred to as a parametric association.

In collaboration with an external service programmer, Strange and Todd Ballard, engineering systems programmer for Steel Structures, developed a program that allows drafters to create a basic 3-Dimensional model in approximately four minutes. After the basic model has been generated, the non-structural detail such as climbing, name plates, grounding and other customer specific details are added. Last year the Steel Structures Division generated almost 6,000 unique pole designs along with all of the detail drawings for those structures.

“In the future we expect that design changes from the customer can be made ‘real time’ over the internet with our engineers and drafters,” said Strange.



Steel City: Leading the Way for More than a Century

Steel City: the name alone conjures up images of strength and endurance. And endure it has. Steel City – a strong name, a powerful brand and world-class product line – is celebrating a century of innovation.



Engineers and contractors around the world recognize Steel City brand electrical boxes, enclosures and fittings as the industry leader. Since 1904, Steel City has represented the gold standard in quality, creativity and customer satisfaction. The Steel City brand name continues to be synonymous with innovation. Some of the newest customer-driven developments include:

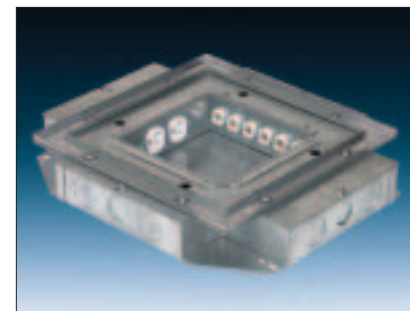
- In response to the increasing use of shallow concrete pours for upper floors, T&B developed the Steel City® 668-S Ultra-shallow Floor Box. Functional as well as aesthetically appealing, it has a heavy duty die cast cover with a durable powder coat finish to match any décor and can be mounted flush with the floor in tile and wood floor applications.



Hands-Free Swivel Hanger.



Snap-In Fitting.



Ultra-shallow Floor Box.



Residential Floor Box Kit.



In celebration of Steel City’s anniversary, employees participated in a contest to design a Mr. Steel City. The Best in Show Award was given to the Retail Group for their design.

- For residential contractors, T&B now offers the Steel City® 71W Series Residential Floor Box kit which includes an outlet box, cover, flange and receptacle for use in wood sub-floor applications. The affordable and conveniently packaged kit offers an easy-to-install solution to help eliminate the fuss and mess of extension cords.

- The Steel City Hands-Free Swivel Hanger allows quick installation of ceiling fixtures without the need for a second set of hands. The patented hanger design allows the fixture to be set in place while giving users access to the conductors while wiring is being completed. The innovative hanger is ideal for gyms or other commercial sites.

- To help electricians save time when installing an electrical box, T&B developed the new Steel City® Steel Snap-In Fitting, a convenient fitting that “snaps in” and doesn’t require the use of tools or lock nuts. The labor savings are significant when compared to traditional fittings that use set screws, lock nuts, clamps or other time-consuming fasteners. The snap-in fitting is unique in the electrical industry.



EMPOWERED PEOPLE

Entergy Recognizes T&B as Top Supplier

T&B's Steel Structures group was recently named by Entergy Corporation as one of the company's top suppliers. Entergy, an integrated energy company engaged primarily in electrical power production and retail distribution operations, serves approximately 2.7 million customers in Arkansas, Louisiana, Mississippi, and Texas and has annual revenues of more than \$10 billion.

Steel Structures was honored with a "Supply Chain Leader Award" in the area of transmission. The award recognizes T&B's consistently high-performance level and support for Entergy accounts. Bob Schultz, vice president of marketing for T&B's Steel Structures business, accepted the award on behalf of T&B.



"Entergy is widely considered to be one of the best managed companies in our industry and we are honored to be considered a valuable and key supplier to them," said Schultz. "We look forward to continuing to strengthen our relationship in the future."

The award was presented at Entergy's annual conference for its suppliers. According to Walter Rhodes, vice president of supply chain and chief procurement officer for Entergy, "The main purpose... is to promote efficient, high-value supplier/buyer relationships with a number of critical vendors that are fully aligned with Entergy's values and business objectives."



T&B's Athens, Tenn. facility was one of the sites registered.



ISO 9001:2000 Certification Marks Important Milestone for Electrical

T&B's U.S. electrical business' management systems have achieved ISO 9001:2000 certification, a widely recognized measure of business excellence.

"This validates our efforts to deliver high quality and customer-focused products and services," said Tim Coates, vice president of Electrical Operations. "I'm extremely proud of our team in achieving this significant milestone."

The Electrical sites that have been registered include: Vega Baja, Puerto Rico; Southaven, Miss.; Athens, Tenn.; Byhalia, Miss.; Jonesboro, Ark.; Orange, Mass.; and Monterrey, Mexico (Weatherproof, Die Cast and Blackburn).

ISO certification is more than just a "nice-to-have." A survey by one outside group, the U.S. Technical Advisory Group, demonstrated that companies that follow ISO principles reap bottom-line benefits in the areas of customer satisfaction, quality of products and services, and increased productivity.

ISO, the International Organization for Standardization, is the world's largest developer of business standards. Certifications are difficult to obtain, and are verified through a rigorous, independent audit that looks at management systems in areas such as customer focus, involvement of people, process approach, continual improvement, factual approach to decision making and mutually beneficial supplier relationships. T&B's certification was conducted by QMI, North America's leading management systems registrar.

Investing in the Industry's Future



CEO Dominic Pileggi delivered the commencement address for 2005 graduates of the U.S. Mid-South IEC Electrical and Systems Apprenticeship Program in June. Pileggi also presented a \$20,000 scholarship from T&B to IEC in honor of the 2005 Mid-South IEC Apprentice graduating class. The scholarship will support electrical and low-voltage vocational training in the Mid-South region for the next four years. IEC is a trade association for independent electrical and systems contractors with 76 chapters nationwide.

The graduates either completed a four-year IEC electrical apprenticeship program or a three-year IEC voice, data and video apprenticeship program. They put their learning to use through on-the-job training – completing



CEO Dominic Pileggi, left, presented a scholarship check from T&B to IEC.

work at area educational, medical and financial facilities, as well as auto dealerships, state and local government offices and retail facilities.

As a manufacturer, Pileggi noted, T&B looks to the expertise of end-users to help shape new products. "We place great value on getting our product engineers and product managers out into the field to meet with electrical professionals to ensure that we develop and deliver innovative products that help you offer your customers the best service possible," he said.

Strongest Link Awards Debut at Gadsden

Three employees of T&B's newest manufacturing facility in Gadsden, Ala., are that facility's first recipients of T&B's "Strongest Link" carabiner award. The award recognizes employees who bring the company's Guiding Principles to life. Carabiners are aluminum devices climbers use to connect ropes to each other and the mountain.

Marvin Montgomery, layout/fitter, earned a carabiner by demonstrating the T&B principles of promoting operational excellence and continuous improvement. Montgomery also is a member of the Gadsden Safety Committee.

Travis Butler, also a layout/fitter, has been instrumental in the company's training efforts, demonstrating leadership and commitment to T&B's guiding principle of continuous improvement. Travis also serves in the U.S. Army Reserve.

John Bobbitt, equipment operator, was honored for his commitment to helping others. His efforts extend to his work as an area volunteer firefighter, where he was recently named volunteer firefighter of the year.



(Left to right) John Bobbitt, equipment operator, Travis Butler, layout/fitter, Marvin Montgomery, layout/fitter, and Carlon Smith, Gadsden plant manager.

Mexican Operations Recognized with Loss Prevention Award

T&B's Mexico operations were awarded a Property Loss Prevention Engineering Award by FM Global, T&B's outside provider of property insurance and risk management.

To reduce the likelihood of property loss and business interruptions, the operations team in Mexico has taken the initiative to improve housekeeping, install a fire hydrant, update the sprinkler system, and train an all-employee fire brigade in case of emergency.

According to Bill Frigon, director of safety for Thomas & Betts, "The 5S program has played a major role in improving housekeeping and reducing the potential for fire in all plants. Monterrey employees have been driving loss prevention efforts at their plant, which can cost companies millions of dollars per year. They've done a great job in identifying better and more cost-effective methods, and inspecting and maintaining our fire prevention systems."

Since 2002, T&B plants worldwide have implemented 63 recommendations to prevent an estimated \$360 million in potential property damage or loss. T&B has partnered with FM Global for nearly 10 years to proactively address potential property hazards and associated business risks that could threaten T&B facilities.

"Thomas & Betts continues to focus on manufacturing high quality products, delivering excellent customer service and contributing to the world's ability to flow power and data. The diversity and efficiency of Thomas & Betts' operations are a tribute to their ability to identify and manage change" said Blake Usher, account manager, FM Global.



Front row (Left to right): Manual Baez (FM Global Consultant Engineer), Javier Chavez (Heaters Plant Manager), Dr. Rodolfo Tamez Alanis (Occupational Health Manager), Hector Sandoval (Die Cast Plant Manager), Back Row: Armando Rivera (Communications Plant Manager), John McConnon (FM Global Senior Account Engineer), Heberto Lara (Financial Director), Ruben Villegas (Weatherproof Plant Manager), Bill Frigon (Director Health and Safety), Eduardo Gonzalez (Blackburn Plant Manager), Blake Usher (FM Global Account Manager), Mike Trujillo (FM Global Senior Account Manager).

Jonesboro Employees Support Community Initiatives

To celebrate the 10th anniversary of T&B's Jonesboro, Ark. facility, employees of the plant sponsored a booth at the 16th Annual Business Expo at the Arkansas State University Convocation Center. Forrest Smith, business unit manager, Linda Tucker, human resource representative, and Larry Kronk, quality manager, represented T&B and showed attendees the wide array of products manufactured in Jonesboro.

In addition, Jonesboro employees also took part in the third annual community-sponsored "Corporate Games" tournament, which included kayak races, a tennis ball toss, golf chip and an obstacle course race. The T&B team placed second overall, and won first prize in the t-shirt design contest and a second prize for "most spirited" team.



Back row: Robbie Gibson, Brad Hensley, Chris Hess, Forrest Smith, Terry Bumpers, Larry Hensley, Jimmy Armstrong. Front row: Tabatha Henderson, Linda Tucker, Marka Loar, Terrance Ratliffe and Tamara Meredith.



T&B's booth at the 16th Annual Business Expo at the Arkansas State University Convocation Center.



Portland employee Dao Thi Nguyen, second shift finisher.

Training Grant Furthers Portland and Orange Facilities' Lean Efforts

Employees at T&B's Portland, Tenn., facility will benefit from a \$44,000 training grant from the Tennessee Department of Labor & Work-force Development.

The grant will provide on-the-job training to upgrade employees' skills as the plant implements Lean Manufacturing. Workforce Essentials, Inc., a partnership of private and public resources, will provide training for 63 Portland employees.

"We are excited to be able to continue our Lean journey with the support of the community," said Matt Fadule, Portland facility manager. "This type of program is a win-win for the local community, the state of Tennessee and Thomas & Betts."

T&B's Orange, Mass., facility also received a training grant from the state of Massachusetts. The two-year, \$43,200 grant will provide training for maintenance mechanics and mold technicians on robotics repair. This training will further the facility's uptime goals by training and empowering employees to be able to immediately make the technical repairs necessary to keep production running instead of having to wait for a vendor to provide repairs.

Bringing Lean to the Closing Process

Corporate Accounting is focusing on applying Lean principles to the financial reporting closing process, with great success.

Each month, the group is responsible for "closing" the company's books. This process requires gathering financial information from all business units and geographic regions and rolling it up to T&B's corporate results. The process involves a team of finance professionals from Electrical, HVAC, Steel/Communications, Europe, Canada and Corporate, as well as Information Technology support.

"The team's near-term objective is to reduce closing time from five days to four, a 20 percent improvement, said Stan Locke, vice president and corporate controller.

Financial information does not get more valuable with age. In an ideal closing process, managers could start the first day of a new month with a complete snapshot of their business' financial performance from the previous month."

The "closing" team has looked at steps to address bottlenecks, eliminate non-value added activity, improve communication, strengthen the control environment and raise awareness of the importance of timely reporting of financial information.



John Gildee instructs financial closing team on lean principles.



TIDS & BITS



Doug Adams, T&B sales representative, Houston, Tex., shows off his trophy awarded by WESCO Distribution, one of T&B's largest customers.

Holy Smokes - Houston Sales Rep Gets a Sizzling Win With Wesco

Doug Adams, a T&B sales representative in Houston, Tex., has taken T&B's guiding principle of "understanding customers" to an entirely new level of commitment. For seven years, he has faithfully participated in local WESCO Distribution's annual chili cook-off. And, in the off season, he has worked passionately to perfect his chili recipe. This year, Doug's hard work and persistence paid off... he was finally recognized this year when he received an award for his chili recipe.

WESCO Distribution, one of T&B's largest customers, is a leading distributor of electrical construction products and maintenance, repair and operating (MRO) supplies.

WESCO®

Ty-Rap Cable Ties Part of Winning "Formula One" Race Car

Ty-Rap cable ties have been used in everything from fine art to finished goods. Now Formula One racing cars can be added to the list.

Engineering students at Wayne State University in Detroit, Mich. incorporated Ty-Rap cable ties into their original design of a Formula "mini-Indy style car." The cable ties were donated by T&B and the car proudly bore a Ty-Rap sticker during competition.

The Ty-Rap car competed at the 2005 Formula SAE (Society of Automotive Engineers) Competition at Michigan's Pontiac Silverdome. More than 120 cars from universities around the world, including Australia, Finland, Korea, Singapore, Japan and Central and South America, competed in track events such as acceleration and endurance.

Wayne State has earned a reputation for fielding strong, competitively engineered vehicles. This year was no exception. The Wayne State team won the "Henkel Technologies Award" for best use of structural foam in the design and reinforcement of the frame and suspension of the car.



Wayne State University's mini-Indy Formula racing car sported both Ty-Rap and T&B stickers.