



WCPA Membership Incentive Program Revised for 2013

The New Year is fast approaching! As we prepare to ring it in, WCPA is once again offering its members the MIP coupon book. Next year, the coupons will change in value.

Don't worry though, you will still save money on purchases! Participating companies will still offer incentives in the coupon book that are valuable. The reason for the change is due to our board's recent discussion on how the "one-size-fits-all" coupon approach didn't work for everyone.

So the board voted to change the program to the new system which will allow our suppliers to provide their own approach with the program. Rest assured, the value of the coupons will still be dramatically worth more than the cost of being a member of WCPA.

Membership in the WCPA is low-cost and the coupon book is well worth joining if not for the networking, meetings, knowledge pool, and other WCPA events.

Remember, each year with your paid membership you get the MIP coupons, access to the Web site at www.wcpaonline.com and invitations to any meetings and events the WCPA hosts.

If you have any questions or suggestions, please contact Carol Park at wcpa2012@hotmail.com.

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WCPA Annual Meeting & Expo 2013 Info.

The announcement has been made, plans are being drawn up, and your board is working hard to make next year's 2013 WCPA Annual Meeting & Expo a blast.

We will be co-locating with IFAI's Geosynthetics Materials Association's 2013 conference in Long Beach, California.

Our event will take place at the Hyatt Hotel in Long Beach April 1-3, 2013.

WCPA is working with IFAI to develop a registration page and conference page for our event.

IFAI is working hand-in-hand with the WCPA and will help arrange our event.

WCPA's Expo will feature seminars, workshops, and free attendance to the Geosynthetics exhibit.

The WCPA board is working to develop a cost-effective price for the 2013 meeting and expo.

If you would like to make a suggestion, or volunteer to help during the conference, please feel free to contact me.

Keep your eyes peeled for more info. regarding our WCPA Annual Meeting & Expo 2013!

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WCPA is about to end another great year! We've had some events, including our Annual Meeting & Expo in February; board meetings; and a special visit and Q&A session with IFAI's Mary Hennessey.

As we come to the end of the year, WCPA is offering members the Membership Incentive Program once again.

Next year, the program is changing, as you've no doubt read in the article on the first page.

In 2013, companies participating in the incentive program are setting their own caps on the savings you can take advantage of.

Keep in mind we will have plenty of participating companies.

As we plan ahead, WCPA members will have a chance to meet in April in Long Beach at our 2013 Annual Meeting & Expo.

We're going to co-locate with IFAI's Geosynthetics Conference and have our events at the Hyatt Hotel.

Our meeting and expo will offer members workshops, an opportunity to walk the Geosynthetics exhibit floor, and tie our annual meeting with PAMA and the Marine Fabricators' Association.

Membership in the WCPA is not only a resource for you, but a great way to stay connected with fellow suppliers and fabricators.

I encourage you to renew your membership today. Over the years, I've enjoyed being a member of this great association. I've learned a lot and am proud to be its current president.

The different perspectives we each bring to our industry is invaluable. Our WCPA members offer a unique take on our industry. We learn from each other, help one



another and guide each other.

I know the economy is tough, sales are difficult, and new and upcoming changes in the law – like the new California fire issue – put stresses on our business.

That's why being a member of the WCPA has never been more important.

Not only do you get the benefits of the MIP coupons, but you also get the knowledge base, the meetings, and the peer group support.

Contact me directly if you would like to talk more about membership in WCPA and the benefits. You can reach me at 909-829-4444 or at bud@artech2000.com.

You can also send an email to wcpa2012@hotmail.com if you would like general information.

Membership dues are only \$150 a year. The coupons in the MIP book will help offset the cost of your membership and the benefits you gain will make up the difference.

As an independent zone of the IFAI, we are connected, strong, and unified in our endeavors to better our industry, help each other, and learn so that we can be better at what we do everyday.

Quality not Quantity

By Carol Park

I've often heard the phrase, "quality, not quantity."

I never knew what that meant until two things happened: I became a reporter and covered manufacturing as part of my beat and I began practicing karate.

In both "trades" as I like to call them, I finally saw what the phrase about quality meant.

When I practiced kicking and punching I used to try and do as many as I could as fast as I could!

Then I saw the quality of my kicks - my technique - suffered. While I could produce 70 kicks a minute, they were all crap.

So I slowed down. I kicked with full extension, with the right pendulum action, and sure enough, my kicks were qualitatively much better!

In manufacturing, I saw the same thing when it came to products. The companies that mass produced products quickly to meet demand, lost quality.

Some fixed this by enacting quality control systems. Some just lost their quality.

I think it's important for us to remember that while we work taking time to ensure the quality of service and what we make is important to our customers.

A Welding Procedure Specification (WPS) is the recipe for performing an acceptable weld.

AWS has sample forms (www.aws.org/technical/forms/N-1.pdf), but their specific form is not required.

It lists all of the ingredients and tells you generally how to perform the weld.

The ingredients are the Base and Filler Metals, and the topping is the Shielding Flux or Gas.

The mixing bowl is the Joint Design- Groove, Fillet, etc. and the Position- Flat, Horizontal, Vertical, Overhead. Preparing the ingredients:

Depending on the thickness of the material, they may need to be preheated. Setting the heat is the Electrical Characteristics and the Technique.



And, cooking is the Welding Process- Passes, Process, Filler Metal, Current, Volts, Travel Speed and Joint Details. Like baking a



cake, the cooking time may vary.

The Welding Code prescribes tolerances for Current, Volts and Travel Speed.

Set these to the maximum tolerance range, such as 18-21 volts, instead of locking in a single number.

WPS requirements may vary with the material used so consult the applicable AWS Structural Welding Code D1 series.



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WCPA Member Expands to East Coast

Ranier Industries is opening an East Coast location, according to an IFAI article.

Ranier acquired a new 220,000-square-foot manufacturing plant in Statesville, N.C from Glen Raven Inc.

“We are thrilled to be expanding our manufacturing footprint to the East Coast, and doing it in a former John Boyle facility is particularly satisfying from an industry perspective,” said Rainier president Scott Campbell in the IFAI article. “Glen Raven has been a pleasure to work with through the acquisition and is a key supplier to the industry.”

Ranier will use the facility to ship products beginning next year.



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Note: Code interpretation information is the opinion of Alan Johnson, an AWS Certified Welding Inspector(CWI).

For an official interpretation, please contact American Welding Society, 550 N.W. LeJeune Road, Miami, FL33126 (800) 443-9353.

For questions about this or future columns, he can be reached at alantheinspector@verizon.net or by phone at (562) 305-8002.

This article first appeared in a Professional Awning Manufacturers Association publication and was reprinted with PAMA's permission.

Established in 1967, the Professional Awning Manufacturers

Association (PAMA) of the Industrial Fabrics Association International (IFAI) is the only international trade association committed to supporting the awning industry.

It is one of 14 divisions and country sectors of the Industrial Fabrics Association.

Membership is open to companies who are current members of IFAI and who manufacture and/or supply material to the awning industry.

PAMA provides a forum to exchange information, solve common problems and develop mutually beneficial relationships.

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