

# ROAD *Map*

Providing the path for professional tools that **Work. Perform. Outlast.**

★ MINNESOTA SAFETY & HEALTH CONFERENCE AWARDS ★

## PRESTIGIOUS RECOGNITION FOR GOVERNOR'S SAFETY AWARDS

Malco Products and Long-Time Employee Awarded for Commitment to Safety



*"We are proud to once again be recognized by the Minnesota Safety Council for our commitment to creating a safe, healthy, and productive workplace for each of our employee-owners,"*

**Mardon Quandt,**  
President, CEO  
Malco Products, SBC

On May 8, Malco Products, SBC, was recognized for excellence in workplace safety and health during the Governor's Safety Awards ceremony at the 85th annual Minnesota Safety & Health Conference.

Malco earned the 2018 Meritorious Achievement Award in Occupational Safety and is one of 294 employers to be honored through the 2019 awards

program coordinated by the Minnesota Safety Council. Malco Environmental Safety Manager Felix "Hap" Spooner has held this position for over 26 years and was recognized with the Arthur E. McCauley, Jr. Minnesota Occupational Safety and Health Leadership Award for his leadership in workplace safety.

The annual Governor's Safety Awards program has honored Minnesota employers with exceptional safety performance since 1934. Applicants are judged on several years of injury data as it compares with national industry statistics and on their progress in implementing a comprehensive safety program. Malco, which has earned recognition through the program 11 times since 2004, received recognition for incident numbers that are better than the industry average for at least three years and for scoring a 96 on a rigorous 100-point safety program evaluation scale.

"We are proud to once again be recognized by the Minnesota Safety Council for our commitment to creating a safe, healthy, and productive workplace for each of our employee-owners," said Malco President and CEO Mardon Quandt. "By manufacturing innovative, ergonomic tool designs, Malco is also committed to extending that safety culture to the customer."

"Every day in Minnesota, about 100 workers get injured or ill to the point that they can't go back to their job the next day," said Paul Aasen, president of the Minnesota Safety Council. "Congratulations to Malco Products, SBC, for their hard work to make sure their employees are not a part of this statistic."

The Minnesota Safety Council, founded in 1928, is a non-governmental, not-for-profit organization dedicated to improving the quality of life in Minnesota by preventing unintentional injuries. Malco has been a member of the council for over 28 years.

**Arthur E. McCauley, Jr.**  
**Minnesota Occupational Safety and Health Leadership Award**



Malco Environmental Safety Manager Felix "Hap" Spooner has held this position for over 26 years and was recognized with the Arthur E. McCauley, Jr. Minnesota Occupational Safety and Health Leadership Award for his leadership in workplace safety.

**RECOGNITION**

**45 YEAR MILESTONE Tom Sommers**



**Tom Sommers**  
Customer Service

Tom Sommers joined Malco Products, after hearing of an opening from a former employee of the small Annandale operation. Tom was looking for a summer time job anywhere but on a farm and, in his words, "I guess a company recommended by a former employee can't be all bad." He spent most of his work days that summer unloading trucks as the rest of Malco operations completed the move from the Twin City metro area to rural Annandale. It was a busy three months and Tom was almost looking forward to getting back to classes at St. Cloud "Vo-Tech". He never envisioned summer employment with Malco turning into a 45 year career but, in the fall, the company's founder, Mark Keymer, offered to let Tom schedule his work hours at Malco around school. Two years later, graduation had come and gone and Tom

moved to a full time position in Malco's Assembly Department. Tom Sommers hails from Kimball and locals in the area have always known Tom to be a people person (in addition to his and his siblings' reputation for encyclopedic knowledge of sports lore and trivia). In 1979, a fellow employee and Kimball native, Cam Marklowitz (now an agency owner representing Malco in the Rocky Mountain states) urged Tom to apply for an opening in Malco's Customer Service Dept. Tom was hired by then-sales manager, Dave Keymer, and he became the fourth member of a Sales and Customer Service Department which also included Malco's former Executive Vice President, Don Schmidt. From 1979 to the present Tom has been a fixture in Malco's Customer Service Department. Besides sports trivia knowledge, Tom is renowned for

his meticulous recording of individual and company milestones which rivals anything the computer can spit out. But, as he looks at his mound of spiral note pads and hand written entries of anniversaries and milestone categories (including the 30-year club onward) plus daily, weekly, monthly and yearly invoiced sales records going back to 1982, he worries. Now that he has reached the 45 year mark and retirement draws near, to whom will he hand off his record keeping legacy? "If I last until December of 2019, I will be the all-time longevity leader" says Tom, and then he worries about who might catch him, or at least cause an asterisk to be parked alongside his own milestone. To which we say, be assured Tom, no asterisk.\*

**RECOGNITION**

**45 YEAR MILESTONE Joan Peatrowsky**



**Joan Peatrowsky**  
Literature

Joan Peatrowsky joined Malco Products after applying at the company's old New Hope, Minnesota location. Joanie had just graduated from St. Michael-Albertville High School two weeks earlier and in her words, "headed out via back roads from St. Michael, with another girl from my high school class, and ended up in the north metro suburbs. We were making the rounds applying for work at area businesses including one, on Science Center Drive in New Hope, called Malco. Malco hired both me and my friend!" Joanie started working in the New Hope location's Shipping Department and, two months later, moved with Malco to the company's new location in Annandale. "The commuting distance from St. Michael to

Annandale was about the same," says Joanie, "but the move was welcome, just the same, given the easier traffic in the country." Joanie recalls that the shipping department at the new Annandale plant was originally served exclusively by Minnesota - Wisconsin Truck Line (Mini-Wiss). One driver always used to bring a jar of herring for the holidays. It seemed like all the drivers timed their stops pretty well with our holiday festivities. About eight years later, in the early 80's, Joanie moved to the "literature department" (It wasn't called the mailroom back then) and she reported to the Marketing Services Department. The "Mailroom" is now part of Sales and Customer Service. By whatever name or department,

however, the literature/mailroom has been synonymous with Joanie Peatrowsky for the past 37-plus years! Joanie sums up her long tenure at Malco as "a great place to work and a lot of good memories of good people she has worked with." Retirement for Joanie is "just one more Christmas away" she says. Or, from her fellow employee owners' viewpoint, one last monster batch of fudge for all to enjoy during the holidays. "In the future, I'll have to remember to cut back on ingredients and retire some baking sheets" says Joanie, "or I'll be serving it to some lonely retired truck drivers."

**GET  
SOCIAL  
WITH MALCO**

Show your support and follow Malco on our five social media platforms Facebook, Twitter, YouTube, LinkedIn and Instagram. Make sure to tag Malco Products, SBC when mentioning our tools on social media, so that we can share your great content for additional online exposure. Also, gain valuable insight into what our customers are saying about their favorite tools and engage within the tool talk community. Feel free to share the content that we post for your own company pages. We thank you for your partnership!



# CLAMP. WELD. RELEASE.

*One-handed operation for increased productivity and fast, accurate welds.*



Check out our website [www.malcotools.com](http://www.malcotools.com) for more information and video on this new tool!

## WELD-BONDING AXIAL PLIERS

Available in **SIX** different options, Malco's Axial Weld-Bonding Pliers make welding and securing different types of joints easier for autobody technicians. Made to fit and operate in tight / hard-to-access spaces, the secure clamp and one-finger release helps workers quickly, easily, and accurately hold two pieces of metal together to weld more perfect joints. These durable weld-bonding pliers are made with forged steel construction to extend tool life and resist welding splatter. Available individually or as a kit of six, each design is made to address specific pain points when welding materials together.



## TEAM SPOTLIGHT : Meet Felix "Hap" Spooner



**Felix "Hap" Spooner**  
Environmental Safety Manager

Safety doesn't just happen naturally—it's a choice you make. For Felix "Hap" Spooner, establishing a strong workplace safety culture is his #1 priority at Malco. He believes that this culture is truly established when "associates understand and promote the importance of working safely, even when no one is watching... They all recognize that preventing injuries and illness, both on and off the job, serve to help sustain a strong organization."

With an AS in industrial technology and a BA in organizational management, Hap has been with Malco since 1989. Between 1989–1992, he held two different supervisor positions, and from 1992 until now, Hap serves as Malco's Environmental Safety Manager. He's a member of the American Society of Safety Professionals and is an active supporter of the Minnesota Safety Council. Although he is currently on a phased-in retirement plan, we had to highlight his achievements during his long-term career with us. During Hap's tenure with Malco, he's made invaluable contributions that have led our company to a level of safety

excellence that few organizations achieve. In this managerial position at the Annandale, MN plant, Hap developed comprehensive safety and environmental programs, policies, and procedures to improve air quality, personal protective equipment, ergonomics, and hazard communications, among other enhancements. He established organizational safety goals and objectives that addressed emergency response and facility security, as well as conducted safety training programs for all Malco staff (165+ employees).

Hap's efforts resulted in Malco being certified through the Minnesota Safety and Health Achievement Recognition Program (MNSHARP) since 2004, achieving perfect scores during the last two re-certifications. Under his leadership, he also helped Malco earn the Meritorious Achievement or Outstanding Achievement Award in Occupational Safety by the Minnesota Safety Council 11 times within the last 15 years.

Malco has sincerely appreciated Hap's positive attitude, concern for employee well-being, and

commitment to fostering a healthy workplace safety culture over the decades. Although he will be missed, we wish Hap nothing but the best with his upcoming retirement!

### Fun Facts About Hap:

- Hap and his wife Mary have a blended family of five kids (Lacey, Troy, Alan, Michael, and Angel), a niece and nephew (Annie & Rayne) that resided with them for several years, and seven grandchildren.
- For his retirement, Hap and Mary are planning on exploring inland lakes in warmer states during the Minnesota winter on a British-built 1969 Westerly Nomad sloop sailboat that he restored himself. For those of you wondering, Hap hasn't lost anyone overboard to date! He's also looking forward to spending more time with family and friends.
- As for hobbies, Hap is passionate about continuing his boat improvement projects, playing guitar, watching sunsets, and volunteering his time to help his community.



**Malco Products, SBC**  
 PO Box 400  
 Annandale, MN 55302

## FIND YOUR MALCO REPRESENTATIVE

### Lawrence Gale

**LAWRENCE J GALE**  
 Bolingbrook, IL  
 630-248-3029  
 galeatPBE@aol.com  
 Territory: IL, WI, Part IN

### Aaron Trimble

**Aaron Trimble Enterprise**  
 St. Francis, MN  
 763-234-9684  
 aaron.trimble@comcast.net  
 Territory: MN, ND, SD,  
 NW Wisconsin

### Carmen Cassetta

**AMMSQ & ASSOCIATES**  
 Concord, NC  
 704-782-9224  
 carmen@ammsqassociates.com  
 Territory: AL, FL, GA, MS, NC,  
 SC, TN

### Chris Webber

**HUMMEL & ASSOCIATES, LTD**  
 Milford, NJ  
 908-963-0960  
 cjw1@ptd.net  
 Territory: CT, DC, DE, MA, MD,  
 ME, NH, NJ, NY, PA, RI, VA, VT

### Chuck McCourt

**MCCOURT MARKETING GROUP**  
 Copley, OH  
 866-956-4664  
 chuck@mccourtmail.com  
 Territory: KY, MI, OH

### George Cyhan

**L & G SALES AND SERVICE LLC**  
 Parma, OH  
 216-316-7665  
 lgsale@aol.com  
 Territory: OH

### Eric Detrick

**DETRICK-SUTTON SALES**  
 Houston, TX  
 512-415-4227  
 efdetrick@yahoo.com  
 Territory: AR, LA, OK, TX

### John Chambers

**P.R.O., INC**  
 Olympia, WA  
 360-491-4591  
 proinc1@hotmail.com  
 Territory: AK, HI, ID, West MT,  
 WA, GUAM

### Kelly Atchinson

**ATCHINSON AGENCY**  
 Calgary, AB  
 403-278-5907  
 atchagy@telusplanet.net  
 Territory: AB, BC, MB, North SK,

### Larry Bergmann

**SPECIALITY PRODUCT SALES**  
 Calgary, AB  
 403-271-9270  
 larry@spsales.com  
 Territory: ON, NB, NF, NS, PEI,  
 MARITIMES

### Yvan Daraïche

**QUEST SALES AGENCY INC**  
 Sainte-sophie, QC  
 514-236-0729  
 Territory: QC

## AD UPDATES

**The Real Difference. PROS CHOOSE MALCO AUTOMOTIVE TOOLS!**

**Malco Auto Tools**  
 Jun., July - 2019  
 - ISN Tool Flyer  
 - Snap-On

**NEW WELD-BONDING AXIAL PLIERS**

Make fast, accurate welds, even in tight spaces. Do work with less heat, more accuracy and less stress on your hands. Features include: • Heat resistant, stainless steel jaws • Heat resistant, stainless steel handles • Heat resistant, stainless steel springs • Heat resistant, stainless steel tips • Heat resistant, stainless steel ends • Heat resistant, stainless steel bases • Heat resistant, stainless steel tips • Heat resistant, stainless steel ends • Heat resistant, stainless steel bases

**Axial Weld-Bonding Pliers**  
 May, Jun. - 2019  
 - The Shop Mag.

**Inbox (1)**  
**Important**  
**Sent Mail**

## Let's Connect!

Get the latest and greatest promotions, announcements, and product information delivered right to your inbox! It's easy. Just fill out the attached business reply card, located in this issue of Road Map and mail it back to us.

**Let's Connect**

Name: \_\_\_\_\_  
 Address: \_\_\_\_\_  
 City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_  
 Phone: \_\_\_\_\_