

## Letter from the President

**W**OW! I write this two weeks after attending the CCAI annual meeting and I'm still trying to recover. The attendance, conversation, and presentations were all the best in memory according to all. Topical and future oriented presentations mixed with plenty of time for networking and conversation made for a truly productive business event. Social settings and golf provided some productive ways to unwind while still participating in the groups. I can't think of any other place I could go and network with allied vendors, end-users, and even some competitors in such a pressure free setting. This is my choice for professional development and networking, and several of us do it at our own expense because the return on our investment is so high.

International business, particularly China, has been in the forefront of business news for the last year. Our attendance and programming reflected that. We had one presenter fly in from Germany (23 hours of sitting and switching planes... thank you Jerry Trostle) and another one flew in from China (just for us... thank you Dave Oswald). I want to specifically thank Wagner Systems and Nalco Corporation for footing the bill for these guys,

good corporate participation is the key to making this association work. When the meeting broke Dave headed back to China, Jerry went... somewhere, I went to Mexico and wrecked my rental car... and we all had plenty to think about.

The people at Goyer Management took regal care of us, choosing the perfect location and providing the kind of transparent meeting support that only Anne and her crew can provide. Anne is one of the hidden keys to CCAI's success over the years, and GMI is very much a part of the annual meeting's success.

We had more end-users at the meeting this year than in recent years, and because of all the new faces, the meeting took on a little different feel from last year. I love change, and the challenge of meeting and building relationships with all these new people during a four-day meeting and the following few weeks is one I enjoy.

Another interesting thing happened to me when I met some folks from another other meeting that were wrapping up the day we arrived. This meeting included a couple hundred business people and dignitaries from Arizona and Sonora, Mexico. They were there to discuss several ways that those two states are cooperating

on infrastructure and security, things like medical facilities, water utilities, electricity, business opportunities, and other topics. I met three guys there who happened to be exactly the people I was looking for to help me build distribution in Mexico. I've already hired one of them, and will meet with the others in time as I digest the first deal. The point of all this gushing is (to make you want to be at next year's event!)... well of course, but right

now I'm trying to make the case that without this specific meeting I would have had to spend ten times as much money and time to make these contacts, and could never set up the kind of "buffet networking" opportunity these meetings provide.



Jeff Watson, R3 Technologies

I have large ambitions outside what I'm doing now, and I firmly believe that my investment of time and money to be there was well spent. If you have ambitions outside a small territory, and want to get to know the players who are already on the field, the best way to meet them is to get on the field and talk to them outside your normal job. These guys (yes, all of them) are wide open to talking about business and what you can do to improve. Corporate loyalty left in the eighties, and international business came in the nineties, the future belongs to bilingual (or more) experts with international ability and contacts. Staffs will continue to shrink and only the strongest will survive. CCAI is the only industry group in finishing not married to a specific technology; the contacts you make here will be diverse and immediately useful.

Hopefully, if you haven't given up by now on my long-winded writing style, you'll be all pumped for the next CCAI meeting. Seek out and attend meetings both inside and outside your chapter, the contacts you make and the things you learn will keep you in the game no matter what changes come up.

Members may contact Jeff  
at [jeff.watson@r3web.com](mailto:jeff.watson@r3web.com)

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# The Essence of CCAI

It happens every year when the Annual Meeting concludes. "Great programming;" "Outstanding meetings;" "Timely and informative presentations." This year was no exception. In fact, more of those who attended said this year's Annual Meeting was the best meeting CCAI has ever had. I have to wholeheartedly agree. Every presentation was worthwhile and provided important information that members could use.



Anne Goyer

Increased attendance and a higher percentage of first-timers helped to make CCAI's 2005 Annual Meeting memorable as well. Held at the JW Starr

Pass Marriott from June 18 – 21, this beautiful southwestern desert location provided the perfect spot for CCAI members to gather, learn and enjoy traditional social activities. Look for an annual meeting write-up and review in pictures inside.

I'm always amazed when an annual meeting concludes. The feedback for the recent years has proven that while CCAI may be a small organization, it has heart. Perhaps CCAI board member Bob Warren summed it up best when he said, "CCAI is like family." A family that cares about their industry and each other.

Plans are underway for planning CCAI's 2006 Annual Meeting. Look for a date and location to be announced by the end of 2005. One thing you can definitely count on, though, will be another outstanding program, filled with timely presentations and the chance to once again share time with others in the industry.

Happy trails to you...until we meet again.

A handwritten signature in black ink that reads "Anne Goyer".

## Member News

### Kolene Corporation Elects Additional Director

Robert Shoemaker, Chairman of Kolene Corporation, announced that Harry Kohn, the former President and current Chairman of Royal Chemical Company, was elected to the company's Board of Directors at the annual shareholders meeting held in June.

### Columbus Industries to provide "No Charge" Laboratory Testing Service

Columbus Industries, Inc. now provides "No Charge" laboratory testing service to its Distribution Partners. The primary function of the laboratory facility is to determine the performance levels of filtration products used in the spray booth. Several test methods are employed to this end, including ASHRAE 52.1, which yields Arrestance Efficiency and Holding Capacity data for intake & exhaust filters, as well as pressure-drop information. The liquid and powder coatings from actual end-user facilities are utilized as the challenge aerosols for the testing (52.1-modified). Additionally, the laboratory performs various physical testing of samples at the request of C.I. Partners.

Holding Capacity and resistance-to-airflow data are of particular relevance to end users, as it provides the basis for

calculating filter service life and energy usage/operating costs, facilitating planning and future cost expenditures for those involved with liquid and powder coatings.



Columbus Industries Ribbon Cutting

### Fremont Industrial, Div. of Galaxy Associates

Please note that the phone number listed in Fremont Industrial's ad in the 2005 Membership directory is incorrect. The correct number is 800-661-9443.

# CCAI Installs 2005-2006 Officers and Board & Announces Award Winners

Our 2005 – 2006 Officers and National Board members were installed during the 2005 Annual Meeting and awards were presented for our Chapter Users and Suppliers of the Year and our 25-Year members.

## National Board & Officers

Serving on the CCAI National Board of Directors for the 2005-2006 term:

**President: Jeff Watson,**

R<sup>3</sup> Technologies - *Texas Chapter*

**Vice President: John Sudges,**

Midwest Finishing Systems – *Northern Illinois Chapter*

**Secretary/Treasurer: Michael Richards,**

MRCO – *Northern Ohio Chapter*

**Recent Past President: Jerry Trostle,**

Wagner Systems – *Unaffiliated*

In addition to the officers, serving on the National Board of Directors for the 2005 – 2006 programming year will be: **Bruce Bryan**, *Industrial Paint & Powder Magazine – Northern Illinois Chapter*; **George Bryant**, Briggs and Stratton Corp. and **Jim Gallagher**, PTI – *Wisconsin Chapter*; **Ronald Cudzilo**, George Koch Sons, LLC and **Sherrill Stoenner**, Pneu Mech Systems Mfg. – *Central States Chapter*; **Jim Docken**, Fremont Industries Inc. and **Scott Peterson**, Atlas Mfg. – *Twin Cities Chapter*; **Steve Houston**, DuPont Powder Coatings – *Texas Chapter*; **James Malloy**, Kolene Corporation – *unaffiliated*; **John Reseland**, Nalco – *Unaffiliated*; **Rodger Talbert**, R. Talbert Consulting and **Robert Warren**, Nalco – *West Michigan Chapter*; Serving as an Ex-officio Board member is **Larry Melgary**, Northern Coatings & Chemicals – *Wisconsin Chapter*.



CCAI's 2005- 2006 National Board of Directors

## 2004 – 2005 Award Winners

**Northern Illinois Chapter: Stephen Walters**, Acme Finishing (User of the Year) and **Bruce Bryan**, *Industrial Paint & Powder* (Supplier of the Year)

**West Michigan Chapter: Tom Gebben**, GLW Finishing, LLC (User of the Year) and **Rodger Talbert**, R. Talbert Consulting (Supplier of the Year)

**Twin Cities Chapter: Scott Peterson**, Atlas Manufacturing (User of the Year) and **Pat Cullen**, Cullen Equipment Company (Supplier of the Year)

**Central States Chapter: Jason Nelssen**, Sunflower Manufacturing (User of the Year) and **Sherrill Stoenner**, Pneu-Mech Systems Mfg. (Supplier of the Year)

**Wisconsin Chapter: Dennis Zak**, Via Systems (User of the Year) and **Fred Wells**, Hentzen Coatings, Inc. (Supplier of the Year)

**Northern Ohio Chapter: Michael Richards**, MRCO (Supplier of the Year)

CCAI also honored its 25-year members with recognition plaques during the Annual Awards Luncheon. 25 year members include: **Rick Achterhof**, Diamond Vogel Paints; **Brad M. Andreae**, Therma-Tron-X; **Ron Ascenzo**, Chemetall Oakite; **Michael Gallagher**, Therma-Tron-X; **Craig Johnson**, IVC Industrial Coatings; **Lawrence Melgary**, Northern Coatings and Chemicals; **Bob New**, Retired from Broan Mfg.; **Joseph Pemberton**, Coral Chemical Co.; **Daniel Riviers**, Bemis Manufacturing Co.; **Robert Warren**, Nalco; and **John Zieche**, River Valley Coatings.

The following individuals were appointed and accepted the position of Committee Chairman for the 2005– 2006 programming year: Custom Coaters – Jim Docken, Policy – Bob Warren, Nominating – Jerry Trostle, Education – Rodger Talbert, Membership – John Sudges and Ron Cudzilo, Public Relations & Marketing – Bruce Bryan, COATING 2005 Liaison – Rodger Talbert.



Chapter and 25-year award winners were honored at CCAI's 2005 Annual Meeting in Tucson, Arizona.

# Coating 2005™

## CCAI Co-Sponsors COATING 2005

For the fourth COATING show in a row, CCAI is proud to be one of the leading trade associations sponsoring the COATING Conference & Exhibition scheduled for September 19 – 22 in Indianapolis, IN. CCAI is offering a wide variety of educational conference sessions as a part of the technical conference, has 34 corporate members exhibiting

on the show floor, and will again host the “Scorecard” promotion in the CCAI booth on the show floor. This section of the newsletter will review all of the CCAI activities happening at COATING 2005. Review CCAI’s involvement, then visit us at the CCAI Booth 1211 and play the Scorecard Game! Looking forward to seeing you in Indianapolis.

## Playing the CCAI Scorecard Game at COATING 2005

Make your visit to COATING 2005 more fun by playing CCAI’s Scorecard Game. It’s easy and a great way to get to meet more of our CCAI Corporate Members!

- Bring your CCAI Scorecard to COATING 2005 (All pre-registered attendees will receive a scorecard in the mail 2 weeks prior to COATING 2005) or pick up a scorecard at the CCAI Booth.
- Visit at least 15 CCAI Corporate Members Booths and have

your scorecard stamped (Each corporate member has their own unique stamp).

- Return with your stamped scorecard to the CCAI Booth and claim one of the following prizes: a CCAI Training Manual or \$25 discount off one annual membership to CCAI.
- Enter your scorecard into a drawing for tickets to a major sporting event around the country, including the 2006 Indy 500, Houston Texans, Detroit Redwings, Cincinnati Bengals, Chicago Bears or Bulls and the Chicago Fire.

## CCAI Members Offer Outstanding Presentations at the Conference

Be sure to check out the complete COATING 2005 Conference program. CCAI members are providing twelve hours of outstanding conference programming

on everything from pretreatment to curing, from compliant metal finishing to emerging technologies. Go to the show website: [www.thecoatingshow.com](http://www.thecoatingshow.com) to view the complete program.

## CCAI Corporate Members Exhibiting at the COATING 2005

Thirty-four of CCAI’s corporate members will be exhibiting at on the COATING 2005 show floor this month in Indianapolis, IN. This is a great opportunity for you to meet with many of CCAI’s corporate members and get the latest on the products and services they provide to the finishing industry. For a complete exhibitor list and show infor-

mation, including registration information, visit [www.thecoatingshow.com](http://www.thecoatingshow.com). Our exhibiting corporate members were given the opportunity to give us a preview of what they had in store for visitors to their booths at the show. Check out these previews on the next two pages. For contact information for these and all of our corporate members turn to the back page of this newsletter.

## Buckeye Air Control Technologies, Ltd.

**Booth Number 1338**



We will feature a new patent-pending Hi-Pro™ paint spray booth that enables industrial finishers to accurately and consistently control their exhaust airflow. The benefits include: coating more parts per gallon; higher productivity; reduced filter costs; lower energy consumption; more consistent finish quality; and improved working environment.

## Chemetall Oakite

**Booth Number 729**

We will be introducing novel surface treatment technologies such as non-chrome pretreatments for aluminum, phosphate-free, low temperature pretreatments, an effective line of laser scale removers in addition to technologies which will reduce the cost of processing.

## Columbus Industries, Inc.

**Booth Number 400**

We will be featuring Flameguard, a recently introduced spray chemical treatment for spray booth waste. In booths where filters are currently being changed daily to avoid spontaneous combustion, spraying with Flameguard may extend filter service life by eliminating the threat of combustion.

## Coral Chemical Co.

**Booth Number 611**

We will showcase newly developed prepaint treatment products that will lower metal finishing costs while improving quality. Our new ECO-Series products are designed to eliminate energy consumption and environmental issues related to pretreatment. Our laser oxide removers and global partner Kluthe will also be featured.

## Diamond Vogel Paints

**Booth Number 934**

We will have information on industrial "OEM" liquid and powder coatings formulated to your needs.

## DuBois Chemicals

**Booth Number 927**

We will have information on cleaning and pretreatment process chemicals and related services, specializing in low temperature cleaners, iron phosphatizers, zinc phosphatizers, and LINK functional non-chrome sealers.

## DuPont Powder Coatings

**Booth Number 1217**



We will feature our new Eyecatchers. Alesta® Eyecatchers are highly transparent, decorative coatings formulated in TGIC polyester. They exhibit excellent smoothness and depth of image, making them great for ornamental applications. Eyecatchers are available in 25 lb. boxes in blue, brass, copper, red, green, and yellow.

## Exel Industrial

**Booth Number 1027**

We will feature the Kremlin, Sames and Raxon product lines for liquid finishing, powder coating and sealant and adhesive extrusion equipment.

## Fremont Industrial, Div. of Galaxy Associates

**Booth Number 1411**

We will be featuring our new low-temperature cleaning and pretreatment technology along with our very popular non-phosphate spray wand products.

## General Fabrications Corp.

**Booth Number 1306**



Please plan to visit booth 1306 and ask our representatives about our abilities to design, fabricate, and install complete Turnkey Finishing Systems, Wet or Powder. Our latest innovative achievement; an Automated Powder System to coat frames, up to 40' long, on a continuous overhead

conveyor system.

## Global Finishing Solutions LLC

**Booth Number 509**

## Graco Inc.

**Booth Number 1805**

We will be showcasing our new G15 and G40 air-assisted spray guns that provide high-quality finishes with a wide variety of solvent and water-borne materials. Lightweight and easy to use, these AA series guns are able to significantly vary their spray pattern without changing tips. The new aircap provides uniform atomization and improved finish quality, as well as soft spray capabilities.

## Henkel

**Booth Number 1429**

Information will be available on surface treatment products including drawing and forming, cleaning and deoxidizing metals, protecting metal with organic coatings, spray booth maintenance, adhesives and sealants, and the associated application dispensing equipment.

## Industrial Paint & Powder

**Booth Number 1511**

Copies of *Industrial Paint & Powder (IPP)* magazine will be available. IPP serves the industrial finishing market for application of organic coatings and companies that make paint and/or coatings with targeted editorial 12 times per year to 30,000 qualified subscribers. IPP provides the Show Daily at COATING 2005 with information on important activities and new developments in paint, electrocoat and powder coating materials, equipment and processes.

## ITW Gema

**Booth Number 917**

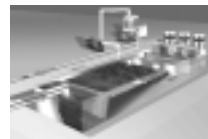


We will be introducing the new VORTECH-PLUS™ powder booth. The new VORTECH-PLUS provides quick color change capability for customers who require multiple color performance and flexibility in their production environments.

This booth's unique non-conductive, sandwich-wall, plastic upper structure and seamless interior design resists powder accumulation, dramatically reducing color change time and labor.

## KMI Systems Inc.

**Booth Number 516**



We will be displaying our turnkey paint finishing systems including pretreatment, e-coat, liquid paint, powder paint, ovens and environmental rooms. We also will be showcasing our new patented paint sludge removal system.

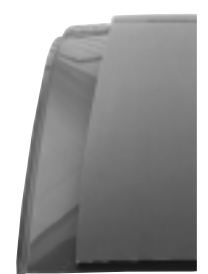
## George Koch Sons, LLC

**Booth Number 817**

We will provide information on our turnkey finishing systems (e-coat, liquid, powder, flatline) and components. Also look for our submissions to the "Garage" on the show floor including the Hustler "Fastrak" zero turn lawn mower and the "Warrior" Ferro-Fused Welded Steel Fence Panels.

## Kolene Corp.

**Booth Number 1610**



We will feature our family of Recover® stripping processes for reclaiming defectively-coated parts and components. Effective on most organic coatings - including e-coat, powders, and multilayer liquid paints, the Recover processes offer excellent performance and versatility. Recover processes can be used on ferrous alloys (including galvanized steels), pot metals, aluminum, copper, brass, and select resins such as nylon and TPO. Highly-polished components can often be stripped without dulling or etching.

## Midwest Finishing Systems, Inc.

**Booth Number 911**

We will provide information on the design, engineering, building, and installation of industrial finishing equipment. We will be promoting industrial finishing systems for **Lean Manufacturing**. Also, MFS, Inc. will display items that are finished on current installed systems throughout the country. The items include architectural light poles, and fencing along with other items.

## Mighty Lube Systematic Lubrication

**Booth Number 1337**



We will be exhibiting our newly redesigned conveyor brush cleaners. Benefits include fewer parts rejects and improved grounding.

## Nalco Company

**Booth Number 1229**



We will feature Tech Seal 38640 high performance sealing rinse that contains no phosphate, chrome or molybdate, improves salt spray results of steel, aluminum and galvanized (from 100 to 1,500 hours for one Nalco customer!), reduces paint costs by eliminating double-coating, and ensures consistent performance.

## Nordson Corp.

**Booth Number 616**



Our family of powder and liquid UV systems coat parts fast and change colors in seconds, allowing you to speed up finishing operations.

## Paint Performance Consulting

**Booth Number 420**

Paint Performance Consulting offers Surface Finishing clients all of the important Technical Services they need to identify and solve paint defect problems in their paint shop. Those services include: Paint Systems Analysis (aka Dirt Study), Paint Defect Analysis Workshops, Air Filtration Surveys, Spraybooth Air Flow Analysis, Building Clients Dirt Reference Library, Laboratory Analysis of Paint Defects on Panels or Parts, and Portable and Laboratory Microscopy Equipment for Analyzing Paint Defects.

## Paint Pockets Company

**Booth Number 1716**



Paint Pockets, Company® enters another dimension with the launch of the P3® filter. Made from industry-proven, three-dimensional Diamond Pocket Technology® media the frameless P3 bag (held in the Paint Pockets “Zipper®” System) reduces filter changes by up to 10 times as compared to other filters. P3/blanket Paint Pockets interchangeability lets you engineer when exhaust filters will be changed in your booth rather than your current filter’s short life telling you its time.

## Pneu-Mech Systems Mfg. LLC

**Booth Number 741**



Pneu-Mech Systems Mfg., LLC. is a U.S. based designer and builder of 21st Century finishing systems. Let our sales and Engineering team assist you in your equipment needs.

## Precision Quincy Corp.

**Booth Number 1311**

Precision Quincy announces the Mini-Sentinel Control & Monitoring System. With nine first-out alarm indicators, four maintenance timers, a built-in batch timer, and control of exhaust and recirculation motors, it will alert you to any problems. An optional auto-dialer will notify you that an alarm has been triggered.

## Products Finishing Magazine

**Booth Number 807**

Copies of *Products Finishing Magazine*, offering complete coverage of the paint and powder industry, will be available. We have dedicated editors who are entrenched in the industry actually visiting shops to bring the latest information to our readers. We pride ourselves on our ability to look into the future of finishing rather than merely reporting on the past.

## Raabe Company

**Booth Number 1105**



Raabe Company, a Subsidiary of Quest Specialty Chemicals, Inc. will display their Precision Color Premium touch-up solution for products that need to withstand the outdoor elements. Precision Color Premium is specifically designed to provide superior weathering characteristics by retaining color and gloss 1.5 - 2.0 times longer than standard touch-up paint.

## Rapid Engineering, Inc.

**Booth Number 801**

Information will be available on complete finishing system design and installation for all your finishing needs: washers, ovens, conveyors, booths, and complete systems. Install-it-yourself components and systems are also available.

## The Sherwin-Williams Company

**Booth Number 1617**

Sherwin-Williams will feature its new poster-size POWDURA® Color Selector and Reference Guide. It is designed for easy color selection based on both product finishing industry standards and market-specific needs. It makes it easy for original equipment manufacturers and job shops to choose from the wide range of POWDURA colors available from Sherwin-Williams.

## System Technologies, Inc.

**Booth Number 831**

Information will be available on the design and building of complete turnkey liquid and powder coating systems. Our aqueous cleaning systems division provides parts cleaning technology to the machining, assembly and finishing industries. System Technologies specializes in creative engineering and compact, cellular designs.

## Therma-Tron-X, Inc.

**Booth Number 811**



Therma-Tron-X (TTX), a manufacturer of custom electrocoating, powder and liquid coating systems, will be electrocoating at Coating 2005, thanks to a working scale model of their SST finishing system. The model enables a better understanding about how SST mechanisms operate, and is quite likely the smallest electrocoating system in the world

## Wagner Systems Inc.

**Booth Number 1417**



It's the Best of Both Worlds. Wagner Systems, Inc. announces the PRIMA EPG 2008. Leading edge technology coupled with precision craftsmanship. The new Wagner PRIMA EPG 2008 control unit provides the powder coating market with an easy-to-use, revolutionary control system. Controls are a snap with Wagner's exclusive one-touch powder volume knob combined with recipes that you can control and set.

## Walther Pilot North America

**Booth Number 1521**



Walther Pilot North America, the U.S. affiliate for the Wagner Industrial Liquid product line, introduces the Wagner 2K FlexControl. The FlexControl is a new solution for automated two and three component mixing and dosing. The unit handles a maximum mix ratio of 20:1 at +/- 1% accuracy and the ability to process 5 paints and two hardeners.

**Visit CCAI at Booth 1211**

# Nalco Company

*Finishing Technologies*

We take the finishing business very seriously.



So seriously that in addition to innovative products and expert, on-site service, we are committed to supporting the industry with our educational resources and expertise.

Our people gladly participate on the local and national level within CCAI... and we wouldn't have it any other way.

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# CCAI 2005 Annual Meeting Presentations Very Well Received

By Jeff Watson, CCAI President & R<sup>3</sup> Technologies

As previously addressed, the CCAI 2005 Annual Meeting that concluded in June at the J.W. Marriott Starr Pass Resort in Tucson, AZ received very high marks. The content was timely and the networking beneficial to all in attendance. **Members can access summaries of the presentation by visiting the members only section of our website.** If you do not know the password for login, please call Leslie Muck at the CCAI office at 513-624-6767.

The Annual Meeting educational program included a presentation from **George Bryant, of Briggs & Stratton**, on “Doing Business in China.” His insights may be a little unsettling, but then reality sometimes hurts. **Dave Oswald, of Nalco**, followed George with more specifics on doing business in China. Both of these presentations were from people who have “been there,” and “done it.”



Dave Oswald

**Steve Houston, of DuPont Powder Coatings**, was back again this year with another outstanding presentation. I think Steve could probably make a good living as a speaker. His presentations are always well prepared and feature excellent content mixed with enough entertaining banter to make the learning fun. His presentation on customer service included a great point / counter point discussion on the many facets of good customer service. Additionally, a panel of industry experts comprised of **Scott Bultman, Quality First Fabrication; Jeff Hale, ITW Gema; and Craig Dietz, DuPont Powder Coating** shared their thoughts on various aspects of Customer Service.



Jeff Hale

The presentation on getting the most from trade show involvement was done by some of the best at trade show productivity. **Craig Burkart of Nalco, Anne Goyer of GMI, and Craig Dietz of DuPont Powder Coatings**, all covered different perspectives on preparation, execution, follow-up, and

metrics to measure ROI. If you are trying to justify a trade show expense to your boss, this presentation contained the information you need.

During the New Technologies panel, **Craig Dietz, Kevin Baker of Exel Industrial, and Kevin Coursin of KMI Systems**, presented several recent developments in coating technologies ranging from vacuum deposition powders that have an amazing chrome look, to a new feed system for liquid coatings including a novel self-contained concept, to a patented new method of removing sludge from paint booths. The diverse range and detail provided made this a great presentation, and the Q&A session provided some additional information on applications for the new technologies.

**Jerry Trostle, of Wagner Systems**, concluded our educational programming with a topic I believe he was made for, “Improving Employee Moral”. His presentation was based on his recent experience turning around a sales force and support system that had suffered from a weird combination of oppression and neglect. The things he said and the steps he’s taken show that even a distant third place player can be transformed into a world class leader in a matter of months, with good communication, rapid response, attention to employee needs, and good business methods.

Remember, you can view copies of the presentations on CCAI’s website: [www.ccaiweb.com](http://www.ccaiweb.com) in the Members Only area. While you won’t get the advantage of hearing the speakers and asking questions, you will be able to see the quality of the materials presented.

## CCAI 2005 Annual Meeting In Photos



*A jeep tour of the desert found us looking for all kinds of desert creatures.*



*(l to r) Scott Bultman, Rodger Talbert, Bob Warren and Jim Malloy enjoying the desert cookout*



*(l to r) Kari Houston, Craig Burkhart, and Ron Cudzilo tak a break from looking at desert creatures*



*Dan Luciano and Jim Docken discuss the next day's schedule over dinner*



*Andy Goyer (left) presents Kevin Coursin with his prize for winning the longest drive competition*



*George Bryant joins the cowboy singer to provide entertainment for the whole group*



*Bruce Bryan (left) and Jeff Watson join forces to blow out the candles on their joint birthday cake*



*Jeff Watson claims victory in the first annual bald-off competition*



*Rodger Talbert gets up close and personal with a tarantula!*



*The attendees listen intently during the awards luncheon*

## Breakthrough Stripping & Cleaning Technology from Kolene

Discover...



**RECOVER** Components

**RECOVER** Material & Production Costs

**RECOVER** Energy & Environmental Costs

Suitable for stripping a wide range of organic coatings, **RECOVER** is an environmentally sound, innovative process. Organic fluids which operate from about 250° F - 350° F, **RECOVER** processes can be used on ferrous alloys (including galvanized steels), pot metals, aluminum, plus select non-metallic components. Contact Kolene to discover how you can benefit from a turn-key system.

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# Chapter Happenings

## Twin Cities Chapter Sponsors Minnesota Paint and Powder Coating Expo

**T**winn Cities Chapter of Chemical Coaters Association International (CCAI) and the Minnesota Technical Assistance Program (MnTAP) at the University of Minnesota, are hosting the 6th Minnesota Paint and Powder Coating Expo on Thursday, March 9, 2006, at Century College in White Bear Lake, Minnesota (near St. Paul). The Expo will include a vendor show, hands-on demonstrations and technical seminars. At the last expo, over 400 participants attended the 15 technical seminars and a vendor show featuring 50 exhibits. In conjunction with the Expo, the Twin Cities Chapter of CCAI will host its annual symposium on March 8 at the Expo location.

The Expo is seeking people to present on topics related to metal finishing. Abstracts of 250 words or less must be received by October 3, 2005. Address abstracts, inquiries about exhibiting, and any other questions to Paul Pagel, Paint Expo, 200 Oak Street SE, Suite 350, Minneapolis, MN 55455-2008; fax: 612-624-3370; e-mail ppagel@umn.edu; phone 612-624-4638. Updates on the Expo will be posted on MnTAP's Web site at [www.mntap.umn.edu/paintexpo.htm](http://www.mntap.umn.edu/paintexpo.htm).

**The National Board and CCAI management wish to thank the Wisconsin Chapter for their generous donation to offset the cost of production to print updated new editions of our training manuals.**

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**PLEASE FORWARD COMPANY NEWS, CHAPTER HIGHLIGHTS, ARTICLE IDEAS, AND MORE TO ANNE GOYER BY MAIL OR BY EMAIL TO [AGOYER@ONE.NET](mailto:AGOYER@ONE.NET)**



**Central States**



**Twin Cities**

## Chapter Golf Outings



**West Michigan**



# Coating 2005™

## INDIANAPOLIS, INDIANA

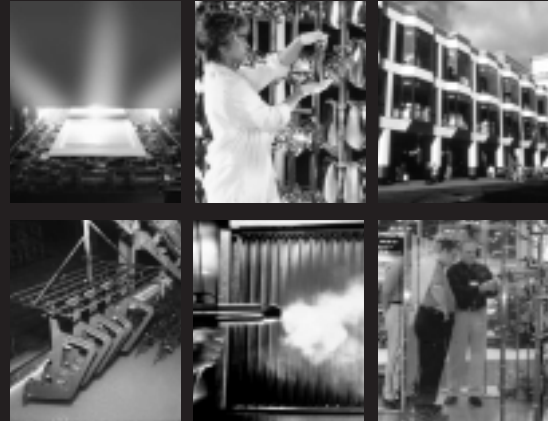
September 19-22, 2005 • Indiana Convention Center

*The finishing industry's ONLY conference & trade show devoted to the users of ALL industrial coatings!*

### Transform Your Coating Operations

- Become More Efficient
- Become More Cost-Effective
- Become More Productive
- Become Quality Conscious
- Become More Profitable

A visit to COATING 2005 can help you achieve these goals



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# Meet the CCAI Committees

There are many unsung heroes that make CCAI a great organization. This issue we want to re-introduce, or case you are not familiar, introduce the Standing Committees of CCAI. It is our hope that this section will help you get to know these committees a little better, get a better handle on what each committee does, and in turn you will consider getting involved with one of the committees. Our chairman put in countless hours of work to make CCAI a better organization for all of us!

## Rodger Talbert, Education Committee

*R. Talbert Consulting Inc., rtaalbert@sbcglobal.net*

Rodger Talbert is an independent consultant working in surface finishing technology. He designs new systems for liquid spray coating, powder coating and electrodeposition and works to improve existing systems through process improvement, retrofit and training.

Rodger currently teaches “Powder Coating” and “Finishing System Design & Operation” at Grand Rapids Community College, where he has designed and implemented a Finishing Technician Certificate program and published six training manuals for the liquid coating, electrocoating and powder coating classes. He is the editor of “The Powder Coater’s Manual” and he is a member of the Technical Advisory Committee for the Iowa Waste Reduction Center. He also conducts periodic training workshops in liquid coating spray technique, powder coating and systems design.

He has written and presented numerous technical papers for CCAI, PCI and SME/AFP. He has contributed to the SME Design for manufacturing handbook on the subject of powder coating and is a contributor to the PCI Powder Coating Terms & Definitions handbook and a contributor to the PCI Powder Coating Manual, The Complete Finishers Handbook. He is also the Editorial Director for *Industrial Paint & Powder magazine*, serves as Technical Director for CCAI and sits on the CCAI National Board, and is a past President of the National Board of Directors for CCAI.

Rodger serves as Chair of the CCAI Education Committee because he believes that it is our most important task to provide information and knowledge to our Members. He thinks that we can provide superior education due to our extensive network of experts and he enjoys working on programs for coaters.

In the coming year we will complete the rewrite of our other CCAI training manuals (Systems Design and Pretreatment and Liquid Coating Application Equipment are already finished). We will also be working to encourage the Corporate Members to take advantage of our in-house Certificate training program and constructing ideas for upcoming COATING show programming.

## Bruce Bryan, Marketing & Public Relations Committee

*Industrial Paint & Powder Magazine,  
bryanb@bnpmedia.com*

Bruce is the Advertising Director for *Industrial Paint & Powder magazine*. He has been involved in the paint/powder coating industry for more than 25 years. Most of his time in the industry has been in sales and marketing. Bruce first became involved CCAI back in the 80’s.

Bruce sits on the CCAI National Board and is the Chair of Marketing and Public Relation Committee. Bruce’s past experience and current magazine involvement make him well suited to this role. Bruce reports that the committee works closely with other committees to help them achieve their objectives. For example, to grow individual membership, we are promoting a program to all corporate members to encourage their sales and technical personnel to join CCAI. This is being accomplished by supplying the corporate member contact with a sample letter that has been successfully used in the past. Individual membership is only going to grow as a result of personal contact and encouragement. This can be accomplished through e-mail, flyers and personal phone calls.

Also, to assist individual chapters, we are encouraging chapters to learn from the success of other chapters. For example, the Northern Illinois chapter will begin selling business card ads as part of the promotional brochure for upcoming events. This will reinforce the importance of individual membership and raise additional revenue to support chapter activities. Also, the CCAI Promotional CD will be presented as part of each meeting.

Further, we have added a new E-Communication sub-committee to be headed by Kevin Baker of Exel North America, Inc. This group will work to maximize the exposure of our website, [www.ccaiweb.com](http://www.ccaiweb.com). This is a great opportunity to reinforce and strengthen the educational benefits of CCAI. It will also add value to every corporate and individual member.

Finally, we will continue to publish the quarterly Finishing Touch newsletter and will look for new and creative content, such as this committee information. Submittals from chapters like announcements of upcoming events and meeting re-caps, along with photos, are always encouraged. Please forward these items and any other information you would like considered for inclusion to Anne Goyer, CCAI Executive Director, at [aygoyer@one.net](mailto:aygoyer@one.net).

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# Meet the CCAI Committees (continued)

## **Bob Warren, Policy Committee**

*Nalco Company, bobwarren@novagate.com*

Bob is a long time CCAI member and has dedicated countless hours to both the West Michigan Chapter and the National Board. Bob sits on the National Board and currently serves the Chair of the Policy Committee.

Bob undertook the arduous task of reviewing and proposing suggested updates to CCAI's by-laws last year. This review updated our by-laws to make them current with the times. After a review by the board, amendments to the by-laws were approved in January of this year.

The By-laws for our association can be found in the back of the 2005 membership directory. If you have any questions or comments regarding the by-laws please contact Bob.

## **Jim Docken, Custom Coaters Committee**

*Fremont Industrial, Div. of Galaxy Associates,  
jcdock@aol.com*

Jim is a Corporate Account Manager for Fremont Industrial, a Division of Galaxy Associates. He works with key corporations to expand their business to other locations within the corporation so these new locations can utilize their services and products.

Jim serves on the National Board and is the Chair of the Custom Coaters Committee. Scott Peterson of Atlas Manufacturing Div. - Meribel Enterprises, LLC (scott.peterson@atlasmf.com) recently joined Jim on this Committee.

Together they are trying to increase the membership of Custom Coaters. Currently they are working with the local chapters to find job shops that would like to support CCAI and get their company exposure through the newsletter and web site.

Jim chose this committee because he calls on job shops and thought that he could get some of them to join. Wherever he can he spreads the word about what CCAI can do for them and their employees. He touts the great training and networking that CCAI Custom Coater Membership has available. Jim and Scott hope to add five more Custom Coaters Members in the coming year.

## **Ron Cudzilo, Membership Committee**

*George Koch Sons, LLC, rcc@kochllc.com*

## **Michael Richards, Membership Committee**

*MRCO, mrco@cox.net*

## **John Sjudges, Membership Committee**

*Midwest Finishing Systems, Inc.,  
jsjudges@midwestfinishing.com*

Ron has twenty-five years of experience in the design, build and installation of industrial finishing systems. Ron's track record covers all coating technology including Powder, Liquid and Electrodeposition. Ron has been with George Koch Sons, LLC for the past three years as the Regional Sales Manager for areas west of the Mississippi. Ron has been a long standing member of CCAI and currently serves on the National Board of Directors and he is also serving on the Board of Directors for the Central States Chapter where he is the Treasurer.

Michael is the President of MRCO Industrial, a supplier of pretreatment chemistry and equipment to the surface finishing industry. Michael is currently the Secretary/Treasurer of the National CCAI Board of Directors and is the President of the Northern Ohio Chapter.

John has been involved in the paint/powder coating industry for over 14 years and is a System Specialist for Midwest Finishing Systems, Inc., Midwest Finishing Systems, Inc. designs, builds and installs industrial finishing systems. John is currently Vice President of the National CCAI Board of Directors, President of the Northern Illinois Chapter.

On National Board level Ron, Michael, and John serve as Co-chairs of the Membership Committee (Chapter & Corporate Affairs). Our committee is responsible for correlating chapter affairs by relaying effective program information, assist in starting new active chapters, retain existing members and pursue new individual and corporate members by outlining the tremendous benefits of involvement in CCAI. Our committee also works closely with other committees to help them achieve their objectives.

The strength of CCAI's membership determines the success and influence of our organization in growing the surface finishing industry. Participation by individuals is the building block of any successful society and the surest way for individual success. That is why these gentleman and all those others that put up so much effort to see CCAI succeed, serve. Do yourself a favor and join your local CCAI chapter and participate in chapter events, the seeds you plant today will grow tomorrow.

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After meeting these folks that work on these committees you find a common thread – yes, there is work involved, but their efforts have been outweighed by what they have received in return. Please contact the CCAI office with any general questions or comments. For specific follow-up with one of the committees we listed their email addresses.

***Join a committee today!***

# New Members

## Cincinnati

William D Oeters  
Fremont Industrial, Div. of Galaxy Associates

## Northern Illinois

Michael McFadden  
PPG Industries, Inc.  
Kevin Reeves  
GE

Patrick W. White  
Rohm & Haas Powder Coating

## West Michigan

Rod Brant  
Buckeye Air Control Technologies, Ltd.

Kevin Lockwood  
Paint Performance Consulting

Kevin Mehring  
Alliance Surface Finishing

James M. Turner  
Walther Pilot North America

Dan Walsh  
Walsh Industries, Inc.

## Wisconsin

Anthony Rogers  
Duxarea Spray Guns  
Kimberly Vogt  
Raabe Company

## Northern Ohio

Rick Finneran  
IPC

## Twin Cities

Jon Huth  
Global Finishing Solutions LLC

## Unaffiliated

Jim Andrews  
Pneu-Mech Systems Mfg. LLC

# Chapter Meetings

## CENTRAL STATES/ KANSAS CITY

**Questions:** Contacts Ron Cudzilo at 816-734-8876 or [rcc@kochllc.com](mailto:rcc@kochllc.com) or Sherrill Stoenner at 816-505-1652 or [sstoenner@aol.com](mailto:sstoenner@aol.com)

## WISCONSIN

2005

September 13 - Vendor Night

October 11 - Permitting

November 8 - New Equipment Installation

2006

January 10 - Substrate/Pretreatment

February 16 - Source Contamination

March 14 - QC - Testing of Coatings - Liquid & Powder

April 11 - Material Packaging

May 9 - Emerging Technology

July 14 - WICCAI Golf Outing

**Questions:** Contact Jim Gallagher, 414-333-8528 or [jimglghr@execpc.com](mailto:jimglghr@execpc.com)

## EAST TENNESSEE

**Questions:** Contact Dwight Treadwell at 865-335-4834 or [treadeast@yahoo.com](mailto:treadeast@yahoo.com)

## NORTHERN ILLINOIS

October 18, 2005: Corporate Member Night

November 25, 2005: Dinner Meeting

**Questions:** Contacts John Sudges at 630-264-7913

or [jsudges@midwestfinishing.com](mailto:jsudges@midwestfinishing.com)

or Bruce Bryan at 630-848-0391 or [bryanb@bnpmedia.com](mailto:bryanb@bnpmedia.com)

## QUAD CITIES

**Questions:** Contact Rocci A Mascari, 309-314-0468 or [rmascari@aol.com](mailto:rmascari@aol.com)

## WEST MICHIGAN

September - Tour of Lacks Trim, East Paint Facility

October - Tour of Lorin Industries, Muskegon

November - Green Guard

December - Vendors Night

January 2006 - DEQ - Work Standards

February - April - TBD

May - Seminar

June - Golf Outing

**Questions:** Contact Bob Warren, 616-842-8427 or [bobwarren@novagate.com](mailto:bobwarren@novagate.com)

## TWIN CITIES

September 15 - Tennant Tour, Golden Valley

October 20 - Energy Management, TBA

November 17 - Anderson Windows Tour, Bayport

December - Holidays

January 19 - Job Costing for Finishers, TBA

February 16 - Tour TBA

March 8 - Lean Manufacturing Symposium, White Bear Lake

March 9 - Paint and Powder Expo, White Bear Lake

April - NWSCT

May - TBD

June - Golf Classic, Majestic Oaks

**Questions:** Contact Phil Ruggiero, 320-230-6281 or [ccatc@astound.net](mailto:ccatc@astound.net) or get details on web site [www.ccatc.com](http://www.ccatc.com)

## NORTHERN OHIO

August 30, 2005: Vendor Night

September 27, 2005 Plant Tour

October 25, 2005 Panel Discussion

**Questions:** Contact Michael Richards at 216-849-2758 or [mrcoc@cox.net](mailto:mrcoc@cox.net)

# Custom Coater Members

**Acme Finishing Co. Inc.**  
847-640-7890  
[www.acmefinishing.com](http://www.acmefinishing.com)

**All-Color Powder Coating, Inc.**  
608-835-9118

**Associated Finishing Inc.**  
507-345-1512  
[www.associatedfinishing.com](http://www.associatedfinishing.com)

**Atlas Manufacturing Div. - Meribel Enterprises, LLC**  
612-362-2165  
[www.atlasmf.com](http://www.atlasmf.com)

**Capron Manufacturing Co.**  
815-569-2301  
[www.capronmfg.com](http://www.capronmfg.com)

**Crenlo Inc.**  
507-289-3371  
[www.crenlo.com](http://www.crenlo.com)

**IPC**  
419-660-2405  
[www.ipcoatings.com](http://www.ipcoatings.com)

**J.I.T. Powder Coating Company**  
651-463-4664  
[www.jitpowdercoating.com](http://www.jitpowdercoating.com)

**Nordic Ware Inc.**  
952-924-8611  
[www.nordicware.com](http://www.nordicware.com)

**Orion Industries, Ltd.**  
773-282-9100  
[www.orioncoat.com](http://www.orioncoat.com)

**Paradise Powder Coating, Inc.**  
305-295-8511  
[www.paradisepowdercoating.com](http://www.paradisepowdercoating.com)

**Performance Industrial Coatings**  
651-463-3388  
[www.pici1.net](http://www.pici1.net)

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616-399-1963  
[www.portercorp.com](http://www.portercorp.com)

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605-345-4992  
[www.powdertechcorp.com](http://www.powdertechcorp.com)

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763-428-4990  
[www.profilepowder.com](http://www.profilepowder.com)

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[www.reliancefinishing.com](http://www.reliancefinishing.com)

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[www.symet.com](http://www.symet.com)

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[www.technocoat.com](http://www.technocoat.com)

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[www.wsfinish.com](http://www.wsfinish.com)



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