Greetings to all! I trust that this message finds you and your businesses prospering. To the extent you are thriving, it is likely because you are focusing on customers, aggressively reducing lead times, promoting high levels of team member engagement, tearing down traditional silos to achieve cross-functional teamwork, and on and on. But I’ll bet the one common factor is your never-ending quest for improvement. Continuous improvement in all aspects of your business is the key.

It is in this spirit of improvement that I would like to bring everyone up to date on CCAI National Board objectives and ask you to think about how we as an organization should move forward and focus on you as a customer.

Below are the two main goals that the CCAI National Board would like to achieve and the steps being taken to make them happen.

1. Provide better education.
   - Continue to support our scholarship program. Update: CCAI appropriated $3000 in scholarship to North Dakota State University for the upcoming year.
   - Issue updated editions of the Powder Coating and Systems Design manuals. Update: Powder Coating manual is approximately 95% complete and on target for publication prior to Annual Meeting. Systems Design manual is over 50% complete.
   - Launch a Systems Statistics Quarterly Survey. Update: We have received insufficient commitment from systems houses to participate in the survey, but continue to solicit support.
   - Support the Conference Program at FABTECH 2013 in Chicago. Update: A call for papers has gone out. The deadline for abstract submittals is March 20, 2013!
   - Explore an Operating Ratio survey for Custom Coaters. Update: In progress.
   - Investigate how CCAI can support the National Association of Manufacturers Right Skills Now program. Update: In progress.

2. Reach as many people as we can.
   - Explore new association management software to support our website. Update: New software purchased and is being implemented.
   - Redesign the CCAI website to make it more usable to members and chapters. Update: Expected to be operational in the Spring.
   - Investigate starting a Mexico Chapter. Update: Will be discussed at Introduction to Powder Coating in Spanish Seminar on April 16, in Miami, with follow-up planned at CoaTech 2013 in May in Monterrey.
   - Support the FABTECH Finishing Pavilion at FABTECH 2013 in Chicago. Update: CCAI has sold approximately the same amount of space to date as it did for all of FABTECH 2012. If you have not already, you need to reserve your space for Chicago for November 18-21, 2013!
   - Review our dues structure (Corporate, Custom Coaters, and Individual) and establish an ongoing plan that establishes a structure commensurate with value to members and minimizes the impact of future increases. Update: Recommendations to be reviewed at Annual Meeting.

“Are we working on the right things and how are we doing? What else should we consider as we move forward?” Please share your thoughts with me (slw@kochllc.com), your chapter representative, or a member of the CCAI staff. We will take your comments into consideration as we evaluate the upcoming program year at our Annual Meeting this June in Mt. Hood, Oregon.

I look forward to hearing your input and I hope to see all of you in Mt. Hood, OR for CCAI’s Annual Meeting where we will have another incredibly wonderful program.

Sam Woehler, CCAI National President
CCAI’s 2013 Annual Meeting Returns to the Pacific Northwest

Among CCAI’s most popular Annual Meeting destination, The Resort at the Mountain near Mt. Hood in Oregon is calling us back for our 2013 Annual Meeting. Set in a stunning environment that is conducive to learning and networking, this beautiful area of the country provides the backdrop to what promises to be another outstanding CCAI Annual Meeting.

The content for CCAI’s Annual Meeting is varied, timely and will assuredly deliver important information that will help all members in their professional and personal lives. Here’s a sneak peek at some of the presentations you’ll find on the program:

• Global Realities: The Next Ten Years
• An Economic Update for Finishing
• When OSHA Comes Knocking: Would You Be Ready?
• Communication in the Workplace & Everyday Life
• Getting the Most from CCAI’s New Website and Association Software
• FABTECH Preview: Coming Full Circle

There will also be several networking activities for all who attend. You’ll be able to choose between CCAI’s Golf Outing and a trip to the Columbia River Gorge and we’ll also bring back our backyard BBQ night complete with “competitions” that will be fun for all. Products Finishing Magazine will also sponsor our opening Welcome Reception the first evening.

Don’t forget that following the Annual Meeting you have the opportunity to join others on an Alaskan cruise, sailing roundtrip from Seattle. It’s not too late to book this wonderful adventure to our 49th state! Details are available on the CCAI website.

CCAI’s 2013 Annual Meeting registration brochure will be sent to all members shortly. Mark your calendar now and get ready for another great Annual Meeting! We hope to see many of you at Mt. Hood.

Now You Can Renew Online!
Your next renewal invoice will direct you to the form on the CCAI website at www.ccaiweb.com
2013 Annual Meeting
Resort at the Mountain
Mt. Hood, OR

Mark Your Calendar Now
& Join Us for Another Memorable Event

June 19-21, 2013
As CCAI’s FINISHING Pavilion at FABTECH prepares to return to Chicago’s McCormick Place from Nov. 18 – 21, 2013, it is already the largest FINISHING exhibition at FABTECH since CCAI joined the show in 2010.

“Our exhibit space has been selling at record pace,” states CCAI FINISHING Pavilion Exhibits Manager, Andy Goyer. “Exhibitors are increasing the amount of space they are taking and we are seeing new exhibitors that have not been with us before. Compared to last year at this time, we have more than doubled the amount of space we have sold. This will be the largest FINISHING Pavilion at FABTECH yet, both in total number of square feet of exhibit space and number of exhibitors.”

FINISHING Exhibitors provided great feedback from FABTECH 2012 in Las Vegas. “FABTECH 2012 was a phenomenal show for us,” stated Parker Ionics president, John Cole. “The booth traffic was great and we met with a number of high-level decision makers.”

“While there is still great exhibit space available in the CCAI FINISHING Pavilion, we anticipate that it won’t be available for long,” Goyer continued. “The overall FABTECH show floor is selling at record pace. To ensure participation in CCAI’s FINISHING Pavilion and begin getting yearlong exposure through the show website and promotion, we encourage anyone interested in exhibiting to reserve their space soon.”

To view the FABTECH floor plan, go to www.fabtechexpo.com. Click on EXHIBIT/Reserve Space and then VIEW FLOOR PLAN. CCAI’s FINISHING Pavilion is located in the SOUTH HALL. Scroll to the lower part of the floor plan to the FINISHING area. Booths shaded in blue are available.

To view a list of current CCAI FINISHING Pavilion Exhibitors, go to www.ccaiweb.com/news.html. The list is updated daily.

Call Andy Goyer at CCAI with questions regarding the FINISHING Pavilion: 1-941-373-1830.

CCAi Grows Its Presence at FABTECH Mexico; Sponsors COATech Mexico

CCAi is now a sponsor of FABTECH Mexico and COATech, the finishing show that is co-located with FABTECH Mexico. In addition to selling exhibit space at the event, CCAi is also providing several hours of educational programming on finishing.

The show floor is nearly sold out and anyone wishing to participate in the show, held May 7 – 9, 2013 at Cintermex in Monterrey, should reserve exhibit space immediately. Call Andy Goyer at 941-373-1830 to exhibit.
The Basics of Powder Coating in Spanish

One-Day Seminar
Tuesday, April 16th, 2013 • 9:00 AM - 2:30 PM
American Welding Society Headquarters
8669 Doral Boulevard, Suite 130, Doral, Florida 33166

CCAII believes there is a need to provide educational training services to Spanish-speaking employees around the country. The level of interest and great evaluations received from the Spanish session at FABTECH 2012 is an indication that providing educational opportunities in Spanish will help improve finishing processes. The speakers are experts in powder coating, pretreatment, application equipment, systems and curing. The seminar will cover all of these areas and provide a chance for attendees to get questions answered, solve problems and gain a better understanding of the powder coating process.

This one-day seminar, conducted in Spanish, will provide an introduction to the basics of powder coating for industrial applications. During this seminar, attendees will learn from experts in the powder coating industry about:

• The powder coating process
• The various types of powder coating materials
• The different types of powder coating application equipment
• Ovens for curing powder coating
• Substrates that can be powder coated
• The importance of cleaning and pretreatment prior to powder coating
• A review of powder coating applications
• Powder coating terminology
• …and more

Participants will receive a complete review of basic powder coating applications and terminology through this seminar. Each participant will also receive a copy of CCAI’s Powder Coating Training Manual in Spanish.

Seminar Instructors
Hugo Cambron, PPG Industries; Antonio Gallegos, George Koch Sons, LLC; Mario Hernandez, Famis, Inc.; Pablo Soto, DuPont Powder Coatings; Antonio Tapia, Coral Chemical Co.

Seminar Fee:
$49 for CCAI members
$69 for non-members

Seminar fee includes: One-day seminar, continental breakfast, breaks, luncheon, and a copy of CCAI’s Powder Coating training manual in Spanish.

Questions: Call Mario Hernandez at 786-210-1736
To register online go to, www.ccaiweb.com.

Antonio Gallegos speaks to the FABTECH Conference attendees in Las Vegas.

The team of presenters for the first Spanish Powder Coating session at FABTECH 2012.
CCAI Launches Executive Economic Summary Report

CCAI Corporate members will now receive a value added benefit every month with the launch of our new CCAI Executive Economic Summary Report. A variety of economic indices will be compiled and reviewed monthly by CCAI’s economist and reported to the Corporate members in an easy-to-read and compare monthly report. This will help you keep the pulse of a variety of different economic indicators that impact our industry. We are very happy that we will be able to put this information in an electronic format at your fingertips each month at no additional costs to our Corporate members. By the time you read this newsletter, the first report should have hit your “in-box.” If you haven’t seen it, please call Anne Goyer at 941-373-1830.

NDSU Scholarship

It is with great pleasure that the Chemical Coaters Association International will continue to support the year-long scholarship program at North Dakota State University. The board voted to provide NDSU $3,000 in scholarship funds which will be distributed among six eligible students. As an association focused on education, we are excited about supporting individuals working toward degrees in the finishing industry!

If your chapter would like to donate to the NDSU Scholarship Fund, please contact the CCAI National Office, 859-356-1030.

CCAI Names Products Finishing as “Official Publication”

CCAI and Products Finishing (PF) have signed an agreement that names PF as the official publication of CCAI. While Products Finishing has always been a great partner to CCAI, sponsoring our Annual Meeting reception and helping to promote many of CCAI’s events and initiatives, this new agreement will provide for additional cooperation regarding promotion of CCAI’s chapters, our FINISHING Pavilion at FABTECH and provide a vehicle to share CCAI news and education.

Industry Move

Pneu-Mech Systems Mfg. announces
J. B. Graves as a System Sales Specialist

J. B. comes to Pneu-Mech Systems Mfg. with more than 25 years of experience in the paint and coatings industry. Prior to joining Pneu-Mech, J.B. worked in Regional Sales for Wagner Industrial Solutions. He also served as a Regional Sales Manager for Cincinnati Industrial Machinery in the finishing systems business. He will be responsible for System Sales with focus on growing sales into new and emerging markets. J.B. will work from his Cincinnati, OH office and can be reached via mobile phone at 513-680-4515.

CCAI’s Social Media Connections

Check out our website: ccaiweb.com
Like us on Facebook • Twitter: “CCAI_tweet”

CCAI Land’s End Store

CCAI has created a Company Store with Lands’ End in order for you to purchase CCAI logo apparel whenever you wish. We receive special offers regularly and pass them along to chapter presidents, but this site is open for anyone who would like to purchase CCAI logo apparel or merchandise. Select ANY Lands’ End item and apply the CCAI logo (ie. shirts, jackets, hats, golf items). You can choose the CCAI logo (graphic only) OR the CCAI full logo including the association name below.

Type this URL into your browser to access the CCAI Company Store, http://goo.gl/VqudA, then add it to your favorites for future use! You will need to set up your own account in order to purchase items.

Contact CCAI National office if you have any questions, 859-356-1030.
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In the past 3 months, CCAI has welcomed **FOUR NEW Corporate members and FOUR UPGRADED Corporate members**! This is a true testament to the mission of the association. CCAI works to raise the standards of finishing through education, networking, regularly updated training manuals, outreach programs with colleges and universities and our sponsorship of the FINISHING Pavilion and Conference at FABTECH. Our Corporate members provide great support so we can continue working to expand our educational outreach and offer valuable services to our members and the industry at large.

CCAI Corporate membership gives you broad exposure all year long. Review the member benefits online, [www.ccaiweb.com](http://www.ccaiweb.com) and become a CCAI Corporate Member today!

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Akzo Nobel is proud of their environmentally friendly products as well as their sustainability record. In August 2011 they were awarded SMaRT Sustainable Platinum Certification (Sustainable Materials Rating Technology, SMaRT is the major external standard for product sustainability), and were the first Coatings company to achieve a SMaRT certification. What’s more, the Sustainable Platinum certification is the highest level a company can achieve.

**Upgraded Corporate Members**

CCAI is happy to announce the following companies have upgraded their level of corporate membership! Their commitment to the association confirms the value of CCAI’s mission and supports the ongoing efforts to build a better finishing industry. **THANK YOU!**

- **Calvary (Gold)**
- **Chemetall (Platinum)**
- **Mighty Hook (Gold)**
- **TTX (Platinum)**

“Calvary decided to upgrade our corporate membership because we see the great value membership in CCAI offers. Upgrading to Gold paid for itself by giving us another paid individual membership and allowing us to advertise in CCAI publications.”

– Chirs Berger, Calvary Industries

“Mighty Hook made the decision to upgrade our corporate membership from Standard to Gold because of the added value we will be receiving. Since we are actively involved with CCAI, the Gold membership provides us with additional benefits. This includes free advertising to promote our business, as well as 2 individual memberships and registration for the annual meeting. In order to get the most out of our membership, we find it important to actively participate in the association. The annual meetings have always been exceptional, and we are looking forward to another excellent program.”

– Bruce Bryan, Mighty Hook

**New Corporate Members**

**Echo Engineering & Production Supplies, Inc.**  
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J&J Performance Powder Coating provides a wide variety of powder coating services, including high volume production powder coating and single custom powder coated parts. Their powder coating facility is centrally located in Carlock, IL, between Bloomington and Peoria. J&J is not a fabrication shop, welding shop, machine shop, radiator shop, etc.; they are dedicated solely to powder coating and focus all efforts on being the best. Their strength is in the quality of the coating, the delivery time, fair rates, and corporate integrity. Their oven is 16’ long, 9’-4” wide, and 6’ tall, and our sandblast booth is 18’x 24’.

“We do what we say we’re going to do, when we say we’re going to do it, and for the quoted price or less, every single time.”

CENTRAL STATES
In February the Central States chapter meeting highlighted Infrared Efficiency. The attendees heard from presenters, Marty Sawyer from Trimac Industries on Gas IR, and Sherrill Stoenner from Stoenner Finishing Consultants on Electric IR. The information was well received with many great questions from attendees.

IOWA/CENTRAL ILLINOIS
Caterpillar Tour
In March the Iowa/Central Illinois chapter held a very successful tour of the Caterpillar Visitor Center. In addition to a wide range of exhibits about Caterpillar’s manufacturing processes and products, John Norlin, Caterpillar’s corporate paint manager, gave a presentation on the importance of product finish on Cat products.

They had 85 people in attendance, representing 39 different companies. ICI Chapter President, Tom Boland was thrilled with the turnout. He said they ran a special membership campaign to bring in new members. Those who joined CCAI with ICI could attend the tour for free. This brought in at least 14 new members! Special thanks to John Norlin of Caterpillar for leading the tour.
TWIN CITIES

Olympic Steel Tour

*Article and photos submitted by Deb Savage*

Olympic Steel’s Plymouth, Minnesota location hosted the TC-CCAI January meeting. Olympic Steel has 17 locations throughout the country and is a major distributor and processor of plate and sheet products in the upper nationwide. This location is devoted to plate distribution and plate parts fabrication. The 17 attendees were welcomed with a continental breakfast and overview of Olympic Steel’s history and their commitment to safety and quality. During the tour, attendees were able to view the fabrication equipment used to process heavy gauge steel including Oxyfuel systems, plasma tables, lasers, and CNC Machining Centers.

*(left)* Brian Patrick, CNC Machinist Lead Person and Mark Carlson, CNC Machinist, demonstrate quality control.

*(right)* Cut parts with outstanding edge cut quality.

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POT O’ MONEY UPDATE

*Article and photos submitted by Deb Savage*

At the TC-CCAI February Symposium, Speaker Alan Boerke of Q Labs picked the name of Toby Wiegman from the list of Twin Cities chapter members. Toby of Superior Industries won the $75.00 pot. Since Toby was in attendance, the pot will start over at $25.00 at the BGK Tour in March.

Deb Savage congratulates Pot O’ Money winner, Toby Wiegman.

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Chapter Happenings

TWIN CITIES (continued)

Advances in Physical Testing of Coatings Symposium

Article and photos submitted by Pat Cullen

“Advances in Physical Testing of Coatings” was the title of this year’s annual all day Twin Cities Symposium held on February 21st. Four industry experts made presentations to the 35 Symposium attendees. Alan Boere of Q-Labs focused on the science of weathering and light testing of test panels. Joel Bialek of TQC-USA, Inc. discussed coating thickness measurement equipment including a hands-on session. Bernie Walz of Pentair Technical Products showed attendees how his company resolves contamination issues. Matt Kirchner of American Finishing Resources closed off the day’s session with a talk on using KAIZEN methods to optimize finishing line productivity. All four of the talks were excellent and well received by the attendees. Three of the presentations were dedicated to coating testing with the closing presentation offering a great overview on the Kaizen process and productivity improvements.

(L-R) Alan Borke, Matt Kirchner, Bernie Walz & Joel Bialek

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WISCONSIN
In January, Dr. Vicki Gelling spoke at the CCAI meeting for the Wisconsin Chapter. Dr. Gelling is on the Chemistry faculty at North Dakota State University in Fargo. This university is very unusual in that they have a degree with a focus in the finishing area. Dr. Gelling’s talk described her research group, the university’s program, and covered many aspects of her research. The meeting had a very good turnout and Dr. Gelling’s talk provoked many interesting questions.

Chapter Calendar

ATLANTIC COAST (formerly Carolinas)
Contact Karla Duncan, 704-873-2475 or kduncan@pneu-mech.com

CENTRAL STATES
Contact Cliff Slater, 800-526-4473 ext. 251 or cliff.slater@chemetall.com or Ron Cudzilo, 816-734-8876 or rcc@kochllc.com

March 28  2-Coat Powder Application and Dry-on-Dry
June 11  Annual Golf Outing – Staley Farms Golf Club

GREATER CINCINNATI
Contact J.B. Graves, 513-248-4116 or jbg@cinch.com

IOWA/CENTRAL ILLINOIS (formerly Quad Cities)
Contact Tom Boland, 309-824-3287 or tomboland@calvaryindustries.com

LAS VEGAS
Contact Tony Scalfani, 702-565-7161 or tonys@arironllc.com

NORTHERN ILLINOIS
Questions: Contacts Kevin Baker, 331-422-9722 or kevin.baker@chemetall.com or Bruce Bryan, 630-853-4592 or bbryan@mightyhook.com.

April 16  Corrosion Symposium
June 6  Golf Outing – Tamarack Golf Club

TWIN CITIES
Contact Phil Ruggiero, 320-230-6281 or ccatc@charter.net or get details on web site www.ccatc.com

March 21  BGK tour and Infrared demo

TEXAS
Contact Trena Benson, 713-996-4679 or trena.f.benson@usa.dupont.com

April 4  Lunch & Learn Session: Cost Savings for Powder Coaters - Grapevine, TX

WEST MICHIGAN
Contact Scott Bultzman, 616-292-5505 or sb26500@msn.com

April 15  Tour of River Environmental - South Haven, MI
May 15  Defects Seminar at M-Tec Center - Grand Rapids, MI

WISCONSIN
Contact John Heyer, 262-677-8291 or john@kettlemoraine.coatings.com

July 12  Golf Outing at Scenic View

SOUTHERN CALIFORNIA
Contact Ron Lum, 951-775-8785 or rlum@coral.com
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## NEW MEMBERS

### CENTRAL STATES
- **Scott Knoll** – Deere & Co.
- **Chris Nicely** – Castrol Industrial N. America Inc.

### CINCINNATI
- **Michelle Bloomfield** – DuBois Chemicals

### INDIANA
- **Jessica Heffernan** – Echo Engineering & Production Supplies, Inc.
- **John Seitz** – Echo Engineering & Production Supplies, Inc.

### IOWA/ CENTRAL ILLINOIS
- **Tim Adlington** – Henkel Corp.
- **Travis Brownlee** – Deere & Co.
- **Ed Chestnut** – Dove Equipment Co.
- **Bradley Dietrich** – Caterpillar Inc.
- **Jim Dolan** – L & J Performance Powder Coating
- **Paul Flynn** – Deere & Co.
- **Don Foutch** – DuBois Chemicals
- **Kenny Hanshew** – Sherwin-Williams Co., The
- **Rick Herchenbach** – American Industrial Corp.
- **Michael Lawrence** – Akzo Nobel Powder Coatings
- **John Meincke** – PPG Industries, Inc.
- **Michael Pirtz** –Valspar
- **DuWayne Roberts** – PPG Industries, Inc.
- **Mike Rocchio** – PPG Industries, Inc.
- **Sharon Sebastian** – CNH America LLC
- **Donald Thiessen** – IVC Industrial Coatings
- **Steve Thompson** – Lubrizol Advanced Materials
- **Steve Updyke** – Sherwin-Williams Co., The
- **John Valasco** – PPG Industries, Inc.
- **Dean Young** – Dove Equipment Co.

### NORTHERN ILLINOIS
- **Matt Chorski** – Richards-Wilcox, Inc.
- **Ted Duda** – Thermo-Tron-X, Inc.
- **Janet James** – Wagner Industrial Solutions
- **Steve Jayhan** – Peerless Industries, Inc.
- **Matthias Koehler** – Wagner Industrial Solutions
- **John Koepl** – Acme Finishing Co. Inc.
- **Kenneth S. Spielman** – S & B Finishing Co. Inc.

### NORTHERN OHIO
- **Ed Jones** – Chemical Methods Inc.

### SOUTHERN CALIFORNIA
- **Karl Rijkse** – Tiger Drylac USA, Inc.

### TENNESSEE
- **Ron Patterson** – Air Power, Inc.
- **Kathy Wilson** – Akzo Nobel Powder Coatings

### TWIN CITIES
- **Angela Bouma** – Crystal Cabinets Works, Inc.
- **Seth Holm** – Ceramic Industrial Coatings
- **Brad Kuyper** – Henkel Corp.
- **Robert Laubscher** – Ceramic Industrial Coatings
- **John Nguyen** – Birchwood Technologies

### UNAFFILIATED
- **John Lampertius** – Eclipse Tools NA - Magnetic Filtration
- **Arlene Lucas-Starrh** – Datapaq, Inc.

### WEST MICHIGAN
- **Jon Fahrlander** – DeWys Manufacturing

### WISCONSIN
- **Steve Edens** – Henkel Corp.
- **Brad Olson** – Henkel Corp.
- **Patrick Patton** – Ariens Company
- **Bradley Scott** – Americo Chemical Products, Inc.