Letter from the President

Looking for the Next Generation of Industrial Finishers

I imagine most of you are like me trying to figure out what to make of our economy. All the pundits are saying that 2015 should be a good year. I don’t worry anymore about stopping at the gas station to fill the car as oil prices are hitting lows we have not seen in many years. Natural gas has stayed low with plenty of supply. Even propane and heating oil have not had any spikes, as we have had a milder winter. For most businesses all this translates into lower operating costs, which is a good thing. However, I am glad that I am in the finishing industry and not the oil industry. The coin always has two sides, and it depends on whether you have called heads or tails.

With many businesses steady or improving, the demand for skilled, trained labor is increasing. We often joke about the “graying” of many of us who work in the finishing industry, and it has been a common topic of discussion at the CCAI Board Meetings and events. But our industry must recognize this fact and start to garner interest in the next generation to join the industry. We must do all we can to make sure that these younger individuals see what opportunities exist to earn a good living in finishing. Sometimes it is just an image thing. Sorry, we work in an un-sexy industry compared to Silicon Valley or the automotive designers. However, because of the great variety of companies from paint and chemical suppliers, to equipment manufacturers, OEM’s and custom coaters, there are a lot of positions for employment from the front line through engineering and everything in between.

The CCAI Board and staff have been working on several new initiatives to address this need. We already have several training videos on the CCAI website with more under development. In addition, a new working committee is being formed to develop and publish a brochure to showcase all the opportunities available to anyone interested in joining our industry. We need to be recruiters to get the best and the brightest young talent to consider our industry as a great place to work. This needs to be presented to high school students so they can choose the right classes and prepare for either college, tech schools, or join directly with one of our companies. If anyone is interested in helping us work on this, please contact Anne Goyer. We also have a “young professionals” membership category in development.

The finishing industry has never been better and we need new, young talent to join us, be trained and eventually make it a career. As one of those “older” individuals I can attest that it was a great decision to become part of this industry. I hope this will be true for many others that follow.

Kevin Coursin, CCAI National President
Consistently rated with high marks for program content, interactive networking and family atmosphere, CCAI’s 2015 Annual Meeting will take place from Wednesday, June 24th through Friday, June 26th at the Seagate Hotel & Spa in the quaint seaside community of Delray Beach, FL. Situated just 25 miles north of Ft. Lauderdale, Delray Beach offers a wide variety of restaurants and shops within walking distance of the hotel. Also just blocks from the beach, Seagate promises to deliver the perfect spot for this year’s meeting. Seagate has its own private beach club that will serve as host to this year’s Beach Olympics and BBQ dinner and our annual golf outing will be held at the Seagate Country Club.

Combine a fabulous location with an equally outstanding meeting program (see a preview on page 3) and CCAI’s 2015 Annual Meeting is sure to be one of our best ever!

With a slightly different meeting pattern (Wednesday through Friday), members will enjoy our traditional Welcome Reception sponsored by Products Finishing Magazine on Wednesday just following our committee meetings. General Sessions will be conducted Thursday morning with the Annual Golf Outing and optional Beach Olympics and BBQ to round out the day. There will be more General Sessions on Friday, in addition to our Annual Awards Luncheon.

Can’t wait to register and start planning to attend the 2015 CCAI Annual Meeting?

Complete programming, hotel and registration details will be posted to the CCAI website before the end of February. We will alert all members via email when the information is posted, but mark your calendars now and plan to join us for another unforgettable CCAI Annual Meeting.
Here’s a preview of the programming you can expect at the Annual Meeting
(programming is being finalized as this issue goes to press)

**U.S. Manufacturing Outlook**
Where is U.S. manufacturing headed? Signs have been pointing to positive news, especially in relation to other manufacturing economies. What does that mean for our industry? How can you take advantage of the “good times”? How do you position your company and products to remain a global player so you are in the right spot when the global economy picks up? This presentation will be designed to provide answers to your questions.

**Managing Burnout**
More work, less pay, building stress. Sound familiar? Many people today are faced with doing more with less. It’s been that way for quite some time. The challenge, however, is that many are facing burnout and don’t know what to do. This presentation will facilitate a discussion on ways to combat burnout and bring some balance back to your life.

**Economic Update**
CCAI’s economist, Chris Kuehl joins us for his honest, entertaining look at what’s happening in the U.S. economy. He’ll use our monthly Executive Economic Reports to provide an overview of what’s happened in the early part of 2015 and where he anticipates things going the rest of the year.

**Why Our Chapters Matter & Chapter Idea Roundtable**
CCAI’s Chapters are the foundation of our association. They provide regular education and training on a local level throughout the year. They serve a critical role in keeping the finishing industry standards high. Following a quick review of the outstanding programs and projects our chapters have been working on, we’ll break up into small discussion groups so members from developing chapters have a chance to talk with and get ideas from members of successful chapters.

**Trade Show Facts and Fiction**
Now the FINISHING industry's largest trade show, CCAI's FINISHING Pavilion at FABTECH offers the perfect opportunity for members and the industry at large to see the latest in finishing equipment, paint & powder coating materials, pretreatment and all the other products and services that make a finishing operation successful.

This presentation will help you separate the facts from fiction when it comes to exhibiting and attending any trade show and will provide tips on getting the most from the FINISHING Pavilion at FABTECH this November in Chicago.

**Emerging Technologies**
Interest is always high when you mention emerging technologies. We plan to share some of the newest innovations in the industry with members during this session!

Following the Annual Meeting, CCAI members are invited to join other members on a Caribbean cruise onboard Oasis of the Seas departing from Ft. Lauderdale.

This separate event will run from June 27th through July 4th.

Call CCAI at 941-373-1830 for details.

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FABTECH 2015 Call for Speakers

We are currently seeking abstracts for the FINISHING Conference Program at FABTECH 2015 in Chicago, November 9-12. CCAI is looking for finishing case studies, innovations in finishing processes, ways to make your finishing operations more efficient, emerging technologies and best practices that will help today’s finishers produce better products.

If you have a topic you would like to present, please submit your abstract online by visiting www.ccaaiweb.com, clicking on the FABTECH tab, then scrolling down to Conference Program for more details, or send your abstract to kelly@goyermgt.com. The deadline to submit an abstract is March 27, 2015.

Mexico is a rapidly expanding manufacturing market for industrial finishing and CCAI is again sponsoring FINISHING through our FABTECH partnership at FABTECH Mexico and COATech. Co-located with AWS Weldmex and METALFORM Mexico, FABTECH Mexico will feature over 450 exhibitors and expects to welcome over 10,000 attendees over the 110,000 net square feet of show floor.

Plan now to be an industrial finishing exhibitor at COATech 2015! This is the place to create new contacts, maintain ongoing relationships with existing customers in Mexico, find new prospects and position your brand in an international market.

If you haven’t already reserved your booth space, check out the COATech 2015 floor plan and reserve your space today: http://coatechmexico.com.
Col-Met Engineered Finishing Solutions Announces New Engineered Products Group

Col-Met Engineered Finishing Solutions recently announced its new business strategy to be recognized as an organization that provides Engineered Finishing Solutions and to build an infrastructure to bring new innovation and services to the industry. In support of this strategy, Col-Met has recently expanded and added an Engineered Products Group. This group will be led by Steve Houston, Chief Marketing Officer, and will focus on larger, more complex finishing designs (in partnership with distributors). “We see our business growing in many areas and needed more focus on the large, multicomponent finishing solutions,” says Houston.

This highly experienced group has been selected to help Col-Met’s distribution partners design finishing solutions from concept to installation. They have added two main Engineered Product Designers, with combined, more than 40 years’ experience in designing complex finishing solutions using multiple components.

New Air Caps Introduced for Binks Trophy Series Spray Guns

Finishing Brands, manufacturer of Binks industrial finishing equipment, has introduced two new air caps and additional configurations for the Binks Trophy spray gun series. The 39-H (for HVLP) and 25-L (for LVMP) air caps are especially suited for the wood and transportation industries. These air caps provide atomization, even pattern distribution with excellent speed for basecoats, clearcoats, enamels, stains, toners, lacquers and other solvent-based or waterborne materials and low to high solids.

Constructed from anodized aluminum, Binks 39-H Trophy air cap is designed for use with wood, metal, general industrial and plastic applications. The pattern is 11”-13” long with straight sides and rounded ends. The 39-H is typically used for the pressure spraying of thin to medium viscosity materials, which require high quality atomization under HVLP pressures. Also produced with anodized aluminum, Binks 25-L Trophy air cap is built for use with transportation, metal, wood, general industrial and plastic applications. The pattern is 11”-13” long with straight sides and rounded ends. This air cap is designed for pressure feed spraying of thin to heavy viscosity materials, which require finer quality atomization.

Therma-Tron-X Announces New Sales Engineer

Therma-Tron-X, Inc. recently announced that Joe Laubenthal of Elgin, Ill., joined TTX as a sales engineer. He brings comprehensive expertise in the powder coating industry as well as experience in marketing, leadership, development, and networking.

Joe has extensive experience in manufacturing and finishing systems including sales, engineering, manufacturing, and staff management. He has worked with other major manufactures in powder coatings and equipment. Joe studied computer aided drafting and design technology at ITT Technical Institute, and is further trained in project development, as well as several other skilled trades.

Joe has served as a past president and is a board member of the CCAI, Northern Illinois Chapter. He is a member of the National Association of Sales Professionals, a PCI committee member, a patented inventor, speaker, and presenter.

Check the NEWS tab on the CCAI website for all the latest news items in the finishing industry!
CCAI Highlights

Coming Soon: CCAI’s New Systems Design Training Manual

CCAI has been publishing its series of popular training manuals for more than 25 years. *Systems Design for Industrial Finishing Applications* is the latest manual to receive a complete re-write. Led by CCAI Corporate member, Sam Woehler of George Koch Sons LLC, the new manual provides innovative and updated information on all the essential factors for setting up and running efficient systems. From the layout to spray booths, washers, ovens, conveyors and more, this manual reviews the key elements of finishing systems design. Members can purchase the manual for $49; non-members for $65. Discounts are available to those purchasing all six manuals. Visit www.ccaiweb.com, click on the EDUCATION tab then scroll to Training Manuals. The new *Systems Design for Industrial Finishing Applications* manual is scheduled to be available by May.

Manufacturing Day is a celebration of modern manufacturing meant to inspire the next generation of manufacturers. Although Manufacturing Day officially occurs on Friday, October 2, 2015, any day can be a Manufacturing Day. Be a part of MFG Day by hosting or attending an event in your area.

To learn more visit, www.mfgday.com.

CCAI is Now Accepting Applications for 2015 Scholarships

As the finishing industry’s education and networking resource, CCAI is happy to announce the expansion of the scholarship program to all students to stimulate interest in finishing careers. Over the past several years, CCAI has awarded $7,000 in scholarship money from the CCAI Matt Heuertz Scholarship Program to students at North Dakota State University. The primary objective of this program is to encourage education in finishing technologies.

CCAI Board member, Sam Woehler states, “Education is the foundation of CCAI’s mission. By supporting scholarship programs such as this, our membership is pleased to help attract bright new talent to the industrial finishing & coatings industry for the future.” The scholarship program is sustained by the National CCAI and donations from CCAI Chapters.

Our expanded program is seeking individual students needing assistance throughout the United States. Qualified candidates will have their applications reviewed by the National CCAI Education Committee for the National Scholarship Program. In addition, their application will be sent to a CCAI Chapter for consideration if they reside or attend a school within our Chapter areas. Award amount will be determined by the National Board each year dependent upon balance in CCAI Scholarship Fund. Scholarship recipients will also receive a free one year student membership in CCAI.

“CCAI wants to invest in our industry’s future,” notes CCAI Executive Director, Anne Goyer. “Reaching out to students and schools that can provide the necessary training and education to better the finishing industry is one of our top goals as an association. We are also in the process of creating a Careers in Industrial Finishing Guide for anyone interested in learning more about the many opportunities available in our industry. The Guide will be available from CCAI in the next several months.”

To view the criteria of the scholarship program, review the selection and award process and submit an application, visit www.ccaiweb.com and click on the EDUCATION tab, then scroll down to Scholarship Program. The application deadline is April 1, 2015.
In today’s global marketplace, your shop’s ability to operate efficiently is one of your best competitive advantages. Chemical Coaters Association International (CCAI)–Twin Cities Chapter and the Minnesota Technical Assistance Program (MnTAP) at the University of Minnesota are offering two days of seminars and demonstrations geared to improving the efficiency of your industrial finishing operation. The Expo will feature technical presentations and a vendor show to answer all of your industrial coating and process efficiency concerns. Compare different equipment and see how efficiencies are improved through hands-on demonstrations. Vendors will demonstrate coatings and application equipment. Bring your questions on application equipment, coatings, curing systems, efficiency and productivity, pretreatment, quality improvements, racking, and water quality. The demonstration area will be open from 11 a.m. until 3:30 p.m. on Thursday, March 19, during the Paint and Powder Coating Expo.

In addition to the Paint and Powder Expo, there will also be a CCAI symposium the day prior. The symposium: Maximizing Performance from Individuals and Teams will be Wednesday, March 18th, from 8:00 a.m. until 12:30 p.m. Topics to be covered include; tools and techniques for fostering high performance from employees and for maintaining job satisfaction, essentials of effective onboarding (getting new employees off to a great start), tools and techniques for fostering and reinforcing high, performance from individual employees, critical success factors for effective teams and teamwork, processes and tools for building high performance teams, and teamwork.

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If you are unable to register electronically or need additional registration information, call Phil Ruggiero, Chapter Coordinator, at 320-230-6282. Cancellations must be received 7 days before the event.
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Contact:  Karen McGovern
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www.crestchemicals.com

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ICAFe Inc. and Dove Equipment specialize in finishing systems integration and engineering custom turnkey solutions to clients’ unique finishing processes. With operations in both the United States (Waukesha, WI, East Peoria and Moline, IL) and Mexico (Monterrey and Puebla) ICAFe and Dove are among the largest and most well-respected distributors and integrators of industrial finishing equipment. ICAFe has served the industrial finishing market for more than 70 years and Dove has more than 40 years of expertise in both the industrial and automotive marketplaces. Our strength is in the knowledge, experience and capabilities of our dedicated team of application specialists, engineers, service technicians, and administrative staff. Let us show you the ICAFe and Dove difference.
A-1 Paint, Powder and Sandblasting is a provider of powder and wet paint coatings for metal fabricators of large custom made steel parts throughout the Midwest from its Kansas City location. The plant can offer customers the option to have large fabricated parts coated to include duplex coatings with its straight line production line with 60’ ovens. They have an onsite sandblasting operation, a multi-stage washing process and use a batch process where parts are inspected at multiple locations during the coating process. They are located near a major interstate and have convenient receiving and shipping area for deliveries and pickup of large size parts. Fast, flexible, and friendly is their motto. They think of themselves as a small company doing big things!

One of A-1’s finished products, “Gone Fishing,” a decorative 30’ gate and posts
Chapter Events

2015 Chapter Events

For more details and registration information visit ccaiweb.com and click the "Calendar of Events" tab.

ATLANTIC COAST
Contact Karla Duncan, 704-495-3140 or kduncan@pneu-mech.com
October 8  Annual Golf Outing

CENTRAL STATES
Contact Ron Cudzilo, 816-734-8876 or rcc@kochllc.com

NORTHERN ILLINOIS
Contact John Sudges, 630-240-8486 or jsudges@midwestfinishing.com or Mark Wittig, 312-882-7681 or mwittig@calvaryindustries.com

LAS VEGAS
Contact Tony Sclafani, 702-565-7161 or tonys@arironllc.com
May 29 & 30  Advanced Powder Coating Hands-On Seminar

SOUTHERN CALIFORNIA
Contact Ron Lum, 751-775-8785 or rlum@coral.com
April 11  Advanced Powder Coating Seminar (in Spanish)
December 7  Annual Toys For Tots Golf Outing

TEXAS
Contact Russ Young, 612-741-3898 or Russell.young@axaltacs.com

TWIN CITIES
Contact Phil Ruggiero, 320-230-6281 or ccac@charter.net or get details on web site www.ccatc.com
March 18-19  Paint & Powder Expo

WEST MICHIGAN
Contact Bill Knape, 616-866-1651 or sales@knapeindustriesinc.com
April 13  Stryker Plant Tour

WISCONSIN
Contact John Heyer, 262-677-8291 or john@kettlemorainecoatings.com
March 10  Matt Kirchner, American Finishing Resources
May 13  Plant Tour
July 10  Annual Golf Outing

Check out www.ccaiweb.com for all the latest additions to the CHAPTER EVENTS calendar!
With a monthly magazine, bi-monthly e-newsletter, and comprehensive website, Products Finishing is the voice of the finishing industry—serving the U.S. Industrial Finishing Market since 1936.

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Chapter Happenings

Texas
The Texas Chapter is in the process of reorganizing and putting together a slate of programming for the upcoming year. If you would like to assist in the redevelopment of the Texas Chapter, contact Mark Gentry at 336-224-8714 or mark@goyermgt.com.

Twin Cities
Articles & Photos by Pat Cullen
The Twin Cities chapter sponsored a unique dinner meeting in November 2014. They invited a panel of speakers made up of paint/powder operation managers to share their own experiences on how they manage the day-to-day operation of a finishing operation. More than 25 attendees heard from Toby Wiegman of Superior Industries, Bernie Walz of Crenlo, Bette Danielson of Nordic Ware and Kent Kienitz of Powder Coating Technologies. They discussed real life coating shop experiences, as well as matters covering a coater’s ability to learn and adapt to the job, painter/powder coater training methods and welder vs. coating operator requirements and standards. The panel also fielded questions from attendees.

Hearth and Home Technologies Plant Tour
In January, 44 attendees visited the Hearth & Home plant in Lake City, MN for a company presentation and plant tour. Hearth and Home Technologies has a global customer base and is a subsidiary of HNI Corporation. The company is the world’s leading producer and installer of hearth products.
Chapter Happenings

West Michigan
The January West Michigan chapter meeting featured Brain Pageau from Midwest Energy Group & his team of engineers. They educated attendees on identifying possible energy savings in facilities. It proved to be a great presentation with enthusiastic speakers and many questions from the floor. Midwest Energy Group will identify, design & help implement energy savings plans for any facility.

Wisconsin
Wisconsin had a dinner meeting in January with thirty in attendance and signed on one new member! The attendees enjoyed an excellent presentation by John Callahan and Clinton Shaw of AZZ Galvanizing at the Highland House restaurant in Mequon, WI. They presented the process and advantages of galvanizing steel and the best time to apply coatings to galvanized parts.

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<td>Prime Coatings Co.</td>
<td>262-691-1930 ext 124</td>
<td><a href="http://www.primecoatings.net">www.primecoatings.net</a></td>
</tr>
<tr>
<td>Rapid Engineering LLC</td>
<td>616-784-0500 ext 242</td>
<td><a href="http://www.rapidengineeringcom">www.rapidengineeringcom</a></td>
</tr>
<tr>
<td>The Sherwin-Williams Co.</td>
<td>800-524-5979</td>
<td><a href="http://www.sherwin-williams.com/oem">www.sherwin-williams.com/oem</a></td>
</tr>
<tr>
<td>Trimate Powders Inc.</td>
<td>864-574-7000</td>
<td><a href="http://www.trimiteusa.com">www.trimiteusa.com</a></td>
</tr>
<tr>
<td>Vogel Industrial Coatings</td>
<td>800-728-6435</td>
<td><a href="http://www.diamondvogel.com">www.diamondvogel.com</a></td>
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</tbody>
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### CCAI Scholarship Application Open

We are accepting applications for the CCAI Matt Heuertz Scholarship Program. The deadline to apply is April 1, 2015.

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