Greetings everyone! I hope that you are enjoying prosperous business and summer activities.

Thanks to all who recently attended our annual meeting in Fort Lauderdale. Special thanks to Goyer Management and all of the guest speakers and member-presenters who helped make the meeting a success. This was the best attended meeting ever, with exceptional presentations touching on everything from finishing industry trends and economic projections to practical insights on ways to lead and improve our businesses. I encourage you as members to visit the CCAI website, www.ccaiweb.com, and review presentations. And if you’re reading this as a non-member, join today!

As I begin my term as National President, I am confident of the direction set by the Board and my predecessors, especially Sherrill Stoenner of Stoenner Finishing Consulting, with whom I am transitioning. I appreciate Sherrill’s Board leadership over the last two years and look forward to his continued contributions in a future that is bright.

After weathering economic conditions that dramatically affected manufacturing levels over the last ten years, CCAI membership is once again growing. We’re at our highest membership level since 2005, with high energy in all chapters. You’ll see many examples of chapter activities in this edition of The Finishing Touch. Chapters are the foundation of CCAI. It is at chapter meetings that practical issues affecting our industry are explored, innovations are shared, and professional support networks are developed.

As manufacturing activity increases, our mission of bringing information and training on surface coating technologies and of raising the standards of finishing operations through education, training, and network takes on even greater importance. Carrying out our primary goals of providing better and better education and reaching as many people as we can are completely right for these times.

In closing, I hope to see everyone at FABTECH in November. This show has always been the central event for the manufacturers to attend to learn of new equipment developments and processes. The addition of the CCAI FINISHING Pavilion to FABTECH completed the spectrum of manufacturing tools and processes. The event has traditionally been a hands-on, touch, taste and feel event. That certainly will continue to be the focus, but I also encourage everyone to take advantage of the many educational opportunities available at the FABTECH Conference. CCAI has 38 hours of FINISHING conference programming alone. As our FINISHING Pavilion has grown, I think that we’ll see the educational aspect of FABTECH continue to grow as well. Please be sure to stop by and say hello during your visit to FABTECH!

Sam Woehler
I heard the title of Sister Sledge’s 1979 hit over and over again from attendees at CCAI’s 2012 Annual Meeting – “We are family.” Even first timers and speakers who hadn’t attended a CCAI Annual Meeting noticed it. “Everyone made us feel so welcome!” “I’ve never been to an association Annual Meeting that felt like such a family.” Year after year, CCAI’s Annual Meeting delivers strong programming with plenty of networking opportunities at a very cost effective rate that keeps our event growing each year.

Held from June 23 – 26 in Ft. Lauderdale, FL, more than 90 people gathered for this year’s event. In addition to record-setting attendance, this was also the most highly evaluated Annual Meeting ever. Speakers, social events and the host facility, Breakers Ocean, collectively garnered excellent or good scores from nearly all attendees, even amidst Tropical Storm Debby! “The balance of general business and industry content was excellent,” was one comment returned. “Great conference! Learning from various people and networking was a highlight,” was another attendee statement. “Great professional and person experience” was yet another comment on the attendee evaluations.

Wisconsin chapter User of the Year Award Winner, Bob Shipley of Briggs & Stratton summed it up perfectly: “You opened your arms and welcomed us. The hotel and food were great and I learned a lot. We had a wonderful time and hope we can continue coming back. We are really energized.”

The meeting included a series of timely and important presentations on everything from an economic update to a preview of the upcoming presidential election. Members provided new product information and the audience learned about trends affecting the finishing industry, how to build a better brand through the media and how CCAI can build a better finishing industry. CCAI members can obtain copies of all meeting presentations in the MEMBERS ONLY area of the CCAI website.

During its Annual Awards luncheon, CCAI presented Bruce Bryan of Mighty Hook with its highest honor, The James F. Wright Lifetime Achievement Award. Bruce was recognized for his years of dedicated service to CCAI serving as the Northern Illinois Chapter president and treasurer, as a National Board Director and National President and for contributions to many CCAI technical conferences and publications over the years. Bruce is a 24-year member of CCAI, joining in 1988.
“CCAII has been influential throughout my career. It has helped me to become more knowledgeable about our industry and has also put me in touch with truly inspiring people. Over the years, the CCAI family (local and national) has had a positive impact on me and my family. We have all enjoyed the development of meaningful professional and personal relationships. Although you normally get out of something what you put into it, CCAI has had a far more significant impact on me than I have had on this great association. I am honored and humbled by the recognition as a James F. Wright Lifetime Achievement Award recipient.”

In addition to the Lifetime Achievement Award, CCAI also recognized members who were chosen as Users of the Year by their chapters. Each Chapter recognizes a User and Supplier member for their year-long service and dedication to their respective Chapter. Shivie Dhillion, President of Sundial Powder Coating was presented with the Southern California Chapter User of the Year award. He comments, “As someone who powder coats for a living, it is critically important that I am up to speed on all technologies, regulations and trends. Being recognized as a ‘User of the Year’ further builds my confidence that I can offer my customers the best there is to offer.”
THE KMI MISSION is to engineer, design and build paint and porcelain enamel finishing systems at a reasonable cost and within the project schedule. These systems must be reliable, environmentally friendly, require low maintenance and low operating cost and produce high quality finishes. Our commitment to customers doesn’t end with the system. We continue relationships with ongoing technical support and assistance after start up. We achieve customer satisfaction so consistently that our customers insist on becoming repeat customers!
THE ONE EVENT WHERE THE FINISHING INDUSTRY CONNECTS TO DO BUSINESS. FABTECH 2012.

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In just three years, CCAI’s FINISHING Pavilion and Conference at FABTECH has become the largest trade show and conference serving the industrial finishing marketplace! “This is now the destination for those seeking industrial finishing products and services,” notes CCAI Executive Director Anne Goyer. “We’ve come a long way in a short time and are happy to report that CCAI’s FINISHING Pavilion has more paint and powder manufacturers; more application equipment suppliers; more systems houses; more pretreatment suppliers and more companies providing auxiliary products and services for finishing than any other show in North America. In fact, CCAI has sold out our show floor space allotment several times and had to add space to meet the demand from exhibitors.”

Exhibitors are gearing up with excitement over the ever-growing FINISHING Pavilion. Dan Davitz, President of Magic Rack has exhibited all three years at FABTECH. He shares, “We are very excited to attend another FABTECH show! To have the opportunity to exhibit here and showcase our products to thousands of attendees from around the globe, and at the same time see the latest in fabrication equipment, is certainly worth everything we invest in it!” Another three-year exhibitor, Elizabeth Lisiecki, Market Development Manager with Binks, DeVilbiss, Randsberg, BGK says, “I am looking forward to connecting with our customers and meeting new people. We completely redesigned our booth and I’m excited to see our customer’s reactions.” CCAI is thrilled to have the support of so many members and see them increasing their booth size and their presence at FABTECH each year. Bruce Bryan, Director of Sales with Mighty Hook, gives some insight to their show participation, “At the FABTECH event in Chicago, Mighty Hook was able to convert a number of leads into significant new business. With the growing interest in the Finishing Pavilion, we expect FABTECH Las Vegas to exceed the results we enjoyed from Chicago.”

Finishers will have the opportunity to see more live demonstrations and learn about a wide variety of new finishing products during their visit to FABTECH in Las Vegas from November 12 – 14. Beyond CCAI’s expanded FINISHING Pavilion, FABTECH also boasts a world-class technical conference, including 38 hours of FINISHING educational sessions. New this year, CCAI is offering a “Basics of Powder Coating” (Conceptos Básicos de Pintura en Polvo en Español) session conducted completely in Spanish. Each attendee will receive a copy of CCAI’s Spanish Powder Coating Training Manual. In addition to Conceptos Básicos de Pintura en Polvo en Español, CCAI’s FINISHING Conference offers important information for both finishing newcomers and industry veterans. Highlights include presentations of end user case studies, advancements in coatings & pretreatment technologies, running efficient finishing systems, and much more. All finishing processes will be covered, from powder and liquid coating to electrocoating and porcelain enamel.

Get 15% OFF FABTECH Conference sessions! Use Promotion Code GP5EXSP when you register. This discount offers great savings for those interested in attending conference sessions. Registration fees go up after September 28th so be sure to pass the 15% conference discount code onto your staff and customers now.

Show attendees can register for FREE until November 9 by using Priority Code FB13 during the on-line registration process. Thereafter, a $50 registration fee applies for the show. Finishing exhibitors can provide you with a show ticket...
WHERE'S ELVIS?
CHECK OUT CCAI'S BOOTH!

Elvis sightings in Las Vegas are everywhere! Including CCAI’s booth C1948 in the FINISHING Pavilion at FABTECH from November 12 – 14! Elvis the Tube Dude, that is. In case you missed our “Dude” in CCAI’s booth at FABTECH last November in Chicago, you’ll have another chance this year when the show opens in Las Vegas. Showcasing all the technologies shown on the FABTECH floor, including a powder coated finish, Tube Dudes are fun “stick like” figures that are used to hold signs, mail boxes, decorate offices and yards and more!

And you can win an Elvis Tube Dude this year by attending FABTECH and playing CCAI’s popular Scorecard game while you are at the show. You only need to visit 15 CCAI corporate members who are exhibiting, get your card stamped at each and return your card to CCAI’s booth C2721 to be entered into the Elvis Tube Dude drawing. We’ll be giving away an “Elvis” each day!

That will allow you FREE on-site show registration, saving you the $50 registration fee. Contact any Finishing exhibitor for a show ticket to use on-site if you cannot pre-register by November 9.

CCAI members must have their membership number available when registering to get the member discount. Call the CCAI office at 859-356-1030 if you cannot locate the code. Go to www.fabtechexp.com and click the REGISTER NOW at the top of the page.
Greg Wendorff passes
CCAI mourns the passing of Greg Wendorff who passed away suddenly in June. Greg was a CCAI Wisconsin chapter member and worked at the Wendorff Brothers Group of Companies for 32 years, most recently at Hartford Finishing as a purchasing manager/sales engineer. He was active in his church and parish school where his two sons attended. Please keep the Wendorff family in your prayers. Full Obituary at: http://goo.gl/clDnD

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CCAI Launches New Market Exporter Initiative

In conjunction with the U.S. Department of Commerce, CCAI recently launched the New Market Exporter Initiative for members. The program is designed to offer export advice while helping companies expand to new markets. Administered by the U.S. and Foreign Commercial Service International Trade Administration (US&FCS) under the National Exporter Initiative, the program offers the following to CCAI members:

• Trade Counseling. Get the information and advice you need to succeed.
• Market Intelligence. Target the best trade opportunities.
• Business Matchmaking. Connect with the right partners and prospects.
• Commercial Diplomacy. Ensure your products and services have the best possible prospects for success in international markets.

Once you register on-line, CCAI members will receive:
• Cost-effective and free expert advice from US&FCS trade specialists on new export markets
• Export training via webinars listed on www.export.gov
• Access to US & FCS’s worldwide network
• Expert advice, local contacts and market intelligence from our specialists who are in your targeted markets
• Cost-effective Matchmaking Services to locate distributors and representatives
• Access to free on-line market research reports

There is no cost to a member to register for the program.

Several CCAI members have already reported that they have taken advantage of the program and report they are receiving very valuable information. The complete presentation from CCAI’s Annual Meeting can be found in the MEMBERS ONLY area of the CCAI website. To register and read more about the program on-line, visit http://export.gov/ccai/.

“This is a great program for our members,” says CCAI Executive Director, Anne Goyer. “It’s especially important for small to medium size companies that don’t have the staff and money to do the research required to explore foreign markets. Members with questions can call me at 941-373-1830 and I’ll ensure they get the information they need.”

The 2012-2013 Chapter Award winners are:

Central States Chapter - Weston Conner, IHD Powercoat Services, Inc. and Ron Cudzilo, George Koch Sons, LLC

Northern Illinois Chapter - Joe Laubenthal, Acme Finishing Co., Inc. and David George, Henkel Corp.

Twin Cities Chapter - Tim Milner, J.I.T. Powder Coating Co. and Paul Pagel, Univ. of Minnesota – MnTAP

West Michigan Chapter - Techno-Coat (company award), and Dave Scharphorn, ChemQuest

Wisconsin Chapter - Bob Shipley, Briggs and Stratton Corp. and John Murray, Prime Coatings Co.

Southern California Chapter - Shivie Dhillon, Sundial Powder Coating and Rosie Orellena, DuPont Industrial CoatingSolutions.

Larry Melgary presents Wisconsin Chapter User of the Year award to Bob Shipley, Briggs and Stratton Corp.

US & FCS trade specialist, Cathy Feig, explains the New Market Exporter Initiative to members at the CCAI Annual Meeting.
Job Openings

The following companies are looking for great employees. For job descriptions and more details go to, http://www.ccaiweb.com/resources_job_postings.html.

Chemtool Incorporated
Sales Engineer
Contact: sales@chemtool.com or (810) 343-3473

Global Finishing Solutions
Manager of Drafting and Design; Project Manager; Field Installers
Contact: 800-400-6836

Finishing Brands
Project Manager
Contact: Elizabeth Lisiecki, elisiecki@finishingbrands.com or 630-237-5130.

WaterSaver Faucet Company
Powder Coating Production Supervisor
Contact: jobs@wsjobs.com
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AR Iron, LLC
Since getting into powder coating, AR Iron successfully completed fabricating, coating and installing over 1800 feet of 9 foot tall railing on the Venetian Hotel and Casino parking structure. They had over 16,000 deco rosettes welded on each side of the scrolls and had over 8,000 hand-rolled ½” solid round bar scrolls. They completed the fabrication, installation and finishing in less than 90 days - with only 3 days of coating operations!

Valmont/ACT
2411 Pilot Knob Rd., Mendota Heights, MN 55120
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Valmont specializes in the manufacture of agriculture and infrastructure equipment, while providing industrial coatings services such as galvanizing, powder coating, anodizing, e-coating and liquid painting. Valmont has over 90 facilities world-wide and over 9000 employees. All operations take place in the Mendota Heights facility.

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Rust Preventatives: Synthetic, Oil & Solvent Based

Metal Finishing Operations
Cleaners: Alkaline, Neutral and Acidic
Conversion Coatings: Iron & Zinc Phosphates, Chromates, “Nano” Technologies
Sealing Rinses: Chrome & Non-chrome Rinses

Post Treatment and Ancillary Applications
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Paint Strippers: Aqueous and Solvent Based
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AZZ Galvanizing Services, along with the University of Kentucky and a large Equipment Manufacturer will be conducting a presentation on “Painting over HDG Steel” at the SSPC Annual Conference in San Antonio, TX. Hands-on activities will include the examination of actual panels tested by the Equipment Manufacturer.

New Corporate Member

Trimite Powders Inc.
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www.trimiteusa.com
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IOWA/CENTRAL ILLINOIS

John Deere Harvester Tour
The CCAI Iowa/Central Illinois got the chapter off to a great start with its first event in May - a tour of the John Deere Harvester Works in East Moline, IL. More than 90 people toured the facility, getting up close to the impressive electrocoating line. Following the tour, attendees enjoyed dinner with a presentation from Kathy Harmon of John Deere. A special thanks to John Deere for allowing us to tour!

CENTRAL STATES
The Central States chapter hosted their annual golf outing in June at Staley Farms Golf Course. There were nineteen golfers on the course with the best score being posted by Brad Strathe, Doug Oliphant and John Sudges. There were many other notable accolades: Longest drive, Scott Hanks; Closest to the hole, Mike Simmons; Closest approach shot, Ron Cudzilo; Longest putt, Bruce Bryan; Most notable shot was an Eagle on #18 by Brad Strathe. Thanks to all the sponsors and everyone who attended.

LAS VEGAS
New Custom Coater member AR Iron brings new life to the Las Vegas Chapter! Manager, Tony Sclafani is working with the National CCAI office to coordinate chapter programming and get the Las Vegas Chapter running again. With FABTECH 2012 in Las Vegas, this is the perfect time to kick off chapter activities! If you are interested in serving on the Las Vegas chapter board, please contact Tony directly at tonys@arironllc.com. CCAI looks forward to many great chapter activities in the Las Vegas area!
The Northern Illinois Chapter of CCAI held a 1-day seminar on Infrared Technology. The speakers were from the Infrared Equipment Division (IRED) of the Industrial Heating Equipment Association (IHEA). They were John Podach (Fostoria Process Equipment), Scott Bishop (Alabama Power), Steve Onsager (INFRACTROL) and Mike Chapman (Vulcan Catalytic Systems). There were almost 40 attendees; many of them were end users including John Deere, Weber-Stephen Products, Briggs & Stratton, Progressive Coatings, All-Color Powder Coating, Acme Finishing Company and ITW Buildex. The presentations were excellent with many questions and audience participation.

SOUTHERN CALIFORNIA

“Beyond the Basics” Powder Coating Seminar
On July 17th the Southern California Chapter held its first all-day seminar, “Beyond the Basics” of Powder Coating. Five excellent speakers presented the seminar including the topics of pretreatment, process equipment, powder coating equipment, testing methods, and troubleshooting. The group enjoyed a full day of training, breakfast, lunch and a social mixer following the seminar. Special thanks to Dubois Chemical, George Koch Sons, Parker Ionics, Vitracoat and Dupont for their generous assistance to make this seminar possible.
Chapter Happenings

TWIN CITIES
Visit the Twin Cities Chapter website for more photos and chapter information, www.ccatc.com.

Annual Golf Outing
June 21st was a picture perfect day for golf and 32 foursomes came out for the TC-Chapter Classic. The Classic was held once again at The Links at Northfork in Ramsey, MN. Company signs of 24 hole sponsors were placed on the course. Everyone enjoyed a full day of golf and camaraderie.

Paul Pagel and Tim Milner Honored
Paul Pagel of MnTAP and Tim Milner of JIT Powder Coating recently received awards from the CCAI for their outstanding efforts on behalf of the Twin City Chapter of the CCAI. Paul was given the TC-CCAI Supplier of the Year Award. Paul is a Senior Engineer for the Minnesota Technical Assistance Program (MnTAP). Paul’s award is well deserved as he is well known for his work in industrial finishing around the State of Minnesota. Tim received the TC-CCAI User of the Year Award. Tim is President of JIT Powder Coating Company located in Farmington, MN which as the name implies is a custom powder coating business. Read more about Paul and Tim at, www.ccatc.com.

WEST MICHIGAN
The WM Chapter of CCAI held its annual golf outing at Saskatoon Golf Club in Alto, Michigan on June 8th, 2012. There were 54 registered golfers and 10 volunteers in attendance. It was a perfect day for golf in West Michigan. Jake and Ken Pelak, along with Scott Bultman and new 4th, Rodger Talbert, defended their crown from 2011 and won with a score of -11. All teams participated in an optional skins game along with closest to the pin and longest drive contests; a great time was had by all. In addition to golf, the chapter presented their Vendor and User of the Year awards to Dave Scharphorn and Bob Feigner.

ABOVE: Techno-Coat Inc. receives the WM Chapter User of the Year Award. Bob Feighner (holding award) is happy to accept the award along with his teammates. TOP RIGHT: Scott Bultman presents the WM Vendor of the Year Award to Dave Scharphorn (5th from the Right) and the ChemQuest sales team. BOTTOM RIGHT: Consecutive year champs, (L to R) Rodger Talbert, Scott Bultman, and Jake and Ken Pelak.
### New Members

#### ATLANTIC COAST
- **Tracey Ball** - Tucker Paint Booth
- **Nathan Holder** - Advanced Energy
- **Michael Stowe** - Advanced Energy

#### LAS VEGAS
- **Tony Sclafani** - AR Iron, LLC

#### NORTHERN ILLINOIS
- **Dennis Finley** - All-Color Powder Coating, Inc.
- **Doug Herzing** - Acme Finishing Co. Inc.

#### NORTHERN OHIO
- **Paul Boulier** - Advantage Growth Solutions
- **Jeffrey Buchman** - Lubrizol

#### QUAD CITIES
- **Judd Allbaugh** - DuBois Chemicals
- **Sara Anderson** - John Deere
- **Patrick Baker** - John Deere
- **Derek Holland** - American Finishing Resources
- **Bob Horton** - BASF Corp.
- **Kevin Irving** - AZZ Galvanizing
- **Binh Nguyen** - Caterpillar Inc.
- **Nan Wei** - John Deere MTIC

#### SOUTHERN CALIFORNIA
- **Bryan Cowman** - Wagner Industrial Solutions
- **Tom Diaz** - Shercon Inc.
- **Jose Guerrero** - DuPont Industrial CoatingSolutions

#### TWIN CITIES
- **Curtis Carlson** - Schaffer Industrial Finishing
- **Al Johnson** - Valmont/Applied Coating Technology

#### UNAFFILIATED
- **Jack Forsythe** - Bayer Material Science LLC

#### WEST MICHIGAN
- **Dan Karagozian** - Chemtool Incorporated

#### WISCONSIN
- **Chris Barber** - Monroe Truck Equipment
- **Don Dolan** - EPSI Masking Co.
- **Brian Goetz** - Steele Solutions, Inc.
- **Robert Hassert** - Nordson Corp.
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