



Join a CCAI & PCI Peer Group Today!

The CCAI & PCI Peer Group program is designed to provide a forum for small groups of custom coater owners & executives to exchange valuable information that can help improve your business and operational practices. By committing to regular meetings throughout the year (two or three), Peer Group members share best practices and experiences that help custom coater members elevate their business to the next level.

HERE'S HOW IT WORKS!

- Each Peer Group will be carefully selected to ensure that companies within the same geographic area are not placed in the same group.
- A minimum of six companies must be interested to form a Peer Group. No more than 10 companies will be placed in any one group.
- **Attendance is critical to the success of these groups.** It is every member's responsibility to add value to the experience. As such, joining a peer group is a serious commitment. Members count on the feedback generated by the entire group.
- Meetings are typically hosted at a custom coater facility. They include facility tours and audits of finishing operations; business discussions; and invited speakers that are of interest to the Peer Group.
- Peer Group participants will be required to sign a non-disclosure agreement and abide by our Anti-Trust Statement.

Please review the [Peer Group Fundamentals & Requirements](#) carefully, then
COMPLETE THE APPLICATION
found at the end of this PDF to Join a Peer Group

Initial Peer Group assignments have concluded but we will be adding additional companies as applications are received and space is available within an appropriate group. If space isn't currently available, we will work to begin another group as quickly as possible.



PEER GROUP FUNDAMENTALS & REQUIREMENTS

The Chemical Coaters Association International (CCAI) and the Powder Coating Institute (PCI) are working together to bring you this dynamic program to help improve your custom coating operation.

Peer groups have proven to be a uniquely effective learning environment for business leaders. Each group member is serious about improving performance and profitability and willing to share their own trials and success stories. They work together to problem-solve and fine-tune processes. Each member becomes a valuable resource for your operation, just as your input is important to them. They become a vital network, a type of advisory panel, for Custom Coater businesses.

Remember: Attendance is critical to the success of these groups. It is every member's responsibility to add value to the experience. As such, joining a peer group is a serious commitment.

Here's how the CCAI/PCI Peer Group Program will work:

Oversight:

As the management company for both PCI and CCAI, Goyer Management International (GMI) staff will be managing the group's logistics, meeting content, and peer group assignments.

Establishing Groups:

CCAI and PCI staff will put groups together with a geographic spread to avoid direct competitors being in the same group. Groups are therefore comprised of companies from across the country. A group's size may be limited to a minimum of 6 companies and a maximum of 10 companies. Each company may have a maximum of two representatives participate in the group. Participants should be upper management/executive level staff members with responsibility for the companies' profit & loss.

Qualifications:

Custom coater members in the Chemical Coaters Association International (CCAI) or the Powder Coating Institute (PCI) are eligible to sign up for participation in a group. You must agree to abide by these requirements, which includes the signing of a non-disclosure agreement and abiding by our Anti-Trust Statement.



Meeting Schedules:

Groups will generally meet twice a year at a group member's facility. An occasional conference call may be needed for special reasons. The next meeting site and date will be chosen at each meeting, giving members plenty of time to include it on their schedule.

Each meeting will be 1½ days long, concluding just before lunch on the second day. This will require a two-night hotel stay.

It is our goal to also have a social meeting where all Peer Group members can meet one another at an upcoming CCAI/PCI Annual Meeting.

Host Requirements:

Group members will be expected to host the group on a rotating basis. Hosts should be prepared to have coffee, soft drinks, water, etc. during the site visit at your facility. Hosts may also assist staff with the programming for the meeting they host. With two site meetings per year, you are expected to host a meeting at your facility once in three or four years, depending upon the number of companies in your group.

Cost Expectations:

For 2017, the first year of the program, group members may expect that CCAI & PCI will pick up the cost of one lunch and one dinner at each meeting. Breakfast will be on your own. Each person/company will cover their own cost of all travel expenses including flights, hotel accommodations, etc.

Peer group participation requires a strong commitment and includes the following:

- Must be willing to commit to two meetings at a fellow members' facilities throughout the year.
- Must be open to sharing information about their operations with other companies in their group.
- Must agree to keep all the information they learn at each meeting in strict confidence.
- Missing 50% of group meetings in a two-year span may be cause for dismissal from the group.

Group Selection Criteria

Groups will be determined with these factors in mind: Geographically non-compete, similar business size, similar types of finishes applied.

Questions:

Please call Anne Goyer or Bruce Bryan at 859-356-1030; Trena Benson at 832-367-5173



Peer Group Application

Please complete both pages of this application and return to sharon@goyermgt.com or fax to: 941-373-1828

Company _____

Address _____

City/State/Zip _____

COMPANY REPRESENTATIVES TO THE PEER GROUP

You may have a maximum of two representatives from your company participate in a group.

Representative #1

Name _____

Email _____

Office Phone _____ Mobile Phone _____

Representative #2

Name _____

Email _____

Office Phone _____ Mobile Phone _____

I/we have read the CCAI/PCI Peer Group Fundamentals & Requirements and agree to abide by the requirements listed therein.



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Please tell us a little bit about your company. This information will assist us in placing you into a peer group. It will not be shared with anyone. Staff will use this information only to create balanced groups.

- Types of Coatings Applied: Paint Powder Coating E-Coat
 Other _____

- Types of Coating Systems: Overhead Conveyor Batch Both
 Automatic Spray Manual Spray Both

- Do You Have More than One Facility Yes No
 ○ If Yes, list where they are located

- Number of Employees at Your Primary Facility _____

- Annual Revenues up to \$2 million \$2 – 5 million over \$5 million

Return complete form to:

Sharon Rayl

sharon@goyermgt.com or fax to: 941-373-1828