



Associated Addition

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April 2015

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Jammey Harroun
507-385-2764
or
Ann Austad
507-385-2777

Quality
Alan Baer
507-385-2765

Change Equals Improvement

Change in any organization can lead to growth and new opportunity. This is exactly what is happening at AFI. Several key people at AFI are taking on new and more responsibilities that will improve our ability to serve customers.



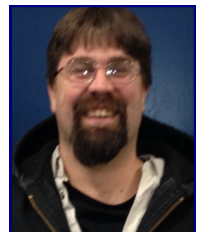
Ryan Kapsner



Jammey Harroun



Ann Austad



Terry Harroun

Ryan has moved in to the administrative side of the business as AFI's controller and HR manager. He brings an enormous amount of production knowledge to the job and that will help him make educated personnel and financial decisions. Ryan can still be reached at 507-385-2763 or rkapsner@associatedfinishing.com

Jammey is taking on more of the production responsibilities in his move to Operations Manager. He will be handling all of the scheduling for liquid, powder, and screening jobs. He has been scheduling jobs with Ryan for the past eight years. Jammey can be reached at 507-385-2764 or jharroun@associatedfinishing.com

Ann is still the Logistics Manager and will continue to schedule customer pick-ups/deliveries. She will also be taking on more responsibilities with production scheduling. For the past year, Ann has been developing a system with Jammey and Ryan to make scheduling more efficient and timely. She will continue to implement that system with Jammey to best serve our customers. Ann can be reached for customer questions at 507-385-2777 or aaustad@associatedfinishing.com.

Terry has been the Second Shift Manager for the last two years and will continue to run that shift. He will now play a larger role with customers and order status updates. Terry is a great point of contact if you have a question about the status of an order later in the afternoon or evening. Terry can be reached at 507-385-2768 or tharroun@associatedfinishing.com

Introducing: Megan

Megan Deal is the receptionist here at AFI. She is responsible for fielding calls, customer service, and processing vendor invoices for both AFI and PEM. Megan is very flexible and is willing to help out anywhere she is needed in the office. She attended Rasmussen College and graduated with a degree in Medical Administration. Megan is originally from River Falls, Wisconsin, but has lived in Janesville, MN for the last nine years. Unfortunately, she is still a Green Bay Packers fan. She has a 6 year old daughter named Ruby and one of their favorite things to do together is go hiking. Megan also likes to play golf, hunt and read in her off time. Remember, if you are ever having trouble with our phone systems just dial "0" and Megan will help you out!

**Due dates**

Due dates are an important part of business. It keeps work flowing and each process on time. At AFI, we build schedules around our customers' due dates, while trying to be as efficient as possible. The efficiency often comes down to the color request of the customer. We try to process a large run of the same color as much as possible, if our customer's due dates allow. This efficiency plays a major role in keeping our costs down.

Giving a realistic due date helps us fit jobs into our schedule in a realistic manner. Of course, everyone would like to have their parts the next day, but it isn't always possible. AFI tries to accommodate its customers as much as possible and will do what we can in emergency situations.

Please send due dates on all P.O.'s submitted to AFI as this communication will let us better serve all of our customers.

Come Visit our Booth!**Design 2 Part Show— Minneapolis, MN**

June 10, 11—Minneapolis Convention Center

(Mention this Newsletter for a Free Gift!)

Laser Scale— An Enemy of Paint

The nature of AFI's business brings together two substances that have never gotten along, laser scale and paint. The scale comes from the reaction between the oxygen and the melted steel of the cut when using a laser. This reaction leaves behind an iron oxide scale on the part which does not allow paint to adhere. AFI can remove it a few different ways with the processes we have in house, blasting or a chemical bath. Of course, extra processes cost everyone involved time and money and these processes are no exception. AFI is working on ways to make this process more efficient, but it is still an added process. One way to avoid the laser scale is to replace the oxygen used to cut with nitrogen. Each company would need to weigh out the pros and cons, but nitrogen does not leave scale in the same way that oxygen does and would eliminate an extra process.

Behind the Scenes

Matt Miller
Sales & Purchasing

You won't overlook Matt when he comes to visit. He has been coined as "The tallest salesman ever" by one customer. Matt wears a few different hats at AFI and needs to balance his time wisely to get everything done on-time.

Matt is originally from, and still lives in, the small town of Cleveland, MN. He went on to study Business Management at Gustavus Adolphus College in Saint Peter, MN and helped manage a Target store after college. A few years later he found AFI. Matt remembers, "My brother-in-law, Kelly McCabe, is the facilities manager and he told me about an opening. Once I met John and Ted I knew right away that I wanted to be a part of the company."

Matt has a two-fold job, as do many of the employees at AFI. Matt is the salesman and also the purchaser for the company. He states, "I am part of two opposite sides of the business when doing purchasing and sales. It is an interesting dynamic to be a customer one day and a vendor the next. Being a purchaser helps give me perspective on what it's like to be a customer. On the other side, whether one of my suppliers is amazing or needs improvement, I am always trying to take note and adapt the positives to AFI's customers."

Matt celebrated his one-year anniversary in March and admits that he still has a lot to learn about the metal finishing industry. "I just try to learn something new everyday and always ask questions," he states. When asked what he loves about AFI he said, "I love the culture at AFI."

We are always striving for continuous improvement and positive relationships. We are on the cutting edge of the finishing industry and are always developing new ways to get the job done right. The company has been built on great ethics and that trickles down through all of the employees here. Also, family is important here. That is evident by the families that work here and events we attend outside of work. I think that it is a special thing these days."

When he is not working, Matt loves to fish, hunt, and be at the lake. He has recently become an assistant varsity football coach in his hometown of Cleveland. Matt was married last fall to his wife, Katie, and his "to-do" list has gotten bigger ever since. He just got back from a vacation in Florida where he attended a Twins game, fished, and spent a lot of time with family.

We hope you have enjoyed this chance to get to know Matt better and thank him for his efforts at AFI!



Congratulations to
Brad and Kara Leiferman
on the birth of their first child!

Aubrey Ellen Leiferman
7lbs 14oz ounces
Born February 27, 2015

