



# ASSOCIATED EXPRESS



320 Mallard Lane, Mankato, MN 56001 Phone: (507) 345-5861 Fax: (507) 345-5828 December 2008

## A Christmas Message from Chuck Klammer

I am sure you will probably agree that this past year was filled with more changes than any of us dreamed of, wished for, expected or wanted. On the surface, it may seem alarming and even somewhat depressing when you consider all of these changes and try to understand the bigger picture with our human minds and understanding.

I will be the first to admit, that this past year brought about more than its share of anxiety to me personally as I needed to make changes (adjustments) in both my personal and business life. No matter how hard I tried, I just couldn't seem to get a handle on all of these changes. It was just too much for my human mind to make any sense of, until I looked beyond my human understanding and back to the real reason we celebrate this festival season -CHRISTmas.

I would like to share with you a portion of the Christmas program some of my grandchildren were in this past weekend.

*At Christmas time our minds are filled with many enjoyable things -*

**But Jesus, our Christmas Gift, gives us the greatest joy!**

*At Christmas time we join together to sing songs of happiness -*

**But Jesus, our Christmas Gift, is our source of happiness!**

*At Christmas time we decorate our homes and offices with lights & candles -*

**But Jesus, our Christmas Gift, is the true light that lights up our world!**

*At Christmas time we love to visit with friends and family -*

**But Jesus, our Christmas Gift is our best and dearest friend!**

*At Christmas time we set up Christmas trees as a sign of living joy-*

**But Jesus, our Christmas Gift, is always alive in our heart!**

*At Christmas time we give and receive many wonderful gifts -*

**But Jesus will always be our greatest Christmas Gift!**



So I will put away my anxieties and fears because I know and believe the real reason we are celebrating this season - The birth of my Savior, that was born about 2000 years ago in a lowly manger.

Now if I want to think about changes, I only need to think about the 30 plus years Christ lived on this earth, and especially His last 3 years while he was in the public ministry. It makes all of the changes I am going through seem insignificant.

This is my comfort and the real reason I celebrate Christmas with my family and friends.

My prayer and wish for each of you after reading this message, is that you will also share the real reason for Christmas with your friends and families and you will take comfort in this message.

**Shiloh Raelynn Harroun**  
**Born August 17th, 2008**  
**4 lbs 15 ounces**  
**19 inches long**

**Proud parents**  
**Mandi Rauchman & Jammey**  
**Harroun**

Update from Mom  
and Dad - Shiloh is  
20 lbs & growing  
fast!



## GREEN AND MEAN and saving \$ at AFI!!!



AFI recently upgraded our Solvent Still in order to manage solvent costs. We purchased and installed a new solvent reclaim system that allows us to completely recycle old solvents and even pull the usable solvents out of waste paints. The system also provides a paint gun cleaner that allows a painter to perform an initial clean with used solvents and then perform a final rinse with a mist of fresh solvent. The system is replenished with recycled solvent on a regular basis. We aim to use this system to improve quality because painters can keep guns in "top-notch" condition. We are also excited to be able to control today's rising solvent cost and help our environment at the same time.



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We welcome quotes - e-mail to: [quotes@associatedfinishing.com](mailto:quotes@associatedfinishing.com)  
or fax to Associated Finishing, Inc. (507) 345-5828



How well do you know AFI's employees? In AFI's April newsletter 2008 we featured 15 of our employees who have unique hobbies or interests. You were to match them up and see how many you could get right. We will be featuring another three this month. We will continue to feature them until we have matched the entire list. Be sure to look for the next featured AFI employees in our March 2009 newsletter!



**1. Tuba Player— Ted Schreyer** is a match (picture #1 above). Ted comes from a very musical family. His dad was a well known banjo player, and his sister actually makes her living playing the banjo. Ted runs a band named the “Blue Ox Jazz Babies” in Mankato. Ted also plays with several jazz bands in the Twin Cities and Rochester. They play at many summer events around Minnesota every year and were the featured band at the Moon Dogs baseball game that AFI attended this summer. Ted’s musical career began when he was in high school playing in school functions and accompanying his father and sister at various events. Although he “covers all the basses”, the tuba is Ted’s favorite instrument. Ted shared that the most interesting place he played was on the “The Prairie Home Companion” radio show. He was also a back up instrumentalist for Marilyn Sellers when she sang, “One Day at a Time” at an event held in Minnesota. Ted has worked at AFI for 30 years and is our V.P. of Operations. (His 30 years were recognized in our last newsletter). What he loves most about AFI are the people, explaining that he has been blessed to work with great customers and co-workers.

**2. Owns Obligotto Recording Studio—Mike Reinarts** is a match (picture #2 above). I had the opportunity to visit Mike at his studio in rural New Ulm, Minnesota. Mike has been a member of a band most of his adult life. Drums are his favorite instrument, but he plays the guitar also. Mike has always had an interest in recording music. He has written and produced several of his own songs. Mike and his dad built his studio, which is attached to his home. Currently Mike is working on a project for a company that sells books on audio tape (cd’s). Mike hires an acting student from MSU to read the books, and they have done a few demo tapes, it sounds like they liked what they heard. Mikes studio is not complete yet, he needs to add some acoustical equipment yet and many more small items to meet with his satisfaction. Mike has worked at AFI for 12 years, he is our most seasoned liquid painter.

**3. Glass Blower—Bob Doring** is a match (picture # 3 below). Bob began glass blowing after college. Bob graduated from MSU in 1973 with a BAF, he holds a Graduate Assistant Degree (GAD) from Virginia Commonwealth University in Richmond, Virginia. Bob has a studio in his home, which has a main furnace, pot furnace for color, and a glory hole for reheating glass while he is working. These ovens average a temperature of 2400 degrees. He also has a Anneling oven for cooling glass which is only at 900 degrees. (Sounds weird eh?). Bob has designed and made many of his own tools. He was a featured glass blower at the Renaissance Fair from 1976-1987, he was the very first featured glass blower at the festival. Bob shared the most interesting piece he made was the back half of a bumble bee, the front half was made in Germany in the late 1920’s. The piece is in the collection of Horst Rechelbacher, founder of Aveda. Bob sells his pieces mostly from his home studio. He does display some of his work in a store in St. Peter and he attends two shows a year. The average cost of Bob’s work costs between \$30 and \$90. Bob started working at AFI July of 2007. Bob loves the varied scope of the job and likes the unique individuals he has the opportunity to interact with at AFI.





## Keeping up with OSHA

Facilities Manager, Kelly McCabe completed fork lift training for 12 new employees in November. In December, Kelly will be conducting the 3 year refresher training for existing employees.

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## Liquid Painter Training

Jammy Harroun, Liquid Paint Supervisor, conducted a workshop on basic gun control and spray techniques for our Electrostatic liquid guns this past month. Jammy compiled a checklist that each painter will follow on a daily and weekly basis to keep our guns operational. The daily and weekly checklist has 5 items to check which every employee that uses electrostatic guns will perform. Jammy will maintain a spreadsheet tracking the employees who have completed their daily and weekly tasks. AFI continues to maintain an environment that will improve our employees skills and help our customers receive the best services AFI offers.



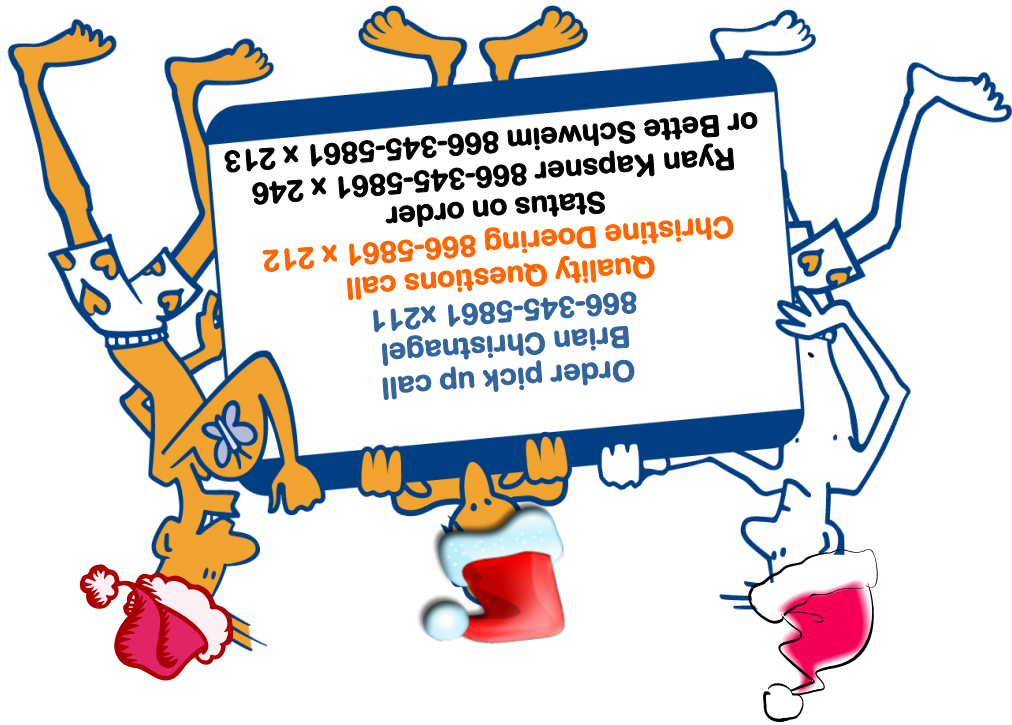
## Our Coatings Protect our Troops

Recently, at AFI, we have gone through some new customer audits. If your company requires an audit please get in contact with Scott Niss (ext. 203), Al Baer, (ext. 206), or Christine Doering (ext. 212) (toll free phone number 866-345-5861) and we will be happy to schedule an audit, plant tour, or visit anytime. We recently were audited by BAE of Phoenix, Arizona and are now an approved Chemical Agent Resistant Coatings painter for BAE Systems, Phoenix, AZ. For more information on CARC paint please call Scott Niss at AFI (ext. 203). CARC paint is currently applied to virtually every tactical and combat vehicle in the U.S. Armed Forces as a vital component of the overall strategy of the U. S. Department of Defense (DOD) to protect soldiers from chemical and biological agent attacks. These CAR coatings also provide visual and infrared camouflage, while keeping the vehicles operational by providing sustained corrosion protection. To read more about CARC applications go to: [www.finishingtodaymag.com](http://www.finishingtodaymag.com) in the October 2007 issue. John Mort of Hanzen coatings wrote a very interesting article, which portions of this article were used with permission.



## CCAI Helps us Keep Racking Efficient

As a member of the CCAI, we participate in activities and programs sponsored by our Twin Cities Chapter. Recently our own AFI employees, Al Baer and Ryan Kaspner, traveled to Falcon Heights and attended a seminar on Hook and Paint Rack Design. This seminar was presented by instructors Matt Kirshner, CEO, and Bill Oney, Senior APS Engineer, of American Finishing Resources of Chilton, Wisconsin. Our AFI team walked away with information to potentially resolve hook and racking concerns. Events like these give AFI the advantage to learn and share these practices with our employees, making this a win-win for our customers and the service we provide for them.



320 Mallard Lane  
Mankato, MN 56001

*Merry Christmas and a Prosperous New Year from your  
friends at Associated Finishing, Inc.*