



Associated Addition

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Mankato, MN

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Fax: 507-345-5828

We're on the Web

www.associatedfinishing.com

E-mail Quotes

quotes@
associatedfinishing.com

Fax Quotes

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Need help with:

Order pick-up

Brian Christnagel

866-345-5861 ext. 211

Status on an order

Ryan Kapsner

866-345-5861 ext. 246

OR

Jammy Harroun

866-345-5861 ext. 221

Quality

Alan Baer

866-345-5861 ext. 206

OR

Christine Doering

866-345-5861 ext. 212

Merry Christmas from the President and Vice President

**Merry Christmas
and Happy New Year!!**

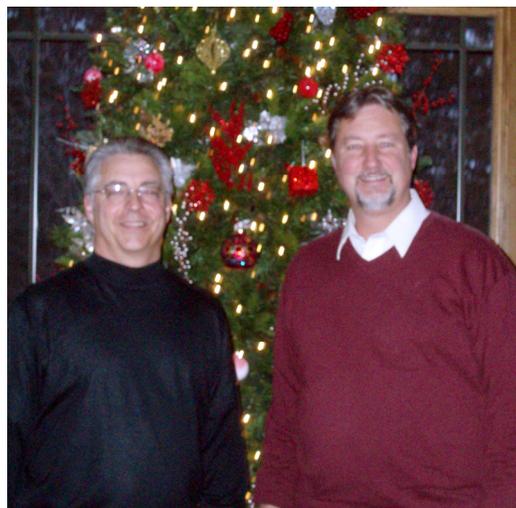
is anything we can do to help you.

On behalf of all the employees at Associated Finishing, we want to thank you for the relationships we've enjoyed with you this past year.

Thank you and have a Blessed Christmas and Happy New Year!

John & Ted

2011 was a great year as customers and vendors like you played a key role in allowing us to improve our offerings and services for the finishing industry. As we look ahead to 2012, we intend to work hard and stay focused on our goal of being the finisher of choice for our area. Please stay in touch and let us know if there



AFI Anniversaries

At the last AFI Quarterly Business Meeting we honored five employees that celebrated Anniversaries. Thank you for your years of faithful service!

- 5 years Mary Lynn Devens (front right)
- 10 years Teresa Morales (front left)
- 15 years Mike Reinarts (not pictured)
- 20 years Alan Baer (back right)
- 25 years Tony Senese (back left)



Recent Plant Improvements at AFI

This past quarter AFI took steps toward improving an ongoing building pressure issue. Our finishing activity requires us to exhaust tens of thousands of CFM of air to comply with regulated finishing practices. Therefore, our building has much more air leaving the building than entering it. This causes our burners and motors to have to work hard to maintain their required temperature and exhaust levels. The amount of air leaving the building pulls in replacement air through other openings which is un-filtered and un-tempered. We have several air make-up units but they are not large enough to equal the amount of air leaving the building. This fall we installed over 35,000 CFM worth of air make-up units which will help balance our plant pressure issue. These units will be controlled by our building automation system and we will bring in tempered/filtered air based on the static pressure and temperature of the building therefore making the plant process as a whole much more efficient. We also were aided in the cost of this project by qualifying for rebates from CenterPoint Energy and Xcel Energy, having proved a significant energy consumption savings by the way we plan to control these units. Thinking forward to next summer, we were also able to install an additional 15 ton of air conditioning to improve the plant comfort level and to decrease the humidity level.

Associated Finishing also made some nice improvements to our automated "Blue Line" oven. It was given a boost with InfraRed oven panels installed at the oven entrance. This equipment will allow us to increase production for some of our customers and keep energy costs in line, helping AFI save time and money. This improvement also allows us to see a cost savings and not have to pass on increased pricing to our customers. We try to make internal improvements to save money and keep an edge on our competitive pricing any time we can.

Kelly McCabe, Facility Manager

Picture below shows one of the air conditioning units being placed on the roof at Associated Finishing.



Kaizen Japanese word meaning continuous change

Kaizen Korner Continues (Corner Continues)

Eight employees participated in Kaizen's during the third and fourth quarters. Each quarter the AFI employees are given opportunities to submit their performed Kaizen. Third quarter Kaizen's were received from: Becky Baer, Connie Kump, Ashley Niss and Teresa Morales. Fourth quarter: Mike Lane, Terry Harroun, Phyllis Olfert and Christine Doering. Employees are encouraged to find ways to make their job easier and save money. The committee reviews each

Kaizen and figures the cost and time savings to AFI. The Kaizen program has proven over and over again that lean practices and implementation are worth while. The committee has determined that the Kaizen program wants to continue and encourage employees to participate through 2012.

Read about our next Kaizen winners in the March newsletter.



Congrats



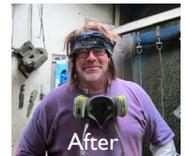
Jarrod Schreyer & Kacey Fisher
September 3, 2011
in Topeka, Kansas

Jarrold Schreyer and Kacey Fisher were married on September 3rd. Jarrod has worked at AFI for six years and Kacey just became an employee in September. Jarrod and Kacey are still in college finishing up their degrees. They are making their home in Lake Crystal. Welcome Kacey!

Halloween at AFI brings out some characters



Kathy dressed up like Raggedy Ann. She got tired of everyone asking her where Andy was. Kathy got my vote for most creative costume.



Jay was being nostalgic—I believe he was reliving his high school years in the 70's. He does clean up good!

Merry Christmas from the editor

This Christmas we offer you one of life's greatest gifts... "Our Sincere Appreciation"! On a personal note, I have a quote from Helen Keller. "The only blind person at Christmas time is he who has not Christmas in his heart." Have a Blessed Christmas and a Healthy and Prosperous New Year.

Christine Doering

AFI 2nd Annual Golf Classic

September 10th many AFI employees and friends participated in the 2nd Annual Golf Classic at Terrace View Golf Course. The pictures below allow you to experience the beautiful day and fun that everyone enjoyed. We thank all our vendors that donated prizes to make the event even better than last year. Editor's note: The team in the top picture shows a couple of putters—not using their putters...I guess the feet work better, after all it was best ball. I believe it was decided that there will be a 3rd Annual Golf Classic next year.



August 13, was a DOG day...yes, a Moondogs day, another AFI activity which was enjoyed by many. As you look through the pictures below you will see some enjoying themselves and others having just too much fun. The food and weather was great and plentiful. Not sure if the DOGS won or not!



Steak or Chicken-THANK YOU AGAIN!

On September 15, AFI had another steak and chicken dinner for all AFI employees. Busters again did a great job of cooking and serving everyone. John and Ted wanted to find another way to say thank you for all the extra hard work everyone has been putting in the last few months. I think feeding us steak and chicken is a great way to say thank you. Thank you AFI employees.



We appreciate you very much.



John Kapsner, Vice President and Ted Schreyer, President, greeted everyone and thanked them personally. Ann and Ryan helped serve up the extras and Busters cooked the steak and chicken. Everyone enjoyed the lunch and fellowship.

More Improvements at Associated Finishing

AFI was also able to purchase an additional pad printer. This will help with capacity in the pad printing department. Our facility manager shops on-line auctions and was able to land this newer piece of equipment for a very small investment.

