



320 Mallard Lane
Mankato, MN 56001

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Associated Addition

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December 2014

Merry Christmas from AFI!



Merry Christmas and Happy New Year!

All of us at AFI hope you enjoy Christmas when we as a nation take time to exchange gifts as a way to celebrate the gift of our savior and all the blessings that come with that gift. We certainly have had another year of blessings at AFI and we thank you all for the part you played in our success.

Our biggest milestone in 2014 was the purchase of the property and buildings that house AFI. With that purchase, we now are rooted in this location and can make the investments needed to keep up with finishing technology and the needs of our customers.

We have also added increased inspection, process planning, schedule review, and shipment updates in order to give customers a better finishing experience. The results have paid off with increased satisfaction, efficiency, and sales. None of these improvements would be possible without the constant feedback and loyalty we have received from you.

As we move forward into 2015, our team is committed to continuing these improvements in order to offer the best finishing available. We thank you for your business and we keep looking for your feedback as we continue to improve in the coming year. Have a wonderful 2015!!

John and Ted
Along with the entire AFI Team

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Deal, Done!

Associated Finishing, Inc. was purchased in 2009 by John Kapsner and Ted Schreyer. The building and land, on which AFI currently operates, was not part of the original purchase from former owner, Chuck Klammer. The deal is now done; John and Ted purchased the land in early September of this year. This exciting purchase was a huge step to ensure the continued growth of AFI. Ted comments, "We are firmly rooted in the Mankato area but while renting our facility, there was always some question that maybe someday we couldn't be here. Now that we have secured the property, we can feel comfortable investing in the plant and equipment we need to keep ourselves on the leading edge of finishing technology."

At AFI, innovation has always been a key trademark of the company. This purchase will continue to promote that innovation by giving us the room to work on new processes or tweak our current processes. The time and resources it demands to research, develop, and test will take less of a toll on production, therefore will be more of a priority in the day to day operations. We will be able to operate with less constraints and build our facilities to better suit our customers needs. That is the ultimate goal; to create facilities that are tailored to our customers and

allow us to grow efficiently.

Ted's thoughts on how this purchase will bring value to our customers: "For customers, this means we will always be able to offer the most up to date finishing processes available and we will have the ability to make adjustments to our facility to make sure our plant fits their process. This ensures that we can offer the most consistent quality at a fair price. It also opens up the opportunities to explore whatever finishing challenges our customers bring to us." AFI has made countless improvements to it's equipment and facilities over the past few years to ensure we are meeting our customers' needs, but we feel there is more to do. As we move forward, innovation will always be a part of AFI's culture and this purchase will continue to drive it.



Phone System Alert! 📞

AFI would like to take a moment to help clarify our phone systems. We realize that getting sent to a voicemail can be frustrating and doesn't always get answers as quickly as needed. There is always a way to get to our operator when calling our phone system. First, if our main line is called (866-345-5861) an automated system will start giving options for the different extensions available. If "0" is pressed at any time throughout the automated message, you will be transferred to our receptionist Megan. Megan will be happy to transfer you to an extension or help track down the right person. Another situation in which getting to the operator is tricky is when a direct dial number is called and it rings to voicemail. As soon as the voicemail greeting starts ("You have reached..."), "0" can be pressed and you will be sent to the operator for further assistance. Note: You will not be prompted to enter "0" at anytime when listening to a voicemail greeting.

Behind the Scenes

Brad Leiferman
Maintenance Manger

AFI's Maintenance Manager, Brad Leiferman, is known as a Jack-of-all-trades. He plays a key role in keeping parts moving through AFI's processes; that means getting parts back to our customers on-time.

Brad is a Mankato native who proudly attended Mankato West High School. He graduated from South Central College with a Mechatronics Degree. About a year after graduating college he found an ad for a maintenance position at AFI. He didn't know quite what he was getting into, but he soon found out he needed to be very flexible. Brad says being flexible is one of the most challenging, but fun things about his job. Brad comments, "I like that I get to work on all different kinds of projects at AFI. I work on projects that include electrical, pneumatics, construction, plumbing, HVAC, and many other trades."

Brad's workmanship has been put to the test over the two and a half years that he has been with AFI. He has been a part of countless upgrades, efficiency projects, and preventative maintenance programs. Brad's knowledge of the powder coating and liquid painting systems

is one of the reasons AFI can quickly change with our customers needs. Over the years, he has custom fabricated racks, re-directed conveyor lines, and helped plan and build our newest location, Rock Street. He has installed hoists for large parts and built fixtures for problem silk screening parts. He admits it is a challenge, "The toughest part about my job is trying to continually find ways to improve our processes." He is also part of AFI's sister company PEM; this makes him an expert on the service and maintenance of our washers. Having an in-house expert everyday gets AFI up and running quicker when we encounter problems with our systems.

Brad's favorite past-times include hunting, fishing, and playing softball. He loves playing Fantasy Football and is still in the hunt for the coveted AFI league trophy. At home, he has his hands full with a growing family. Brad and his wife Kara have been married for over four years and they are expecting their first child in February. AFI wants to wish Brad luck with becoming a new father and appreciates all of his hard work at AFI!



Happy Retirement to Kathy Guetschow— A 27-year Employee



Kathy is one of seven AFI employees that can boast 25+ years of service to the company. Her first job was hanging parts on AFI's smallest, and at that time only, conveyor line. Kathy will always be remembered for her hard work and positive attitude. She will also be remembered for all of her crazy Halloween costumes (one pictured to right). AFI would like to thank Kathy for all of her years of dedicated service and wish her a long and relaxing retirement!

