



Associated Addition



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Business Address
320 Mallard Lane
Mankato, MN

56001

Phone: 866-345-5861

Fax: 507-345-5828

We're on the Web

www.associatedfinishing.com

E-mail Quotes

quotes@

associatedfinishing.com

Fax Quotes

Fax: 507-345-5828

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

We take Green to a whole new meaning & Fun Facts at AFI



Kathy G, one of AFI painters, really got into the IRISH spirit...well maybe not. She is not Irish. Kathy is a vital part of one of AFI's customers. We paint their parts John Deere green. Kathy got in the spirit and made herself to look like the parts she packs everyday.

Very clever Kathy. Love the hair!

Fun Fact about AFI

AFI has been in business since?

1955 1965 1975 1985 1995

The President, Ted Schreyer and Vice President, John Kapsner, have ____ combined years in the finishing business?

25 50 53 56 61

AFI currently has ____ powder and liquid painters on staff?

10 23 25 27 30

How many continuous paint lines does AFI currently have?

1 3 5 6 19

How many manual paint booths are in use at AFI?

1 2 3 4 5

AFI painted, stripped, silk screened, pad printed, and chromated how many parts last year?

10,000,000 3,000,000 1,000,000

How many new employees has AFI hired in the past five months? 2 4 6 9 12

(Answers found on outside cover)

How Can I Improve My Turn Time At AFI?

We have had several customers asking how they can make sure their orders do not get delayed. I would like to share some ways that could improve your turn time.

- Quotes - Send prints in advance to get a quote from Scott Niss, AFI's Estimator at quotes@associatedfinishing.com or fax them to 507-345-5828. If we already have a quote set up, the order will be processed with no delay. It takes about 24- 48 hours for a quote.

- Advance PO's - Advance PO's give AFI early notice to order powder and masking supplies making sure we have your paint in house. When it comes to custom paints, it can take 2 or more weeks to get them in house for your

order. It also helps us schedule your order as quickly as possible.

- Paperwork - AFI does not process any orders without paperwork. This again could delay your order by a day or two.
- Complete Paperwork - Please supply AFI with PO's, part #, part description, due date, quantity, special instructions if any needed.

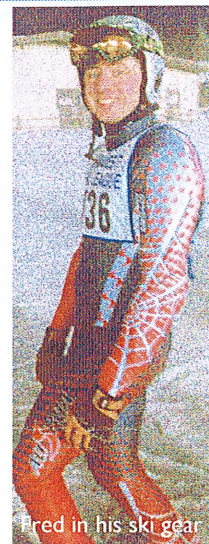
Using these simple steps can help AFI process your order with ease. If you have any questions about this process, please call Christine at 866-345-5861 ext. 212 or cdoering@associatedfinishing.com

A Night at Mount Kato!



Ted Schreyer, Alan Baer, Fred Lange, Ryan Kapsner, Terry Harroun, Clarendra Harroun.

One cold dark night.... I have always wanted to begin one of the articles like that! Just kidding. One cold dark February night several AFI employees headed out to Mount Kato to cheer on one of our fellow employees. Fred Lange was featured in last year's August 2010 newsletter. Fred belongs to a snowboarding league that practices weekly at Mount Kato. They belong to the Mid-West Ski Team. Their team name is the Thirsty Racers. Fred is conditioning for the National Championship which will be held the weekend of March 25- 27th, 2011, in Winter Park, Colorado. Fred is ranked 5th in the Nation for his age bracket. Fred conditions year around. In the summer he can be found skate boarding, mountain biking, and rollerblading to stay in shape. Fred has worked at AFI for three years as a painter.



Fred in his ski gear



Kaizen Korner Continues (Corner Continues)

Eleven employees participated in Kaizen's during the fourth quarter. Each quarter AFI employees are given opportunities to submit their performed Kaizen. Kaizen's were received from Andrew Forsyth, Terry McMichael, Adam Carpenter, Jarrod Schreyer, (submitted two Kaizen's), Bill Muldoon, Cal Schultz, Wil Flowers (submitted 3) and Curt Sieg. We have developed our own Kaizen form. Employees are encouraged to find ways to make their job easier and

save AFI money and ultimately our customers. . Kaizen's help AFI stay competitive in the industry. 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.

Read about our next Kaizen winners in the August 2011 newsletter.

Kaizen Japanese word
meaning continuous
change



Top 10 Reasons I work at AFI

**I recently asked about 35 employees what is their top reason for working at AFI.
This is what I heard:**

- 1) Like the people I work with, they are awesome
- 2) Money—pays my bills
- 3) Like what I do here
- 4) Enjoy the variety of work—never bored
- 5) Growth opportunities
- 6) Good at what I do
- 7) Perfect fit for me
- 8) Was given a chance and I love the work
- 9) Like the 4 day work week (2nd shift)
- 10) Keeps my brain from rotting (my cousin wanted me to work here)

Top 10 reasons happy people make better employees

- 1) Happy people work better with others
- 2) Happy people are more creative
- 3) Happy people fix problems instead of complaining about them
- 4) Happy people have more energy
- 5) Happy people are more optimistic
- 6) Happy people are more motivated
- 7) Happy people get sick less often
- 8) Happy people learn faster
- 9) Happy people worry less about making mistakes
- 10) Happy people make better decisions

Powder Coating verses E-Coat

In the past few years many customers have asked our AFI sales team the difference between powder coat and electro-coat. Not knowing the right answers I went right to an expert. Roger Talbert is technical director for the Powder Coating Institute. He sent me this information that I would like to share with you.

Powder Coating:

Powder is a superior product for decorative applications with excellent physical properties. The powder coat is thick and more durable than electro coat. It does not cover in recesses as well as electro coat. For applications that require superior appearance without a need for corrosion protection in Faraday areas, powder is the best option.

Powder coating strengths: hardness, scratch resistance, mar resistance, etc.

Edge coverage can be improved by applying two coats and using a "high-edge build" product. Zero lead, zero VOC products are available.

Electro-coat:

Electrocoat provides superior overall corrosion protection when applied over a suitable pretreatment (iron or zinc phosphate or Zirconium oxide). The film is very durable but thinner than powder and therefore easier to cut through to the metal. Electro coat has a limited number of colors available and usually lacks high quality decorative appeal. For applications that require excellent corrosion resistance in Faraday areas with limited need for appearance electro coat is the best option.

(Definition of Faraday areas: Are the area(s) of the part where the external electric field does not penetrate the recesses, inside corners, channels or protrusions on their surfaces).

If after reading this article you have more questions, Roger can be reached at 616-356-6190 or rtalbert@powdercoating.org.

Powder Coating & Application Questions

Questions and answers were taken from Powder Coating Institute web-site, www.powdercoating.org/frequently_asked_questions.php

Is powder Hazardous waste?

Practically all powder coatings are not hazardous waste by definition of the Resources Conservation and Recovery Act regulations (RCRA). Disposal methods for waste powder are the same as for non-hazardous wastes, in most states. However, there may be some exceptions and your powder supplier should be contacted regarding proper disposal. Always review disposal needs with local authority having jurisdiction over your facility location.

How do you know if powder is cured?

There are two conditions that must be met to achieve proper cure to powder coating. The first is temperature, referred to as metal temperature, and the second is time. The time/temperature requirements of a particular powder material must be achieved to obtain a full cure. A cured powder coating will not re-melt upon further heating. To ensure proper time and temperature, it is often best to test using an oven profiling device to provide actual performance data; which is what we practice at AFI.

What is the difference between oven cycle time and dwell time?

The oven cycle time is comprised of the bring-up time plus the dwell time for a proper powder cure. The bring-up time is the time required to attain the desired substrate cure temperature of the part. The dwell time is the time required to hold the substrate at cure temperature. These times and temperatures are available from the cure schedule for the powder coating. In some applications, shorter oven cycle times are possible by rapid heating of the substrate to a higher cure temperature for a shorter dwell time.