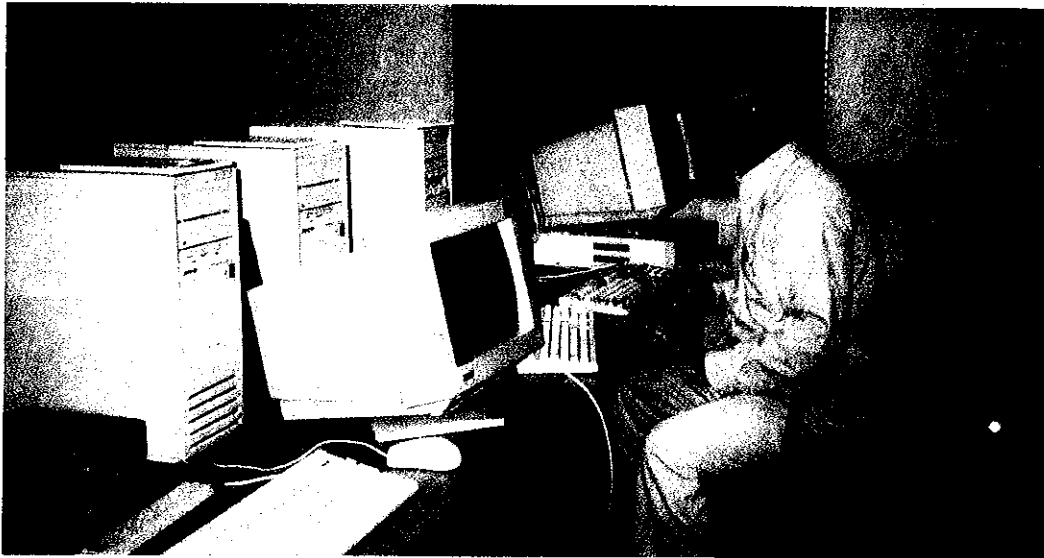

Associated Express

Customer Newsletter for Associated Finishing, Inc., formerly Associated Engineering of Mankato, Inc.

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Winter 1999

Ready For the New Millennium



Even though we've only recently begun 1999, there's a lot of talk about the upcoming Year 2000 and the Y2K computer bug. Instead of fixing the programs and equipment we have, Associated decided that this was a great time to upgrade the entire system. John Kapsner is pictured above setting up some of the brand new machines we purchased for the offices and shop floor. We are also upgrading our current software.

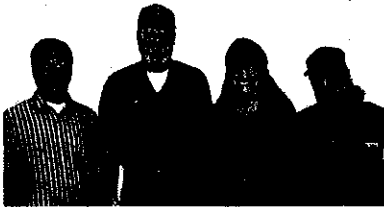
Besides making Associated Finishing Y2K compliant, the new system will allow us to serve customers more efficiently for a variety of reasons. Data collection will take place on the shop floor, so that job entries will be made

immediately. This eliminates the need for time card entries to be made the next day and increases costing accuracy. Pictures and prints will also be available to all employees via computer monitors on the shop floor. We've already noticed that having our contact manager available to all users is an excellent tool for customer service.

"Features and Options" in estimating allows us to categorize quotes based on individual part features (for example: color, type of finish, size, substrate material, and shape). This will help us achieve consistent quoting. By the time installation is complete, we will also be able to receive blue prints and files by e-mail.

*Powder Coating -- Liquid Coating -- Pad Printing
Paint Stripping -- Silkscreening -- R.F.I. Shielding*

Employee Milestones



The most valuable assets of any company are its employees. People who take the time to stay with one company long enough to become experts in their position are especially valuable. In 1998, a number of faithful employees reached milestones in their careers. In addition to the 20-year employees featured in the last newsletter, we have some ten-year and five-year employees.



Pictured (top left) are 10-year employees John Kapsner, Office Manager; Joe Appelhof, Plant Engineer; Sharon Smith, Receptionist; and Cal Schultz, Metal Prep Supervisor. 5-year employees (left) are John Stevens, Powder Coater; Bill Muldoon, Metal Prep; and Mike Reinarts, Liquid Painter. We thank all of them for their years of quality service. Keep up the good work!

Flu Shot Clinic A Success!



Some days it seems like everyone wants to take a shot at Brent.

This past November, with the help of Mankato Clinic, Associated Finishing provided flu shots for all employees, inviting local businesses to participate as well. The nurses from Mankato Clinic brought all the necessary materials and set up the clinic here in Associated's break room. It was so convenient that forty of our own employees, along with a dozen employees of neighboring companies, decided to take advantage of the opportunity and get vaccinated. Though the occasional winter cold seems unavoidable, Associated employees have thus far been spared a flu outbreak. With such good results from our first flu shot clinic, it certainly won't be our last.

Routing

- ☐ Read _____
☐ Forward _____
☐ Return _____

Please pass this along to others at your company.

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a proud member of
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