



**Minutes from the Mass Finishing Job Shop Association meeting in Las Vegas, Nevada held  
March 16<sup>th</sup> and 17<sup>th</sup>, 2006.**

**Thursday March 16<sup>th</sup>.**

Eleven of us departed from the Imperial Palace Hotel and went on a Tour of Hoover Dam. This tour was remarkable. The bus ride out and back was enhanced by the driver's continual comments about all kinds of things. The tour at the dam was incredible. We were shown a short film and then taken down to the room that housed the large generators. It was just spectacular. On the return we stopped at Ethel M Candy Factory. This Company is owned by the Mars Co. We had an opportunity to sample a variety of chocolates.

**Friday, March 17<sup>th</sup>**

Happy Saint Patricks Day. Jerry Stenger called the meeting to order.

1. In attendance were 17 members representing 13 companies. Members present introduced themselves.
2. We reviewed the minutes from the St. Louis Meeting; Motion to approve was made by Jack Williams, and seconded by Gary Fryer. Thanks again Terry.
3. We reviewed the Financial Statement presented by Mike Crotty; Motion to approve was made by Ron Bitting and seconded by Jack Williams. Thanks Mike for your consistency in wisely spending the Associations money.
4. Sandy Fryer explained a new process called Vibropeening, which is being researched and developed for the Aircraft Industry. This is a vibratory process in ceramic media for one hour and then steel media for one hour, and the surface and material properties test as well as or better than Shot Peening. There is an attachment to these minutes with her information. Thanks Sandy. Ron Bitting suggests we get a speaker on Shot Peening for the show in Chicago.
5. Craig Peterson made a presentation from Dosatron, which is a company that was started by a farmer to inject medicine into the water for livestock. Dosatron is a worldwide organization that makes proportioning pumps that do not require electric or compressed air to operate. They run off the water pressure that is in your building. Craig gave a great presentation of how the pumps operate, the wide ranges of percentages and gallons per hour units they manufacture. The units can be set up for 1 machine at a time or an entire shop full of machines thru a centralized system. Craig was kind enough to give away a free pump to one of the members present by drawing a business card out of a basket, and the lucky winner was Chris Norton of Abrasive Supply Company. Congratulations Chris, we know you will put it to good use.
6. Next came the Committee Reports;
  - a. Membership Updates – Terry was requested to send information to Abbco in Elk Grove IL, from Jan Holland. Even though Abbco has not returned the application, a discussion took place and it was decided that Abbco is a competitor located just a couple of blocks from Luis Luna's shop and he has invoked his right to recommend admittance to them. It was decided that Terry will call and tell them they can not join the association at this time.
  - b. Press Releases – Gary Fryer said that he is not getting any response from the publications that he sends the news releases to. His feeling is that we must advertise in the publications in order to get any notice or cooperation. Product Finishing and Metal Finishing were 2 publications we believe will have the best impact. Jerry Stenger is to contact Products Finishing to see what can be done.
  - c. Website – a discussion took place regarding the new website. It is recommended that all members check the website to ensure their information is listed correctly, and that the link to your business is working properly. The address is; [www.MFJSA.com](http://www.MFJSA.com). We are also looking for a candidate to replace the picture of the guy on the pages. Please let me know who you would like to be the face of the MFJSA.



7. We moved onto the Parts Roundtable discussion. Mike from Efco had a couple of parts. The first was a copper part that had occasional black spotting; Luis suggested they try Saniwax, made in Ohio, with the corncob to help polish the parts. He also presented a Fiberglass piece that had burnt resin from a cutting operation, maybe this is what the Saniwax was for, I don't remember. Call Luis if you need further assistance. Sandy had a Die Cast Part that has a small area that breaks. Several recommendations were made including using F bond ceramic media over plastic.
8. There was an impromptu discussion held on how to get customers to understand the true price of deburring. This will be on next meetings agenda.
9. After lunch a presentation was made by Terry Schultz of Efco on their Company. Efco is a third generation Company that started out as a distributor and converted to a job shop. They do many different processes satisfying the needs of 80 to 100 customers a month, and they are ISO9001-2000 registered. They operate out of a 30,000 sq. ft. building.
10. Jan Holland from Washington Mills gave an update on parts processing and media sizing and selection opportunities available in their lab. They have added additional equipment and are working with dry processing using steel medias. Jack indicated that they have a 67% success rate on selling medias when you use their lab for testing and evaluation. Some discussion was had on gas surcharges, and how they are applied to their sales.
11. Jason McVeigh made a presentation from Thomasnet.com. He is the Director of Sales for the West Coast. His presentation was targeted around website functionality, accessibility, and customer usefulness. His presentation was excellent and many members had a lot of questions. Thomasnet will do a website analysis to all MFJSA Member Companies at no charge. Please contact Jason at [jasonjmcveigh@cox.net](mailto:jasonjmcveigh@cox.net), and he can assist you in getting your review accomplished. I know I am disappointed in some of the results I get from my advertising, and what Jason taught me is I am not reaching the Customer correctly. This segment lasted for almost 2 hours it was so insightful.
12. Paul Norbut will email all members a copy of the Handbook with his recommendations for revisions. Please review this when you get it so we can vote on the changes in the fall.
13. The fall meeting will be held on September 11<sup>th</sup> and 12<sup>th</sup> 2006. While mike Crotty will book a conference room for the meeting, he won't be reserving a block of rooms for attendees, so it is up to each member to book their own room. Luis has offered to provide a tour of his company on Monday; the general meeting will take place on Tuesday. We will look into meeting at José's restaurant on Sunday night and let you know. The spring meeting will be held in Phoenix in March 2007. In recognition of Brandt Industries celebrating their 50<sup>th</sup> Anniversary, a recommendation has been made to hold the spring meeting in 2008 in Chattanooga Tennessee. Congratulations to the Brandts. Please mark your calendars so you will be available to join us for all of the upcoming meetings.

It is always a pleasure to see all of you and I appreciate you allowing me to serve you this year. I pray you all experience great successes in your personal and business lives. Until we meet again,

Sincerely  
Jerry Stenger