

Mass Finishing Job Shop Association
51st Bi-Annual Meeting held in Chicago Illinois
September 10th and 11th, 2006

Sunday September 10, 2006

Over a dozen Members and spouses departed from the Swisshotel at 1:00 pm on a bus bound for Elk Grove Village, Ill to tour a member Companies plant. We arrived at KVF Company Plant 1, where Luis Luna and his very knowledgeable staff met us. At this plant they provide the services of vibratory deburring, cleaning, packaging and passivation. After visiting at Plant 1 we traveled to Plant 2, where the blasting operations are performed. There were many different types of blasting equipment and methods observed. I want to thank Luis and his staff again on behalf of all of us for their hospitality, generosity and willingness to share his Company with all of us. After leaving KVF, we traveled back to Chicago to have dinner at Café el Tapatio, which is owned by Jose Parra, another MFJSA member who also owns Gyro Processing, Inc in Bellwood Il. As always his restaurant has fantastic food, the best Tequila, and most importantly a great social gathering for all of us.

Monday September 11, 2006

Chairman, Jerry Stenger, called the 51st Bi-Annual meeting of the Mass Finishing Job Shop Association to order.

There were made by 21 members in attendance representing sixteen companies. The members present introduced themselves. We tried to review the minutes from the Las Vegas meeting but we couldn't find them because what happens in Vegas, stays in Vegas. Just kidding, Minutes were reviewed, motion to approve was made by Ron Bitting, seconded by Jack Williams.

Mike Crotty from KVF Quad presented the financial statement, a motion to approve was made by Tim McNally and seconded by Jack Williams.

Terry Larson started off a discussion on "What's your business climate, sunny or partly cloudy? We heard from members all across the country, Dougco in California has seen significant increases (way to go), Members

from the East Coast region see equipment sales having been good for the last year to year and a half, starting to slow, and the job shop sales have dropped in one company and gone up in another (Bean Cleaning). Latem has not seen much job shop increase in Canada, but is adding on to his coating operations with an expansion and sees a 10% increase. Mike Crotty sees a leveling off in business in 3 to 4 months; his blasting operations are very busy. Apex Metal Finishing has had a 17% drop in business and sees a softer market for a while.

The members who also manufacture media said they are still doing steady or growing. Chris Norton has seen another 40% increase this year, and he is also able to follow work over to China. (Just a side note Chris, all of us would like to buy stock in your Company) Eric Hurley from Vibra Finish indicated that the synthetic media market is growing even as plastic media pricing is skyrocketing due to raw material costs. Washington Mills indicates ceramics are going well, but they are seeing a shift from vibratory to blasting medias. Gary Brandt showed us a picture of the first prototype vibratory finisher made in the early 1950's by his uncle and associates in Germany. Thanks to all who shared.

We were fortunate to have Eugen Holzknecht make a presentation to us. Eugen is the General Manager of the Rosler North American operations. Eugen made a powerpoint presentation that showed us the history of Rosler from the beginning in 1933 to their business today. Included were descriptions of equipment, medias and compounds. Rosler posts sales of 225 million dollars annually, and spent 4.4 million on research and development last year. They also have an apprenticeship program that had 53 employees in it as of March 2006. Eugen also gave us CDs about their Vibratory and Blasting Processes. If you did not attend the meeting and would like a copy, please let me know ASAP and I will send you a set, first come, first served.

Mike Crotty started us in a discussion about Employee Incentives, and "What is your Company Doing?". Mike described a program he implemented at KVF Quad for Employee of the Month, where the employees select a winner for each month, and that winner is announced at the Employee Monthly Meeting, this also gives Mike an opportunity to discuss with the employees what is going on at the company, high and low points. The employees can only win once per year, and then a name is drawn for employee of the year from the 12 monthly winners, who receive a larger prize and recognition. The Employees picture and name are posted at the

entrance of the Company and kept in a binder in the lobby for all to see when they come to the Company. The conversation moved to the use of temporary labor vs direct hire, and the ever-increasing health care costs. An alternative program that was brought up by Jerry Stenger is a medical repricing company. This is a program that has doctors and hospitals in their network that accept the negotiated rate they have with insurance carriers for payment, directly from the patient. The end result is the doctors get paid immediately; the employee only pays when they go to the doctor or hospital, and the Company saves thousands of dollars in premium payments. For more information on this program please contact Jerry Stenger at Mechanical Finishing, Inc.

Our next speaker was from Don Kline who is the Publisher of Products Finishing Magazine. Don was very pleased to hear every person in the room reads his magazine. He extended an offer to all of the member companies to sign up for their online referral service, FREE OF CHARGE. Lucy gave Don a list of the member companies and their email addresses. He will be sending each company a username and password to go online and enter information about your company. Take advantage of this exposure. Also on a quarterly basis, they would like to do feature stories on different companies in the Mass Finishing Job Shop Association. In the October issue a story about Mechanical Finishing will be printed. There is no charge for this. For more information about this, Don will be more than happy to assist you. With every editorial a sidebar will also be printed about the MFJSA, this is a great way to get exposure to the right people, and perhaps, increase our membership.

A short discussion was had on the website. If you have changes that need to be made, send them to Jerry Stenger at Mechanical Finishing, Inc. A web search showed low or no positioning in the top 10 for keyword searches. There was no discussion about changing anything about that currently.

The parts roundtable was next and started by Mike Crotty with a part that part that was blasted with Aluminum Cut Wire and gave a nice uniform finish on it. Chris Norton showed a part that is done in a basket blaster his Company makes and sells. It is a self dumping machine and can run various medias and has interchangeable number of guns that can be used. Contact Chris at Abrasive Supply Company for more information. Jerry Stenger brought some literature from Magnus Equipment on a new machine they are

selling. It is a belt cleaning line using ultrasonic cleaning. The parts are loaded onto a belt conveyor that descends under the liquid level and passes thru a circular ultrasonic transducer providing complete exposure of the parts to the cavitation process. The parts then ascend out of the cleaner solution and are discharged. For more information call Magnus Equipment and tell them you heard about it from the MFJSA.

We broke for lunch and ate from a great buffet line provided for us by the Swisshotel staff and kitchen. Great brownies.

When we reconvened Steven Liff gave us a presentation on the Boston Baked Bean and his efforts in successfully processing these items. I can not disclose anymore than that since all present had to sign a confidentiality-nondisclosure form. Thanks Steven for your presentation. He is willing to send out his presentation if you would like one, contact Steve for more information.

Our next speaker was Chris Daniels from Hammond Roto-Finish. Chris gave us 2 presentations. The first was on Chemical Accelerated finishing, where an acid compound is used to react with the surface of steel parts and the media then wipes the surface, allowing the chemical to react with the surface again and again. After the desired finish is achieved a rinse followed by burnish is used. The second process is called Ultra Paste, which uses a paste with abrasives to refine the surface of parts. Both presentations are attached as well as a chemical calculation program that tells a ballpark amount of chemical to use in the Chemical Accelerated Finishing process.

The following locations were voted on and approved for upcoming meetings of the Mass Finishing Job Shop Association.

Spring 2007 - will be held in Phoenix AZ on Thursday March 15th and Friday March 16th.

Fall 2007 – will be held in Toronto Canada. The dates will be sent to you once they have been decided.

Spring 2008 – Chattanooga Tennessee, we will visit the Brandts on their 50th Anniversary. Dates will be set at an upcoming meeting.

Fall 2008 – will again be held in Chicago II in conjunction with the IMTS Show. Dates will be decided at an upcoming meeting.

A motion was made to extend the Chairmans term for one more year and was seconded; a vote was taken and unanimously approved. Apparently I have to keep doing this until I do it right. As always, seeing all of you is a pleasure and a great encouragement to me personally. I thank you for teaching me and allowing me to be of some small service to the Mass Finishing Job Shop Association. I pray you all experience great success in your personal and business lives, and especially for Gary and Chris Brandt. Until we meet again,

Sincerely
Jerry Stenger