

## Minutes of the 55<sup>th</sup> Fall Meeting in Chicago, Illinois

Thursday, September 11, 2008

All at the Association dinner at Cafe El Tapatio the night before had a good time.

**Chairman, Jack Williams**, called the 55<sup>th</sup> Bi-Annual meeting of the Mass Finishing Job Shops Association to order at 8:40 am.

There were thirteen members that attended, representing nine companies. Tim McNally of BCS Company made a motion to waive the introduction session. Jeff Bell of Precision Finishing Services seconded that motion and those in attendance carried the motion.

Tim McNally made a motion to waive the reading of the minutes from the 54<sup>th</sup> Bi-Annual Meeting held in Chattanooga, Tennessee and accept as written. Terry Larson of Apex Metal Finishing seconded this motion. Those in attendance carried the motion.

### ***Financial Report***

Mike Crotty presented our financial report from KVF-Quad Corporation. Mike made note of one small change on line 3 of the report, the date shows 9/30/08 and it should be 4/30/08. The line item for 4/30/08 (\$2,928.82 is for the meeting in Chattanooga, TN. Expenses and the 6/30/08, \$299.76 line item, is the fee for our website.

During the financial report discussion, Terry Larson said that he would like to waive his executive fee for this meeting. Mike Crotty made a motion not to waive Terry's fee. Jack Williams seconded the motion and those in attendance carried the motion.

Jack Williams made a motion to accept the financial report as presented with the changes noted by Mike Crotty. Tim McNally seconded the motion and the motion carried.

Terry Larson began the discussion on our MFJSA webpage. Discussion turned to plaques that are to be presented to new members at today's meeting. However, no new members attended this meeting so we agreed that the plaques would be mailed to

the new members. Jack Williams suggested that a plaque be awarded to Jerry Stenger for all of his years of service to the association.

### ***Office and Committee Chairs***

Officers for 2008

Executive Director - Terry Larson, Apex Metal Finishing

Chairman - Jack Williams, Washington Mills Ceramics Corp.

Co-Chairman - Steve Demotts, Arrow Cryogenics

Treasurer - Mike Crotty, KVF Quad Corporation

### ***Committee Reports***

#### **Membership Update**

Discussion regarding the Membership Committee, Jack Williams will call all of the members of the MFJSA to ask them if they will attend our next meeting. Jack will ask members for assistance as needed. Terry Larson asks about Precision Finishing Services, a new member from Connecticut that has not made it to a meeting since joining. Jack Williams will follow up with Art French, the owner of Precision Finishing.

#### **Email Update**

Terry Larson is all set to go with the email list; with one correction made this morning before the meeting.

#### **Website Update and Membership Input/Plaques**

These are addressed during the financial reports discussion earlier in the morning.

Melissa Kowal of BCS Company, Inc. made a motion to accept the committee reports as given, and Tim McNally of BCS Company, Inc. seconded the motion. The motion carried, there was one member opposed.

#### **Member Panel Discussion**

Terry Larson - Apex Metal Finishing in St. Louis, Missouri reported that his company's numbers are steady and he expects to stay the course for 2009.

Mark Oryszczack - Giant Finishing, Inc., Melrose Park, Illinois reports that Giant is very busy with custom and automated systems. Firearms, Aerospace, Military and some automotive are keeping them busy now.

Jeff Bell - Precision Finishing Inc., Sellersville, Pennsylvania reports that his Philly job shop is busy with medical work. They lost a job recently to China, but new jobs in medical should even this out for them. They are doing a lot of vibratory and blast work for the medical industry now. The labor pool in the Philly area seems very good now.

Jan Holland - Washington Mills Ceramics Corp., Sun Prairie, Wisconsin reports on parts coming into Washington Mills process lab in Sun prairie. He states that some weeks he can receive up to thirty different requests coming in. Recently he has

received a large quantity of powdered metal parts, some medical and racing industry parts.

Gary Brandt - Brandt Industries, Chattanooga, Tennessee reports a ten percent increase in his business over last year. There are more automotive parts in-house now. Gary hopes that the new Volkswagen plant in Chattanooga will trickle down to him with more work in deburring and washing. Aluminum casting work is busy for the now. Stamp work for deburring has picked up again; during July and August work slows, but has come back to a tractor-trailer load of work per week from just one customer.

Stephen Liff - Fortune Metal Finishing Co, Needham Heights, Massachusetts reports that his job shop is growing steadily. He has some new accounts and some good potential new medical, Aerospace, gun manufacturers, and extrusion customers. The revenue stream has been steady for four or five years now. He looks forward to continued success.

Tim McNally - B.C.S. Company, Inc., Thompson, Connecticut reports that his job shop split into blast and vibratory work now. The blast side is holding steady and includes some unusually jobs that B.C.S. has unique capabilities to handle with their blast room setup. The vibratory jobs are down a bit this year, but the aircraft industry is keeping steady for them. Supply business is steady and equipment sales have really picked up.

Liam Nother - Latem Industries Ltd., Waterloo, Ontario Canada reports being down about twenty percent this year. His experience is that he brings new customers on then loses some so he reports that it is evening out. Business is still profitable but not the same as years past. On average, business around his area seems to be down twenty percent overall. They are diversifying and have added ultrasonic and centrifugal barrels to the job shop to explore other avenues of finishing.

Mike Crotty - KVF Quad Corporation reports that his year started out okay, but then experienced a flood around Friday the 13<sup>th</sup> that required them to sand bag the facility. Business is up thirty percent from where they were a year ago. He has had good success with selling new equipment, vibe, blast and wash. He has sold some to the Mexico, Alabama and Arkansas areas recently. Mike is now running a new employee competency program, where he tests all of this employees to identify medias and finishes. If they get a seventy-five percent or better score, KVF gives them a "Metal Finisher" certificate. The supervisors can go one-step further and receive a "Master Metal Finisher" certificate. This has been very successful for Mike and it has made his employees feel like a larger part of the process. KVF is currently putting on a twelve thousand square foot addition, which brings the building totals to eighty thousand square feet.

Jack Williams - Washington Mills Ceramics Corp., Sun Prairie, Wisconsin reports that automotive has definitely had an impact on their business. They have followed several companies to Mexico and have even put a distributor there to service them. Coast to

coast they are trying to find more niche markets to sell their products and services to. Competition is changing; there are currently thirty-seven manufacturers of media in China alone. Italy, Poland and the Czech Republic have media manufacturing facility as well, making the market ever changing for WM.

## **Presentations**

### ***Almco, Inc. - Larry Beavens and Jordan Bohonek***

Back in 1946, Albert Lea Machine Company incorporates as ALMCO. In 1947, they operate a division, which manufactures tumbling barrels. In 1989, ALMCO purchased Sutton Machines to supplement their spindle finishing product line. In 2008, there was a merger between Almco, Inc. and KleenTec, both of Albert Lea, Minnesota to form the company that we see today - ALMCO KleenTec. Jordan went through a power point presentation of the extensive available product line of Almco and the group asked questions on areas of interest. We received a copy of the presentation for future reference.

### ***Mass Finishing, Inc. - Mike Mathisen***

Mike presented information on his high-energy centrifugal barrels. How the barrels works, including the pros. He explained that the 120 high-energy barrel is one of their most popular models of larger sized units and the HZ 12 is their most popular smaller sized unit. The HZ 12 is a 110-volt machine and it has a variable frequency speed controls, which permits fine finishing and polishing at slower speeds and aggressive deburring at higher speeds.

### ***Empire Abrasive Equipment - Ron Lindstrom***

Ron explained the Empire Pro-Finishing blasting systems in both pressure and suction. He explained Empire's capabilities to take stock equipment and modify the basic design to make custom equipment without all of the re-engineering expense. Ron went over the Bulk Blast Systems, the BB-1, 2 and 4 Basket Blasters along with their capacity ratings and attributes. He then covered the Indexing Turntables, Empire Rotary Head machines, In-Line Conveyor Belt Blasters, Shot Peening Systems and the Blast rooms. He stated the hottest product for Empire over the last five years has proven to be the Pneumatic Recovery System, which can handle all medias up to some steel shot products. He said that Empire purchased AAC, so now they have centrifugal disc equipment in their product line.

### ***Break for lunch in the Crans Montana Room***

## **One More Presentation...**

### ***Automated Blasting Systems - Rich Gillott***

Rich explained the benefits and uses of wet blast in our job shop universe. He showed slides of sample finishes that are easily achieved using wet blasting. He explained that today wet blasting is used for cleaning, finishing, peening and deburring of parts. He showed examples of his equipment and explained the processes for which they are used.

### **Quality One Certification Awards**

Mike Crotty of KVF Quad Corporations wants to address revamping the Quality Award program. He will look into possible directions to take this in and will keep the group updated on the development of his idea at a future meeting.

### **Parts Round Table Discussion**

Jan Holland of Washington Mills brought with him parts from a customer that were particularly difficult to select a media to use on them. The customer provided him with several different part sizes and configuration and then said "I want one media to do them all". Jan had examples of how even the smallest media which seemed to be the most promising for the job, wedged in the parts and would not budge. The moral of the story....it is often not possible to use one media for an entire family of parts. Something we all know, but it is often nice to have a reminder.

### **Directors Corner**

- a. 2009 Spring Meeting. Jack Williams opens the discussion on the spring meeting slated for Utah. He reports that Larry Kendrick of Wastach suggests that we move the meeting to fall 2009, instead of the spring as the weather in Utah can still be a bit inhospitable in the spring months and the fall is a much better time to visit Utah. Jack will discuss this further with Larry and will report his findings back to the group. Jack suggests San Antonio, Texas as an alternative to Utah in the spring of 2009. Jack says the River Walk is a wonderful area of San Antonio and there is a lot to see and do. The group discussed and agreed that San Antonio sounds good to everyone present. Jack suggested that for the time being we leave the agendas planned for Utah until he has a chance to discuss the subject further with Larry, then if Larry still feels that moving the visit to the fall of 2009, then the group agrees that we would go to Texas for the spring 2009 meeting.
- b. 2009 Fall Meeting. Please refer to discussion above for details.
- c. 2010 Spring Meeting, Location Suggestions. All agreed that there would be no discussion on the 2010 spring meeting and fall meeting at this time; we agreed to table that discussion until the spring 2009 meeting.

d. Miscellaneous and any other business

Jack Williams discussed expanding the membership of this association to add companies that support our job shops. Discussion ensued and we have already relaxed our membership qualification. Stephen Liff suggests that we open up the organization making it the "Mass Finishing Association". Stephen goes on to suggest that this would allow us to have a greater knowledge base to draw from. Open discussion took place and nothing was decided at this time. Under the leadership of Jack, Jan Holland and Melissa Kowal will go through the membership list to encourage current members to be more active in their membership.

Melissa Kowal makes a motion to adjourn the meeting, Jan Holland seconds it and the motion carries. Meeting adjourned.