



As a result of the hard work of our dedicated employees, All-Color enjoyed a successful 2012. To show our appreciation, we held a number of fun, social events for our employees and their families. We hosted a “day before” Thanksgiving luncheon with catered subs, which has become a tradition. To celebrate Christmas and the holiday season, all employees and their families were invited to spend a night at the Kalahari Resort in Wisconsin Dells compliments of All-Color. The fun filled family weekend was topped off with a buffet dinner on Saturday evening. Most recently we tried to shake the winter blues by holding a fiesta at La Hacienda in Madison, where employees relaxed and enjoyed an authentic Mexican dinner. Being able to provide these types of events is not only satisfying, but a tribute to our outstanding employees.

We are continually looking for ways to improve efficiency and reduce costs. We recently replaced the burners in one of our cure ovens resulting in a reduction of our natural gas consumption. We are in the process of upgrading our exterior lighting which will result in lower electrical usage. You can read more about these “Green” projects later in the newsletter.

Our first trade show exhibition was a great learning experience. Despite the limited time to prepare, our team was able to put together an extremely attractive booth that we used to showcase both our MDF and metal coating expertise. The experience provided us with valuable information that we can use for future shows promoting our MDF coating capabilities.



All-Color employees and guests gathered for a fiesta at La Hacienda in Madison, WI

Speaking of MDF, you may have noticed Roger White’s picture below. He was recently hired as our new MDF Sales and Development Manager. We will have a full profile on Roger in our next newsletter, but in the meantime, feel free to give him a call with any MDF coating questions you may have.

To illustrate the partnership we try to form with all of our customers, we are featuring a long-time customer, Springs Window Fashions, based in Middleton, WI. We worked with them to develop a system to better manage their raw material inventory, while at the same time making it efficient for us to powder coat the aluminum extruded fascia used on their roller and solar shade products.

As always, our staff remains dedicated to providing you with the highest quality powder coated parts and the best service possible. Please be sure to give one of our team members a call with any questions that you may have.

Sincerely,
Mark Mortensen

Mark Mortensen
President



Michael Recob
Production Manager



Larry Rybowskiak
Quality Assurance Specialist



Dennis Finley
Plant Manager



Roger White
MDF Sales and Development Manager



Adrian Sanchez
Supervisor



Kean Macaulay
Shipping & Receiving Supervisor



Danni Staver
Office Administrator



Kally Powell
Administrative Assistant

Timely Turnaround

Quite frequently we see parts come in for powder coating that require very detailed masking. Having our employees in the masking department hand cut each sticker from rolls of tape is no longer a cost-effective option. Ordering custom masking from a masking supplier is out of the question due to the quick turnaround required by our customers. Supplier designed and manufactured custom masking can easily add a week or more to our overall lead-time. Not only is the time



Roland die cut machine with custom designed masking

frame unacceptable for our customers, but these custom die cuts are typically very expensive. The solution to this dilemma is our Roland die cutting system. With the purchase of this machine and Quality Assurance Specialist, Larry Rybowski's knowledge of CAD software, we are able to create simple or complex masking for any project in a matter of hours.



Karen holding masked Frenzels pipe clamps utilizing custom die cuts

By cutting out the middle man and creating our own masking in-house, we are able to turn around parts requiring complex masking in just two to three days. The Roland machine has proven to be a worthwhile investment and we are continually coming up with new uses for it. We are able to do things that would not be possible working with an outside supplier, many times saving our customers time and money. This is another example of All-Color utilizing the latest technology in our industry to benefit our customers.

PCI 3000 Certification Renewed

All-Color Powder Coating is pleased to announce that our PCI 3000 Certification was renewed last November after an annual audit of our facility and procedures. We have been a PCI 3000 certified coater since September 2010. The objective of the PCI 3000 Certification program is to evaluate the business practices, process elements, equipment capabilities, employee competencies and quality control capabilities of a coater to produce a high quality powder coated product with a high degree of customer satisfaction. PCI is in the process of restructuring their certification process to promote growth of the industry. This will be accomplished by increasing awareness and creating opportunities for certified coaters. All-Color looks forward to the increased exposure this should create.



Powder Coating Show 2012

Having a booth at a trade show is something All-Color had never done before. When DuPont offered us the opportunity to showcase our products at the Coating 2012 show held in St. Louis, Missouri, we couldn't resist. We went straight to work designing and building a booth highlighting our medium density fiberboard (MDF) coating capabilities as well as our metal coating expertise. We ended up having the only booth at the show featuring powder coated MDF. We handed out powder coated MDF samples engraved with our logo along with literature about our company. All-Color continues to be one



All-Color booth at Coating 2012

of the few certified coaters in the nation capable of powder coating MDF. Some of the products showcased in our booth included the University of Wisconsin - Madison Motion 'W', various cabinet doors and pedestal tables designed exclusively for the show.

The experience of having a trade show booth was worthwhile and we look forward to our next show where we can exhibit our MDF and other coating capabilities.

Outside The Lines

All-Color employees and their families enjoyed dinner and an overnight stay at the Kalahari Resort in Wisconsin Dells for the company Christmas party in December. Employee John Caminiti and his family, pictured below, commented that this family time was the best Christmas present they could have received.



University of Wisconsin – Madison students around a wheel chair swing that they engineered and built. This swing will be placed on a playground at a Monona, WI school. All-Color donated the powder coating for this project.

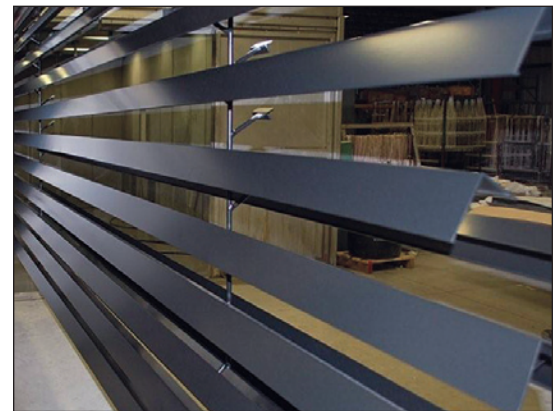


To continue All-Color's commitment to safety, Michael Recob & Dennis Finley attended a 10-hour OSHA training seminar in Dodgeville, WI. Dennis also became a certified forklift trainer. In addition, our insurance providers, TRICOR and EMC Insurance, held a day long safety training course for all employees.

Just-in-Time, Springs Window Fashions, Middleton, WI

The more things change the more they stay the same; a point proven time after time at All-Color Powder Coating. The economic environment over the past few years has made it more costly for our customers to keep inventory on their shelves. To compensate for this, customers are utilizing a just-in-time approach and ordering smaller quantities more frequently. For example, we are now running smaller quantities of parts on a weekly basis rather than a customer's larger requirement once per month. This type of environment makes it extremely challenging for us to schedule powder coating and for customers to manage their inventory. Working together, All-Color and Springs Window Fashions (SWF) in Middleton, WI overcame these challenges by developing a system which allows All-Color ample time to complete the powder coating and SWF to manage their raw material inventory.

All-Color has been powder coating sixteen to twenty foot long window covering fascia for SWF for several years. In order to meet SWF's needs, All-Color would make several trips per week to pick up raw material. The scheduling of these trips as well as the subsequent scheduling of the coating was becoming difficult to manage. Working closely with Wayne Wood, Springs Window Fashions Senior Quality Engineer/Purchasing Agent, an agreement was reached that entails All-Color picking up larger quantities of fascia once a week. All-Color stores the inventory of uncoated fascia in our facility using special racking supplied by SWF. Orders for coated fascia are relayed to All-Color and the raw material is pulled from the racks and coated the appropriate color. Finished product is then delivered to SWF and more uncoated material is picked up eliminating unnecessary trucking.



3" fascia powder coated black ready for packaging

Another component critical to the success of this operation was to allow SWF to maintain an accurate inventory of the large quantity of raw material kept at All-Color's facility. Once a month, Joel Hardy, All-Color's Batch Team Lead, sends out an adjusted physical raw material inventory to Luann Zander, Master Scheduler at SWF, which she can use to verify her book inventory. This extra effort demonstrates All-Color's commitment to working with our customers to achieve a common goal. Wayne Wood had this to say about our collaboration, "Working with the All-Color team has been very productive for us here at Springs Window Fashions. Having them manage our raw material inventory has been very nice and has freed up some much valued floor space at our facility."



For more information regarding this project, please contact us at (608) 835-9118 or visit our web site at www.allcolorpowdercoating.com.

Grab® Lightweaves® Solar shades reduce solar heat gain and block damaging UV rays while maintaining a view to the outside. Shown with aluminum-extruded fascia in black that was powder coated by All-Color.

Green Technology at All-Color



A look inside our oven after the new burners were installed

All-Color Powder Coating continues to act on our green initiative by investing in energy efficient equipment and environmentally friendly processes. We recently upgraded one of our cure ovens to remain at the forefront of the powder coating industry's standards. We looked at a variety of burners and decided on a version that is more efficient and durable than what we were using. These new, highly efficient, infra-red burners allow us to fully cure the powder coating at a lower temperature resulting in a reduction of our natural gas usage. The design of the burners also does a better job protecting the ceramic block that radiates the infra-red waves, which should result in a longer burner life.

In addition, All-Color is starting to look brighter and whiter while reducing electricity costs. Early last fall, we installed LED lighting in our sign area and have been very pleased with the results. With the new lighting, our sign

and flagpole can now be seen very easily at night. It is our intention to convert all of our outside lighting to LED during 2013. LED lights have an average life of 100,000 hours, generate no heat and use much less energy than traditional bulbs. The up-front costs are slightly higher, but over the long run All-Color will see a reduction in our carbon footprint as well as our energy costs by making these improvements.



New LED lighting makes the night brighter

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