



Summer is now officially over. Maybe it has something to do with getting older, but every year it seems the summer gets shorter. Although the summer seemed to fly by, there are still a number of events here at All-Color that I want to let you know about.

This spring I attended the Axalta (formally DuPont) 20-Group meeting hosted by Lanny & Donna Woods at Pro-Kote LLC, in Jackson, TN. The talk of the meeting revolved around DuPont's new name, Axalta Coating Systems. We will all be seeing more of Axalta's new logo that debuted on Jeff Gordon's race car in June. As always, this was a worthwhile and enjoyable trip as there is always something new to be learned from this group of experts.

In June, I had the privilege of accepting a Dane County Small Business Award. We were one of ten small businesses in Dane County to receive the award out of more than 100 nominees. I am extremely proud of this award as it is clearly a reflection of the hard work and dedication put forth by our employees.



Curt Steindorf in front of All-Color's new truck before its maiden voyage

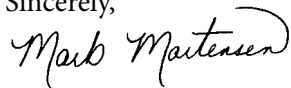
Things always seem to be changing at All-Color. This summer was no different as we found time to make some improvements. The Shipping and Receiving office was remodeled with custom cabinetry made out of MDF that we powder coated. Other significant changes include the purchase of a new straight truck and upgrading our air compressor. You can read more about these improvements later in the newsletter.

We all take pride in working with our customers to help make their products better and more competitive in the marketplace. Read about how we worked with Dane Manufacturing to streamline the manufacturing process and reduce the cost of various tanks and reservoirs that they make. Not only has this been beneficial to Dane's existing customers, but it has lead to additional work from new customers as well.

As I promised in my last letter, this newsletter includes a profile of our new MDF Sales and Development Manager, Roger White. We are excited by the high level of enthusiasm Roger has brought to the team. Be sure to give Roger a call with any MDF coating questions you may have.

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
President



Michael Recob
Production Manager



Larry Rybowski
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

Winner of the 2013 Dane County Small Business Award



Joe Parisi, Dane County Executive, presenting the award to Mark Mortensen

All-Color Powder Coating was one of ten companies recognized at the 31st annual Dane County Small Business Awards (DCSBA) ceremony held at the Sheraton Hotel in Madison, WI on June 14, 2013. The DCSBA celebrates successful small businesses that have rewarding workplace environments and contribute back to their community and the

economy. The award is given to the business, including all of the employees, not just the owners. DCSBA recognizes that the owners have the vision and take the risk, but it is the teamwork of all the employees that makes a successful company.

After being nominated for this award, All-Color completed a detailed questionnaire outlining how the business has grown over the years and describing how our employees volunteer and make a difference in our communities. We are extremely proud to have won this year as there were over 100 businesses competing for the award.

Mark Mortensen, president and owner of All-Color Powder Coating, accepted the award on behalf of his employees. Mark had this to say, "When Steve Salt from MG&E sent an email asking who we wanted to be in the picture at the ceremony, I knew right away it would have to include all of our employees. Although I have the honor of accepting this award today, it really belongs to each and every one of the employees." Karen Truesdell, Joel Hardy and Danni Staver attended the awards ceremony representing the employees of All-Color. Also in attendance were Judy Knutson, Oregon Chamber of Commerce Executive Director, Jerry Luebke, Steve Peotter and Mark Barberino from Oregon Community Bank & Trust in Oregon, WI and Mark's wife and parents. A celebration cake was brought back to the office after the awards ceremony to honor everyone for a job very well done.



Mark giving his acceptance speech



All-Color employees Karen Truesdell, Danni Staver and Joel Hardy

Continuous Improvements



Kean Macaulay in the renovated office

Business is booming at All-Color and for this reason we decided it was time to make a few upgrades. The Shipping and Receiving office received a makeover in March. An old desk and cabinets were replaced by custom built office furniture with enclosed storage. The new office provides a more comfortable atmosphere for our shipping and receiving personnel, truck drivers and customers. The cabinets were manufactured out of MDF which we powder coated, allowing us to showcase our MDF coating capabilities.

With our two straight trucks getting additional use due to the increased workload, we made the decision to replace our

2000 Mack truck. In July we purchased a 2014 Freightliner that has already seen a lot of highway miles. Keep an eye open for the new truck cruising throughout the area.



All-Color's new 2014 Freightliner

The hot summers and dust had taken a toll on our previous air compressor. We recently replaced our old unit with a new, state-of-the-art air compressor made by Ingersoll-Rand. To allow the compressor to run as efficiently as possible and increase its longevity, we installed ductwork with an automatic control system. This system will send the proper amount of air to the compressor at the optimal temperature for efficient operation and even assist us in heating our building during the cold Wisconsin winters. These changes will make for a more comfortable work environment along with providing energy savings.



New air compressor and ductwork

Outside The Lines

All-Color was a primary sponsor of this year's Oregon Area Chamber Golf Outing that was held in May. The traveling Champion's Trophy will be awarded to the winning team each year. The trophy, donated by All-Color, currently resides with this year's winner, Torhorst & Associates.



University of Wisconsin - Madison biomedical engineering students designed this Knee Traction Device (patent pending).

The apparatus is an orthopedic rehabilitation tool designed to treat osteoarthritis symptoms of the knee. All-Color donated the powder coating for this project.

Michael Recob, Dennis Finley and Joel Hardy traveled to Wagner Systems in Elgin, Illinois to attend a Powder Coating Institute workshop entitled *Optimizing Your Powder Operation*. This 2-day hands-on advanced workshop focused on in-depth knowledge of all aspects of the powder coating process.

Mark Mortensen was selected as Grand Marshal of this year's Oregon Summer Fest Colossal Community Parade. Oregon Summer Fest is a fundraiser for the Oregon Area Chamber of Commerce.



All-Color donated a custom designed Oregon Panther end table to the Oregon Athletic Boosters. The table was auctioned off as part of the Booster's Golf Outing fundraiser in August.



Working Together

Dane Manufacturing has been one of our fastest growing customers over the past couple years. They have been aggressively seeking new work as well as looking for ways to become more efficient with the jobs they are currently running. Working closely with Dane, we have been able to help streamline the overall manufacturing process of certain parts, allowing them to pass the savings along to their customers.

One of the best examples of this cooperation involves the tanks and reservoirs that Dane makes for a number of different customers. These tanks and reservoirs come in many different shapes and sizes and have unique masking requirements. Many of these tanks are used in applications where any contaminants left in the tank could cause significant damage to the assembled equipment. After powder coating, the inside of the tank is fogged with oil to prevent the formation of rust while the tanks are assembled. In the past, using conventional masking methods resulted in a flashing or powder residue on the top of threaded ports and in fasteners which Dane would have to remove in a separate operation. If any of these particles got into the tank during this process the tanks would need to be re-cleaned prior to oil fogging which added yet another step to the manufacturing process.



Tom and Mark displaying SPX tanks

Having a significant knowledge of powder coating, Tom Ayers, Sales Manager at Dane Manufacturing, saw an opportunity to eliminate steps in the manufacturing process. He approached us to develop ways to streamline the overall process and reduce the total cost of a tank. Utilizing our Roland Die Cut machine to make masking for the necks and odd sized ports and changing to special masking products that protect the leading threads of other fasteners, All-Color was able to eliminate flashing and residue around the holes and ports. Dane would no longer need to clean up the holes and re-wash the inside of the tanks after powder coating. All-Color purchased the necessary equipment and developed a method to oil-fog the tanks as they remained on the line, eliminating the need for Dane to handle the parts after powder coating.

Working together, two steps in the total manufacturing process were eliminated and efficiencies were gained in others, reducing the overall manufacturing cost. The knowledge gained through this process has enabled Dane to secure additional tank orders from existing customers as well as new ones. "Working with All-Color has allowed us to improve the overall manufacturing process which allows us to reduce the cost to our customers," stated Tom Ayers of Dane. "It is great to work with a company that understands how manufacturing works and is willing to put the time and effort in to improve the overall process. It is a joy to work with these fine folks in Oregon."

Roger White, MDF Sales and Development Manager



Roger White has joined the All-Color team as our new MDF Sales and Development Manager. Roger has over 30 years experience in the lumber and wood machine industry. His experience in lumber and millwork along with knowledge of production and sales will be beneficial to the growth of our MDF department. "I have known Mark Mortensen for many years and the chance to join an elite powder coating company with the reputation All-Color has, along with the opportunity to grow a department was an easy choice" said Roger. Roger has been married to the same wonderful woman, Lisa, for 27+ years and is the father of two sons. His time away from All-Color is focused on travel, antique toy collecting and volunteering. After the death of his oldest son in a 2010 traffic crash, Roger devotes time talking with teen and parent groups about the importance of wearing seatbelts and making good life decisions. Roger can be reached by calling (608) 835-9118 ext 105 and will be glad to answer questions that you may have regarding your next MDF project.

Jeff Behling comes aboard as our newest truck driver, joining Dale Jones and Curt Steindorf. More customers are utilizing our pick-up and delivery capabilities requiring us to bring on an additional driver in order to accommodate their schedules.



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