



# CFCM

CANADIAN FINISHING & COATINGS MANUFACTURING

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## IN THE NEWS

# DO WHAT YOU CAN

launched by Stewardship Ontario

### HELP US DO WHAT WE CAN TO MAKE OUR COMMUNITIES MORE LIVABLE

Several dignitaries and plenty of others concerned about recycling and the environment gathered at a Stewardship Ontario event, January 22, 2009, to announce exciting new recycling collection sites for used paint, batteries and other materials under the Municipal Hazardous or Special Waste (MHSW) 'Do What You Can' Program.

Several presentations were made by those involved in the program.

Special guests on this list included: The Hon. John Gerretson, Minister of the Environment (right) and Jim Quick of Stewardship Ontario receive leftover paint from a resident at a municipal recycling depot in Mississauga to launch the province's new "Do What You Can" program to keep household hazardous waste from ending up in landfill.

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John Gerretson, Ontario Minister of the Environment (right) and Jim Quick of Stewardship Ontario receive leftover paint from a resident at a municipal recycling depot in Mississauga to launch the province's new "Do What You Can" program to keep household hazardous waste from ending up in landfill.

## ALSO IN THIS ISSUE

- Corporate Profile Issue
- TiO<sub>2</sub> Update
- Low VOC latex Paint Additives
- A Lean Journey in Plating
- Water Wise with John Seldon

## Breaking the Rules:

### Ontario's Colourific Develops Innovative Process for Powder Coating Ironwork

In its eighteen-year history, Colourific Coatings Ltd., the Mississauga, Ontario, custom coater has managed to stay competitive by staying ahead of the pack.

"We have to find new ways to hold pricing," explains company president Silvia Tesky. "Everything is going up, for everybody," says Tesky, "so we have to try and level the costs by being smarter." And by being smarter, Colourific has managed to improve both their quality and their cost structure.

"We began transforming our operation as we saw the competitive environment begin to change," says Tesky, "in the hay day of powder it may have been alright to spray continuously with no automation. But we could not be where we are today without the investment we have made in better technology.

*continued on page 19*



Guns and oscillators working at Colourific, Mississauga, ON.

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# Inortech Chimie Inc.



## We're Proud of our R & D Laboratory

Jean-Marc Pigeon felt, for many years, that customers had a growing need to deal with a distributor who would have an in-depth understanding of new products and technologies that were developing around the world.

"I wanted to be recognized in the Canadian market as being the distributor that would bring these products and technologies to the market," says Jean-Marc. Thus, he formed Inortech Chimie Inc. in April, 1990. He discovered that to really adapt these products and technologies, it took more than theoretical understanding. In 2000 Inortech opened a

comprehensive Research and Development (R&D) Laboratory to deal with these new products and technologies and make sure that they met Canadian standards.

Due to the acquisition of new equipment, the lab space was getting very tight. So five years after the laboratory opening, Inortech built its own building (2005).

"It is quite interesting to have a well organized, well equipped and spacious laboratory, but it does not help if you do not have highly motivated and knowledgeable professional chemists," says Jean-Marc. He hired two experienced chemists in the fields they service and

a hands-on formulator with outstanding experience.

"I strongly believe that the Inortech team and the laboratory is what makes us stand out from the competition," says Jean-Marc. Inortech has the exclusive ability to test a formulation in the lab then take it directly to the customer. The company says they are the only distributor in coatings, inks and plastics with a fully equipped laboratory.

## Technical Seminars

Being recognized as a market leader, Jean-Marc felt that it was his duty to more effectively transmit this expertise.

"We organized technical seminars so that our suppliers have a privileged and more direct contact with our customers. In turn, our customers really appreciate the private and direct contact with our suppliers," says Jean-Marc. "Thanks to the outstanding support from our suppliers, these seminars are always very successful!"

## Customer Service

Currently, 13 employees work at Inortech, including three in the lab. Two of the company's chemists have more than 30 years experi-



ence. Inortech lab and sales people have in-depth knowledge of the markets the company serves: paint, ink, adhesive and plastic. They are dedicated and have the customers' and suppliers' success at heart. They do everything possible to make it easy to work with Inortech.

Meanwhile, in order to ease the introduction of new products, Inortech provides made-to-measure help to their suppliers. Inortech's very competent and professional HSE person stays abreast of all new Canadian legislation and provides suppliers with key support when it comes to Environment Canada registration. The relationship between customers, legislators and suppliers is what makes an unparalleled team spirit.

"We go **BEYOND chemistry**," says Jean-Marc.

"Our customer service has the mandate to do everything possible to meet our customers' requirements and satisfy their needs," says Jean-Marc. Besides its efficient customer service department, Inortech has inventory warehouses across Canada in Montreal, Toronto, Winnipeg and Edmonton.

"We team up with our customers and suppliers to make sure that our customers are not negatively affected by the changes that today's marketplace challenges call for. We keep our customers informed as part of our decision making process," says Jean-Marc.

With their team of more than 30 suppliers, Inortech has a very good selection of raw materials necessary to meet almost any paint, ink, and plastic and adhesives challenges.

## New Technologies

Inortech is known as the market leader when it comes to bringing forth and testing new technologies. Because of Inortech's dedication to the market they serve, they can anticipate customers' needs. "We search the world for innovative ways to meet these challenges. Let us be your **active intermediate**," says Jean-Marc.

Unlike other distributors, Inortech has the ability to qualify new technologies and provide in-depth knowledge of these technologies before entering the market. Therefore, customers know that the technology works and that Inortech can provide "turn-key" solutions.

"We keep improving and implementing new policies and new computer programs to help us keep our word and live up to our high standards: Ethics, Commitment and Loyalty," says Jean-Marc. Inortech has grown by making sure that its customers understand that its lab is there to help and that customers are welcome to use it as much as they need. Also, suppliers who visit Inortech immediately understand how Inortech's team will be beneficial for their Canadian Market penetration.

Inortech is always on the cutting edge of technology.

## Your active intermediate

**Ethics, Commitment, Loyalty**  
Three basic principles that have earned Inortech an enviable reputation for honesty, integrity and unparalleled customer service. These fundamental principles have attracted highly qualified employees. Their varied expertise positions us to better understand and meet customer needs and supplier expectations.

Our unique technical service and R&D laboratory provides an added dimension to the in-depth technical expertise and cutting edge technology for which Inortech is already recognized.

The Inortech team constantly strives to improve customer service and increase our supplier's visibility in the focused markets we serve: coatings, ink, adhesive, and plastic.

Together we can go... **BEYOND chemistry**

## Votre intermédiaire actif

**Éthique, Engagement, Loyauté**  
Voici trois principes de base qui ont valu à Inortech son enviable réputation d'honnêteté et de service à la clientèle inégalé. Ces principes fondamentaux ont attiré du personnel de haut calibre. Leurs expertises variées nous donnent une position privilégiée pour mieux comprendre et répondre aux besoins et demandes de nos clients ainsi qu'aux attentes de nos fournisseurs.

Notre laboratoire de service à la clientèle et de R&D a confirmé et a donné une nouvelle dimension ainsi qu'une profondeur d'expertise technique et d'innovation à l'avant-garde de la technologie qui était déjà reconnue à Inortech.

L'équipe d'Inortech travaille sans relâche pour améliorer son service à la clientèle et augmenter la visibilité de nos fournisseurs dans les marchés que nous desservons : revêtements, encres, adhésifs et plastiques.

Ensemble nous irons... **AU-DELÀ de la chimie**



**www.inortech.com 1 800 661-2064**

## ~~NEW HYPE HOPE~~

I apologize if last issue's editorial was a bit depressing. I was talking about the auto industry. According to the Bank of Canada however, there will be economic rebound by mid-2009.

Meanwhile, I wanted to devote my editorial to new hype...I mean hope...brought on by the historical new presidency for our biggest trade partner and neighbour to the south. I asked Canadian Association presidents if they could respond to the following questions. Responses came from Richard Thibodeau President RFT Technologies Inc. and Peerless Custom Rack Co Ltd, Co-Chair Canadian Association for Surface finishing, who is clear to point out that the opinions are his and not necessarily the view of the association; Dave Saucier, Toronto Society for Coatings Technology President and Jim Quick, President of the Canadian Paint and Coatings Association.

### Did you watch the inauguration?

D.S. *Our offices celebrated by ordering in pizza for everyone and the ceremony was put on the big screen in our boardrooms, most employees participated, personally I was meeting a potential new supplier over lunch and missed the historic event.*

R.T. *I watched some of it, not all. It was very impressive, to say the least, to see hundreds of thousands of people gathered for this historical inauguration. What an inaugural speech Barack Obama gave; a light of hope for America and the world.*

J.Q. *I watched parts of it. I was particularly interested in his speech and how he would use it to transition his new government. Clearly, he wanted to create a contrast between his new government and the outgoing administration. I believe that he was able to do that. His campaign theme of change now has to be implemented and his first acts as President have reinforced that.*

### What do you think the new US presidency will bring when it comes to relations with Canada?

D.S. *If President Obama can have his constituents stop cheering and get spending, then we can quickly get out of the mess. It is interesting to note that already US industry has reverted to their typical response in previous recessions by closing manufacturing activities at Canadian subsidiaries to bring the production back home. Every time that happens they create their new competitors and have a great deal of difficulty in winning back their abandoned business. The true answer for Ontario may lie in how the auto sector reinvents itself. The world's two largest auto producers, Toyota and GM, both are in a race to see who will lose the most to maintain top*

*spot, so that has definitely to stop.*

R.T. *I firmly believe that the new President of the USA sees Canada differently than his predecessor. This is actually in line with the views of the Democratic Party as demonstrated when Bill Clinton was President. Barack Obama, it seems to me, will provide greater consideration to the relations between two neighboring countries that actually can help each other in this tough economic climate and beyond.*

J.Q. *I think that relations will improve. The USA is our primary trading partner and our relations with them are important. Trade initiatives such as NAFTA (while they might have their irritants) have served us well. It will be interesting to see (given his kill NAFTA pledge during his leadership bid) how he approaches trade and trade agreements. I think that you will see our relations grow beyond trade and commerce into social areas - things like the environment.*

### How will it affect our industries?

D.S. *As long as the US consumer holds back from purchasing goods there will be little room for growth or optimism on a short-term basis. Our member companies will have to stop standing around the water cooler talking about how bad it is and get in front of their customers to help them become more efficient and profitable. There is still business out there. This is the 4th recession I've experienced and I haven't missed a meal yet, even when I was unemployed during my first.*

*With each cycle our collective standard of living has improved and there is nothing to indicate that this will not be the outcome this time around - the big question is how long will the road to recovery be.*

R.T. *No one can say for sure today if the New President and the Democrats philosophy will have the impact that it once had on North America's industries. The change (Presidency) in itself seems to already have injected a new more optimistic view of the immediate to mid term future for our economy.*

J.Q. *Better US-Canada relations in most instances have a positive effect on our business and industries - it will depend on how the new President approaches his NAFTA commitment. We are in a very difficult time, how the new President supports and strengthens the US economy will have implications for Canada. If he is successful then that will help Canada (the same way that a negative impact does). His success in supporting the US economy (and our own stimulus efforts) will go a long way in determining the depth and duration of the recession.*

The whole election and inauguration were like nothing North America has seen before. Let's hope he can live up to the hype.

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## Company News

### DuPont Announces Leadership Changes

Ellen J. Kullman became CEO of DuPont on Jan. 1. In addition to her responsibilities as CEO, Kullman will be directly responsible for the Agriculture and Safety & Protection business segments. Her former Executive Vice President position will not be filled.

Richard R. Goodmanson, Executive Vice President and Chief Operating Officer, will continue to be responsible for leading and accelerating the company's cost and working capital productivity programs. He will assume responsibility for the Coatings & Color Technologies and Performance Materials business segments, in addition to retaining responsibilities for Operations & Engineering, Sourcing & Logistics, and Information Technology functions.

Thomas M. Connelly Jr., Executive Vice President, will be responsible for strengthening DuPont's market-driven science capabilities to the global marketplace, focusing on emerging markets.

### Staying Strong Despite Loss

Many large companies are trying to remain positive despite major loss. One example is DuPont who was in the news at the end of January when it posted its fourth quarter results for 2008. In the lengthy press release, the first highlight listed was "In a challenging environment, Dupont ended 2008 with a strong balance sheet, delivering solid cash performance of \$1.1 billion free cash flow, in

line with company targets."

The second highlight listed in Dupont's fourth quarter 2008 results is "DuPont reported a fourth quarter 2008 loss of \$.70 per share. Excluding a \$.42 per share charge from a previously announced restructuring program, the fourth quarter loss was \$.28 per share, in line with guidance." Buried further in the release is, "Net loss for the fourth quarter 2008 was \$629 million versus income of \$545 million in the prior year. Excluding significant items, fourth quarter 2008 net loss was \$249 million versus income of \$522 million in the prior year."

New CEO Ellen Kullman comments, "DuPont enters 2009 addressing challenging economic conditions head-on. We are intensely focused on productivity, while generating earnings and cash. Our market-leading businesses and internal discipline generated solid cash performance in 2008. We do not underestimate the difficulties presented by the current environment. We will rigorously guard our financial strength and flexibility, while carefully preserving our science-driven competitive advantage to assure that the company is well-positioned for an eventual improvement in global markets."

The following were three more highlighted points from DuPont.

"As anticipated, declines in construction, motor vehicle sales and consumer spending, magnified by inventory destocking across most supply chains during the fourth quarter, caused a steep decline in global industrial production. These con-

ditions precipitated a sharp downturn in demand and the company's sales volume. Agriculture fundamentals remain strong.

Weak industrial economic conditions are expected to continue in 2009. The company revised its full-year 2009 earnings outlook to a range of \$2.00 to \$2.50 per share. The previously provided full-year outlook was \$2.25 to \$2.75 per share.

Full year 2008 earnings were \$2.20 per share versus \$3.22 in 2007. Excluding significant items, 2008 earnings were \$2.78 per share versus \$3.28 in the prior year."

### Nordson Announces Yorke Towne New Distributor Powder and Liquid Coating Application Equipment

Nordson Corporation announced Yorke Towne Supplies Limited as the distributor for Nordson powder application equipment in Ontario as of January 3, 2009. In this role, Yorke Towne will have access to Nordson equipment that includes the Vantage® and Encore™ hand guns and the Vantage powder booth series.

Yorke Towne is located at 315 Progress Avenue in Toronto, and employs 30 sales and service staff across the GTA and the rest of Southern Ontario. Yorke Towne has serviced the wood and metal manufacturing industries in this area since 1974. Nordson Corporation is one of the world's leading producers of precision dispensing equipment that applies adhesives, sealants and coatings to a broad range of consumer and industrial products during manufacturing operations. The company

also manufactures equipment used in the testing and inspection of electronic components as well as technology-based systems used for curing and surface treatment processes. Headquartered in Westlake, OH, Nordson has more than 4,100 employees worldwide, and direct operations and sales support offices in 34 countries.

### Debro and Alar Engineering Corp

Debro Chemical has been appointed Canadian distributor for Alar Engineering's line of filtration aids including diatomaceous earth, perlite, coagulants and floccing chemistries, which were primarily intended to serve waste water recovery for reuse in production or remediation before discharging water to public systems. Solids as small as .5 microns can be removed.

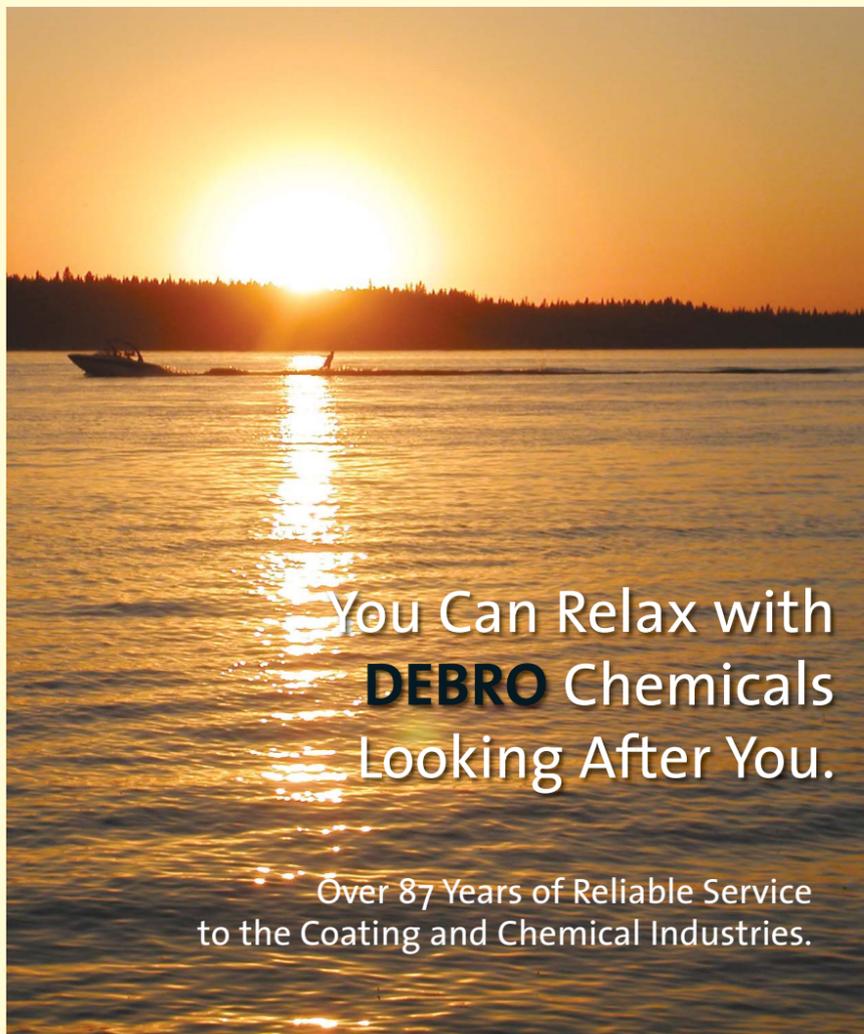
For more Debro news see their corporate profile page 4.

### ALTANA Acquisition of Clariant Wax Additives, EUR \$17.5 million

As of Dec. 30, 2008, Dick Peters B.V., a subsidiary of the Swiss specialty chemicals company Clariant has been bought by ALTANA AG. It will be transferred to the BYK Additives & Instruments division within the ALTANA Group. ALTANA will take over the production site of Dick Peters B.V. in Denekamp, the Netherlands, with its staff of about 35 employees. The purchase price amounts to EUR 17.5 million.

The newly acquired business will be integrated into BYK Cera B.V., which is also located in the Netherlands.

## CORPORATE PROFILES



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## Debro Chemical

Debro Chemicals was first established in Canada in 1921 as a distributor of raw material used in the manufacture of paints and coatings. As a key part of the 3 billion dollar Amalgamated Metals Corporation PLC global family of companies, Debro Chemicals has been able to attract, and retain long-term relationships with many of the world's top manufacturers of coatings raw materials. From pigments, resins and additives to performance minerals, Debro Chemicals is positioned to provide coatings manufacturers across Canada with a competitive source of many key products. Debro remains one of the industry's most respected organizations among its valued principal partners and its many customers from coast to coast.

With industry veterans like Bert Papenburg in Eastern Canada, Ron Yetman in Ontario, Vernon Lo in Western Canada and with recent additions Gagan Jain in Ontario and Paul Proulx in Montreal, Debro can boast having one of the very best Technical Sales and Product management groups serving the coatings industry in the country.

### Facing Challenges

Debro is keenly aware of the challenges facing their customers in today's economic environment, especially those that rely heavily on exports. Through innovative programs to improve internal operations and by using the latest in supply chain management techniques, Debro is doing its best to increase service and yet keep costs to a minimum and wherever possible, pass savings along to its customers.

### Where is Debro heading?

Debro Chemicals has long been a pioneer in the distribution business in Canada and key to the company's continued longevity and unparalleled success, will be a strong understanding of where Debro came from and creating a culture that will attract and retain the best and the brightest people in the industry.

### People in the News

Paul Ruffo has been promoted to VP Sales and Marketing. Paul has been with Debro for over 19 years and brings unsurpassed surfactant knowledge to the team he leads with infectious enthusiasm.

Bert Papenburg has been promoted to Director of Marketing - Specialty Chemicals. In his new role Bert will work closely with a defined group of Debro's Specialty Chemicals principals and will be responsible for direct communications on all product related initiatives.

Gagan Jain recently joined Debro as Account Manager in the Ontario region. Gagan is a Chemical Engineer with an MBA in Marketing. Gagan has been in sales in the chemical industry over 15 years and a long time member of TOSCO and past Chairman of the SCC.

Paul Proulx recently rejoined Debro in Montreal. Paul is on the MSCT executive and chairman of the Education Committee. His experience solidifies our Canadian coatings team.

### Supplier News

#### Imerys Performance Minerals NA

Imerys has recently acquired the mica assets of Zemex Industrial Minerals North American operations that include the Suzorite Mica operations in Boucherville QC and the Muscovite mica operations in Kings Mountain TN. Imerys' portfolio now includes dry and wet ground calcium carbonates; calcined, delaminated, hydrous and air floated clays; mica; and feldspar, all available at Debro.

#### Lehmann & Voss

Debro has been appointed the Canadian distributor for Lehmann & Voss, the European manufacturer of organically modified montmorillonites, micronized castor oil derivatives, micronized polyamide waxes, polyolefin derivatives thixotropes.

#### Resinall Corp

Debro has been appointed the Canadian distributor for all grades of Resinall hydrocarbon resins. These include aliphatic and aromatic hydrocarbon resins, phenolated hydrocarbon resins and Rosin esters. These are produced in two plants located in Hattiesburg MS and Severn VA.

#### DSM Neoresins

Debro is proud to announce that it has been appointed the Quebec distributor for DSM Neoresins. DSM Neoresins is recognized as the world's largest specialty resin company. The product line includes emulsions for the coatings, ink, graphic arts and adhesives markets, UV resin systems and waterborne alkyds.

## Lyondell's U.S. Arm in Chapter 11

LyondellBasell Industries has announced that, in order to facilitate a restructuring of its debts, its U.S. operations and one of its European holding companies have voluntarily filed to reorganize under Chapter 11 of the U.S. Bankruptcy Code. The company also announced that, pending court approval, it has made arrangements for up to \$8 billion in debtor-in-possession (DIP) financing to fund continuing operations. Of this total, \$3.25 billion consists of new funding, \$3.25 billion represents a refinancing of certain obligations under LyondellBasell's existing senior secured credit facilities and \$1.515 billion represents replacement of existing working capital facilities.

The company says a dramatic softening in demand for its products in the last to quarters and unstable raw materials costs factors into the decision.

The Chapter 11 filing applies to Lyondell-Basell's operations in the United States and one of its European holding companies, Basell Germany Holdings GmbH.

## International Paint and Devco Coatings

International Paint and its subsidiary, Ceilcote USA, Inc., part of the AkzoNobel family of companies, have partnered with Devco Coatings of Canada, to deliver coating products to customers throughout Western Canada. AkzoNobel acquired ICI Paints and its subsidiary, Devco Coatings, earlier this year. International Paint's line of Chartek products and Ceilcote's anti-corrosion coatings, will now be distributed through Devco's existing

stores and customer channels.

## Lubrizol Acquires Dow Thermoplastic Polyurethane Business

The Lubrizol Corp. has acquired the thermoplastic polyurethane (TPU) business from The Dow Chemical Co. This acquisition, structured as a sale and purchase of assets, will expand Lubrizol's Estane® Engineered Polymers business. The Dow TPU business had 2007 revenues of approximately \$85 million. The deal closed on Dec. 31, 2008.

Located in La Porte, TX, Dow's TPU product line spans the continuum between elastomeric and rigid TPU properties. The two key brands representing the business are: PELLETHANE™ thermoplastic polyurethane elastomers, used in a variety of high-value elastomer applications including footwear, medical tubing, automotive, film and industrial and engineering applications; and ISO-PLAST™ engineering thermoplastic polyurethane resins, used in a variety of niche, specialty applications that require a unique combination of high-end engineering plastic properties that include clarity, impact strength and chemical resistance.

## Dow to Reduce Workforce by 11 Per Cent

In response to the current economic climate, Dow Chemical Co. plans to cut 5,000 full-time jobs, close 20 facilities in high-cost locations and sell several non-strategic businesses – approximately 11 per cent of Dow's global workforce. The company says these actions will result in \$700 million in annual operating cost savings by 2010. Dow will also temporarily idle approximately 180 plants

and significantly reduce its contractor workforce worldwide by approximately 6,000.

The new Dow will comprise: Joint Ventures/Asset Light; Performance Products; and Health & Agriculture, Advanced Materials and other Market-Facing Businesses. Specific details on these business structures will be outlined soon.

## Dow Chemical Sued by Rohm & Haas Over Delay

Chemical manufacturer Rohm & Haas Co., has accused Dow Chemical Co. of breaking a \$15.4 billion merger agreement and asked the courts to order the acquisition's completion. Court date is set for March 9, 2009, in Georgetown, Delaware.

Dow Chemical has refused to close Jan. 27 as required due to "uncertainties" in funding resulting from the global financial crisis. Dow recently had a \$9 billion joint venture cancelled by the Kuwait government.

Rohm & Haas's resulting complaint filed in Delaware Chancery Court in Wilmington, requests a one-day trial and enforcement of the buyout.

Apparently, all required regulatory approvals have been received.

Dow lobbied to delay antitrust clearance without consulting Rohm & Haas, according to the complaint.

Rohm & Haas claims that Dow is able to close the deal with \$13 billion in debt financing and an additional \$4 billion of preferred equity financing committed to fund the merger.

## Navistar cuts 200 Chatham jobs

The downturn in the U.S. economy and soaring fuel prices have hammered the heavy truck industry in North America and caused major cuts in production and jobs during the past two years. Furthermore, it has adversely affected many suppliers who provide parts and services.

Industry volumes fell to 30-year lows in 2008 and Navistar is forecasting flat business in the first half of this year, with some improvement in the second half.

Meanwhile, despite a new paint shop built in 2002 that promised to improve production capacity, and a commitment to invest \$270 million over the next decade, Navistar is cutting another 200 jobs effective March 1, 2009, bringing layoffs at the plant in Chatham, ON, to over 1000. The Navistar plant in Chatham, which already faced closure in 2003, has already laid off about 330 production and office workers. It plans to lay off another 489 on Jan. 31. You can't produce if product is not selling.

The plant is making about 100 ProStar and LoneStar Class 8 long-haul trucks daily, but that will drop below 35 a day when the March 1 layoffs take effect.

In 2002, Navistar indicated it would close the Chatham plant but the company reversed the decision the next year after the union negotiated concessions and the federal and provincial governments provided \$65 million in aid.

Last fall, Daimler AG in the nearby city of St. Thomas announced it would permanently close the Sterling Trucks plant and cut 1,300 jobs in March.

# Fischer Technology

## Fischer Technology Offers A Full Line Of Coating Thickness Measurement And Material Testing Instruments

Fischer Technology is a U.S. manufacturer of coating thickness, material testing, and material analysis instrumentation. Fischer offers a complete range of hand-held coating thickness gauges ideally suited for measurements of paint, powder coating, plating and anodize.

The FMP Series is the most recent addition to the Fischer product line. The DUALSCOPE® FMP20, DELTASCOPE® FMP30, ISOSCOPE® FMP30, DUALSCOPE® FMP40, and DUALSCOPE® FMP100 coating thickness gauges measure over ferrous, non-ferrous, or both ferrous and non-ferrous substrates. They offer a large and bright graphic display with an extremely durable shock resistant casing. A large selection of probes are interchangeable for the new FMP Series yielding extreme



Fischer Hand Held Coating Thickness Gauges

accuracy and a wide measurement range. In addition to the FMP Series, Fischer also offers the MPOR Series which has two large displays, automatic substrate recognition, and like the FMP Series, the MPOR is precise, robust, and easy to use. You will find the appropriate instrument in the new FMP family to fit your measuring application.

Other products offered by Fischer include the PHASCOPE® PMP10 for measurements according to the phase-sensitive Eddy current method, ideally suited for measuring the non-ferrous metal coatings on steel fasteners and other small plated parts. In addition the PHASCOPE® DUPLEX measures individual thickness values of multi-layer coatings used in the automotive and appliance industries. The SR-SCOPE®

RMP30 measures the thickness of copper coatings on pc-boards. The SIGMASCOPE® SMP10 is for measurement of the electrical conductivity of metals such as aluminum or copper. The ANOTEST® YMP30-S is for testing the sealing quality of anodic coatings on aluminum (a quality feature for the weather resistance of the coating.) The FISCHERSCOPE® HM2000 and PICODENTOR® HMS500 are measurement systems to determine the Martens Hardness in the micro- and nano- ranges.

The universal measurement system FISCHERSCOPE® MMS® is designed for coating thickness and materials testing according to the magnetic, magnetic induction, Eddy current, beta backscatter and electrical resistance measuring methods. The MMS® BETASCOPE® uses the betabackscatter method and is a proven test method and is ideal for most coatings applied to any substrate material. Other MMS® modules available are the PERMASCOPE®, SIGMASCOPE®, SIGMASCOPE® DUPLEX, and NICKELSCOPE®.

Fischer's X-ray fluorescence instruments utilize an energy dispersive X-ray fluorescence analysis (EDXRF) method. The measurement and control software allows for the simultaneous thickness measurement and analysis of even complex coating systems, with or without calibration standards.

For additional information regarding the measurement of coating thickness, hardness measurement, or material analysis contact Fischer Technology at 860-683-0781 or visit us online at [www.fischer-technology.com](http://www.fischer-technology.com)

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## CORPORATE PROFILES

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- USB communication
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## IN THE NEWS

### Industrial Nanotech expands to Germany

Industrial Nanotech is continuing its expansion of manufacturing locations for their patented energy saving Nansulate coatings and will begin producing the products in Germany in the first quarter of 2009. This brings the total number of manufacturing locations for their nanotechnology-based products to five including two in New Jersey and one in Colorado, one in South Africa and the newest location in Germany.

### Price and Market Updates

#### Coatings 80 per cent Over Inks Worldwide

According to the consulting firm of Kusumgar, Nerlfi & Grownney, worldwide consumption of five leading additives for coatings and inks was 1.4 million pounds worth \$3.1 billion in 2008. Coatings took 80 per cent of the value and inks the remainder. In the recent past, growth registered a 5 to 6 per cent annual rate of increase with the emerging economies in Asia leading the way. In 2009, minimal worldwide growth is expected; recovery is expected thereafter.

Asia is the largest outlet for coating and ink additives taking 40 per cent market share. Japan and China are the leading consumers and highlight the growth variances between mature and developing economies. Japan has seen only slight growth in the recent past, while in China consumption has been expanding at double digit

rates. Europe and North America each consume about one-quarter of the additives with usage in these regions projected to be down in 2009; recovery in demand is expected thereafter. Improved performance and environmental advantages are emphasized in North America and Europe. The rest of the world takes 10 per cent of the additive value.

Rheology modifiers occupy approximately one-third of the global dollar value in coatings and inks with dispersants second at 22 per cent. Foam control additives are 17 per cent, wetting agents 15 per cent and slip and rub materials 12 per cent.

### Troy Corporation Announces Preservative Price Increases

Troy Corporation has announced price increases of up to 18 per cent for all Polyphase® products and up to 5 per cent for certain Mergal® biocides effective January 30, 2009 or as contracts allow.

Price increases for some specific products are: Polyphase® P100, 18 per cent; Polyphase AF1, 14 per cent; Polyphase AF3, 13 per cent; Polyphase P20T, 10 per cent; Mergal®186, 5 per cent and Mergal 192, 5 per cent.

The company says these increases are required because of escalation in the cost of key raw materials and regulatory compliance not offset by corresponding decreases in freight, energy and petroleum related raw materials.

## White Is Most Popular Color – Again, But BLUE is the NEW GREEN

The 56th 2008 DuPont Automotive Color Popularity Report says white is the top vehicle color choice in North America for the second straight year, and is a strong player globally, with “white effects” allowing consumers to differentiate cars subtly to express their individuality. Black and silver with effects also turned in a strong performance globally. The term “effects” refers to special pigments that lend a pearl or iridescent appearance to coatings.

White and white pearl scored 16 and 4 per cent, respectively, black and black effect scored 11 per cent and 6 per cent, while silver, which led the pack for six consecutive years, garnered a 17 per cent share of the North American market.

A leading supplier of coatings to the global automotive market both for new cars and in the collision repair industry, DuPont this year broadened the global scope of the authoritative Automotive Color Popularity Report to include specific data from emerging markets India and Russia. The automotive industry is expanding rapidly in both countries.

North American color choice highlights several trends. First, there is a continuing convergence of color choice globally with color preferences becoming more homogeneous across the globe. Additionally, DuPont continues to report white as a “palette cleansing” color signaling a pause after a long running trend and in advance of a new trend. The 2007 DuPont Automotive Color Popularity Report announced the end of silver’s seven year reign.

“We’re seeing basic colors like black, white and silver continuing in the lead but consumers are looking for differentiation with tri-coat and other effects,” said Karen Surcina, color marketing manager, DuPont Performance Coatings. “These colors and effects provide a higher degree of customization and luxury-effect which allow consumers a conservative differentiation from the traditional color palette.” A tri-coat paint system consists of a basecoat, a midlayer, which contains the color and specialized “effect” pigments followed by a clear coat.

“While black, white and silver continue to remain strong, we are seeing interesting trends developing,” Surcina continued. “The popularity of true chromatic colors such as blue and red are on the rise, with blue growing worldwide as consumers look to more environmental themes and lifestyles.”

“Blue is being utilized as the ‘new green’ because it is well understood by people all over the world that blue can also represent the preservation of nature,”

said Leatrice Eiseman, executive director of the Pantone Color Institute and author of Color: Messages and Meanings.

“Imagine a clear blue sky mirrored in a pristine blue lake and you will get the picture. It is a universal favorite.”



## CORPORATE PROFILES

### Complete Line of Specialty Equipment for the Process Industry

Classifier Milling Systems (CMS) designs and manufactures superior processing equipment and systems for an extensive range of applications worldwide. With over 50 years of combined experience in the process industry, they have become professionals in “Size Reduction Technology.” All CMS equipment is designed for reliable performance, easy maintenance, and energy efficiency. Working to build systems that increase production and decrease operating costs. From “spare parts” to complete “Turn Key Systems,” their advanced technology, dependable customer service, quality assurance and engineering support mean quality you can trust.

At CMS we strive to earn our customer’s trust by supplying high quality equipment, promoting the ability

to run higher capacities than ever thought possible. CMS’s complete system design will allow for less energy consumption per KG of product in addition to less heat generation than you may be presently operating with. An added bonus to all our systems is our quick clean design, which produces the fastest change over time documented to date.

Prompt and dependable customer service, quality assurance and engineering support contribute to the value our customers have come to expect from CMS.

Listed below are a few areas of our expertise:

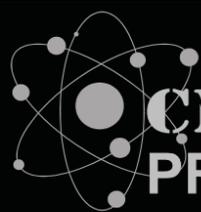
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### About The Company

With a view to provide practical and reliable solutions, CMS has a complete R&D laboratory test facility with production models on hand to assist every customer at any stage of development. This allows customers the option of running small/large samples of product in their equipment and design phase of any project. CMS has qualified lab technicians who offer particle size analysis reports, which can be readily available with every product test sample. CMS has a manufacturing facility where they maintain a complete and updated stock of spare parts for all CMS and many other name brand equipment. Everything CMS provides has been designed, engineered and manufactured to perform reliably and efficiently in the most rugged conditions. Stringent quality standards are followed while ensuring that your equipment is completed and delivered on schedule. CMS is a Canadian based company with sales representatives dispatched worldwide. From local to international clients, CMS will work alongside their customers from the designing to the installing phase of any project. In addition, they offer complete training programs and “hands on” demonstrations to ensure that your operators gain the knowledge required to run your system to its optimal production ability. A few of the topics addressed during these training sessions are; operational requirements, safety procedures, maintenance techniques and particle size adjustments. CMS is proud of their dedicated and knowledgeable sales staff, which provides continuous support to every customer application. Call to receive a free consultation or to receive a full product catalog detailing CMS corporate capabilities.



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## Association News

### NPCA/FSCT to Fully Merge

The National Paint and Coatings Association (NPCA) and the Federation of Societies for Coatings Technology (FSCT) intend to complete a full merger of the two organizations by March 31, 2009. After that time, the NPCA/FSCT will become one fully integrated coatings industry association providing goods and services for science and technology professionals, as well as corporate members.

Since June 2008, NPCA and FSCT have been operating as two separate but aligned organizations. However, the associations say the current economic conditions, and a substantial decrease in both short- and long-term revenues, forced the two organizations to pursue a full organizational merger. The goal of the merger is to create a stronger, more cohesive organization.

Changes to programs and services will continue under the new NPCA/FSCT and include:

- NPCA's eCoatings and FSCT's Coatings Edge e-newsletters have been combined into a new e-newsletter Coatings Today, distributed semi-monthly beginning Jan. 2009.
- NPCA's Coatings Newsletter will be discontinued. FSCT's JCT CoatingsTech Journal and Coatings Today will be distributed to members of both organizations throughout 2009. In 2010, a new industry publication will be created, which will represent the voice of the newly combined NPCA/FSCT association.

- NPCA/FSCT will continue to develop and support the publication of important technical work for the industry.
- FSCT and NPCA Websites will be merged into one website for the newly combined organization, offering all services in a consolidated manner.
- CoatingsTech Conference/Annual Meeting—During the years that NPCA/FSCT does not host the American Coatings Show and Conference (beginning in 2009), an industry-wide technical conference will be held in conjunction with or following the NPCA/FSCT Executive Leadership Conference/Annual Meeting. The next CoatingsTech Conference will take place on April 27-29, 2009 in Indianapolis, IN.
- Education and Training—FSCT's Advancement in Coatings Series (ACSeries) and the Virtual Learning Conferences (VLCs) will continue after the full merger is complete.
- Work with Local Societies and Associations will continue. The FSCT Society Liaison Council (SLC) will continue to be an important vehicle for interaction between the NPCA/FSCT and the various local organizations. The SLC will continue to meet and serve as a key communication link into the NPCA/FSCT. In the future, the NPCA/FSCT will consult with the membership on how to best involve the local associations and paint councils in this or a similar manner.
- Coatings Industry Education Foundation (CIEF) will continue to receive staff and administrative support and NPCA/FSCT will look for ways to

help grow this important organization.

- NPCA/FSCT Committee structure will continue
- Membership fees will remain the same.

In the coming weeks, NPCA/FSCT will provide updates on the progress of the merger and the benefits for NPCA/FSCT members. In the meantime, a survey of the entire membership will be taken to ensure that the new NPCA/FSCT continues to meet member needs during and after the merger and reorganization process.

### PRA and Pera Announce Merger

The UK Paint Research Association (PRA) and Production Engineering Research Association (Pera) have merged. The two groups feel this alliance will provide combined support to companies pursuing government funding for research and development.

### Stage Is Set For Sur/Fin 2009

The "Bluegrass State" will roll out the "red" carpet for metal finishers, suppliers, and more at SUR/FIN 2009 on June 16-17, 2009 at the Kentucky International Convention Center in Louisville to network, preview new products, and share best business and operational practices. The show is sponsored by the National Association for Surface Finishing. Contact: [www.nasf.org](http://www.nasf.org).

### Minnesota Paint and Powder Coating Expo

Twin Cities Chapter of Chemical Coaters Association

International (CCAI) and the Minnesota Technical Assistance Program (MnTAP) at the University of Minnesota, are hosting the 7th Minnesota Paint and Powder Coating Expo on Thursday, March 19, 2009, at Century College in White Bear Lake, Minnesota (near St. Paul).

The Expo will include a vendor show, hands-on demonstrations and technical seminars. This year, the vendor show will feature 70 organizations. Additionally, 13 seminars will highlight the information needed to improve finishing operations. Over 400 participants attended the last Expo. Contact: [expo@umn.edu](mailto:expo@umn.edu).

### Louisville Home of Electrocoat 2010

The Electrocoat Conference Steering Committee, with the approval of the Board of Directors, has announced Louisville, Kentucky as the home of Electrocoat 2010. The Conference had been held in Orlando, Florida for several years before coming to Indianapolis in 2008. The show will take place May 4-6, 2010. The conference programming will be held at the Louisville Marriott Downtown. The Kentucky Convention Center (just across the street) will host the unique venue of exhibit rooms, where industry vendors showcase their products and are available for further discussion on their product and service offerings. This three day conference provides many topics covering the Electrocoat process, equipment considerations, troubleshooting, new developments in the industry and much more.

## Dynamix Technology

### Blending Technology, Service and Value

Dynamix is a one stop shop for your metal finishing needs. Supplying automotive, aerospace, RoHS, ELV, WEEE and REACH compliant metal finishing chemistry across North America.

Partners Dennis Rogers, Charles Morris and Stewart Tymchuk established the company in 2007 and are pleased with the way the business has quickly adapted to the needs of the industry. Together they share over 75 years of metal finishing experience in real world plating facilities, which they feel provides customers with a tremendous operational advantage. Their combined knowledge of technical service, research and development, manufacturing, ISO 9001:2008, marketing and sales, enables Dynamix to provide high quality products and cost effective opportunities to all customers.

"The philosophy at Dynamix is simple – enhance our customers' performance and profitability, while dealing with all of our partners in an open and honest forum," says Dennis Rogers.

Dynamix began as a custom compounder but due to customer demand, Dynamix entered the metal finishing market. Dynamix quickly developed a world-class product line and delivered high quality service. The primary focus of Dynamix is the design and manufacture of specialty chemicals for the metal finishing industry, covering all aspects of metal finishing from anodizing to zinc plating. Toll blending, packaging and distribution of custom formulated products are also available.

Dynamix understands that from an R&D perspective you can never be the best at absolutely everything. For those areas, Dynamix has partnered with some of the industry's best supply houses. Distributing products for their partners allows the supply of a wider variety of chemistries, including automotive and aerospace approved products.

Dynamix's strength is in zinc plating, as the company has over 85 zinc lines presently in service across North America. What sets the company apart from the competition is their ability to do their own research and development and manufacturing here in Canada.

Dynamix offers a service that encompasses all of their values with a highly skilled and motivated team. The laboratory at Dynamix is well equipped and able to provide analytical solutions specific to a particular sector of industry and/or customer.

The company has two locations, Markham, ON, and Montreal, QC.

Products are designed at Dynamix to provide unsurpassed performance and solution economy. Superior chemistry is only the beginning, as the company realizes that technical and application knowledge are just as vital to the metal finishers' success.

Please visit Dynamix' new user-friendly web site at [www.dynamix-inc.com](http://www.dynamix-inc.com).

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CALENDAR OF INDUSTRY EVENTS 2009

**March 2-3:** Coating West 2009 for end users of industrial finishing at Planet Hollywood in Las Vegas, NV. The event will target Custom Coaters, Architectural, ACE (Agriculture & Construction Equipment), Military and Aerospace/Aviation finishing.  
[www.thecoatingshow.com](http://www.thecoatingshow.com)

**March 17-19:** Middle East Coatings Show 2009, Cairo International Convention and Exhibition Centre, Egypt.  
[www.middleeastcoatingsshow.com](http://www.middleeastcoatingsshow.com)

**March 23-27:** "Basic Composition of Coatings," held in Rolla, Missouri. USA <http://coatings.mst.edu>

**May 18-22:** "Introduction to Paint Formulation," held in Rolla, Missouri. USA <http://coatings.mst.edu>

**April 22 - 25:** PROTEX, Specialist Trade Fair for Safety at Work and Modern Work Clothing, Exhibition Center Salzburg, Austria, Organizer H & K Messe GmbH & Co. KG.  
[www.protex-messe.at](http://www.protex-messe.at)

**June 16-17:** SUR/FIN 2009 in Louisville, Kentucky.  
[www.nasf.org](http://www.nasf.org)

**June 16 - 18:** MechatroniX, International Trade Fair for Progressive Product Development through Mechatronics, Exhibition Center Augsburg, Germany, Organizer: fairXperts GmbH.  
[www.mechatronix-expo.de](http://www.mechatronix-expo.de)

**June 23 - 25:** EuroLITE, International Trade Fair for Lightweight Design, Exhibition Center Salzburg, Austria, Organizer: H & K Messe GmbH & Co. KG, Messezentrum Salzburg.  
[www.euroLITE-expo.eu](http://www.euroLITE-expo.eu)

**September 19-22:** CPCA 2009 Annual Convention is in Niagara Falls.  
[www.cdnpaint.org](http://www.cdnpaint.org)

**September 24-26:** Woodworking Machinery & Supply Expo, International Centre, Toronto, ON.  
[www.woodworkingexpo.ca](http://www.woodworkingexpo.ca)

**September 30-October 1:** Coating East 2009 at Gaylord Opryland in Nashville, TN. The event will target Automotive, Appliance, Heat Sensitive Substrates (wood & plastic) and General Metals.  
[www.thecoatingshow.com](http://www.thecoatingshow.com)

**October 20 - 22:** Parts2clean 2009, International Leading Trade Fair for Cleaning within the Production Process, Exhibition Center Stuttgart, Germany, Organizer: fairXperts GmbH, HYPERLINK "<http://www.parts2clean.com>" [www.parts2clean.com](http://www.parts2clean.com). Running concurrently is Corosave, the international trade fair for corrosion protection, preservation and packaging  
[www.corosave.de](http://www.corosave.de)

**October 29-30:** TOSCOT Symposium, Niagara Falls ON. Contact program chair Jake Jevric at 800-575-3382 ext. 669..  
[www.toscot.org](http://www.toscot.org)

**November 3 - 5:** DriveIT, International Congress and Exhibition for Automotive Software and Electronics, Exhibition Center Stuttgart, Germany, Organizer: H & K Messe GmbH & Co. KG.  
[www.drive-it-expo.de](http://www.drive-it-expo.de)

CALLING ALL EXPERTS

CFCM is looking for industry experts in various fields who are willing to share their knowledge with our readers.

Even if you don't consider yourself a writer, but have always considered composing an article, we can help with that.

If you are knowledgeable in any of the following topics or have any other knowledge that you would like to share with the industry our Editor would like to hear from you.

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- Testing Equipment
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- Kitchen Cabinet Finishing
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- Paint Kitchen Design
- Robotics and Gun Motion

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While L.V. Lomas may well represent the leading principals of the global coatings supply industry, that's only half the story. Our product line is framed on all sides by a service structure defined by professional expertise and an uncommon willingness to listen and adapt to complex customer needs.

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As a sustainable coatings offering, few can match Reichhold's Beckosol AQ resins. This premium vegetable oil-based resin line provides manufacturers with broad latitude for developing stains, primers and coatings which can be formulated to under 50 g/l. Reichhold's superb technological range and Lomas' expertise ensure viable answers to even the most problematic formulating needs.

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In addition to the principals above, Lomas represents some of the largest names in the industry, including Cabot Corporation, Cimbar, Unimin, KaMin, Rio Tinto Minerals, 3M, Polystar, Omya, Thai Epoxy and Huntsman. Renowned for the quality of their products, these innovators distinguish themselves through a willingness to adapt to our requests, and thus our customers' needs.

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Founded in 1960, L.V. Lomas is a privately-held ISO 9001:2000 company powered by the expertise of more than over 150 highly qualified professionals in six locations throughout Canada and the U.S. We work hard to win the trust of the coating industry's leading names through ultra-responsive customer service, an eagerness to meet multifaceted requirements, and by hiring and keeping the best people in the business.

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DeFelsko, a U.S. manufacturer of coating thickness gages and inspection instruments, offers a variety of instruments designed specifically to meet the paint industry's requirements.

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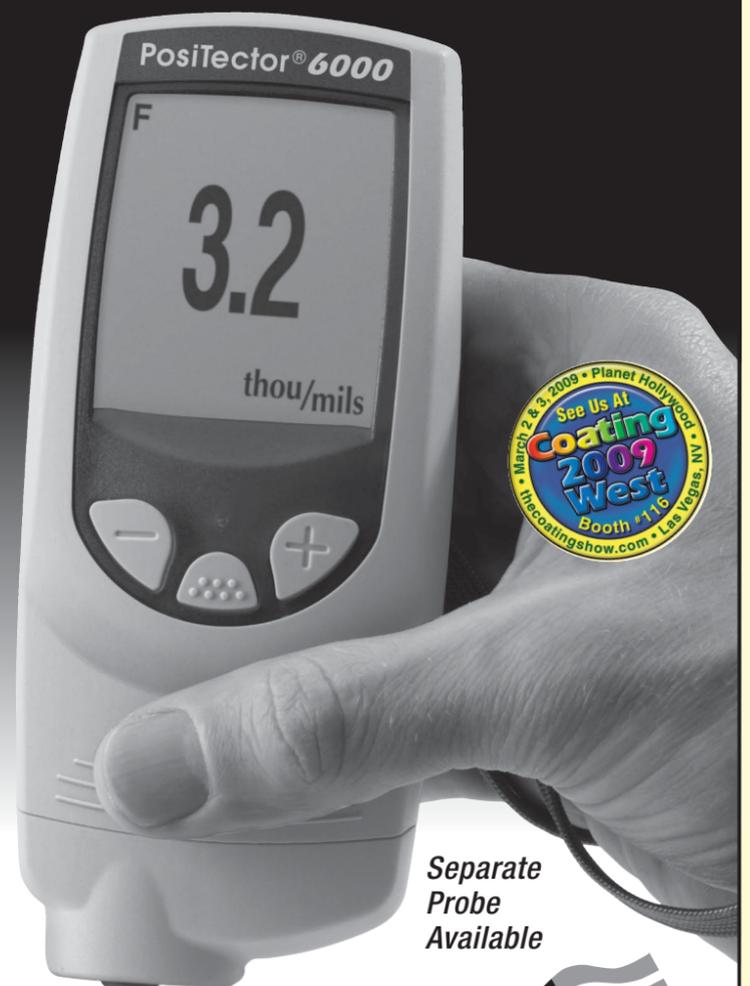
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# DO WHAT YOU CAN launched by Stewardship Ontario

Environment and Peter Hume, President, Association of Municipalities of Ontario.

After the presentations attendees were invited on a tour of the facility that hosted the event, Region of Peel's Fewster Drive Community Recycling Centre, Mississauga, ON. Light refreshments were served.

At this Do What You Can Kick-off News Conference, Jim Quick, president of the Canadian Paint and Coatings Association, put on his other hat as a member of the Stewardship Ontario Board of Directors and Chair of the MHSW Committee.

"As you can see, we are practically surrounded by Do What You Can and that, as I'm sure you've already guessed, is the impression we want to convey," began Quick in his opening remarks to the crowd. "Do What You Can is the public face of Stewardship Ontario's Municipal Hazardous or Special Waste program...a big name for an even bigger program," he continued.

"Beginning today, and growing over the coming months and years, Do What You Can means you'll have choices when it comes to getting rid of leftover and unwanted household hazardous or special waste—you can do the wrong thing...or you can do the right thing," said Quick.

"With this program," he explained, "Stewardship Ontario is making it easier to do the right thing. Do What You Can encourages Ontarians to do the right thing by the environment by making sure things like paint, solvents, oil filters, empty oil containers, single use batteries, antifreeze, pressurized tanks, fertilizers and pesticides do not get poured down drains or buried in landfill sites.

We're all familiar with these products. We can find them in our homes, our basements, our garages and our garden sheds. And, we also know they need special care when it comes time to dispose of them.

Our goal is to divert on average 32,000 tonnes of these waste materials annually for the next five years - that's equivalent to more than three-quarters of the volume of cement that went into the construction of the CN Tower!

Once it's collected, it's Stewardship Ontario's responsibility to ensure that as much as possible is directed into 3Rs solutions. For anything that can't be reused or recycled, Stewardship Ontario will handle disposal in an environmen-

tally appropriate manner.

The companies that make and market these products in Ontario - some 330 of them so far - have already stepped up to take responsibility for this program and will, in the first year, contribute fees of about \$28 million to run it. The funds also will be used for important research and development and to educate the public about the growing options opening up for them," said Quick.

"Obviously a program of this magnitude doesn't happen without the cooperation and participation of others. Stewardship Ontario is very fortunate to have a strong mix of public and private sector partners. First is our municipal community. Stewardship Ontario has a valued history with municipalities that has grown out of our shared responsibility to support a sustainable residential blue box program," said Quick.

"Today we mark the forging of a renewed relationship...collaborating to offer Ontarians more opportunities to take materials to collection sites such as this one," he added. "In this program, industry will relieve taxpayers of a large portion of the costs they have borne in the past.

In the last several months we have reached agreements with municipalities that will result in an additional 6,000 days of collection service. Municipalities will be able to do that by expanding hours of depot operations and offering more event days to allow consumers to dispose of their unwanted materials.

To help with promotion and education costs, Stewardship Ontario is providing \$600,000 in direct funding support."

Quick also announced, "we have successfully reached agreements with the first of what we hope will become a growing corps of com-

mmercial partners."

He spoke about the web site, [www.dowhatyoucan.ca](http://www.dowhatyoucan.ca), and advertising efforts of the Do What You Can Program.

He concluded by saying, "The amount of leftover paint and coatings available for collection is enough to fill 315 average sized residential pools."

As for the paint and coatings markets, Quick says, "This program is a big deal for the industry."

Stewardship Ontario is the province's industry funding organization for the bluebox program and the municipal hazardous or special waste program (MHSW).

## ABOUT MHSW

The Municipal Hazardous or Special Waste (MHSW) program is one of two important waste diversion programs managed by Stewardship Ontario, the other being the Blue Box program.

The MHSW program will divert household hazardous waste and other materials that require special handling away from landfill sites, incinerators and waterways. The materials addressed in the MHSW program are common household products such as paint, single use batteries, and antifreeze.

Under the program, the companies that manufacture and market these products are taking stewardship responsibility and sharing in the cost of recovering left-over product or waste for reuse and recycling, and, if needed, for proper disposal.

## ABOUT COMMERCIAL COLLECTION

The Home Depot is providing drop off locations in 85 stores across the province for non-rechargeable batteries and leftover paint and containers. The types of non-rechargeable batteries accepted are AAAs, AAs, 9 volt, Ds and Cs; alkaline manganese; zinc carbon;

lithium and button cells.

Paint collected by The Home Depot will be recycled by Hotz Environmental.

The Home Depot is providing this service under its Eco Options program and in cooperation with Stewardship Ontario.

RONA has 95 stores across Ontario taking back leftover paint and coatings as well as their containers. The paint collected by RONA will be processed into new paint by Peintures Récupérées, which makes Boomerang Paint, a recycled paint product. RONA has adopted a life cycle approach, based on using resources responsibly so that future generations are able to meet their needs. The MHSW program fits well with this commitment.

Jiffy Lube has 39 locations where do it yourselfers can drop off leftover antifreeze and containers, empty oil containers and used oil filters.

Pro Oil Change is offering the same service at two pilot locations in London, ON.

There are some other commercial organizations in the process of finalizing agreements. All commercial organizations are encouraged to register as voluntary collection sites.

## DID YOU KNOW?

- 32,000 tonnes - the average amount of waste the MHSW program aims to divert per year over the next five years - is equivalent to more than three quarters of the volume of cement required to construct the CN Tower.
- Approximately 94 million litres of paint are sold in Ontario every year. Five to 10 per cent of this paint is never used but can be recycled to make new paint.
- The amount of leftover paint and coatings available for collection is enough to fill 315 average sized residential swimming pools.
- Approximately 175 million non-rechargeable batteries are sold in Ontario every year.
- The amount of used single use batteries, used oil filters and propane cylinders available for collection could provide enough steel to make 23,000 mid-sized cars or 1.8 million bicycles.
- Available oil and antifreeze containers could provide enough plastic to make 55,000 park benches. ■





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Adhesion Test Results  
(Test Method: ASTM D522)



Iron Phosphate

Adhesion Test Results  
(Test Method: ASTM D522)

UniPrep® is the latest iron phosphate replacement for paint pretreatment.

UniPrep® reduces overall process costs by saving energy, extending cleaner life, improving productivity, lowering labor demands and decreasing waste treatment burdens. This versatile process provides optimum performance for multi-metal processing.

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# TiO<sub>2</sub> in the news

BY SANDRA ANDERSON

## TRONOX REORGANIZES UNDER CHAPTER 11

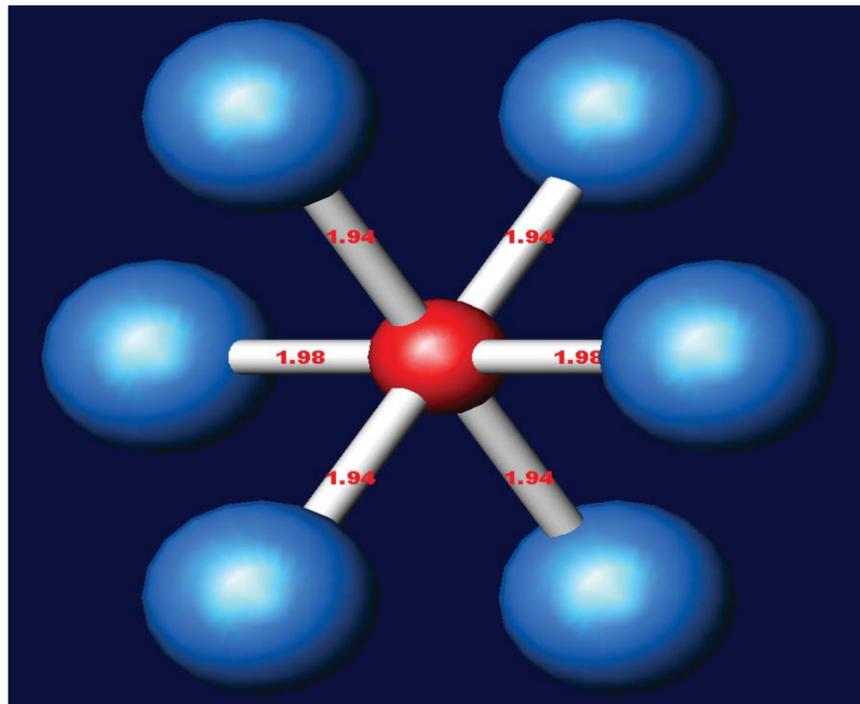
White is the most popular car colour, and the most needed and necessary pigment in the world. Titanium dioxide (TiO<sub>2</sub>) pigment is an inorganic white pigment used in paint, coatings, plastics, paper and many other everyday products. If you need white you need Titanium Dioxide. CFCM took a look at TiO<sub>2</sub> stories that have appeared in recent news.

One development is that the world's third-largest producer and marketer of titanium dioxide pigment, Tronox Incorporated, headquartered in Oklahoma City, and certain of the company's subsidiaries, filed voluntary petitions for reorganization under Chapter 11 of the U.S. Bankruptcy Code on January 12, 2009. This does not include Tronox's operations outside

of the U.S.

"After careful evaluation of all strategic alternatives, we have concluded that a Chapter 11 filing is the best way to address the company's debt, in particular its legacy liabilities," said Dennis Wanlass, Tronox chairman and chief executive officer. "We want to assure customers, suppliers and employees that our operations are continuing without interruption, and during the restructuring period, we will remain focused on continuing to provide customers with quality products and unsurpassed service."

The company has received Court approval of several "first day" motions in its Chapter 11 reorganization, including authorization to use up to \$100 million of its \$125 million debtor-in-possession financing facility provided by its current bank group, led by Credit Suisse. The orders approved by Judge Allan Gropper of the U.S. Bankruptcy



Court of the Southern District of New York will help ensure Tronox continues business as usual during its post filing restructuring period.

"I am pleased to report that the relief granted by the Court provides Tronox with ample liquidity to continue normal operations as we execute our business restructuring and address the company's debt structure, in particular its legacy liabilities," continued Wanlass. "Importantly, our customers

and suppliers can rest assured that Tronox will have the liquidity it needs to continue to purchase goods and services and provide quality, on-time products and services as we move forward through this restructuring process."

The decision to file was made to address legacy liabilities. Tronox incurred these liabilities when it was spun off in 2006 by Kerr-McGee Corporation, which has since been acquired by

## CORPORATE PROFILES

Andicor Specialty Chemicals Corporation is a full-service national distributor of specialty chemicals and packaging for the Paint and Coatings, Industrial Specialties (including Building Products, Adhesives and Sealants), and Plastics markets.

Andicor's mission is to be a seamless extension of the suppliers it represents, offering:

- competitively-priced value-added products from some of the world's leading producers
- superior customer service
- knowledgeable and responsive sales staff
- local warehousing and delivery services

Andicor first began operations in January 2003, representing Chemirco Chemicals (now SI Group Canada), Canada's leading producer of alkyd resins for the paint

and coatings market.

Within months of its inception, Andicor represented a number of key suppliers, which became the foundation for future growth, including Sud-Chemie (rheological and performance additives for the paint, ink, and building products markets, and now part of Southern Clay Products), Fuji-Silysia (micronized silica gels, used primarily as matting agents for coil and wood coatings), and Georgia Industrial Minerals (muscovite mica). Over the following months and years, Andicor added other key suppliers to complement their existing product lines, Rütgers Chemicals (hydrocarbon resins), Wayne Pigment (anticorrosion and tannin stain-inhibiting pigments), and in 2007, Andicor was appointed Canadian distributor of Araldite epoxy resins and Aradur epoxy hardeners from Huntsman Advanced Materials and Eastern Canadian distributor for Chemguard fluorosurfactants.

## Andicor Specialty Chemicals

Andicor expects to continue growing in a controlled manner, ensuring that our existing supplier partners are well-represented before considering others. Late in 2008, Andicor was delighted to announce that it had signed an agreement with BWAY Corporation to be their master distributor in Canada. BWAY is North America's largest manufacturer of general line and round paint cans, as well as the parent of Canada's leading designer, manufacturer, and supplier of plastic and steel pails, ICL Industrial Containers. This new relationship will allow Andicor to strengthen its position as Canada's leading national distributor of packaging products, offering a full range of packaging products from 1/2 pint tin containers up to 60 gallon plastic openhead drums.

Andicor is headquartered in Mississauga, Ontario, with warehousing located in key locations across the country, ensuring next-day delivery to virtually their entire customer base.

Andicor is a sales and service-oriented distributor with sales representation across Canada, with the expectation of increasing its sales staff in the near future. At the same time, Andicor employs its own regulatory affairs person to ensure compliance with all government regulations.

Andicor is a member of CACD (Canadian Association of Chemical Distributors) and CPCA (Canadian Paint & Coatings Association).

Given the success they have enjoyed in their first 6 years of operation, Andicor is well positioned to reach their goal of becoming one of Canada's leading specialty chemical and packaging product distributors.

Andicor's staff currently is:

- Steve Waters  
*President & CEO*
- John Roeleveld  
*V.P. Sales & Marketing*
- Ron Jerome  
*CFO*
- Don Martyn  
*Regional Sales Manager, Ontario and Manitoba*
- Ray Nordstrand  
*Regional Sales Manager, Western Canada*  
P: (604) 931-4002 F: (604) 931-4007
- Xavier Massé  
*Sales Representative, Eastern Canada -*  
P: (514) 488-8998 F: (514) 276-5745
- Paul Jaworski  
*Regulatory Affairs and Product Development Manager*
- Julie Laurin and Linda Maclean  
*Customer Service*

### Andicor Specialty Chemicals Corporation

5940 Ambler Drive  
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Fax: 905-625-0885  
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To request more information, call our toll-free number or email us at [info@andicor.com](mailto:info@andicor.com)

## Together...making waves in the pond

Andicor Specialty Chemicals is a full-service national distributor of specialty chemicals and packaging. Our mission is to be a seamless extension of the suppliers we represent, offering:

- competitively-priced value-added products from some of the world's leading producers
- superior customer service
- knowledgeable and responsive sales staff
- local warehousing and delivery services

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Fluorosurfactants

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Masonry Water Repellents

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Anadarko. The liabilities include environmental remediation and litigation costs that Tronox was required to assume at the time of the spinoff. These liabilities are an obstacle to Tronox's financial stability and success.

"I want to thank our customers, suppliers and business partners for their continued commitment. I want to give special thanks to our employees around the world for their ongoing loyalty and support for our company," Wanlass said.

*Additional information on Tronox's Chapter 11 reorganization is available on the company's website, [www.tronox.com](http://www.tronox.com). The company also has established a Restructuring Hotline at 1-866-775-5009 (toll-free within the U.S. and Canada) or 1-405-775-5000 (outside U.S. and Canada), and a restructuring e-mail address [restructuring@tronox.com](mailto:restructuring@tronox.com).*

### TiO<sub>2</sub> 2009 CONFERENCE The Global Meeting Place of the TiO<sub>2</sub> Industry

March 17-19, 2009 at the Crowne Plaza St. Peter's Hotel in Rome, Italy marks the spot for IntertechPira's biennial meeting place for the 11th

Titanium Dioxide Industry conference. Devoted entirely to TiO<sub>2</sub> and its end use industries, the conference provides an in-depth analysis of demand, supply and growth opportunities, pricing trends, and new applications. Presenters at TiO<sub>2</sub> 2009 include 3R Associates, Aricom, Artikel, Austpac Resources, BC Insight, CCM International, Cristal Global, DuPont Titanium Technologies, Global Titanium Corp, Government of Western Australia, Harriman Chemsult, IBMA, Larox, National Institute of Standards and Technology, Nordic Mining, Sachtleben, Sichuan Lomon Corp, Tinfos Titan & Iron, University of Brussels and WL Gore.

"The global market for titanium dioxide totals £7 billion per year and, although costs are rising and pricing is sensitive, good news for the industry comes in the form of optimised processing methods and exciting new applications in high growth technology areas such as nanomaterials, solar cells and electronics," say Conference organizers.

The Crowne Plaza Rome - St. Peter's Hotel is a four star superior hotel located a short distance away from St Peter's Basilica, the Vatican City and the city centre. Situated in

four hectares of lush green park, the hotel provides convenient access to shopping, dining, entertainment and sightseeing opportunities in Rome. Special accommodation rates for delegates have been negotiated.

Presentation topics for the conference are as follows:

#### Pre-conference briefing 1:

The Chinese TiO<sub>2</sub> Marketplace - Competitiveness & Threats;

#### Pre-conference briefing 2:

Quality, Safety & Sustainability - important issues for TiO<sub>2</sub> to 2015.

### CONFERENCE - DAY ONE

#### Session One: TiO<sub>2</sub> Globalisation: Threats & Opportunities

This session covers topics such as: Opportunities and challenges in global volatility; The titanium dioxide industry - outlook and perspectives; An insight into the Chinese TiO<sub>2</sub> industry; Opportunities and challenges facing the global mineral sands industry; The titanium-minerals industry in Australia - 'steady as she goes' in the West, rising stars in the East; Titanium dioxide in the Indian subcontinent and the new Sachtleben joint venture in a challenging global

TiO<sub>2</sub> market.

**Session Two:** Economic Trends for the TiO<sub>2</sub> Industry

**Topics include:** Pricing trends for TiO<sub>2</sub> to 2015; Chlor-alkali markets and the impact on chlorine values into TiO<sub>2</sub>; Sulphur and sulphuric acid markets and their implication for TiO<sub>2</sub> manufacturers.

### CONFERENCE - DAY TWO

**Session Three:** Global Mining Projects & Industry Developments in Feedstocks; TiO<sub>2</sub> feedstocks supply/demand overview - landscape changes after earth shattering events; Optimisation of the value chain from ore to finished TiO<sub>2</sub>;

ERMS; proving the process for the production of high grade synrutile and co-product iron; The evolution of titanium feedstocks and The Engeboefjellet Rutile Project - a new high-grade source in Europe

**Session Four:** Innovating and Optimising Efficiency - Winning in Tough Times; Dry filtration process in TiO<sub>2</sub> manufacturing - system optimization; Cost competitive dewatering and washing of TiO<sub>2</sub> pigment and the genie in the bottle - unleashing the magic of titanium dioxide.

[www.tio2conference.com](http://www.tio2conference.com)

## CORPORATE PROFILES

## Comet Chemical Co. Ltd.

### Quality - Service - Satisfaction

Comet Chemical Co. Ltd is an independent company of over 30 years, in business since 1974. The company was started by Jim Stewart and Bruce Peacock in Barrie, Ontario, as a service oriented, quality organization specializing in distributing organic solvents. Comet began by offering hydrocarbons from Texaco Canada and repackaging Celanese methanol. The company primarily targeted the central Ontario paint, coatings and ink markets.

Today, Comet Chemical now distributes a full range of hydrocarbon solvents, glycols, ketones, glycol ethers, ester acetates, and other specialty chemicals from major manufacturers from around the world. Comet Chemical is an approved distributor for Dow Chemical, Sunoco, JLM Chemical and other specialized chemical manufacturers worldwide.

Distribution and supply partners across Canada and the US have added to the company's success. Comet prides itself on on-time delivery and keeping the products it sells in stock at its facility in Innisfil, Ontario.

The company, located on a five-acre site, off the major 400 series highway have railway, bulk storage and warehousing under one roof. Plant expansions over the years include 40,000 sq. ft. warehousing, an additional truck fleet of stainless steel compartment tankers, van trailers, the addition of tank farm capacity to close to 1,000,000 liters in 55+ tanks, rail capabilities and expanded product offerings in quantities from intermediate bulk, returnable totes and drums, to pail quantities. Specialized blending, formulating and private labeling are all services Comet excels.

The ability to source product from manufacturers globally has made Comet more competitive in the marketplace. Comet's low overhead costs have made it possible to pass along the cost savings to its customers.

Quality- Service- Satisfaction is the basic tenets to which the company operates. Superior product quality and outstanding customer service is what sets Comet apart.

Comet currently has 24 employees, the company is family owned operated for 35 years. There was a management change in 1996. Subsequent years were strong ones due to a focus on a specific product mix and aggressive encouragement of employee commitment to the customer base. Comet is one of the smaller Canadian distributors, but make up for its small size with a total customer commitment. Comet's ability to react quickly to changing market conditions and respond to its customers' needs promptly differentiates Comet

from competition.

Comet is an active member of the Canadian Association of Chemical Distributors (CADC), and endorses Responsible Care of chemicals through the Canadian Chemical Producers Association (CCPA). The company holds a recognized certification of the CADC Responsible Distribution Code.

Comet is able to offer prompt and reliable service to over 500 customers across Ontario and Canada. Comet offers on-site rail capabilities as well as bulk storage and

warehousing located in nearby Innisfil, Ontario, just 70 km north of the Greater Toronto Area.

The company's success stems from its focus on a specific product mix and its ongoing commitment to the customer base.

### QUALITY - SERVICE - SATISFACTION

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# Additives for the “Greening” of Coatings

BY DR. DANIEL SAUCY AND SHRUTI SINGHAL

**T**he world is a very colorful place, but the color most talked about today is green. With consumers looking for more environmentally-friendly and safer products, and regulators establishing ever lower VOC requirements, both coatings formulators and raw material suppliers have an opportunity to provide innovative solutions to meet these new challenges.

Many avenues to making low VOC latex paint are being explored, from new basic raw ingredients to new chemical approaches, to optimized use of existing materials. The goal is to provide the consumer with low VOC latex paints that meet all current and emerging regulations yet, have the performance profile to meet the needs of even the most demanding applications.

Paint additives play a critical role in achieving the necessary paint performance for today’s greener, low and ultra-low VOC latex paints. Not only do these additives have to be low or VOC-free, but they also must be compatible with other paint ingredients and deliver the performance required to meet the challenges of the application.

When developing environmentally-advanced formulations—those that are not only low in VOC, but also are low odor and APEO-free, formulators can turn to additives to provide part of the solution. Through clever use of innovative technology, raw material suppliers have developed rheology modifiers, dispersants, and other additives that contribute little or no VOC yet also provide a performance profile that



## CORPORATE PROFILES



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- PIEDMONT Resins
- POLARTECH Additives
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For more information on how we can offer your company reliable and innovative solutions please contact:

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## Unipex

### Providing Solutions

UNIPEX has built an integrated offering of commodity and specialty chemicals that provide solutions to our customers R&D, manufacturing, marketing, regulatory, distribution and logistics challenges. Since 2004 we have used the same successful formula to grow our business: hire the best available people and represent the best most innovative manufacturers. We have hired coatings formulators so that they can speak your language and understand your needs and challenges.

### Your Guide Through Government Requirements

Canada has a unique set of environment health and safety rules. We are experts at introducing novel technologies and new substances. Our staff will guide a new substance through the myriad complexities of registration and import approvals to ensure that you have access to the latest technologies to stay ahead of your competitors.

### Go-To for Additives

During 2006 we began to assemble an impressive list of suppliers and from that list we have emerged as the “go to people” for additives and specifically for foaming problems. We represent 6 different additive manufacturers that allows you to obtain all your problem solving from one single source.

For your foam or any other challenge you can rely on UNIPEX Solutions to provide you with expertise assistance, a reliable product solution that will provide you with a competitive advantage.

### Going Green

Green technologies are emerging as the sustainable trend to help us all grow our businesses. Green has different meanings in different jurisdictions and we understand where you need to go to develop your green lines of products.

### World-Wide Distribution

Supporting our long time customer service employees are strategically positioned distribution centers and terminals across the country to provide the highest possible level of on time delivery services. We have invested significantly in Responsible Distribution© and have just launched state-of-the-art software to help support our continuous improvement initiatives generated by embracing the benefits of ISO9001.

We are strategically situated in both North America and Europe to service our stakeholders’ global business requirements. These positions coupled with aggressive expansion plans are but another reason to confidently look towards UNIPEX Solutions for your sourcing and distribution requirements.

meets new and emerging regulations as well as customer needs. Optimized use of such additives can also help differentiate one's products from those of the competitor.

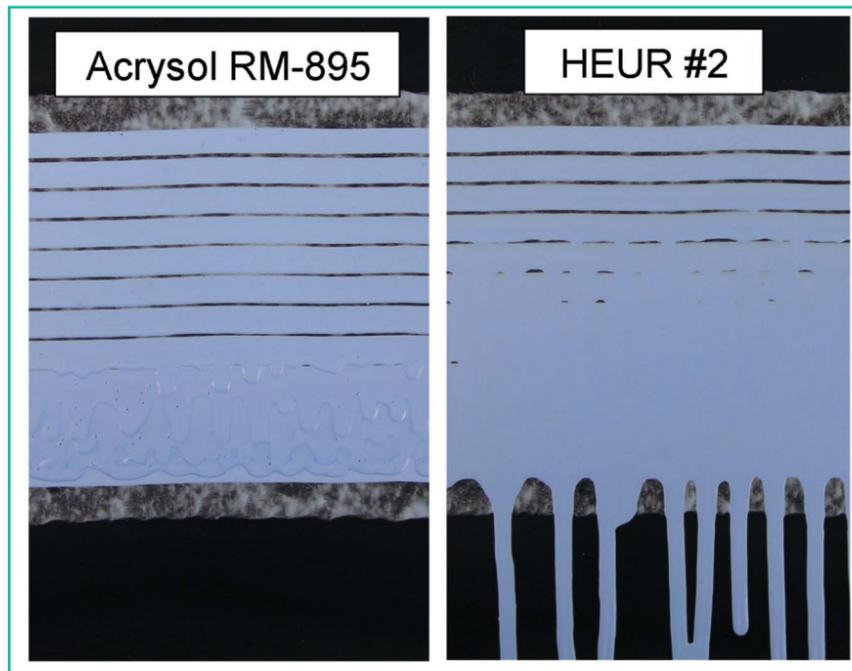
### RHEOLOGICAL ADDITIVES

To meet the diverse rheological needs of different formulations, availability of a broad palette of rheology modifiers designed to deliver a broad range of performance is critical. Suppliers such as Rohm and Haas, a company with a long history of innovative waterborne acrylic chemistry for both latex binders and additives, have continually developed new rheology modifiers as the market needs have changed, thus offering to formulators a range of solutions to best meet their needs.

When reaching for ever lower VOC levels, being solvent-free is a must-have property for additives in general and rheology modifiers in particular. A long-standing challenge for rheology modifiers has been the development of a solvent-free KU-builder of the non-ionic, HEUR type of composition that also has low product viscosity for ease of handling and sufficiently high solids (approximately 20 per cent). The

recently introduced Acrysol™ RM-895 from Rohm and Haas meets this need. Acrysol™ RM-895 is a solvent-free, KU-builder that provides the paint properties that HEURs are known for—excellent flow and leveling, gloss development, and applicability in both interior and exterior latex paints. In addition, it provides enhanced viscosity stability when colorant is added and delivers dramatically improved sag resistance in the tinted paint. Acrysol™ RM-895 is based on a patented, proprietary chemical approach that allows the product viscosity to be kept low without the use of ingredients that can have a deleterious effect on final paint film properties.

In the drive to truly low VOC and green coatings, a fresh start, often with new technology binders, is becoming the norm for formulations rather than the exception. The range of efficiency, flow, sag resistance and other properties seen in these new formulations is very broad. Even as suppliers develop new products, established products are often just as much a part of the solution as new products. Skillfully using the best combination of available additives is the challenge facing formulators and suppliers alike.



**HEUR Solutions:** HEUR rheology modifiers enable exceptional coating properties. To optimize performance in any given formulation, having available a product with just the right performance properties is key. To that end, Acrysol™ RM-3000 provides a viscosity profile that is highly Newtonian. Its rheological response provides the formulator with an additive that is particularly useful for achieving higher ICI (high-

shear) viscosity and film-build in formulations that have strong rheology modifier response. In such systems, it is necessary to have a lower KU build so that the desired ICI viscosity can be achieved without exceeding the Storrer viscosity targets. The lower KU contribution of Acrysol™ RM-3000 (the result of its Newtonian profile) permits its use in such systems, while still allowing room for either a HEUR or HASE (hydropho-

## Conn and Company

### Meeting Mixing And Blending Needs For More Than Half A Century

Conn and Company headquartered in Warren, PA, USA, has been designing and manufacturing industrial mixing equipment for 60 years. Conn builds equipment to meet the customer's requirements with air or electric drive specifications to suit operating conditions; horsepower to suit service conditions; dimensional design to suit operating conditions or existing tank. The company firmly believes in keeping it simple, durable and functional.

Conn provides low shear blending blades or high shear dispersion blades or complete drive assemblies for processing fluid materials such as paints, adhesives, inks, cements, urethane foams, chemicals, slurries, grouts and more.

### The Conn Blades

Conn and Company recognized the need for blending blades and dispersion blades that provided true pumping action instead of plowing action. The company has brought four patented blades to the market under the trade name Conn Blade.

"Conn and Company just needs the customer's requirements and will be happy to be of assistance."

The ITT style blade has a combination of louvers and teeth. It is a high pumping high shear dispersion blade and is the most efficient and aggressive dispersion blade available.

The IT style has the louvers providing superior pumping action, but without the teeth. It is a high pumping, low shear, blending blade and is excellent for mixing micro spheres or flakes or other fillers that need to be well mixed, but not destroyed. The ITC Conn Blade is an 8-vane open style blade providing excellent material flow, with more shear than the IT, but is not as aggressive as the ITT. The newly patented P-ITT Conn Blade is of UHMW Polyethylene and is excellent for highly corrosive or highly abrasive mixing. The P-ITT Conn Blade is the most efficient and aggressive poly blade available.

The Conn blades are available from 2" diameter to 48" diameter with mounting holes or mounting hubs to retrofit and upgrade a customer's existing equipment. Split construction is available for entry through manways. Conn also manufactures complete units and drive assemblies to mount on your tanks. Conn supplies air or electric utility/laboratory mixers, spool-type top entry for flange mounting to the customer's tank, and drive assemblies for mounting on bridge support for open top tanks. Conn and Company just needs the customer's requirements and will be happy to be of assistance.

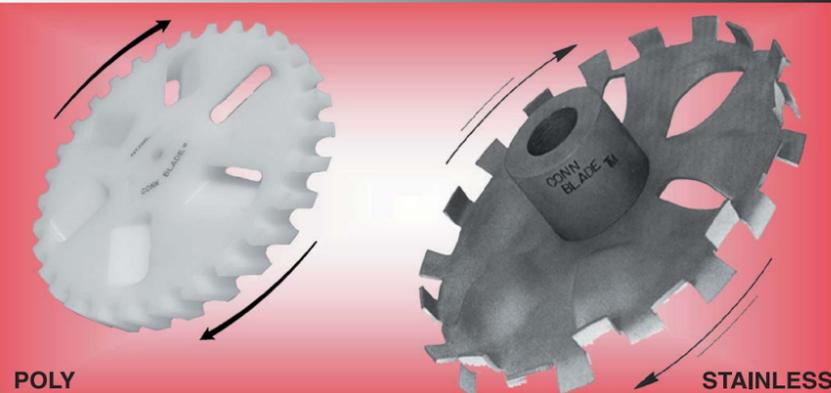
"Conn and Company recognized the need for blending blades and dispersion blades that provided true pumping action instead of plowing action."

Conn handles all worldwide sales from the home office in Warren, PA. Contact Richard C. Freeman at rcfreeman@connblade.com, call 814-723-7980 or fax 814-723-8502. Web site: www.connblade.com

## CORPORATE PROFILES

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- \* Less heat due to shorter required running time.
- \* Excellent for high or low speed and high or low viscosity.
- \* Supplied with hubs or mounting holes required to retrofit and upgrade present equipment.
- \* Pumping blades without teeth are available and are excellent for gentle blending and agitation.

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bically modified alkali soluble emulsion) KU builder. For example, in deep tone formulations, Acrysol™ RM-3000 enables maximum benefit from the viscosity stable KU builder, Acrysol™ RM-895, discussed previously. In white formulations, Acrysol™ RM-3000 enables higher ICI viscosities to be achieved, leading to higher film-build and the property benefits that come from increased dry film thickness.

For formulations that have low response to rheology modifiers, a product with very efficient ICI build and stronger KU build is needed to manage the use level in the formulation. Acrysol™ RM-5000 is designed to meet this need. It provides a very appealing balance of flow and leveling properties with exceptional film build and efficiency. This superior efficiency provides a lower use level that can make for better corrosion and water resistance, as well as significant savings in raw material costs.

**HASE Solutions:** HASE (hydrophobically modified alkali-soluble emulsion) thickeners typically provide a very desirable balance of flow/leveling and film build. All are inherently solvent-free and can be



used with new low-VOC all-acrylic binders, as well as with vinyl-acrylic, and acrylic/PVA blends.

Acrysol™ RM-7 rheology modifier is a remarkably versatile HASE thickener that has the capacity to generate high-shear viscosity very efficiently and also contribute to building Stormer viscosity, features that makes it well suited for use with all types of acrylic formulations, but particularly those with lower rheology modifier response coupled with a desire for increased high-shear viscosity. In addition, it produces paints with superb spatter resistance.

Acrysol™ TT-935 is another HASE thickener well suited for use in low-VOC latex paint. It provides a low cost/high performance alterna-

tive to cellulosic thickeners in interior flat to semi-gloss latex paints. Acrysol™ TT-935 delivers a combination of efficiency and KU/ICI balance that is an excellent fit for many lower-gloss interior paints. It provides paints with outstanding resistance to roller spattering and good film build and leveling. Acrysol™ TT-935 thickener is easy to handle and to incorporate into paint.

## DISPERSANTS

Dispersants are present in all formulations, and they too can contribute to a greener, friendlier paint formulation. While most are already solvent-free, many contain ammonia and thus contribute to odor or contain APEs. In addition, the dispersant has a strong influence on paint properties such as stability, color acceptance, tint strength, and corrosion and water resistance. Suppliers are providing products that meet these needs. Rohm and Haas' Tamol™ 2001 is attractive because the formulator has complete control over the neutralizing base (the product is supplied un-neutralized). Since use level of dispersants can affect resistance properties of the film, efficiency of dispersants is an

important parameter when designing new formulations. Tamol™ 945 was developed to be highly efficient, as well as solvent-, ammonia- and APE-free, making it a good candidate for use in green formulations.

## CONCLUSION

The drive to greener coatings should not be viewed as presenting a problem. Rather, it should be seen as an opportunity for innovation and a means to differentiate coatings by optimizing the balance between high performance, low-VOC, low-odor, APEO-free, and other "green" properties. Formulators and raw material suppliers have the challenge to work together to provide innovative solutions to the constantly changing painting environment. ■

*Dr. Daniel Saucy is Group Leader-Technical Service for Rheology Modifiers and Dispersants, Paint and Coatings Materials, Rohm and Haas Co.*

*Sbruti Singhal is Group Market Manager for Field Marketing, Paint and Coatings Materials, North America, Rohm and Haas Co.*

## CORPORATE PROFILES



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## Chemroy Canada Inc.

### OUR COMPANY

Chemroy Canada Inc. is a leading Canadian Specialty Chemical and Food Ingredient distributor established in 1967. We supply value added chemicals, and ingredients, which are manufactured by leading global chemical suppliers. Key markets served are the Coatings, Construction, Food, Pharmaceuticals, Inks and Adhesives/Sealants industries. We inventory over 1200 products to support our Canadian customer base, looking to provide cost effective products and solutions in a timely manner.

### OUR PRODUCTS

Products provided by Chemroy to the Canadian Coatings Industry are biocides, coalescent agents, dispersants and surfactants, pigments/dispersions, rheology modifiers, waterborne resins, crosslinkers, and high solid resins. These products are used in industrial, architectural and automotive coatings applications, meeting specific technical and aesthetic needs. With the drive to Low VOC and "green" products, Chemroy has resins and additives packages to meet most formulation, performance and cost goals.

### OUR MOTTO

We work daily by our company motto: "We are proud to be known by the company we keep." This pertains to our customers, suppliers and employees. Customers have come to trust Chemroy's hands-on expertise to deliver quality chemicals and additives.

We work hard to earn their business with quick response times and quality technical suggestions. Our suppliers are global industry leaders to ensure the quality/supply of their products. We bring innovation to their respective industries and chemistries. Chemroy Canada Inc. is a customer-focused distributor with our unique "customer" approach to the marketplace. We have engaged and passionate staff who are looking to help our customers find the right product for their specific application and need.

### OUR FACILITIES

Our warehouses in Toronto, Montreal and Vancouver service our large customer base quickly and efficiently. We have established Customer Service operations in both Toronto and Montreal. We are ISO 9001 certified and part of the Canadian Association of Chemical Distributors (CACD).

### OUR SAFETY COMMITMENT

We believe that safety comes first. We demonstrate this in the way we work each day, and it is why we only deal with suppliers with established and enforced health and safety programs. Chemroy is a charter member of the CACD (Canadian Association of Chemical Distributors), which is committed to compliance within the "Policies on Responsible Distribution" and ensures that we will not distribute chemicals or ingredients unless it can be done safely and in accordance with the highest standards established by the Association and Governmental Laws.

Chemroy Canada began in the Canadian Paints and Coatings industry over 40 years ago. We take pride in being part of this important market for the Canadian economy.

# A Look at Solvent Recovery

**W**hen it comes to industrial finishing, and complying with the government's volatile organic compound (VOC) regulations, it is increasingly important to have a solvent recovery system in place. Waste solvent generated by finishing processes can be recycled and reused.

Commonly used solvents cover a range of industries that produce or apply paints, coatings and adhesives, as well as those using solvents for large cleaning or processing operations. Paint is thinned with solvents that release volatile organic compounds (VOCs) as the paint cures. Additional VOCs are released as fugitive emissions when solvents are used to clean equipment. There are also systems in place that can capture solvents in exhaust from the curing process. Solvent contaminated with paint during cleaning processes can be shipped off-site for distillation and then returned for reuse.

## ON-SITE SOLVENT RECYCLING

On-site recycling can reduce solvent purchases by as much as 95 per cent and dramatically reduce hazardous waste.

In finishing processes where fresh solvent is continually used and expended through evaporation, efficient solvent recovery can offset operating costs by reducing or eliminating the need for fresh solvent. Recovered surplus can often be sold back to the supplier.

Solvent recovery also provides a return on investment by using a carbon-desorption solvent recovery system. Heat normally lost in the solvent recovery process is recycled. The recycled reusable heat reduces the cost of producing the steam needed to run the equipment. In some cases the return is sufficient to not only pay all the recovery system's fuel and fresh water costs, but also pay back its initial purchase cost and subsequently produce a profit. This system is especially suited for recovering aromatic and saturated (straight) hydrocarbons and acetates.

For some operations steam recycling to solvent recovery has cut fuel bills by thousands of dollars, while reducing the cost of boiler feed water.

An air stripper evaporates solvent leftovers before recycling water back to the hot water tank



(center); leftover solvent vapor exits at the top of the stripper tank through pipes leading back to the main duct.

Extracting Solvent requires high capacity fans with specially constructed ductwork. The fans draw solvent-laden air away from its source, filters and cools it. Then the manifold moves it to a bank of adsorption tanks, where it passes through beds of activated carbon pellets. The solvent adsorbs on the carbon, and the air exhausts to the atmosphere, nearly solvent-free.

## RECOVERING EVAPORATED SOLVENTS

Solvents evaporated during the curing of solvent-borne coatings on material passed through a curing oven can be recovered by improving the supply of inert gas to the oven to form a gas barrier at the entrance and exit. This substantially excludes atmospheric oxygen from the oven and safely maintains a solvent vapor concentration of at least 75 per cent of the lower explosive limit of vapor in the air, withdrawing oven atmosphere and condensing at least 85 per cent of the solvent vapors in the withdrawn atmosphere, recovering condensed solvent, and discharging a major portion of the non-condensed withdrawn atmosphere.

The curing of solvent-borne coatings applied to materials is

common. During the process the coatings undergo a temperature of approximately 300° F. and solvents are evaporated. Since the solvents are typically comprised of hydrocarbons such as hexane, octane, or methyl ethyl ketone, the evaporation into an oven atmosphere has resulted in potentially explosive conditions. One way to ensure safety is to sweep large volumes of air through the oven thereby maintaining the solvent vapor concentration below 25 per cent. Due to recent environmental regulations it is no longer acceptable to simply exhaust the oven atmosphere to the ambient atmosphere. Solvent needs to be largely eliminated from the exhaust leading to the use of exhaust incinerators. This uses excessive amounts of energy due to extremely high air flows through the oven tending to remove heat requiring substantially greater quantities of energy (heat) in order to maintain a predetermined temperature.

Another solvent recovery method is supplying relatively high airflows to a curing oven withdrawing the solvent vapor from the atmosphere and passing it to a chiller to remove a portion of the vapor by condensation. The chiller exhaust gas is supplied through a circulating system including an adsorber, which in turn condenses or separates out further quantities of vapors with an air stream being circulated through the adsorber and subsequently returned to the curing oven. This technique results in some degree of solvent recovery, but still consumes excessive energy. Introducing an inert gas into an oven during curing operations will fix this.

Condensation of solvent vapors withdrawn from the curing oven may be affected by heat exchange with air, chilled water, the liquid phase of the inert gas supplied to the oven or by mechanical refrigeration. Refrigeration required for condensation is supplied by passing the withdrawn solvent vapor stream in heat exchange with a substance such as liquid nitrogen to condense solvent vapors and vaporize the liquid nitrogen so that the gas (N<sub>2</sub>) phase may be returned to the curing oven for the inerting function. If a greater flow of inert gas is required for oven inerting than is available from the vaporiza-

tion, an additional supply of the liquid phase of the inert gas may be separately vaporized and supplied to the curing oven.

## THE EQUIPMENT

Many types of solvent recovery equipment systems are available to suit any type of industrial finishing operations.

Specifications include air flows from 400 scfm/680 Nm<sup>3</sup>/h to over 300,000 scfm/510,000 m<sup>3</sup>/h, solvent loads of less than 1kg/h to at least 8,000 kg/h. Manufacturers always test their equipment in-house before they ship. And they will come on site and discuss your needs.

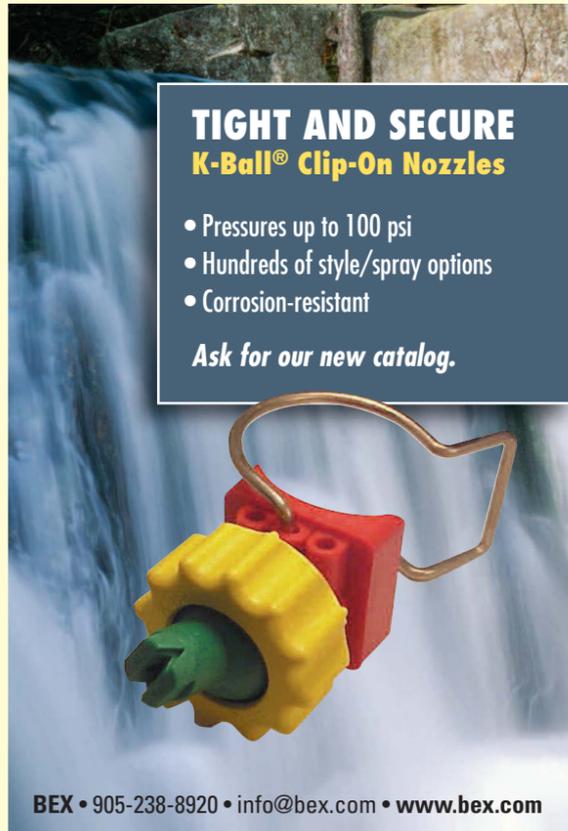
Standard and custom liquid solvent recovery equipment, solvent recyclers including continuous solvent recycling units are available in the marketplace. Solvent recyclers can feature 8 bit digital microprocessors, air cooled stainless steel condensers, 220 V, auto-filling systems and diathermic oil bath technology.

Models can range from 2.6 to 160 gal. in capacity. Specifications of equipment can include water cooling ranging from 1.5 gpm to 36 gpm, peak load ranging from 4.3 kW to 101 kW, & size ranging from ranging 48 in. L x 48 in. W x 90 in. H to 215 in. L x 215 in. W x 395 in. H.

Contaminated solvents are cleaned to reduce the need for new solvents and simplify regulatory reporting, cleaner solvents and reduce waste disposal. There are adsorption systems, air pollution control equipment, solvent recovery machinery, process equipment, vapor recovery systems, volatile organic compound (VOC) abatement systems and removal equipment. Solvent recovery systems with carbon beds with up to 99 per cent recovery are also available on the market. There is liquid distillation equipment including solvent recovery stills. Solvent recovery systems are available with automation for continuous operation, vacuum and additional safety features for the processing of products that include nitrocellulose.

Depending on the size of your finishing operation and what you would like to do when it comes to recycling solvents, there is equipment available to suit every situation. ■

# Bex Spray Nozzles



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## BEX has solutions!

BEX Spray Nozzles has been a family owned business incorporated in 1963 by Norm Bowen in Mississauga, Ontario and exclusively specializing in spray nozzles and eductors. Bex is now run by Norm's son Derek Bowen, who has been working in the spray nozzle business his whole life. Derek is a Professional Engineer and has his MBA from the University of Toronto. With over 45 years experience in the design and development of spray nozzles and tank mixing eductors, BEX responds to the user's industrial concerns with understanding and willingness to provide effective answers.

## Our Business

BEX is a leader in industrial spray nozzle and tank mixing eductor technology.

Even though parts washing is the majority of Bex's business, some of the other industries the company does significant sales in, are Food and Beverage, the Steel Industry, Pulp and Paper, Printed Circuit Boards and Waste Water facilities. Typical applications include parts cleaning, food processing, cooling, misting, dust control, phosphating, rinsing, and chemical processes, to name just a few.

All products are made at our Canadian facility in Mississauga, Ontario.

## Fastest Delivery

The advantage BEX has over its competitors is delivery. The company is noted for having the industry's fastest delivery. Its customer service is second to none with sales representatives throughout the United States and Canada. There is also an office in Germany. US operations are run by Christian Canzano, who has over 10 years experience in the spray nozzle business.

## Our Products

Bex's product line includes: K-Ball Clip-on nozzles, Air Atomizing nozzles, Tank Mixing Eductors, Hydraulic Atomizing nozzles and an array of standard nozzles such as Flat-Spray and Full Cone nozzles. In an effort to conserve resources and still provide the same level of service to its customers Bex has streamlined the inventory system. They have improved their method to control the level of inventory and still have the spray nozzles customers need. Instead of having an inflated inventory, have numerous nozzles of all sizes, we can now review our sales history easier to keep a higher inventory of the more popular sizes.



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## The company offers:

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## R&D

Bex is constantly looking to grow and improve its product lines – whether this means adding a new spray nozzle to the line of products or making improvements to current products.

"We obviously love to have new products to introduce to our customers, but, we realize by finding ways to improve our current nozzles is just as important," says Canzano. "This belief makes sure our customers are getting the best spray nozzles on the market."

BEX is committed to providing new technology and products to suit the ever-changing needs of the industrial environment.

This understanding is reflected in on-going research and development.

"It is our opinion that by focusing on one product line we are able to supply our customers with the finest spray nozzles," says Canzano. "This also gives us the flexibility to make changes in our manufacturing to meet any urgent delivery demands our customers need."

## Ahead of the Competition

What keeps customers coming back is Bex's quality, on-time delivery and customer service.

"We do not have as large a product line as our competitors, so we have to beat them with quality, delivery and customer service, and that is what we do," says Canzano. "We try to offer our customers a partner that is willing to work with them so they can meet their goals. If our customers are successful than so are we."

The company prides itself on its friendly inside sales department and very experienced sales force. They try to make returns easy, so if our customers ordered the wrong parts the staff finds them what they need.

Bex has grown steadily over the past ten years with the bulk of its new sales in Canada and the United States. Four years ago the company added a new sales manager for the office in Germany and has had an increase in sales every year since.



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A Digitech computerized controller allows Colourific to precisely set and maintain the power delivery.

There's just more competition, more people willing to cut corners and so the good coaters need even more of an edge."

Colourific's focus on innovation has not only improved their existing business, it has also produced a new process that breaks some of the old rules.

"We are powder coating ornamental ironwork like fencing with a 100 per cent powder process that we developed right here," says plant

manager Terry Whitten. "These are parts that were previously being first electro-coated and then powder coated at a much higher cost. But that was the accepted way of coating them," says Whitten. "By controlling the process we have been able to provide even better performance at lower cost with a two-coat powder process".

The dual coat powder process was made possible as Colourific began realizing the capability to

provide a much more uniform film build on even complex parts with new spray technology. "This conversion began with the offer for a free line trial," says Peter Lamont of NuTec Finishing Equipment, a local representative for Wagner Industrial Solutions. "We were confident that a trial would be convincing," says Lamont. So Wagner installed six of their newest C4 automatic guns, on a dual oscillating system in place of the eight fixed gun system with old

manual regulators that was currently in use.

"The guns worked way better than what we had," says Whitten, "the coating was more uniform, more consistent and much more controllable. The surging problems we had experienced before went away and efficiency went way up."

A Digitech computerized controller allows Colourific to precisely set and maintain the power delivery.

"This kind of process control had two after effects says Poncho



Light curtain.

**CORPORATE PROFILES**

**Canadian Finishing Systems Ltd. (CFS)**

Canadian Finishing Systems Ltd. (CFS) continues to grow and expand its abilities and capabilities to provide the Metal Finishing industry with a greater range of finishing products, paint and powder stripping products, waste water treatment products, masking materials and ancillary equipment and products.

CFS has now completed assembling a full range of its own Waste Water Treatment products, and with two Waste Water Treatment Specialists employed by the Company, we are able to provide your operation with the latest in WWT products, but also with the latest and most up to date recommendations in ways to improve your operation and at a lower cost than you are currently experiencing.

Additionally, over the last nine months, we have formed a distributor agreement with Haviland Products of Grand Rapids Michigan to act as the sole Canadian Distributor for their full range of plating chemistries. The product range covers everything in respect to Copper plating, both Alkaline and Acid, Semi Bright, Bright and Satin Nickel plating. And a full range of all Zinc plating processes, including post treatment products such as Hexavalent, Trivalent chromates and several post coatings dependant upon the final specification requirements. Haviland Products are a well respected and recognized manufacturing supplier to the Metal Finishing Industry within Michigan and the United States.

Canadian Finishing Systems is dedicated to a fair market price to ensure that you, the Customer can remain competitive within the market place and additionally, meet or exceed current and future environmental requirements of the authorities.

Canadian Finishing Systems is a proud Canadian Company and is located in Burlington, Ontario, with warehousing facilities based centrally in Brampton close to all

major highways for ease of distribution of its products.

Please contact us and see what we can provide for your operation to ensure your continued successful growth in these difficult times. Please also take the time to visit our re-designed web site for additional personnel and product information. Our site is updated on a regular basis and provides constantly live updated LME metal prices for Copper, Nickel and Zinc metals so that you have the latest metal costs.



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Booth Two.

Cordeiro, Colourific's production manager. "It helped us improve what we were doing by lowering our powder consumption. We saw our rework and reject rates also drop," says Cordeiro, "but it also made new ideas like the two coat process more practical."

Preprogrammed part recipes are stored in DigiTech and a light curtain array allows the system to automatically detect what type of parts rack is approaching the booth and recalls the preset recipe to perfectly paint the parts.

"Canadian winters can be brutal on ironwork" says Tesky. "Not just because of the elements themselves, but the road salt. Still, these fence providers routinely offer 10, 15 and even 20-year warranties."

But Colourific felt that the cost and environmental impact of the conventional e-coat plus powder process could be replaced by a two coat powder process.

"There are a lot of tricks to the process" says Whitten, many of which are proprietary and which Colourific has worked hard to define and optimize, but control of film thickness is an important aspect of the overall process."

Although both the customers and their own powder suppliers were somewhat skeptical, they became believers as Colourific initiated side-by-side comparisons using rigorous salt spray and scribe testing that showed the dual coat process indeed performed as well as their e-coated counterparts.

"Customers are taking notice," says Tesky. "We have revamped our system from a single line with fixed guns and no real controls to two fully automated lines with the latest Wagner booth and spray equipment controlled by digital technology. That has made the 'old school' approach look pretty archaic to them and inspire confidence in Colourific's abilities."

It has also allowed Colourific to stay competitive in coating products like boiler equipment, store fixtures and lighting while allowing them to develop innovative new processes like the dual coat process that is transforming the way ornamental fencing is being manufactured in Canada. ■

*Article supplied by Paul Mills of Wagner Systems Inc.*

## CORPORATE PROFILES



## Quality wood coatings.

Clancy's Commercial is one of Ontario's leading supplier of quality wood coatings. At Clancy's we understand that you need expert advice, quality products at reasonable prices and dependable deliveries. Our goal is to provide the best buying experience every time.

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## Clancy's Commercial HIGH PERFORMANCE COATINGS

Clancy's Commercial based in London, ON, is one of Ontario's leading suppliers of quality wood coatings. At Clancy's we understand that you need expert advice, quality products at reasonable prices and we are here to provide. We are an established, family owned and operated business that has serviced Ontario since 1927. Clancy's Commercial has recently expanded to a 10,000 square foot state of the art facility to provide you with the latest technology and better service your needs. We have also recently expanded into the Greater Toronto Area and now serve all of Ontario. We continue to grow and plan to expand providing service to all of Canada.

### Custom Colour Matching

We offer custom colour matching using the latest colour matching technology for any wood stain, spray stains, solid colour or glaze. You can even choose the colour and our lab will develop it for you.

### Expert Staff

Our staff is expert in custom multi-step finishes including glazes, overlays, and distressing. Our technical service staff can visit your shop throughout southern Ontario within 24 hours to assist in any trouble-shooting or teach you about some of the latest techniques. We have vibrant personnel that are on top of the latest trends, and who are anxious to assist you. Clancy's Commercial is always on the cutting edge of technology. We continue to learn and explore so the future won't pass us by.

### Our Products and Delivery

Clancy's Commercial is a proud supplier of Chemcraft and Valspar coatings. We also sell and service the full line of Kremlin spray equipment. We carry everything a shop would need including booth filters, SIA sandpaper and safety products. We pride ourselves on fast delivery, to provide you with the products you need on time every time.

### Online Service

Clancy's Commercial will be launching a new website that will enhance our service providing you with the latest up-to-date information and online ordering capabilities. For our full product line, look for us at [www.clancyscommercial.com](http://www.clancyscommercial.com) this spring.

At Clancy's Commercial we strive to make our customers the best in the industry.

If you're looking for high quality coatings, expert knowledge, and the latest techniques and appreciate great service, Clancy's Commercial is here for you.

### Contact Us

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N6A 2V6  
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1-519-668-0770  
[info@clancyscommercial.com](mailto:info@clancyscommercial.com)  
[www.clancyscommercial.com](http://www.clancyscommercial.com)

# The **Dos & Don'ts** of Testing the Finish

**W**hen it comes to testing the finish on wood surfaces, it is important to check colour and sheen to make sure it matches what the customer expects. But there is more, according to various industrial finishers within the industry. Durability, adhesion, hot and cold and gloss also need to be tested so the finisher finds problems before the customer does.

**Do** check the colour at each finish stage. Use a stepped panel to check the colour, sheen and clarity vs. a standard panel.

**Don't** do a durability test without using test panels. Durability tests are destructive so finish one or more test panels before finish is applied to the item. Test panels should be made of the same wood and sanded the same as the product. Duplicate every finish step on the test panels with the same cure times and temperatures.

**Do** finish the test panel at the same time as the item to assure the same coating and application.

**Don't** test for adhesion until initially after the coating is cured.

**Do** let the finish cure overnight before checking adhesion to prevent any residual solvents in the finish from adhering to the tape. Use special tools and tape or a razor blade and masking tape.

**Do** make six parallel cuts through the finish into the top of the wood about 1 1/2 in. long and 1/8 in. apart. Then make six more parallel cuts across the original cuts to make a crosscut. Apply masking tape over the crosscut area and rub firmly; then pull the tape off. Inspect the finish to see if any of the cut squares are removed. If some of the squares are removed, it is helpful to see which finish steps adhered to the tape and which adhered to the wood. The adhesion problem is identified by which steps adhered to the wood and the tape.

**Do** try the "nickel" test, which will identify adhesion, hardness and flexibility. Drag a nickel on edge across the wood panel. The finish should dent with the wood and not crack.

**Do** test for hot and cold checks in order to determine if the finish is capable of expanding and contracting with the wood. Allow the test panel to cure for 10 to 14 days, then place it in heat at 120 degrees F for

one hour. Remove and place in a freezer for one hour; then bring panel to room temperature for 30 minutes and inspect under a bright light for cracks.

**Do** test gloss level on the finished parts for consistent aesthetic at the desired gloss level. The gloss level rating specified for the coating may not be the same as the gloss level rating on the end product.

**Do** consider factors affecting the

gloss of a finished product - the gloss level of the finish as produced, amount of finish applied, type of finish, sanding of the substrate, sanding between coats, porosity and species of wood, and any distressing or rubbing and polishing of the finish.

**Do** know how the gloss level of the finish is determined by the finish manufacturer in order to understand why the applied gloss level

can vary. Many finish manufacturers use specialized equipment to produce consistent results in the laboratory. Common equipment includes a draw-down bar designed to apply a specific wet film thickness consistently. Draw-down bars can apply wet films of less than 1 mil or up to and over 20 mil. The draw-down is usually applied to black gloss, which provides a consistent substrate free of porosity

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## INDUSTRIAL FINISHING: FINISH TESTING

variance and a very level surface for consistent application.

**Do** test the gloss with an electronic gloss meter designed specifically to provide a numeric gloss reading. Gloss meters can measure gloss variances much better than the human eye. A small range (usually  $\pm 2$  degrees) of acceptable gloss is usually specified. It is difficult for the human eye to tell gloss variances of less than 5 degrees. The gloss meters are produced with different testing angles depending on the range of gloss being evaluated.

**Do** ask your finish supplier about its testing process and equipment. Three wet mil is a common thickness of draw-down to use for gloss evaluations of clear finishes.

**Don't** forget that gloss levels usually increase with increased amounts of finish applied. It is vital to apply consistent amounts of finish to achieve consistent results.

**Do** use a wet film thickness gauge when spraying each coat of finish. The total wet film thickness should add up to the same amount from item to item. When more coats are applied to only some parts, it is usually noticeable when they are



placed side by side. Ask your finish supplier or equipment supplier to obtain wet film thickness gauges and learn their proper use.

**Do** know that the type of finish - lacquer, catalyzed varnish, catalyzed lacquer, two-component polyurethane - will also affect the final gloss. While the thickness of the finish can affect the gloss, it is especially true for certain types. Lacquer is

usually affected more than a catalyzed varnish. Lacquer will rewet the previous coat and mix together so gloss increases with each coat.

**Do** check the finish with the finishing process to determine gloss variances. Ask your finish supplier for more information about getting a consistent gloss level.

**Don't** underestimate how sanding can affect the final gloss. Any sand marks that the coating cannot

fill or level out will cause a distortion of the finish surface, which will scatter light and lower the gloss level. It is important to use the proper grit sandpaper for the sanding application.

**Don't** forget that highly porous woods such as poplar and alder will cause gloss reductions until the pores of the wood have been filled. When the pores are not completely filled, the resulting distortion on the surface of the finish will scatter light, thereby lowering the gloss level. Also, open-grained wood that is not completely filled, such as oak and ash, will give a perceived lower gloss level in the grain area vs. the rest of the item.

**Do**, when testing open-grained woods with a gloss meter, line it up along the hard wood to get an accurate gloss measurement and prevent an erroneous reading over an open grain area. The meter does not see where the grain starts and stops like the human eye.

**Don't** distress or rub the item as it will alter the gloss. If rubbing the surface, it is important to check the gloss part-to-part to ensure loss level consistently. ■

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# COATING WEST 2009

## Conference and Show

**COATING WEST 2009**, the innovative regional conference and trade show to be held on March 2 and 3 in Las Vegas is the first of two regional conference and shows to be held in 2009 for the users of industrial coatings and will target specific market segments as well as general finishing. Held at Planet Hollywood in heart of the Las Vegas strip, Coating West 2009 will focus on Architectural, Agriculture and Construction Equipment (ACE), Aerospace and Military, Custom Coaters and General Finishing markets. Additionally, an exhibition will showcase the latest in products and services for the users of industrial coatings. PCI and CCAI are co-sponsors of the events with The Electrocoat Association, Porcelain Enamel Institute and the IRED Div of the Industrial Heating Equipment Association also providing sponsorship support. On-line registration is now open and attendees can register for the event and make their Planet Hollywood hotel



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# COATING WEST 2009 Conference and Show

reservation through the on-line registration process.

Coating West will also feature a variety of special events including a virtual spray painting competition on the show floor and an evening concert and reception featuring a famous Rat Pack Tribute. The conference program will conclude on Tuesday afternoon with two outstanding plant tours – a tour of AR Iron's new powder coating installation and a tour of Nellis Air Force Base's corrosion facility where they maintain and paint fighter jets. Both tours are limited and available on a first-come, first-served basis for conference attendees. The complete Coating West 2009 schedule can be found on the show website along with conference abstracts and times. Conference sessions are

planned for the mornings of March 2 and 3 while the exhibition will be open during the afternoons. The special event featuring a Rat Pack Tribute will take place on Monday evening from 6:30 – 8:30 pm and is included in the registration for all end users of industrial coatings.

## CONFERENCE PROGRAMMING BY MARKET SEGMENT

### Agriculture & Construction Equipment (ACE)

- Coating Options for Agricultural and Construction Equipment
- BOMAG: From Batch to Automatic
- Powder Coated Agricultural Machinery: A Case Study on Horsch Maschinenbau GmbH
- Trailer Expert Coats the Professional Way: A Case Study on Krone Fahrzeugwerk GmbH
- Achieving Better Pretreatment Performance from Manual Spray Wand Systems

### Architectural

- Powder Coatings to Meet AAMA Specs
- Approved Applicator Certification Process: Aluminum Extrusions & Fabrications
- The Trip from Liquid to Powder Coating – A Case Study: AR Iron
- Environmental Footprint – Liquid vs Anodize vs Powder
- Chromium-Free Aluminum Pretreatments: New Technologies Increase

### Your Options

#### Aerospace/Military

- Aerospace and Defense OEM & MRO Cleaning Challenges
- FPL Etch Versus Phosphoric Acid as an Adhesive Surface
- They ARE Different: Aircraft Paint Booths
- Non-Hexavalent Chromium Seals for Anodic Coatings
- Recent Developments in Trends in US Army CARC Coatings
- Drop and Give Me Powder Coating!!!
- Environmentally Friendly Intumescent Coatings for Munitions Containers

#### Custom Coaters

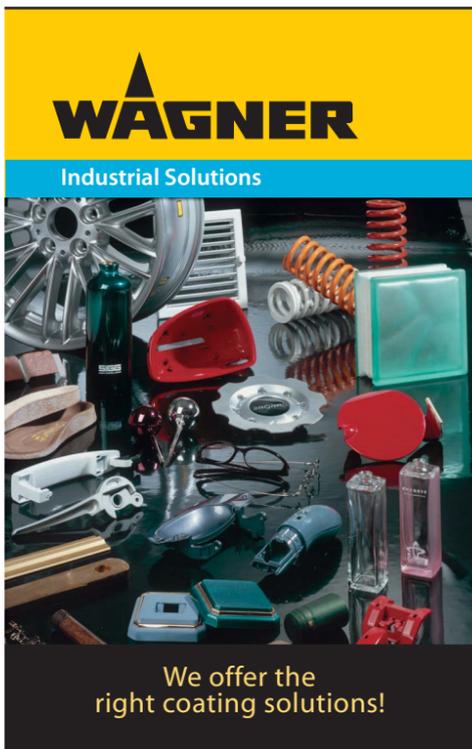
- Marketing a Small Business in a Big Business World
- Job Shop Powder Coating Selling “Good” - “Better” - “Best”
- Understanding and Managing your Finishing Costs
- PCI Custom Coating Certification Program
- Powder Coating Job Shop Management “Pricing for a profit”
- Batch Operations
- Energy Savings: Lean, Green Pretreatment Breakthroughs for Custom Coaters

#### General Finishing Trends

- Flexible Robotic Technologies for Today's Coating Challenges
- I Want to Spray Two-Components: What Are My Options?

- Maximizing Coating Line Profitability by Utilizing Proper Hanging and Masking Practices
- Safety Codes for Spray Booths
- Trends in Liquid Application Equipment
- Energy Recovery for Paint Finishing Systems
- Coating Windmills
- New Developments in Liquid Spray Booth Design
- Sustainable UV
- Quick Color Change from Three Perspectives
- Innovations and Emerging Powder Coating Technologies
- Powder Coating Booths
- Advanced Powder Coating: You Want Answers? We've GOT Answers
- Basic Processing of Porcelain Enamel Coatings, Physical Properties and Major Products
- The Ins and Outs of IR & IR Applications
- Electrocoating Pretreatment Basics
- Best Practices for Electrocoating
- HELP! My Finishing System Uses SO Much Energy! How Can I Reduce It?

To review conference abstracts, complete event details, a list of current exhibitors, and to register and make hotel reservations, visit the show website: [www.thecoatingshow.com](http://www.thecoatingshow.com).



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# EXHIBITOR LIST

## COATING WEST 2009

The name of the company is followed by the booth number. This list is accurate as of January 23, 2009.

ACE Equipment Co.	106	ClearClad Coatings Inc.	134	Henkel	417
ACT Test Panel Technologies	227	Col-Met Spray Booths, Inc.	218	The Hilliard Corp.	327
AkzoNobel	440	Coral Chemical Co.	427	Industrial Heating Equipment Assoc., Infrared Equipment Division	130
Argon Masking Corp.	222	Custom Fabricating & Supplies	420	Infratrol Manufacturing Corp.	235
Arizona Instrument LLC	304	Datapaq, Inc.	226	International Pump Mfg. Inc.	400
Arkema Inc.	221	DeFelsko Corporation 1	16	ITW Gema	317
Atotech USA	237	DuBois Chemicals	311	Keppel Seghers	112
AutoQuip, Inc.	421	DuPont Coating Solutions	201	KMI Systems Inc.	306
Bulk Chemicals, Inc.	422	Echo Engineering & Production Supplies, Inc.	409	George Koch Sons, LLC	316
Calvary Industries Inc.	321	Elcometer Inc.	210	Koryo Coating Machine Industrial Co., Ltd.	223
Canadian Finishing & Coatings Manufacturing	419	The Electrocoat Association	334	Magic Rack/Production Plus Corp.	323
Cardinal Industrial Finishes	101	Electro-Steam Generator Corp.	443	Metal Finishing Magazine	302
Carpenter Chemicals, LC	220	Epcon Industrial Systems, LP	335	METALAST International	223
Catalytic Industrial Systems	322	EPSI	437	Micromeritics Instrument	224
Chemical Coaters Assoc. Intl.	217	Exel North America	337	Midwesco/TDC Filter	320
Clean Air Filters	326	Fischer Technologies	336	Midwest Finishing Systems, Inc.	231
		Fostoria Industries, Inc.	331	Mighty Hook Inc.	431
		General Fabrications Corp.	406		
		Global Finishing Solutions	332		



G. J. Nikolas & Co., Inc.	125	Red-Ray Mfg. Co., Inc.	126
Nilfisk CFM	209	Richards-Wilcox, Inc.	434
Nordson Corp.	310	Riveer Environmental	124
Parker Ionics	426	Rohm & Haas Powder Coating	402
Pneu-Mech Systems Mfg. LLC	307	Shercon	204
Pollution Control Products Co.	341	Siemens Building Technologies	138
The Porcelain Enamel Institute, Inc.	424	Southern Systems	205
Powder Coating	433	Spray Systems, Inc.	232
The Powder Coating Institute	411	StockCap	324
Powder Parts	127	System Technologies, Inc.	117
Powdersoft	203	Therma-Tron-X, Inc.	121
Powder-X Coating Systems, Inc.	403	Trimac Industrial Systems, LLC	131
Precision Quincy Corp.	340	Uniontape	305
Pretreatment Equipment Manufacturers, Inc.	113	Uni-Spray Systems Inc.	207
Process Thermal Dynamics, Inc.	230	Vulcan Catalytic	439
Products Finishing Magazine	309	Wagner Industrial Solutions	301
Rapid Engineering	435	Walther Pilot North America	225

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### Col-Met New Line of Double-Wall Insulated Spray Booths

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### Datapaq to Showcase Oven Tracker XL2 Temperature Profiling System at Coating West

Datapaq will showcase its new Oven Tracker XL2 temperature profiling system at Coating West, booth #226.

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# Kuntz Electroplating Inc. (KEI)

## OUR LEAN JOURNEY

BY MIKE ELLIG

“Ok... this is what we're going to do...we will have TWO flow lines...that will double our output. Let's get that set up next week”. After those words, the Manufacturing Manager stood up and walked out of the meeting, leaving the rest of the Operations leadership team with looks of stunned disbelief on our faces. Here we go again I thought to myself. This is the type of “non-Lean” thinking that got us into this situation in the first

place. Lean can be used to help achieve gains in productivity and profit. In today's environment businesses everywhere are tightening their belts and being Lean is more important than ever. But, in order to be successful on any Lean journey, there needs to be buy in, from upper management, all the way down to the associates who do the work. The company that I referred to above is no longer manufacturing in Canada. This was one of the reasons I was very pleased to come on board as the Production Manager at

Kuntz Electroplating Inc. (KEI) 8 months ago. I could see significant potential for the company to benefit from the deployment of Lean, but more importantly I could see that KEI's senior leaders were passionate about utilizing Lean to help transform the company into a world class finishing and plating facility. This is the story of KEI's Lean journey thus far.

When I first met Mike Kuntz, VP of the Motorcycle Operations, during an interview for my current position, I was impressed by his

keen interest in Lean. As the son of one of the original owners of this 60-year-old business, he could see that the finishing/electroplating world was changing and the family business would need to change too, if it was to keep pace in today's challenging economic times. Well, as they say, a picture is worth a thousand words, so when Mike took me on my first tour of the plant, it very quickly confirmed that there were indeed many opportunities for Lean to make a big improvement to the status quo at KEI. Throughout my career I have I always taken pride in my ability to understand the flow of value in any manufacturing facility, however after 20 minutes touring through Kuntz, I didn't have a clue what was going on and could not see value flowing. WOW! There was lots of opportunity and I was certain that the deployment of a few of the most basic Lean tools would impact huge change. So the ride began.

Lean is like a game. During my first few weeks on the job, one of the things I began to understand was that the Associates wanted to know what was going on. They would come to me and ask, how are we doing Mike and I thought to myself, if they don't know how they're doing and they're the ones performing the value, how am I supposed to know. It looked like nobody was keeping score. What I later explained to them was that Lean is like a game. Just like hockey, there are rules, someone keeps score and someone will win and someone will lose. So, we need to make it our business to win. In fact, we need to win, to stay in business.

Keeping score is important. One of the first changes we implemented was the use of a production scoreboard. This was literally a whiteboard, which I divided into two hour tracking columns with two rows for each product (one row for target numbers and one for actual). I met with the Forepersons on each shift and explained to them the purpose of the scoreboard and the role they would play in filling it in every two hours. From then on, if anyone asked how we were doing, I sent them down to the scoreboard and asked them to tell me how we were doing. Upstream, in our five value (work) cells, the team didn't



## Too much of a good thing can be good for you

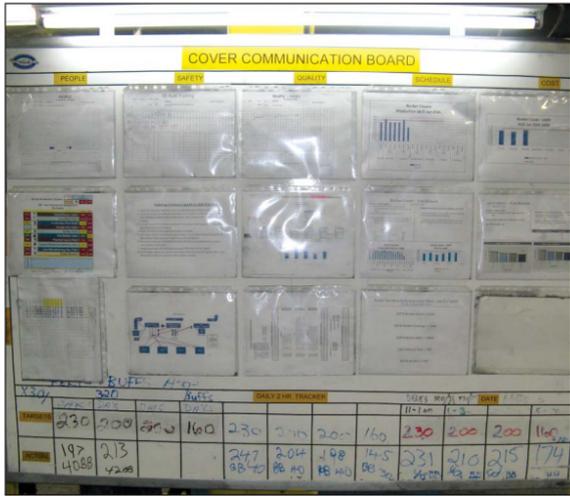
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realize how they were doing unless they walked 500 yards to the end of the process to check the scoreboard. So we installed a whiteboard at each cell, where the information was available to them at a glance. On these boards we posted information regarding people, safety, quality, schedule, and cost. Not only did the people in the cells appreciate having this information available, but they were thirsty for more. In fact, even associates from other divisions came over to read them.

Another tool Lean uses to keep score is called a Lean Assessment. This assessment scores a facility on a variety of key measurements and provides an overall percentage based rating of the current state. A company such as Toyota, who has spent over 100 years entrenching Lean thinking in their culture, might score as high as the mid 70's. When I performed the first Lean assessment at KEI the score was 17 per cent. Low indeed, but not atypical and remember, as far as the KEI Lean journey was concerned, we had barely backed out of the driveway.

In Lean, 5S means sort, set in order, shine, standardize and sustain. 5S is a must do in any lean transformation, so early on we developed a 5S Team. We divided the motorcycle division into zones and created a Team Leader for each zone. I reviewed the 5S training manual with them and showed them what needed to be done and in what order. We talked about how the changes would need to be sustained through weekly "how are we doing" meetings and actions. Without this kind of consistency, any strides toward improvement can easily slide backwards and be lost, so I'm happy to report that since we initiated the 5S weekly meetings, we have not missed a single one. And it looks like our efforts have paid off. In a surprise 5S audit by our Safety Team, two of our zones scored in the 80's and 90's. This in sharp contrast with the high 20's scored by another division, where 5S principles have not been

sustained. In addition, we no longer have to do special cleanup projects when customers are coming to visit. 5S is maintained daily so emergency cleanup efforts are a thing of the past.

Rapid Improvement events or Kaizen, engage the Associates who actually do the Value Add (work). They are the experts on

what the true wastes are. One of the keys to winning the Lean game is to involve the associates who are doing the jobs, since their feedback is critical to ensuring that gains in process improvement will be sustained over the long term. KEI uses Kaizen events to involve the associates in creating solutions to eliminate waste in their processes. 5 Kaizen events have been completed to date in the Motorcycle Divi-

sion and here are some of the comments that the associates have made:

"Was impressed with the teams capability to see waste and what is possible once the waste is removed. This was a very refreshing exercise." (Darryl)

"All need to work as team to ensure success. Found this exercise a good forum to initiate Team Work." (Kim)

"When Teams work together with one goal in mind amazing things can happen." (Denise)

"I learned that when waste is removed and streamlining is added to a process quality follows forward naturally." (Scott)

"Well, we've proven that where there's a will there's a way. A dedicated, focused team and a willing workforce are all the tools you really need." (Steve)

During my first 8 months at KEI I have seen great improvements. Our key customer is thrilled with

our performance. Our PPM's have been reduced to a noise and our shipping compliance is routinely 100 per cent. We now spend most of our energy on continued improvement, instead of spending it addressing customer complaints and expedite freight. Employee engagement has heightened to the point where we no longer have to look for associates to participate in Kaizen events. In fact, we now regularly have to decline associates requests to participate, because interest is so great, we have more participants than we can use. Our Lean assessment score has improved 200 per cent. The journey has just begun. It will never be over, but we are well on our way to achieving our goal of becoming a world class finisher. ■

*Mike Ellig is CPIM Production Manager Motorcycle Operations, Kuntz Electroplating Inc. Kitchener, ON, www.Kuntz.com.*



# Daily News Journal Special Edition

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## Process Electronics Corporation Celebrates 25th Anniversary!

**Process Electronics Corporation Proud of Success. Thanks Employees, Customers, Suppliers and Friends for Their Support.**

**I**n a proud statement issued from their company headquarters, Process Electronics Corporation announced that 2009 is the 25th Anniversary of the founding of their business. The company was started back in 1984, the same year President Reagan announced he would seek a second term as President. The really big news was the Vice-Presidential ticket for the Democrats; Walter Mondale named Geraldine Ferraro as his running mate, the first female

ever selected by a major party for this office.

### What Else Happened in 1984?

The Supreme Court approved video taping of TV shows for home viewing this year. It found that taping for time shifting purposes (to view later) was not copyright infringement.

The state of New York instituted the nation's first mandatory seat belt law.

Daredevils Mike MacCarthy and Amanda Tucker safely jumped from the Eiffel Tower with their parachutes.

"Jump!", "Can't Slow Down" and "Against All Odds" were the songs that expressed the emotions of Americans this year - for some of us more than others.

### Sports & Entertainment

**T**he Olympic Games topped the sports news this year, as the U.S. made a great showing. Mary Lou Retton scored a perfect 10 on the vault at the L.A. Games, and became the first American woman gymnast to win gold. Joan Benoit won the Olympic Gold in the first marathon for women. Even the Soviets' boycott of the games couldn't dampen the spirit of our athletes.

In professional sports, the Boston Celtics won the NBA title and Detroit took the World Series. Walter Payton of the Chicago Bears broke Jim Brown's career rushing record of 12,317 yards. A Television Hall of Fame was established. Its first inductees were Lucille Ball, Milton Berle, Paddy Chayefsky and Norman Lear.



**Why should we start doing business with some "Johnny-Come-Lately"?**  
Process Electronics Corporation has been successful for 25 years!



Yes, when you think about it, things have changed a lot in 25 years. But, after all this time there are some things which have remained the same.

One good thing is that Process Electronics Corporation is still around and thriving after 25 years of hard work and lots of dedication by everyone involved... and most importantly, caring about customers who helped us reach this milestone.

### IMPORTANT EVENTS OF 1984

- The average U.S. home cost \$100,000
- PG-13 movie rating was announced
- Walt Disney's Donald Duck turned 50
- Process Electronics Corporation started its first year in business

# A Water/Wastewater Checklist

**WATER FACT 1:** "According to the United Nations, more than 5 million people die each year from diseases related to unclean drinking water. Most live in developing countries and, overwhelmingly, they are children under the age of 5."

## INTRODUCTION

How often have we heard the catch phrase "Think global, act local"? It is a good phrase and on careful reflection it takes on a particular sense of authenticity, almost a common sense view of the world. This may be because many of us have traveled outside our normal working geographical areas; the writer has worked once, briefly, in China addressing plans for municipal and industrial wastewater systems. For others it may be the "global economy" that ties us all together more and more - whether through

goods produced or mutually dependent financial markets - that makes the phrase resonate. For all of us, the water cycle ties it all together from a scientific, weather and drinking water perspective. Pollute this resource and people die, mostly kids.

So, let's start 2009 with a checklist of 25 items or suggestions that can help us steward the water we use in our own backyard to ensure water quality in our global neighbour's back yard is safe to drink now and in the future.

Checklist for Water Supply and Wastewater Treatment:

**1. Regulators.** These are the public sector individuals who interpret and implement politically mandated regulations concerning your use of this resource. Know these rules, the person behind these rules and the rationale for the relevant public policy.



The complexity of a good system - tanks, pipes, water flow, pumps - a very comprehensive overview of an industrial wastewater treatment system.

## CORPORATE PROFILES



## Cyanide Destruct Systems Inc. (CDS)

CDS has become a highly recognized name synonymous with quality cyanide treatment and precious metal refining services. CDS Environmental, for example has imported waste from as far as Puerto Rico. CDS Thermal Hydrolysis Systems are being used in Lima Peru and Singapore, just to give you an idea of our worldwide presence.

Definitely a niche player with a somewhat diverse market, CDS enjoys a very loyal and equally diverse customer base. Our success has been driven by entrepreneurial spirit and the flexibility to adjust rapidly



to changing market demands.

Thermal Hydrolysis Systems are the foundation on which the company was built. The owner of CDS, a chemical engineer worked with very well recognized research facilities and developed a keen interest in producing a practical system to utilize thermal hydrolysis.

Taking advantage of a safe, clean, chemical free process, thermal hydrolysis accelerates the naturally occurring chemical reaction between water and cyanide. Very simply this system is the only way to effectively destroy cyanide in all forms including complex ferricyanides to below detectable limits. Systems are custom engineered for each application and are 100 per cent guaranteed. Both continuous flow and batch systems are available depending on the application.

Our Environmental plant located in Barrie, Ontario serves generators of more concentrated type wastes using several batch systems. Precious metal (PM) refining of gold plated circuit boards, PM bearing solutions and various other PM products has been a staple of our business since inception.

More recently, CDS and Envirite Corporation as a joint venture, have been operating a US based precious metal refining company, CD&E Refining. CD&E is becoming a recognized entity in the gold and silver refining market in the USA.

Look for more new developments in the near future as CDS continues to expand in to new complementary markets.

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**2. Personnel.** Hire properly educated individuals who are directly responsible for water supply and wastewater management. They will save you money and ensure you meet the regulatory requirements of your community.

**3. Health & Safety.** Ensure your personnel have the tools to operate water/wastewater systems safely, protecting their health and their co-workers health.

**4. Volume.** Know the actual volume of water used by your facility, the accurate volume of wastewater treated by your plant. Compare water usage by product delivered to values found by others in your field.

**5. Efficiency.** Search for new, more cost-effective approaches to water use for production. Less volume consumed is matched by less volume for treatment.

**6. Cost.** Monthly check your overall cost for water supply, in plant wastewater treatment and sewer discharge costs. Still a bargain, this resource may cost you less than a cent per litre for supply and discharge to sewer (not including internal wastewater treatment).

**7. Community.** Be aware of the contaminants you send to your wastewater treatment plant and assess your contribution to the overall loading of those contaminants to that plant.

**8. Watershed.** Educate yourself with respect to the contaminants in the raw water supply that are common to those you discharge to sewer or receiving stream; locate yourself on the watershed you inhabit with respect to how those contaminants change with location in the watershed.

**9. Laboratories.** If you are having analytical work performed by an outside laboratory on water and wastewater samples, use only a reputable laboratory; if costs for analyses seem too good to be true, be suspicious of the results.

**10. Sampling.** Sample appropriately for the contaminants and process stream being monitored. Analyses, decisions on process needs and regulatory requirements are all compromised by poor work performed at this point.

**11. Samples.** Samples of water/wastewater to be analyzed must be handled according to strict protocols from preserving them (or not) to completing appropriate chain of responsibility forms showing transfer of these items from one agency to another.

**12. Profit center.** A wastewater treatment system is a profit center. It will tell you where you are wasting raw materials. Properly run, it will save you from regulatory fines.

**13. Meters (flow).** Do not trust a

metered flow without being able to check flow volumes against a direct measure of flow being received or discharged. Update your flow meters and keep spare, calibrated meters on site for replacement.

**14. Analytical Meters.** Meter readings for process control – from total solids to oxygen and nutrient levels (phosphorus, nitrogen, pH) – must always be viewed with suspicion. Always have a means of calibrating these instruments. Keep them clean and properly maintained.

**15. Cleanliness.** Any wastewater treatment system must be kept very clean. Chemical spills, wastewater overflows must be dealt with immediately. This ensures the health and safety of all personnel involved and sends a clear message that wastewater treatment is treated with the respect it deserves.

**16. Treatment chemicals.** Make certain these are properly stored prior to use and that material safety data sheets (MSDS) are available and understood by those personnel using the chemicals.

**17. Jar Testing.** If dosing chemicals is a part of wastewater treatment, jar testing can be a great help in establishing and ensuring that the most efficient use is being made of these costly materials. Make use of this instrument.

**18. Waste end product.** If a waste end-product is generated from your wastewater treatment or water treatment systems, confirm its characteristic as a hazardous or non-hazardous waste through the proper regulatory means of doing so. If you are sending this material for disposal, periodically confirm, directly, that the material actually goes where it is supposed to be taken by the hauler.

**19. Data.** Have your water

/wastewater operating parameters well defined and measured on a regular basis reflecting the system's needs for process monitoring. For all the value accurate, real-time data can supply, on site human supervision is still the primary means of evaluating process status.

**20. Trend Analysis.** Archive your data in a fashion that it is actively reviewed in a trend analysis format. In this manner, deviations from the norm may easily be identified and acted upon. A word of caution. Consistent, unchanging process data may also reflect a flawed monitoring procedure simply outputting the same result regardless of circumstances. Beware of results that always seem to be the same; ensure their validity just as you would deviations from standard results.

**21. Operations manual.** Have one. Preferably have it written by the individuals responsible for the water/wastewater systems. This is a "living" document; update it regularly and keep it as a mainstay of day to day operations rather than being stored with the jar tester and never being used.

**22. Daily operations log.** The process must not only be monitored, the day to day operational work must be logged into a daily process log. These logs should be achieved when full to ensure they are available for reference as needed in the future. Operators may want to consider keeping individual work day logs. This writer keeps a daily log.

**23. Back-up.** Review your process and identify those pieces of equipment that, if they fail, will shut down the whole treatment process. It may be unlikely to have spare process tankage available,

but back-up pumps, mixers even treatment chemicals may be in place ready for use in case of failure of primary systems.

**24. Emergency procedures.** Have these in place reflecting everything from the protection of individuals in the plant to the clean up of spills. This is also a living document and not only should the information be readily available, the responsible operators need to know and understand the procedures identified in the plan. Safety first.

**25. Automation.** Beware of substituting automation for an operator's on site presence; not all processes can be successfully automated.

In summary, your water supply and wastewater treatment operation are not inconvenient cost items that can be marginalized. They are integral to production.

Minimize the need for using water as a resource. By doing so you reduce the cost of purchasing it and of cleaning what you do use prior to discharge.

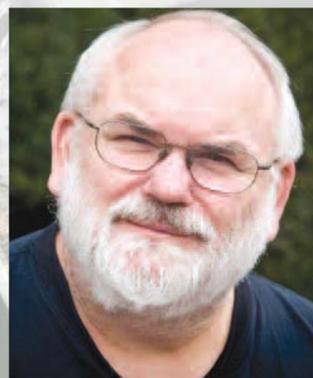
Provide those who are responsible for this resource the means to do their job well and accord them the recognition shown to those involved directly with product generation. ■

References: 1. Excerpted from "Ron Rivera, Solution in a Pot" New York Times Magazine, December 2008, page: 38. Author: Sara Corbett.

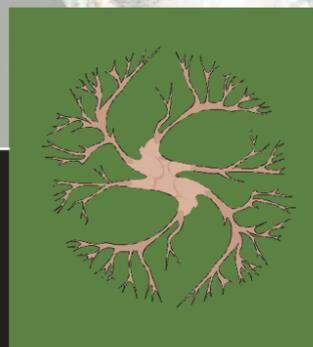


*John Seldon, is a Wastewater Contractor, Public Speaker and owner/operator of Temporary Operations & Maintenance Inc. Port Burwell, ON.*

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### New Line of Automatic Airspray Guns

EXEL North America is pleased to announce that the new line of A29 and A35 Automatic Airspray guns is now available. These new guns replace the existing A19 and A25 Automatic guns and are available in HPA and HTI configurations.

Guns are lighter weight to allow increased productivity and reliability on automatic machines. Other key benefits of using the new generation of guns: faster movement and higher transfer efficiencies, better finish quality, HTI technology offers two aircaps – EP3 & E3 KHVLP, HPA technology offers the EN3L aircap for very wide patterns and they are used with low & high viscosity materials.

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### New Kremlin Automatic Spray Gun

EXEL NA is pleased to announce that the new line of Kremlin Automatic ASI40 GT spray guns are now available in North America. These new automatic guns come standard with GT seal cartridge technology. GT seal cartridge has a strong resistance to very abrasive UV & High Solids materials and contains self-packing technology. The gun has a simple and unique design and other features include: unique fluid seat - uses stainless steel insert with carbide as an option, strong power reduces any needle blockage making shutoff very reliable, redesigned for easy mounting during installation. As an option, circulation is available thru the gun body and it makes an excellent on/off control

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### Supply Sticks Strengthen and Simplify Process Piping



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Stick body materials are offered in Geon PVC or Corzan CPVC, with EPDM or FKM (Viton) seals. A variety of pipeline connections are available, and different types of connections can be specified for inlet and outlet. Each stick includes a pressure gauge or optional pressure/temperature gauge.

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# Henkel

For more than 130 years, Henkel has been a leader with brands and technologies that make people's lives easier, better and more beautiful. Henkel operates in three business areas – Home Care, Personal Care, and Adhesives Technologies – and ranks among the Fortune Global 500 companies. In fiscal 2006, Henkel generated sales of 12.740 billion euros and operating profit of 1,298 million euros. Our 52,000 employees worldwide are dedicated to fulfilling our corporate claim, "A Brand like a Friend," and ensuring that people in more than 125 countries can trust in brands and technologies from Henkel. In North America, Henkel markets a wide range of well-known consumer brands including Purex® laundry detergents, Dial® soaps, göt2b® hair styling products, and Right Guard® antiperspirants.

Henkel is the market leader in adhesives, sealants and surface treatments for the industrial market. Backed by extensive design capabilities, a broad product range, specific application knowledge and technical expertise, the company delivers solutions that benefit customers by reducing costs while achieving superior quality and productivity. Through powerful brands like Loctite®, Teroson®, Aquence™, Bonderite®, Acheson® and Hysol®, Henkel serves numerous industries including the transportation, electronics, aerospace, metal, durable goods, consumer goods, maintenance and repair, and packaging industries. As environmental sustainability becomes a greater corporate responsibility, Henkel products help our customers deliver on the legal, social and financial requirements of their customers and the environment.

Henkel has been acknowledged as an innovator throughout its history, beginning in 1907 when Fritz Henkel developed the first self-acting laundry detergent. This tradition of innovation was further reinforced when, in 1922, an imminent shortage of glue threatened the labeling of Henkel's consumer products. This was the birth of Henkel Adhesives Technologies. Originally supposed to be produced only for Henkel's own needs, adhesives soon became a business segment in its own right. It all began on June 22, 1923, when the very first delivery of adhesives left the Henkel facility in Düsseldorf, Germany. This historical milestone marked the birth of a business segment in which Henkel is now a global market leader.

The interdependency of both surface preparation and treatment with that of adhesion is what has lead Henkel to blend these business sectors together to form our newest business sector, Henkel Adhesive Technologies. This coupled with change in both the methods in manufacturing and assembly — to meet the demands of innovation, regulations and the environment — Henkel is now positioned more than ever to be your one stop solution provider.

Many people interact with products from Henkel Adhesives Technologies every day without even knowing it: cars, mobile phones, furniture, books and many more things in our daily life could not be made the way they are or would simply fall apart without solutions from Henkel.

Today Henkel Adhesives Technologies is the world market leader for adhesives, sealants and surface treatments with a worldwide presence in more than 125 countries. With a staff of 21,700, Henkel Adhesives Technologies generated sales of approximately 5.5 billion euros in 2006, 44 per cent of Henkel company sales.

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