

March 2019 Educational Dinner Meeting

Date: Thursday, **March 14th**, 2019

Where: **JT Schmid's Restaurant & Brewery**

2610 E Katella Ave
Anaheim, CA 92806
Ph. (714) 634-9200



[Click for Map](#)

Time: 5:30PM Attitude Adjustment
6:30PM Dinner
7:00PM Speaker

Speaker : **Wanda Allen**, Founder, Followup Sales Strategies

Wanda Allen is a national speaker, coach, author and award winning business owner. She's the author of Follow Up Savvy and Follow Up Sales Strategies. Wanda had a 25 year corporate career where she held the position of Senior Vice President for 15 years. She has a sales background and worked with sales teams throughout her corporate career. She gained extensive training on business development, maintaining client relationships and customer service. She has a strong skill set for developing systems and applied this skill to the follow up process. What she teaches is tried, tested and proven. After leaving the corporate world to pursue her own business ventures, Wanda founded her business, Follow Up Sales Strategies. She is an expert in helping entrepreneurs, business owners and sales professionals improve sales performance, increase pipelines and client retention and become more referable by developing strong follow up skills.

Topic: Follow Up Strategies That Will Get More Clients and Close More Sales

Improving your follow up skills in the manufacturing business is critical so you can get more clients and close more sales! If follow up is a hard heavy "to do" then the Follow Up Sales Strategies Presentation is for you. You'll learn that follow up is merely a matter of having effective habits and good systems in place. If you struggle getting your follow up work done, it's not because you don't have time, you're not organized or you're not good at sales...it's because you haven't learned the right systems and skill set. Understanding this will help put you in the flow of ease of getting this all important work done on a daily basis.

Dinner

Cost: \$30.00 For Reserved Dinners
\$35.00 For Walk-ins

Dinner cost includes complementary Iced Tea, Coffee, and Pepsi Fountain Products

Access to a full bar for your dining pleasure before and after the meeting.

Make Dinner Checks out to: SFEA

Menu: A pdf of the menu is at the top of the RSVP page. To see menu options, please click on the RSVP button.

Please RSVP by Clicking
the Link to the Right

[Click to RSVP](#)

OR

Reservations: *Please call or email in your reservation by **March 11th***

To: Kathy Petruna

Ph: (714) 273-9071

email: kpetruna@gmail.com

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2018/2019 CALENDAR OF EVENTS

Upcoming SFEA Educational Dinner/Meetings

Speaker

Topic

April 11 **Sam Bell** from Metal Surfaces

"How Ya Doin" Pre-control charts are an SPC technique whose time has come. The approach provides surface finishers with a rapid check of process status.

May 9 **TBD**

TBD

Newsletter/Website Sponsor Ads

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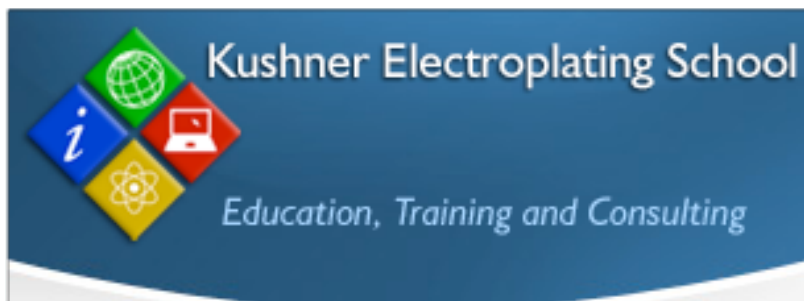


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**Check out
the SFEA
Web Site!!!**

www.sfeasc.org



[Click Here to Check it out!](#)

The **SFEA** website is up and running, but we could still use your input so Please contact our web master **Kathy Petrana** 714-969-1413 or kpetruna@gmail.com with any thoughts, ideas or info to make this a better and more useful site for you.

*Help make this site something that
everyone can benefit from.*

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**California Resource
Management Association**

RCRA/DOT HAZMAT TRAINING

RCRA/DOT HAZMAT Training Course sponsored by the California Resource Management Association.

For Generators who Manage Hazardous Waste / Sign Manifests, Drivers, Loaders (90-day, 180-day area).

This 1-Day class informs students of the current regulations pertaining to hazardous materials and waste. Students will also be informed of the new post 9/11 DOT security regulations HM-232. Class includes Waste Management for employees working in the "90-Day" area.

[REGISTER NOW](#) for these upcoming dates:

Monday, March 18, 2019

MFASC Continuing Education Seminars

Steven's Steakhouse

5332 E. Stevens Place, Commerce, CA

3:00-5:00

[Click Here](#) for the Southern Chapter Events

**For MFASC meeting information call:
MFASC Headquarters—
Veronica Anderhalt - (818) 238-9590**



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Join TODAY

For details NASF.org/contribute

**2019
LEGISLATIVE
ACTION DAY –
SAVE THE DATE**

March 18, 2019

*Save the date!
MFASC Golf
Fundraiser & Tournament
May 20, 2019
Industry Hills Golf Club*



Electroplating & Surface Finishing (CEF) COURSE ANNOUNCEMENT

**Become CEF Certified in
Only Five Days During
SUR/FIN 2019**



Register and join us in Rosemont, IL the week of June 3rd as NASF/AESF Foundation hosts the In-Person Electroplating & Surface Finishing Parts 1 & 2 (CEF) course.

Since 1969, thousands of individuals have taken advantage of the industry's education and certification programs. By participating in the course and successfully passing the exam, you become certified as a Certified Electroplater-Finisher (CEF) and work towards obtaining your Master Surface Finisher (MSF) designation.

Why Become Certified?

- NASF/AESF Foundation certifications are considered standards by employers and organizations seeking to differentiate between candidates for consulting, teaching, and managerial positions.
- Employers in job shop metal finishing, metal finishing supply companies and captive facilities such as airlines and aerospace firms also use AESF certifications to demonstrate a range of technical knowledge to potential customers and ISO/NADCAP auditors.
- An individual that becomes NASF/AESF certified develops a sense of pride and self-confidence that is nearly impossible to monetized - it simply "feels good".
- It is not unusual to receive a request for a proposal/quotation from a captive metal finisher, USEPA, DOD, or a number of other organizations that requires the respondent to be AESF certified.
- If an individual is in the job market, it is desirable to have an NASF/AESF certification, and some employers make certification a requirement for employment.
- Employers may pay (and potential employees may expect) higher wages or bonuses to employees that become certified.

SUR/FIN Classroom

Monday - Thursday
8AM - 4:30PM

Course Dates: June 3, 4, 5, 6

Exam: Friday, June 7

Tuition: \$1,650 | Member Tuition: \$2,250

Web-based Course

Tuesdays & Wednesdays
Noon - 2PM Eastern

Part-1: August 6, 7, 13, 14, 20, 21, 27, 28

Part-2: October 1, 2, 8, 9, 15, 16, 22, 23

Tuition: \$1,300 | Member Tuition: \$1,700

WWW.NASF.ORG



Training & Education Update

Web Based Courses

Electroplating & Surface Finishing
Parts 1 & 2 (CEF)

August 6, 7, 13, 14, 20, 21, 27, 28

October 1, 2, 8, 9, 15, 16, 22, 23

Reg Deadline July 23

Electroplating & Surface Finishing

Part-1 Only

August 6, 7, 13, 14, 20, 21, 27, 28

Reg Deadline July 23

Electroplating & Surface Finishing

Part-2 Only

October 1, 2, 8, 9, 15, 16, 22, 23

Reg Deadline Sep. 17

Plating Essentials

September 3, 4, 10, 11, 17, 18

Reg Deadline Aug. 20

Electroless Deposition

November 5, 6, 12, 13, 19, 20

Reg Deadline Oct. 22

In Person Class

Home-Study Program

Register Here

Airline & Aerospace Finishing

Aluminum Finishing

Chromium Plating for Engineering Applications

Corrosion & Salt Spray

Electroforming

Electroless Deposition

Electroplating & Surface Finishing

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Just the Basics in Electroplating

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Wastewater Treatment & Control

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If interested, please send resumes to careers@goldtechind.com.

Anyone wishing to post a want ad, please email me all pertinent information.
kpetruna@gmail.com

THE "Surface Finishers Educational Association" LIBRARY is here to serve you.

***The library location has been moved to Technic
1170 Hawk Circle,
Anahiem, CA. 92807***

***You can check out material by contacting any of the Officers.
(see page 2 for list of Officers)***

Anyone wanting to see the library list

...

***please go to the website
www.sfeasc.org and click on the library page. You can also download a pdf file of the library list while you're there.***

Just a ?

Do you know anyone who should be on the SFEA newsletter mailing list?

Send me their email address to kpetruna@gmail.com and I'll make sure they get all the mailings.

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An article published in the
Products Finishing Magazine.

How to Extend Parts Cleaner Solution Life

Coventya's Greg Terrell says there are simple techniques that can be used every day in any plating shop to better characterize not only the effectiveness of the cleaners, but help determine the cleaner life that fits the process line.

Experts Post: 3/1/2019

GREG TERRELL

Director of Business Development , Coventya

Q: When is the best time to replace a cleaner on the plating line?

A: In many plating job shop or captive finishing operations, surface preparation deficiencies account for the majority of defects that result in some level of poor quality. Resulting appearance, adhesion and other aspects of poor performance occur as a result of not paying attention to the surface preparation portion of the process. True, it's easier to see the defect after plating has occurred, although this may imply to many that the plating solution created the defect. However, many years of experience and countless hours of defect analysis (including SEM analysis methods) continue to support the significance of paying attention to the preparation cycle details — making it just as important as the plating tank itself in the overall success of the process.

Unfortunately, there are few simple, direct methods for determining when to replace a cleaner on the plating line. Aspects of every line are different. The soils, the tank loading, filtration, cleaner type, formulation, water hardness, rinsing tanks' effectiveness and more are all known to impact cleaner life. So what's the best way to achieve better control of your cleaning system?

Most cleaners are analyzed by a simple acid-strong base titration using a phenolphthalein indicator. This measures free alkalinity and seems to be the universal way suppliers tell customers to control their cleaning technology. Unfortunately, this doesn't tell much about what is really going on with any particular soak or electro-cleaner solution. There is a lot of missing or misleading information in this titration alone. Cleaner life is often determined in each shop after a load of poor quality parts are produced, thereby causing costly rework and lost production time and, in worse cases, parts that must be scrapped. This proposition becomes more costly than the price of the cleaners themselves.

[Click here to read full article](#)



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community in souther California

10 Effective Cost-Saving Tips for Manufacturers

Posted by [Steven Brand](#) on Feb 20, 2019

When it comes to cost-saving techniques, many manufacturers instinctively look toward making cuts; this could mean anything from laying off employees to pulling back on new technology. However, these methods can bring down morale and quash innovation, which allows competitors to get ahead.

Good news: there are other ways to save money that won't hurt business—and can actually help it thrive. We have compiled a list of ten ways to save that may help to cut costs without cutting personnel or creativity. These ideas often involve several small cost-cutting efforts that ultimately add up to a significant amount of savings, and they can be applied to manufacturers across all industries.

Ten Ways Manufacturers Can Save Money

1. Perform a Complete Assessment

A thorough and realistic assessment of all manufacturing facilities should be the first step taken when tackling any problem. Cost efficiency, cost reduction, and spend analytics need to be at the top of the list when it comes to supply chain management (SCM) and procurement. In fact, according to Deloitte's [2018 Global Chief Procurement Officer \(CPO\) Study](#), nearly 80% of CPOs cite cost reduction as a strong business priority. Of course, other areas of operation may also need to be put under a microscope. By taking the time to look at the entire picture and make objective assessments of each component, manufacturers can set themselves up for success in the short term and long run. Because internal evaluators may miss the forest for the trees, it can help to bring in a [third-party consultant](#).

2. Prioritize ROI (and Consider ROX)

Following an assessment, it's important to prioritize findings. Oftentimes, manufacturers go several years without a comprehensive audit which results in obsolete processes, procedures, and technologies. Therefore, it's important to take an objective approach to prioritization. Manufacturers may also want to consider ROX, or Return on Experience. Cutting costs should also benefit end-users, and provide them with a better experience. If money can be moved around in order to invest more in the areas that will ultimately improve interactions with customers and provide measurable results—it's worth looking into to improve standing within the industry.

[Click here to read full article](#)

What You Missed



Speaker : Steve Norris New Projects Director and Facilities Manager at Plasma Technology.

Steve is New Projects Director and Facilities Manager at Plasma Technology Inc. He has been with PTI for twenty years. His background and expertise include design and architecture.



Also: Satish Dixit PH.D from Plasma Technology added to the talk.

Topic: Thermal Spray

- What is thermal spray?
- What are its applications?
- What is the future of thermal spray?



**Our January 50/50 Raffle Winner was
Alicia Moreno from Alum-a-Coat**

***Will You Be The Next Winner
of the 50/50 raffle?***

