



Columbia Chemical
1000 Western Drive
Brunswick, Ohio 44212
330/225-3200

www.columbiachemical.com

E-NEWS

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New COLDIP[®] Satin Zinc 900 Makes a Hit as Economical Alternative to Satin Nickel and Stainless Steel

A unique, new trivalent conversion coating for electroplated zinc that provides a stainless "look-alike" for steel parts hit the market recently. An economical alternative, COLDIP Satin Zinc 900 liquid chromate is similar in appearance to satin nickel and satin silver.



COLDIP Satin Zinc 900

Contact Us
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info@columbiachemical.com

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See photos of our zinc experts in action, technical tips and other news.



Product News

SpectraMATE® 21 Developed for Viet Nam, Thailand and Beyond; Thick Film, Iridescent Trivalent Chromate for Zinc

SpectraMATE 21, our high performance, thick-film trivalent coating, is re-coloring the Southeast Asian world. Distributors and platers in Viet Nam and Thailand are requesting our liquid chromate with its unique, iridescent reddish-pink hue.

The SpectraMate 21 finish consistently exceeds 150+ hours of neutral salt spray to white corrosion products without top coats. The operating pH range is wider and more user-friendly than conventional trivalent chromates.

An easy-to-use, one-part system, SpectraMATE 21 does not require multiple starter, adjuster, and replenisher type additives. It is ideal for both rack and barrel installations using cyanide, alkaline cyanide-free or acid-chloride zinc plating electrolytes.



For more information contact us 330/225-3200 or info@columbiachemical.com.

Welcome Aboard

New South American Distribution Partners

We recently added two new South American Distributors - Laring S.A. in Buenos Aires, Argentina, and Oxxus Quimica LTDA in Bogota, Colombia.

Columbia Chemical President Brett Larick and Sales Manager Tom Alderson recently returned from a two-week trip to both locations to solidify the partnerships, develop the markets, and explore product possibilities. Both companies had already visited our headquarters, but this trip marked our first time at their headquarters and making sales calls with them.

"There is immediate demand for our zinc products and our new chromate technologies," Tom notes.

Laring S.A., Buenos Aires, Argentina

Laring started in the metal finishing industry more than 30 years ago and is now the largest supplier of metal finishing products in Argentina, with over 30 employees. Half of their business is in aluminum finishing chemistries. Our zinc plating processes will be sold into plating shops doing work for the automotive, construction, aerospace and appliance industries.

Welcome Aboard (continued)

"Argentina is a large market and Laring is a very established company. We are very pleased by the large zinc nickel market related to the automotive business there," Brett says.



Laring President, Ricardo Bronstein, standing next to Columbia Chemical President, Brett Larick.

Oxxus LTDA, Bogota, Columbia

Oxxus has a 25-year history and has nearly 20 employees. Though they are heavily in the gold and silver plating market, they recently expanded their general metal finishing business.

"There is a need for high-performance acid chloride zinc in the Colombian appliance and furniture industries. We are very encouraged by the willingness and openness of the plating shop owners in Colombia to try new chemistries," says Brett. "The market size and opportunity is impressive."

Brett and Tom agree that the trip to South America was a great success. "We are excited about the potential to grow our presence in both of these incredibly growing markets within South America," they concur.

For more information contact Tom Alderson, Sales Manager Americas, at tom.alderson@columbiachemical.com.

Meet the Zinc Plating Experts

We recently made two major staff additions to improve our customer service. Adam Anderson is now Northeast Ohio technical sales representative, and Andrew Saliga joined us as environmental health and safety manager.



Adam Anderson
Technical Sales Representative

Adam Anderson *Technical Sales Representative, Northeast Ohio*

Anderson has worked at Columbia Chemical for four years, so you may have seen him on your site as a technical service representative. He is a graduate of John Carroll University. In his new position, Anderson is responsible for sales to new and current customers in Northeast Ohio, and reports to Sales Manager Tom Alderson.

"Adam's experience with technical trouble-shooting has prepared him to be a very insightful sales representative," Alderson says.

After working hours, Adam likes to spend time gardening and taking pictures. His photographs often feature his wife, Jamie, with one of his three dogs. He even works occasionally for a photo booth company, assisting with set-up of the booths at special events, such as graduation parties and wedding receptions.



Andrew Saliga
Environmental, Health & Safety Manager

Andrew Saliga *Environmental, Health & Safety Manager*

Saliga brings fourteen years of environmental experience from Tier 2 automotive and medical manufacturers. A graduate of the University of Akron, Saliga serves as Columbia Chemical's ISO representative. He is also responsible for plant and process safety, product MSDS/SDS, and compliance with OSHA and EPA regulations.

Vice-President of Operations Kevin Reilley says, "Andrew is an experienced environmental, health, and safety professional who brings a great passion and understanding about these issues to our company."

Andrew fills his weekends with sports and outdoor family activities. He enjoys golfing and going to swim meets to watch his daughters with his wife, Wendy. Andrew is also a soccer coach for his daughters, Aiden, 10, and Devin, 6.

Other News

Columbia Chemical Mourns the Loss of Friend and Co-worker, Willie Barry

It is with great sadness that Columbia Chemical announces the untimely death of Willie Barry, who worked at the company since early 2008. He died as a result of an automobile accident on Saturday, July 30th.

Prior to joining Columbia Chemical's sales team, Barry's 21 years in the metal finishing industry included various positions over a ten year period at Hastings Manufacturing in Hastings, Michigan and eight years as operations manager at Dynamic Finishing in Muskegon, Michigan.

"Willie was one of the most likeable people in this industry," says Brett Larick, President of Columbia Chemical. Tom Alderson, Sales Manager/Americas, praises all that Willie accomplished and the many customer relationships that he fostered. "Willie was well regarded by all those that knew him in the industry, by both customers and competitors alike," says Alderson.

Willie is survived by three children, two step-children, and his wife, Lisa. He will be greatly missed.

Friends interested in helping to defray the funeral costs may join us in contributing to an account set up by Willie's family, as follows: The William Barry Memorial Fund, Account No. 3159628, Routing Code 072408436, Choice One Bank, 109 East Division, P.O. Box 186, Sparta, MI, 49345, tel: 616/887-7366.



**William Robert "Willie" Barry
1965–2011**



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