

# Think Zinc

## Quarterly



SPRING 2008

## COLUMBIA OPENS NEW HEADQUARTERS



Just a few weeks ago, Columbia Chemical moved into its new headquarters, located at 1000 Western Drive, Brunswick, Ohio 44212. Phone and fax numbers remain the same.

Construction began on the \$4 million building project in August. The four-acre land parcel is in the same industrial park where Columbia resided for 16 years. The new headquarters doubles the company's space to 44,000 square-feet of offices, labs, manufacturing and warehousing area. The company has 41 employees at this site and was founded in 1975.

"We needed the extra space to handle increasing demand for proprietary chemicals for the zinc plating industry," says Columbia President Bill Rosenberg.

## TRIVECTA® BLACK 100 IS OUT OF THE GATE

She's out of the gate and leading the pack – jet-black and glossy Trivecta® Black 100! Easy-to-achieve and highly corrosion and scratch-resistant, Columbia's new Trivecta Black 100 trivalent conversion coating for zinc is thoroughly field-tested. This winner produces a very thick, uniform "all" trivalent conversion coating over any electroplated zinc.



zinc build-up in excess of 10,000 ppm and does not produce precipitation or sludge build-up.

Place your bet on Trivecta Black 100 by calling 330/225-3200.

After more than two years of development, time has proven Trivecta to be a stable, long-lasting bath, even after month-long shut-downs. The working process solution is tolerant to





## RECIPE FOR SUCCESS: TECNOCHIMICA ITALY AND COLUMBIA CHEMICAL

After 18 years of importing Columbia Chemical Acid Tin products, Technochimica Italy is officially the exclusive distributor for Columbia in Italy. Since its foundation more than 25 years ago, the San Giuliano Milanese-based company has focused on the sale of specialty products to the electroplating industry. Today, they boast 22 employees and service more than 350 customers.

"Thanks to Columbia technology and processes, we have achieved significant zinc business in the Italian plating market," says Fabio Farina, technical sales representative for Technochimica Italy. "Our partnership has enhanced our customer base and product turnover significantly."

One customer success story involves Trattamenti Roncari, a company that had tried many different zinc processes without success. Today, Mr. Roncari is achieving excellent plating results and is operating 150,000 liters of alkaline cyanide-free zinc plating bath. Roncari parts are shipped around the world.

Most recently, Technochimica and Columbia Representative Brett Tilberg met with Vichy Group of Rome. They are now using Columbia SpectraMATE in their 18,000-liter zinc chromating tank with stellar results.

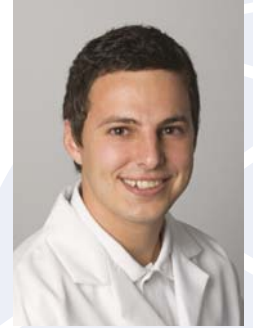
"We anticipate exponential growth with Columbia in the Italian zinc market in the years to come," Farina projects.



### MEET OUR ZINC PLATING EXPERTS

Meet four professionals on our technical support staff, all of whom report to Technical Service Manager Jeff Grodecki:

Three technical service representatives provide technical assistance and sales support to domestic and foreign customers. First, Chase Dandrea came to Columbia Chemical two years ago, with two-plus years in customer service at Level/Horizon Propane in Westlake, OH. A Cleveland native, Chase graduated with a B.S. in Chemistry from Baldwin-Wallace College. He is a member of the American Chemical Society.



Chase Dandrea,  
Technical Service Representative

A newlywed as of last September, Chase and his wife, Ashley, enjoy dinner and movies together. Chase is also a sports fanatic who plays on soccer and basketball club teams.



Adam Anderson,  
Technical Service Representative

Adam Anderson brings two years of experience as a chemist for NSL Analytical and Tensile Testing, both in Cleveland, Ohio. He is a chemistry graduate of John Carroll University and a native of Corry, PA. Adam spends his after-work hours training his dogs — two Jack Russell terriers and one Australian shepherd.



The Tecnochimica/Columbia team at the recent Finitura & Oltre Finishing Show held in Bergamo, Italy.

Pictured from left to right: Emmanuel Grillo, Romolo Saggese, Brett Tilberg, Brett Larick, Booth Hostess, Fabio Farina, Sergio Farino, and Nino Monopoli.



Evan Kamenik,  
Technical Service Representative

Evan Kamenik interned at Sherwin-Williams and most recently at Columbia Chemical. He holds a B.S. in Chemistry and a B.A. in Business from Baldwin-Wallace College, and is a member of the American Chemical Society. Evan commutes from Ashland each day, so he likes to spend evenings with his family there.

Quality Control Technician Corey Malone analyzes and maintains quality standards on raw materials, intermediates, and finished goods. Corey attended the University of Cincinnati and worked as a lab technician at Procter & Gamble before being called to active duty for the U.S. Army in Iraq. He recently returned from one year of service. Corey's hobbies include watching football and playing guitar.



Corey Malone,  
Quality Control Technician

### TRI-V GAINS HONDA APPROVAL

Columbia Chemical gained automotive approval from Honda Motors for use of Columbia Chemical COLDIP TRI-V 120 and COLDIP TRI-V 121. To be granted this approval, both processes were subjected to rigorous testing at RS Technology Testing. Honda Motors is also using Columbia Chemical EXTREME 110 acid zinc plating process on various automotive and motorcycle parts.

COLDIP TRI-V 120 is a zinc passivate that produces a highly corrosion-resistant bright-blue conversion coating with an easy-to-use, one-part system.

COLDIP TRI-V 121 also produces a bright-blue trivalent conversion coating with superior corrosion resistance. It is recommended when 120 hours must be obtained without a sealer/topcoat.

Automotive Specialist Katie Reagan is responsible for coordinating the testing and approvals at Honda for Columbia Chemical.



EXTREME 110 acid zinc plating process on various automotive and motorcycle parts.

### WEBSITE EXPANSION

### WWW.COLUMBIACHEMICAL.COM HAS A NEW LOOK

Along with Columbia's new headquarters comes a new Web site. The site includes quicker and easier access to the people and information you need at Columbia Chemical. Key features include:

- Direct access to technical data sheets and articles
- A password-protected area
- Links to customer and distributor information
- Instant email for key contacts within Columbia

Contact your sales representative for a personal password and log on to [www.columbiachemical.com](http://www.columbiachemical.com) today!



### CUSTOMER PLANT DEVASTATED IN STORM



Caterpillar, a valued customer of Columbia Chemical, experienced devastating damage to its Oxford, Mississippi hose couplings plant on February 5th, as the result of severe weather in the region. Thankfully, employees in the facility took cover in designated storm shelters inside the building, following Caterpillar weather safety guidelines, and only minor injuries were reported.

Caterpillar has contracted with a design and construction company to bring portions of the Oxford facility back into operation as soon as possible. In the meantime, Caterpillar is working with suppliers, its global dealer network and internally to meet customer demands. Columbia Chemical stands alongside Caterpillar during this time of rebuilding.



### UPCOMING TRADE SHOW

June 16-18, 2008



Booth #310  
Indianapolis Convention Center  
Indianapolis, IN  
[www.sur-fin.net](http://www.sur-fin.net)



1000 Western Drive  
Brunswick, OH 44212

TWENTY FIRST issue of  
*Think Zinc Quarterly*

**I WOULD LIKE TO RECEIVE MORE INFORMATION ABOUT:**

- Processes for acid chloride zinc plating
- Processes for alkaline cyanide-free zinc plating
- Trivalent chromates
- Processes for zinc alloy plating
- Top coats & lacquers
- Rinse aids
- Cleaners and Acid Inhibitors
- (Other) \_\_\_\_\_

Name \_\_\_\_\_ Company \_\_\_\_\_

Telephone Number \_\_\_\_\_ E-mail \_\_\_\_\_

**Simply Complete This Form And Fax It To 330/225-1499**

