

Think Zinc

Quarterly



2004: A BANNER YEAR FOR "RE-TOOLING **NEW TOOLS FOR THE ZINC PLATING EXPERTS**

The Columbia Chemical campus expansion and modernization project, now complete, is providing a host of new tools that translate into even better service and technical support for our customers.

A new 10,000 square-foot building adjacent to the headquarters now houses an expanded research and development laboratory, as well as overflow warehouse space for raw materials and containers.



The new 10,000 square-foot addition to the Columbia Chemical campus is now complete, with expanded laboratory and warehouse space.



Technical Manager Rick Holland, along with technicians Mike Bennington and Rob Lothes, work in the newly renovated quality control lab in the Columbia headquarters.

Our technical support and quality control laboratory, still based in the headquarters building, has been totally renovated with a new atomic absorption unit, new flooring, lab benches and fume hoods. A special area is designed for hands-on support training of our sales force, as well as for customers.

Information Technology (IT) is included in the "re-tooling," with high-speed Internet service through a shared T-1 line, a new server, a wireless system throughout the main building, and new work station computers, including laptops for sales and technical support representatives.

Columbia headquarters and the new adjacent research laboratory are maintaining separate phone, fax, and computer systems for now. R&D Manager Bob Ludwig and his staff can be reached directly at 330/225-4781 or fax 330/225-8613. A fiber optic cable will be buried early next year between the buildings to improve this situation.

"We are grateful to our customers for their continued support during these renovations, and for their confidence in our products and technical support," says President Bill Rosenberg. "The bottom line is that all these improvements in our infrastructure will benefit our customers."



Research & Development Manager Bob Ludwig and Technician Andy Recker use the new AA unit in the technical support lab.

Special thanks to Columbia's partners in this endeavor: Carl Gleine, Lash Work Environments, for design and installation of the technical support laboratory; Jim Kerr, CRU Solutions, for design and maintenance of our IT systems and Suite Share Internet access package; Dennis Boose, Bank One, for financing arrangements.

COLUMBIA®
CHEMICAL
The Zinc Plating Experts

COLUMBIA ZINC ALLOYS ARE EASY-TO-RUN WORKHORSES

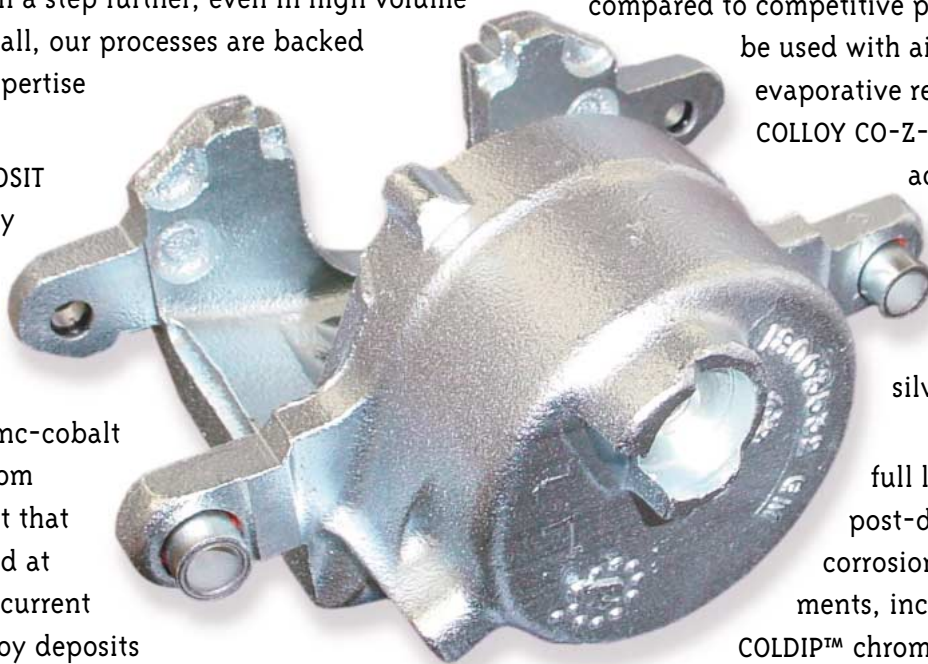
The automobile industry is moving toward plating specialized car parts with zinc alloys, but they are in a quest for more corrosion protection without the headaches that often accompany these plating



Sales Manager Brett Larick describes the benefits of zinc alloy plating on automotive parts during a meeting in the Columbia Chemical conference room.

processes. Columbia Chemical zinc alloys are day-in, day-out workhorses that are easy to operate and take corrosion protection a step further, even in high volume operations. Best of all, our processes are backed by our technical expertise and support.

COLLOY™ CO-Z-POSIT for zinc/cobalt alloy plating from an alkaline cyanide-free bath provides a bright, ductile electrodeposited zinc-cobalt alloy containing from 0.1% to 0.8 @ cobalt that is evenly distributed at low, mid and high current densities. These alloy deposits provide greatly enhanced corrosion resistance compared to zinc plate when properly chromated.



The process operates at a zinc concentration of one to 2.5 oz./gal., allowing more flexibility when maintaining the range of zinc levels. COLLOY CO-Z-POSIT does not require separate rectifiers or special anodes for replenishment of cobalt in the bath. The deposits accept a non-silver black chromate, as well as conventional yellow, clear and silver-black chromates.

COLLOY I-Z-POSIT provides all the same benefits for zinc-iron alloy plating from an alkaline cyanide-free bath.

Acid-chloride platers will appreciate the outstanding bright level and ductile zinc-cobalt deposits of COLLOY CO-Z-POSIT AC brightener process. It can be used in both high production rack and barrel applications due to its excellent HCD to LCD bright range. Deposits contain from 0.1% to 1.0% cobalt by weight which provides greatly enhanced corrosion resistance compared to zinc plated when properly chromated.

COLLOY CO-Z-POSIT AC operates at zinc concentration of 3.5 - 6.5 oz/gal and temperatures up to 100° F, allowing more flexibility when maintaining the plating bath. The process operates with little foam when


compared to competitive processes and can be used with air agitation and evaporative recovery systems.

COLLOY CO-Z-POSIT AC deposits

accept a non-silver black chromate as well as conventional yellow, clear, and silver-black chromates.

Columbia also offers a full line of chromates and post-dips to meet color and corrosion resistance requirements, including our well-known

COLDIP™ chromates and our ZINC-CHRO-SHIELD™ and ZINC-BOND™ post-dips.

Call 330/225-3200 today for more details. 


MEET OUR ZINC BRIGHTENER EXPERT

TECHNICAL SERVICE REPRESENTATIVE

Columbia Chemical has added a new technical service representative. Rob Lothes is responsible for analyzing bath samples from distributors and local customers, troubleshooting potential problems, and compiling data into analytical reports.



Technical Service Representative
Rob Lothes

Lothes is a graduate of the University of Rochester, New York, with a B.A. degree in biology. A native of Syracuse, Lothes worked in a molecular cell biology lab before moving to Columbia. 

UPCOMING TRADE SHOWS

SF CHINA 2004, November 9-11, Guangzhou Convention and Exhibition Center; Columbia and distributor Metalite in Booths #841 & #842




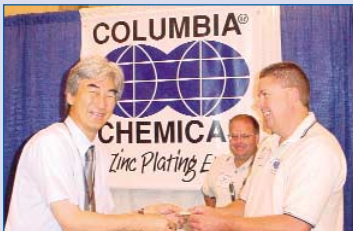
FINISHING TECH 2004, November 16 -17, Hyatt Regency, Dearborn, Michigan; Columbia Booth #65



DISTRIBUTOR FOCUS

INTERNATIONAL PARTNERS TEAM UP WITH COLUMBIA

Columbia's partnerships with international distributors and customers are strengthened each year through trade show participation and on-site visits around the globe. This photo collage reflects some of the relationships we have invested in over the past six months. 



Columbia Technical Manager Rick Holland and Ryuichi Takeda, General Manager of Yuken Industry Co., exchange business cards at Sur/Fin '04 in Chicago.



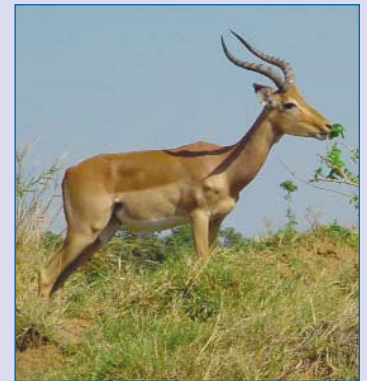
Pete Sobey of Aetna Plating, Cleveland, stops by the Sur/Fin '04 booth for a chat with the Columbia "boys."



After Sur/Fin, we return to the Columbia plant for a friendly "power meeting" with Metalite, our Chinese partners.



Bill Rosenberg and Brett Larick meet with colleagues in South Africa, George and Andrew Philippides of Metal Chem and Theuns Kotze of Techniplate Electroplaters.



After a week of productive meetings and customer visits, Julia Hattam and Michelle Nelson of Metalchem kindly arranged a weekend "safari" to South Africa's Kruger National Park.

These photos were taken from Michelle's trusty Land Rover.



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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

member of:

