

Partnering for Success: INCREASING EFFICIENCY, EXPANDING BUSINESS



Soluciones Industriales en Recubiertos is a plating shop in Guadalajara, Mexico and a loyal customer of Columbia Chemical de Mexico. For years they were plating 20-foot tubes in Decorative Nickel and Hexavalent Chrome for use by a company that sells closet rods. Despite the complexity of plating a piece of that length in Hex Chrome, *Soluciones Industriales* worked to continually provide high quality and speed for their customer.

As time went on, they were struggling with production. The process was extremely slow because they could only put a single length of tube on a rack or they would end up with high current density burning and white washing. As a result, [Read More](#)

PRODUCT SHOWCASE

Running TriCOL Trivalent Plating Chemistry in OEM Test Matrix

Columbia Chemical takes pride in working closely with automotive and original equipment manufacturers (OEM's) to ensure that we are providing plating processes that exceed their requirements in the areas of corrosion protection, surface lubricity, abrasion resistance, color and brightness. We have successfully qualified and received formal approval on numerous global specifications and our OEM experts remain on the cutting edge of automotive industry regulations to consistently maintain and grow this list.

Columbia Chemical is currently running our TriCOL Trivalent Chromium Plating chemistry in a test matrix for additional OEM approvals for Honda, Harley, GM and Chrysler.

Need to meet OEM or Tier 1 plating process specifications? Contact your Columbia rep for assistance.



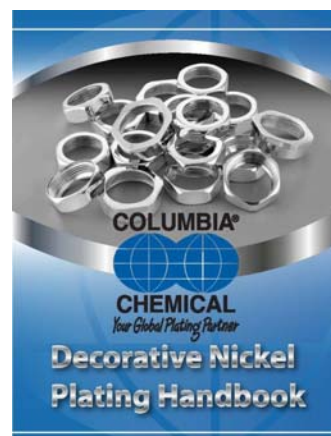
TECH FEATURE: NICKEL PLATING HANDBOOK

Excellent Technical Resource Guide Available

Many decorative platers attending Sur/Fin visited Columbia Chemical's booth to pick up their free copy of our Decorative Nickel Plating Handbook.

This handbook is based on years of nickel plating expertise and covers the basics of bright nickel and duplex nickel plating, and contains valuable information on the complexities of troubleshooting the deposits.

It was written by Columbia Chemical Executive Vice President Mark Schario, widely regarded as one of the world's foremost experts on Trivalent Chrome plating.



Are you interested in this valuable resource guide on Decorative Nickel Plating? Limited copies are still available through your Columbia Chemical rep or by emailing christine.gorey@columbiachemical.com

RECOGNIZING OUR GLOBAL PARTNERS

TriChrome Plating Trial Makeup at BMM in Indonesia

As the 2017 REACH legislation continues to impact finishers who export into the EU and additional regulations drive more OEMs to make the switch to trivalent chromium plating, Columbia Chemical's longtime partner in Indonesia PT Bintang Metalindo Mulia (BMM) will be running a trial makeup of TriCOL Trivalent Chromium plating process this month.

Prominent TriChrome Plating expert and Columbia Chemical's Executive Vice President Mark Schario will be traveling onsite to BMM to participate in the trial to plate headrests used in automotive vehicles. Joining Schario will be Technical Support Representative Stephen Roberts who routinely performs quality control and technical lab service and recently held a comprehensive week-long training session in Asia on our signature TriCOL plating process.

Columbia's TriCOL Décor Plating Process is well known for its brilliant white deposits and faster plating speeds as well as its ability to solve the burning issue so common with hexavalent chrome plating. BMM is looking forward to this trial and in-depth training session in order to see the results firsthand and expand their knowledge and experience with the TriCOL process.

Managing Director, Far East Business Martin Gall commented "Columbia Chemical's industry leading trivalent chrome plating chemistries and excellent service combined with BMM's strong impact and solid reputation in the Indonesian Metal Finishing industry provide the company with a solid competitive advantage in the marketplace. We look forward to helping our partner BMM leverage this advantage for continued growth and success."



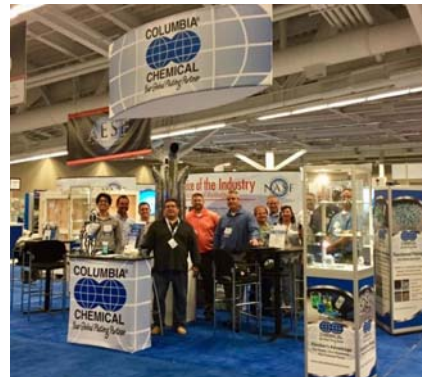
SUCCESS at SUR/FIN 2018

A brand-new booth format showcasing our specialty finishes in glass display cases and hands-on sample kits had the Columbia Chemical booth 333 buzzing with visitors and interest during Sur/Fin 2018 in Cleveland!

A substantial amount of discussion centered around our high performing Zinc-Nickel Passivates and our exclusive TriCOL Trivalent Chromium plating processes as well as our signature COLZINC ACF-II plating products. Likewise, our Technical Conferences on Measurement of Nickel Leveling by Larry Seger, Improved Control of Passivates for Zinc Nickel by Christian Kissig, and Overview of the Conversion from Hexavalent to Trivalent Chromium led by Mark Schario generated strong audience following and participation as well as heavy booth traffic.

Further interest and discussion was driven by our recent expansions to our pre-treatment cleaners/additives line and our wastewater treatment line, both of which are supported by the strong technical expertise of our specialists in the field.

President Brett Larick commented: "We had great discussions with platers who are expanding their business to include additional lines for the newer high-demand finishes and others who are recognizing the importance of our pre-treatment products to solve common plating problems and waste treatment products to help better control their costs."



Thank you to everyone that attended our technical conferences and visited our booth during Sur/Fin 2018. We are excited to partner with you to further grow your business!

Columbia Chemical Corporation
330-225-3200

*Delivering superior plating solutions and the highest level of expertise to our customers through our **Finisher's Advantage** program.*

Give us a call today!