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CAFA Welcomes NEW Members!!

We would like to welcome to our Association our New Members:

- **Abrasive Fabricators**
- **Abrasivos, S.A.**
- **Clesco, Subsidiary of Climax**
- **Freeman Schwabe Machinery**
- **Hubei Yuli Abrasive Belt Group Co.**
- **IM&T, srl**
- **Jacobs & Thompson, Inc.**
- **Jet Abrasives**
- **Velcro USA, Inc.**

They will enrich our organization with new faces and their pristine ideas in addition to the proposal of products and services.

Membership Directory

Remember to update your company's information.

The new **Membership Directory** is on the CAFA's website and your changes will be recorded in 72 hours. The updated **2009-2010 Membership Directory** is available on our website in a user-friendly printable format. For questions or comments please contact us.

CAFA 2009 Convention

No room to doubt, the 2009 conference was an outstanding event and this year's Convention has set the bar to new heights!

Feedback from our Members confirms that the Convention was a success. The most heard comments related to the convention's weekend were: fun, interesting, informative, instructive, helpful – in just a few words, it was worth it!

This time, new programs and activities were put into action. From the new format, where business is concentrated in basically two days, to the refreshed Gala Night converted into the unforgettable CAFA-CABANA.

A surprising note is that regardless of the uncertainty of the actual world economic situation, we had a large number of attendees. When asked, many participants at the convention mentioned that "...it is during economic crisis that companies need to increase their person-to-person contact with either their customers and /or their suppliers and "prepare the soil to harvest" when things gets better...".

From the business perspective, multiple private meetings took place. Also, opportunities arose from the Trade Show, the networking cocktails and CAFA dinners. But the remarkable part was doing all this business in a casual, stress-free and enjoyable environment.

Important to point out, the 2009 Convention is an evidence of the Association's new dynamism and permanent improvement approach from the Members and its Board.

No other event in the industry can be more valuable than the CAFA Convention and as stated before, CAFA and particularly our annual convention, has served - one more time - as the main point of connection and exchange for business in a relaxed and comfortable atmosphere between Associate Members and the Converter industry of North America.

2009-2010 Board of Directors

The Board of Directors is always highly enriched and guided with comments, questions and new suggestions from the Members. Should you have any, please drop us a line at: info@cafa-info.org

Kevin Wykoff - President
Lynne Henson – Vice-President & Treasurer
Scott Iding - Secretary

The Committees for this period are headed by:

- Lynne Henson in charge of the CAFA website.
- Steve Burns and Rick Adler are responsible for the Membership Committee.
- Scott Iding is responsible for the Trade Show Committee.
- Dave Jacoby will be heading the Suppliers Committee (Sponsorship Program) and
- Ignacio Ricaud will head the Communication Committee.

It is always an incentive for all of us at the Board that members show their interest in actively participating at the **CAFA** committees. Please contact any member of the Board should you wish to take part of any of the committees.

CAFA headquarter is located in Buffalo, New York.:

✉ CAFA

C/O Precision Abrasives
3176 Abbott Road
Orchard Park, New York 14127-1037
888-464-2232
info@cafa-info.org

CAFA in Numbers

2009 YTD

New Members 2008/09	9
Total Membership Companies	110 (even from 2008)
Convertors	34 down 3
Convertor Associates	15 down 1
Associates	61 up 4
Convention Companies	75 (68% of Members)

CAFA Website

Using our website capabilities has been of great help for Members that either do payments, update their company information or use the swap sheet page.

During the Convention's General Session, it was addressed the potential of the swap sheet. The Swap Page is open to all members as a service to move backstock or unneeded items. Swap sheet items will stay four months and then will be removed. Also was agreed that members will be contacted though email when a new item is posted.

Also, remember that the **CAFA On-line Payment Center** is easy, convenient and secure. Use the Center to:

- Pay Annual Membership Dues
- Register for **CAFA** Convention
- Register for **CAFA** Trade Show Conference
- Sponsorship Program

The section Abrasives 101 is now opened. The new links provide educational material regarding products within our industry. The presentations included are:

- Coated Abrasives Components and Their Effect on Performance
- Understanding High Tech Coated Abrasives
- PSA's on Film Liners
- Small Parcel Transportation Proposal
- Small Parcel Consulting Proposal

We'll keep you informed and do not forget to use the **CAFA** website as your tool to get in touch with your industry colleagues.

For website suggestions, posting of educational presentations or equipment /material listings please contact Lynne Henson at lynne@superiorabrasives.com

Remember that...



Associates are the preeminent resource to bring new members!!

The Association will pay \$100.00 finders fee to any individual person that brings a new member.

CAFA Membership

➡ Association's Membership fees are due on April 1st with a \$100.00 USD late fee if paid after June 30th. Fees will be the same as in 2008.

2010 Sponsorship Program

Why an Sponsorship Program?

- **Reduce costs to keep the convention obtainable for all.**
- **Allow companies to promote themselves at special events.**
- **Provide an enjoyable weekend for everyone.**

Four tiers are available for sponsorship:

- **Platinum Sponsor** - \$5,000
- **Gold Sponsor** - \$2,500
- **Silver Sponsor** - \$1,000
- **Bronze Sponsor** - \$500

As announced during the General Session, the 2010 Sponsorship Program changes are:

- We are encouraging all CAFA members to participate.
- There is no limit by sponsorship level.
- Commitment must be in no later than July 15th.
- Help is needed, otherwise basic convention costs will rise.

Thank You to our 2009 Sponsors!



More details on the 2010 Sponsorship Program to be announced in our next issues.

2010 Convention Fort Lauderdale, Florida

Following the long-established line up of two continued Conventions on the East Coast and one on the West Coast, we will meet again in 2010 in the spectacular **Harbor Beach Resort & SPA** in Fort Lauderdale, Florida.



Just bear in mind that no other event will pay off with the business opportunities you have at the CAFA Convention! .

As change goes with our times and seem to be what marks today's rhythm, new improved ideas derived from your feedback and surveys will be implemented for the 2010 Convention. We will keep you posted!

CAFA Logo



If you want to use it in your marketing / promotional materials, please contact Lynne Henson at lynne@superiorabrasives.com

Do you have any suggestions for our newsletter? Would you like to include an article of your interest in our next issue? Please send your comments to info@cafa-info.org or to iricaud@fandeli.com

2009 Convention in Pictures

Additional pictures on our website: cafa-info.org



President's Letter to Membership

3/16/09

To All CAFA Members:

The 2009 annual convention was held February 13th - 17th in Indian Wells California. I think everyone that attended had a fun and productive weekend. Our two guest speakers, Derrick Olson from Integrated Shipping Solutions and Mark Boudreau with VSM Abrasives, did a great job presenting their area's of expertise.

Derrick's company, ISS, offers small parcel consulting and can offer CAFA members potentially lower UPS or Fed Ex bills. His presentation is posted on the web site on the Tools page or you can contact him at 262-786-9707. Please tell him you are a CAFA member.

As always, Mark enlightened the group with his vast knowledge of the coated abrasive manufacturing process and the results different materials can give. We all learned a great deal and can't thank Mark enough for all the time he spent putting the presentation together. Mark, you're safe for at least another 2 years. His presentations from 2006 and 2009 are posted on the website.

As we all know, this economic mess we are in is not a lot of fun. Everyone is cutting back in one way or another to weather this storm. In spite of that we had strong attendance at the convention. Depending on how long this downturn lasts, next year's participation could be a whole different story. At the convention we did a small survey regarding the convention format. We are reviewing the results and will let you know what changes are needed to keep the annual convention a viable and affordable meeting.

That's all for now and thank you your interest and support of our organization.

Sincerely,

Kevin Wyckoff
President

EXTRA, EXTRA!! Industry News



American Recovery and Reinvestments Act of 2009---

What does it mean to you?

The American Recovery And Reinvestment Act of 2009 (ARRA) signed by President Obama February 17th includes COBRA subsidies for employees who are involuntarily terminated. The provisions apply to those who involuntarily lose jobs between September 1, 2008 and December 31, 2009, and they impose some immediate notice obligations on employers. Although the government is subsidizing the COBRA cost, it is employers (or health insurers, in some cases) who will have to initially pay 65% of the individuals' COBRA costs that are then reimbursed through the subsidy.

The subsidy significantly reduces an individual's financial cost for continuation coverage, which suggests that more terminated employees will elect COBRA. If so, employers can expect higher claims costs and higher administrative expenses. Employers, insurers, and COBRA administrators will need to work together to ensure that the new notice requirements are met.