

HELP WANTED *Everywhere*

CONTROL WHAT YOU CAN IN
THIS TIGHT JOB MARKET

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'TIS THE SEASON FOR
2018 DESIGN TRENDS

ACCESSA

WELCOME

2017 Wrap-Up



As we wrap up 2017, Accessa is spending the last couple months pursuing progress and trying to making choices that will position us well for 2018. We know that some things are inevitable: new challenges, unwanted changes, and the occasional

break and bump in the road. While we can't guess what the future holds, we can prepare and be proactive to face the future.

One major obstacle our customers are facing now is the tight job market. It's putting added pressure on belts that have already been tightened to uncomfortable levels. Customers are desperate to find qualified men and women to fill positions, and others have been forced to close their doors. We take a closer look at this issue and offer up some ways to help manage the challenge in "Help Wanted Everywhere" on page 4.

Also in this issue, we cover a brighter subject: 2018 Trends (page 5). This is our annual digest of wood coatings and color trends for homes, kitchens and offices. While you can be bombarded with experts' viewpoints on this topic each year, our goal here is to give you a concise report — a one-stop shop for 2018 Trends.

I hope you enjoy this and the other stories in this issue of The Consultancy. All of us at Accessa wish you a happy start to the holiday season.

Vince Todd, Jr., Vice President

SALES & MARKETING

ACCESSA KNOWS GLASS COATINGS



Working closely with our partners at ICA Group, Accessa Coatings Solutions is now able to help clients explore how glass coatings can improve their products. ICA's water-based glass coatings are offered in a specific range for the painting of glass, both flat and hollow.

ICA Group's glass range is composed of transparent, colored, lacquered and metallic monocomponent and bicomponent water-based paints that make it possible to achieve high-quality, beautiful results. Expect to experience an unrivaled array of effects and colors, and excellent adhesion and chemical/physical resistance.

The products are nonflammable, making them easy to store, and dilutable in water, so they are simple to prepare and use. Moreover, due to their low levels of volatile organic compounds, they allow for compliance with the regulations on the limitations of solvent emissions into the atmosphere.

ICA Group's range of high-quality coatings, which over the years has been geared more and more toward reduction in environmental impact, has enabled the company to be recognized as one of the most technologically advanced players in the market, both in Italy and internationally.

To check out ICA's full brochure to browse product highlights, see samples and more, visit accessa.com/coatings/product-types/glass-coatings.

2017 AWFS FAIR

One of North America's largest woodworking shows took place July 19-22 and Accessa was there. Key takeaways from the 2017 AWFS Fair in Las Vegas:

- People were very interested in the low-gloss, close-to-wood look.
- We also saw a lot of interest in special effects looks/systems.
- Polyurethanes (both regular and acrylic) were the most-talked-about coatings system.
- There were also more inquiries regarding water-based coatings, though we feel that was geography driven since many visitors at this show were from Arizona, Nevada and California, where there are more stringent environmental regulations.

PRODUCT WATCH

It's the latest rundown of new and noteworthy products being offered by Accessa. Please contact us to find out more about these new products and consider how one might be a good fit for your business.



ACROMAPRO

AcromaPro's Care Seal™ FD Sealer — Vinyl modified nitrocellulose sealer with fast dry to sand and recoat times. This production sealer can be used uncatalyzed under uncatalyzed solvent finishes. It can also be used as a post-catalyzed sealer when the finish coat is a catalyzed product. When catalyzed, this sealer offers a 6 month pot-life.

AcromaPro's FORTÉ™ Clear Polyurethane Sealer — High-performance two component solvent based acrylic polyurethane sealer for use on interior wood products in conjunction with FORTÉ Clear Polyurethane Topcoat. This premium finishing system exhibits exceptional non-yellowing and has built-in scratch resistance making it ideal for wear areas like table tops. This sealer has a 3 hour working pot-life after catalyzation.

AcromaPro's FORTÉ™ Clear Polyurethane Topcoat — High-performance 2K solvent acrylic polyurethane finish for the general interior wood finishing market. This topcoat has the perfect balance of fast dry times and vertical hang with excellent flow and leveling. Applied over Forté™ Clear Polyurethane Sealer, this durable finishing system is designed to meet KCMA test requirements for finishes providing excellent chemical and moisture resistance along with improved scratch resistance compared to

traditional polyurethanes. This finishing system is water white in color and has added UV absorbers to reduce yellowing over time. This system contains no reportable VHAPS and are formulated without formaldehyde based resins.

ICA

ICA OAC929Gxx — An economical, ready-to-spray, clear acrylic polyurethane topcoat. Can be used self-seal, or over the FAC241 sealer. Provides exceptional clarity, chemical and scratch resistance with the added benefit of ease of use.



HENKEL

Henkel's Bonderite C-IC NP 7300 — A phosphorous-free, acid-based metal pickle designed to remove rust and oxides left from laser cutting and welding on steel surfaces. Bonderite C-IC NP 7300 improves rust, weld scale and oxide removal over traditional phosphoric acid based pickles. This product can be used in both spray or immersion systems that are compatible with sulfuric acid.

ACCESSA

Accessa Chemical Solution's HitSol RP737 — A synthetic, water-based rust inhibitor designed to protect ferrous metal from corrosion during indoor storage. It contains no nitrites, nitrates, oils or hazardous materials, and is also DEA-free. HitSol RP737's low foam characteristics make it ideal for recirculating spray washers, leaving a light, dry film which can be easily removed if/when needed.

FEATURED PRODUCT FLAME STOP II

Accessa recently added Flame Stop II to its portfolio of products. Contact Accessa Customer Service or your Accessa Coatings Consultant to learn more and to place an order.

DESCRIPTION:

Flame Stop II is a water-based, post-treatment, interior/exterior fire retardant, and wood preservative that penetrates the material and bonds with the cellular structure. The penetrant protects the substrate by developing a self-extinguishing reaction when the treated material comes in contact with an open flame. When properly applied on certain untreated woods such as Douglas fir, the wood shall have a Class A rating. Flame Stop II contains polymers that maintain the fire retardation for up to five years for exterior applications. Flame Stop II is non-toxic, non-combustible, non-carcinogenic, easy to apply, and contains no PDBE's.

BASIC USES:

Flame Stop II protects exterior and interior woods such as:

- porous woods
- cedar shake shingles
- furniture
- millwork
- decking
- structural lumber

ADVANTAGES:

Flame Stop II is a Class A, one-coat system with a Flame Spread of 25 and Smoke Developed of 25 on Douglas fir. Since Flame Stop II penetrates and forms a molecular bond with the substrate, the life of the flame retardation shall be indefinite for most interior applications. For exterior applications, it is recommended that the Flame Stop II be reapplied after five years. Flame Stop II will not alter the structural integrity of wood, such as pressure treatment does, and is preferred, because it is user-friendly, functions as a wood preservative, dries clear, and can be easily applied by spraying, immersing, brushing, or rolling. Flame Stop II contains mold and mildew inhibitors which are effective against black mold. Once cured for 48 hours, the treated material may be painted with most latex-based paints.



HELP WANTED EVERYWHERE

Control what you can in this tight job market



Joe Todd, Accessa

In every market Accessa serves, its employees are hearing a common refrain. Manufacturers are struggling to retain existing team members, while scrambling to hire qualified candidates for open positions to maintain their current workload and meet increased demand. The job market is more competitive than it has been in at least the last decade.

"The economic momentum has been building over the last 12 to 24 months. The further the recession gets in the rearview mirror, and people realize they have dollars to invest and earnings continue to climb, confidence builds," says Joe Todd, President of Accessa.

Consider Elkhart County, Indiana, where recreational vehicles are big business and which had the highest unemployment rate in the United States in 2008. That's when lending was tight, gas was more expensive and the demand for RVs tanked. Today, the county's unemployment rate is a mere 2 percent.

The RV industry has experienced a significant surge. In August, Inside Indiana Business reported on planned company expansions by Jayco and Thor Motor Coach, for a combined 700 new jobs. Lippert Components currently was looking for 500 new employees, and Furrion had recently unveiled its new U.S. headquarters in Elkhart. There are more

job openings than applicants in the manufacturing sector there. To attract talent, plants are offering jobs that pay upwards of 50 percent more than the typical hourly rate.

For suppliers to RV manufacturers and similar businesses working in the same geography who need the same types of people, the pay gap is putting on the squeeze. For manufacturers of goods such as trailers, furniture, building products and housing, their choices are up against a wall: Ante up and pay what you can't afford or spend time and energy to train workers and get them up to speed. And it's not a Midwestern issue.

"In any Denver facility we go into that has a spraying operation, whether it's a customer or a potential customer, every single one is asking if we know any qualified finishers out there," Todd says, adding that the shortage of skilled finishers isn't limited to a particular type of substrate.

Over the past 12 months, increased competition, pay rate demands and a loss of workers have factored into the unfortunate shuttering of a few shops Accessa serves. While businesses can't affect what happens outside of their facilities, and this economic upswing isn't a boon for many people, business leaders can take steps to help mitigate negative impacts.

The biggest one, and perhaps the toughest to swallow, is to offer more competitive wages. On top of that are benefits packages. Companies can consider improving their current

LOOKING AHEAD

medical insurance package or absorbing more of the cost on the side of the employer. They may look at increasing vacation days for employees or rolling out a new PTO plan. Even small steps can make an impact.

A few tactics Accessa has implemented include PTO birthdays, three days of PTO in addition to vacation time, and absorbing most of the increases in health and disability insurance. Accessa has also changed its 401k program to match more dollars than in the past.

To better attract and retain talent, employers must also spend time on workplace culture. This doesn't mean giving away unlimited gourmet coffee, moving in a pool table or putting in a kegerator. Culture goes deeper. Companies that are doing it right know that skilled workers want money and benefits, but they also want a safe, enjoyable place to come to work.

"In addition to expanding benefits over the last couple years, what's working for us is attacking any gaps that are

preventing us from reaching the culture we want," Todd says. Part of that strategy is making sure Accessa has the right people in the right places, and then evaluating policies and procedures to see which ones are necessary and which are just red tape to be eliminated.

How people are treated affects their dignity, Todd adds. When employers show their people that individual roles matter to the overall health and performance of the company, those people carry that feeling home, where it influences entire families and communities. Larger companies, of course, have more resources to work on culture. But the key to culture isn't expensive; it's open, honest communication within the company — top to bottom, bottom to top.

As 2017 wraps up, Accessa and its customers are facing a similar 2018 economic forecast. If Accessa can help you weather any storms you might be facing, please contact them.

2018 DESIGN TRENDS

Every year, Accessa rounds up consumer trends in coatings and colors for homes and offices from a range of sources. Following is an excerpt from our complete roundup. Stay tuned to your inbox for the full **"2018 Design Trends"** report. When your customers ask for the hottest colors and styles, you will be ready.



GLIDDEN brand by PPG names 2018 color of the year:
Deep Onyx (ppg.com)

2018 COLORS OF THE YEAR

THE PANTONE COLORS THAT WILL BE TRENDING IN 2018

From powerful pink to minion yellow, these are the hues you can look forward to seeing in home design next year.

Pantone Color Institute executive director Leatrice Eiseman revealed the color trends we can expect for 2018 at the International Home + Housewares Show. "Metallics we know are classic, but they have really moved over into neutrals." She also predicts a continuance of iridescence, since "the human eye can absolutely not avoid" anything pearlized or translucent.

"Intense colors seem to be a natural application of our intense lifestyles and thought processes these days," Eiseman said. Therefore, 2018 will see another trend shift from pastels to intense colors.

(see color examples on the following page)

LOOKING AHEAD

Here are the eight palettes you can expect to see in 2018:



Resourceful: A palette made up of complementary blue and orange colors. "This is quite an interesting color combination," said Eiseman. "It combines warm and cool tones that you just can't avoid looking at."



Verdure: Vegetal colors like Celery are combined with berry-infused purples and eggshell blue, symbolic of health, in this palette.



Playful: Think "Minions." Bright yellow, lime popsicle, and all other things fun come together for this color scheme. "People need to stop and smile," said Eiseman.



Discretion: Playful's alter ego. Subtle hues such as Elderberry and Hawthorne Rose offer a new sense of strength. "Pink has developed more power than ever before," according to Eiseman.



Far-fetched: With warm, earthy hues such as Cornsilk Yellow blending with rosy tones, this palette "reaches out and embraces many different cultures," said Eiseman.



Intricacy: A palette of neutral metallics (AKA, the "new neutrals") with accents of dramatic Holly Berry red and yellow Sulfur.



Intensity: An eclectic mix of colors that evokes a sense of strength, power and sophistication balanced with black and gold.



TECH-nique: Bright turquoise, pink and purple colors with Brilliant White and Frosted Almond nod to technology. It's all about hues.

Source: <http://www.elledecor.com/design-decorate/color/a9178549/pantone-colors-2018/>

THE FIRST 2018 COLOR PREDICTIONS ARE HERE AND THEY'RE SUPER BOLD

So long neutrals, hello deep, bold colors!



One of the first paint companies to release their prediction is PPG Paints, who named Black Flame (PPG1043-7) their new "it" shade. They describe it as an "unprecedented, statement-making black with deep tones of indigo." So ... Black Flame is the new black? They also claim it reflects the rebirth of classic black and evokes feelings of privacy, hope and classic modernism.



Meanwhile, Glidden Paint calls out Deep Onyx (00NN 07/000), which they describe as a no-fuss shade of black that encourages a "less is more" approach to decor. It almost has a chalkboard-like look to it, which is why it doesn't feel too harsh when seen on walls and the floor. Just make sure you pair this color with light furnishings.



As for Olympic Paints & Stains, they say to watch out for Black Magic (OL116), which "brings an airy and soft space down to Earth." They also claim it's the perfect mix of masculine and feminine, and when paired with a copper pendant light and white trim, we totally see it.

But you won't only see dark hues on walls in 2018. Sherwin Williams predicts next year will be about three bright color palettes, which they dubbed Affinity (blue, fuchsia and brown), Connectivity (blue, green and high-def yellow) and Sincerity (neutrals, green and pink). All of these combinations are surprising and guaranteed to pack serious happiness into a room.

Source: <http://www.housebeautiful.com/room-decorating/colors/news/a9058/2018-color-of-the-year-predictions/>

2018 TRENDS: HOME

MILAN FURNITURE FAIR REVEALS THE BIGGEST DESIGN TRENDS FOR 2018

The annual Milan Furniture Fair (Salone del Mobile Milan), now in its 56th year, lures the biggest industry names from around the globe for the largest trade event of its kind. It reveals the biggest upcoming design trends.

Color: Warm and Earthy

"Tones of sienna, tan, terra cotta through to stronger rust and russet were used all over on walls in rooms, as well as furniture and accent decor objects," says Melbourne-based interior designer Lauren Li.

Accent colors: black forest, emerald green, and watermelon red.



Kitchens

Marble continues to be the preferred material for kitchens, however, the look is now decidedly more discreet, with little Carrara seen this year. Think blending in with green and brown colored marble cut into thin slabs, using a shark-nose profile to give the appearance of floating over the cabinets.

Another popular look is the all-black kitchen, which offers a contemporary and sophisticated look, especially when mixed in with plants. "Black is the new white ... Black was used in metal, painted wood and stone – even the kitchen sink is black," Li says.

Open Storage is trending with plenty of freestanding cabinets with glass doors and open shelf racks for showing off crockery.

That being said, electronic appliances such as fridges, dishwashers and stovetops are increasingly hidden elements in kitchens. "Cooktops are truly integrated into the kitchen with the gas element and knobs placed on the stone top without the stainless steel or glass plate at all," Li says.

Living Rooms

Wallpaper in the living spaces is back and here to stay. "The key trends are either geometric or organic. Geometric designs take cues from the Memphis style with dashes and stripes" Li says.

Source: <https://www.domain.com.au/living/milan-furniture-fair-reveals-the-biggest-design-trends-for-2018-20170418-gvmsni/>

MODERN INTERIOR DESIGN TRENDS 2018, BRIGHT COZINESS AND FRUGAL LUXURY

This year's interior design trends concentrate on families, love, success in relationships and work, resulting in creating welcoming spaces and improving the quality of the communication between people.

Coziness

Light room dividers, reading nooks, small spaces for different tasks, united in one open interior with zones are design trends that improve contemporary homes and offices. Comfortable corners allow relaxing, peaceful moments in style. Beautiful and comfortable zones add charming and stylish coziness to modern interior design. Decorating all small areas and mastering micro-zones fill homes and offices with luxurious and trendy comfort.

Dark Wood, Cork, Bright Lights

Light brown colors of natural wood are modern and appealing, perfect for small spaces. Dark wood is one of modern interior design trends 2018 which bring delicious chocolate brown hues into interiors giving a touch of luxury to room decorating. Cork is another beautiful material, which makes not only beautiful floors but also cabinets doors and walls also. Filled with wood and soft textiles the rooms ask for bright lighting design. Combined with spectacular lighting ideas, wood creates spacious, warm, and comfortable rooms.

Simple Shapes and Metal Furniture

Simplicity is another trend in lines and shapes. Geometric, clean and elegant designs with slightly curved angles have the highest value in modern interiors. Minimalist, Scandinavian, and high-tech styles, as well as an influence of retro-modern designs, are stylish options for interior design in 2018. Metal furniture creates a beautiful look with wood and soft upholstery fabrics, adding shiny luxury and durability to fashionable home furnishing.

Recycling

In addition to demonstrating amazing skills, recycling projects 2018 need to create attractive, unique furnishings and artworks that boundlessly merge with room decorating, balancing color schemes and harmonizing textures.

Ceramics, Glass, and Metal

Terra-cotta tiles, ceramic vases, home accents, and art are modern trends in decorating. Glossy tile designs, glass, and metal elements bring elegant shine into modern interiors in 2018. Metal furniture, picture frames, lighting fixtures, wall panels and hardware make rooms look stylish, exclusive, and bright.

Leather and Natural Stone

Not only leather furniture, but home accents, like shelf holders, handmade leather flowers, and wall artworks are stylish elements of modern interior design 2018. Marble, granite, and pebbles stay the most popular stones for interior design. Geometric prints and carved designs are top ideas for sophisticated and original decorating with natural stone.

Source: <http://www.lushome.com/modern-interior-design-trends-2018-bright-coziness-frugal-luxury/182192>



2018 TRENDS: OFFICE

TOP OFFICE FURNITURE TRENDS FOR 2018

Each new year brings fresh new designs and innovative office furniture styles and trends. 2018 will be no different! While we'll see the ramping up of current trends, we also expect to see new ones like ultra-vibrant colors making an appearance. Here are some of the biggest office furniture trends you'll be seeing in 2018.

Simplified Spaces

Gone are the days of bulky cabinetry and heavy materials. In 2018, you'll see more of open shelving units, light-colored materials and clean lines. These simplified spaces allow for a brighter, more airy working space making it easier to hone in on the tasks at-hand.

Adaptable Furniture

Adaptable furniture is one of the biggest office furniture trends you'll be seeing in 2018. This type of furniture allows organizations to easily put on internal meetings and training sessions, while also making it possible to host events that bring in a large number of clients, partners or prospective clients into the building without the stress of renting equipment or moving around heavy furniture. Essential to any multi-purpose space, adaptable furniture allows you to provide comfortable seating for your clients one minute and then completely clear the space out the next. Quality, foldable desks, stackable chairs, and rolling tabletops make this trend one that more organizations will be jumping at this coming year.

Unconventional Workspaces

The typical office space has been changing over the last several years as the millennial generation has been flooding the marketplace. Instead of stagnant, closed-off offices, many businesses are now opting for more open-concept and unique workspaces to inspire creativity

and focus. Co-working spaces are now a staple, often resembling somewhere more intimate like a person's home or a coffee shop. Unconventional furniture pieces like funky stools, cozy couches, technology-integrated pieces and even games are trending in companies that are aiming to make the office a place where people not only want to work every day but also spend their time.

Ergonomic Designs

Now that roughly 86% of American workers sit at a desk most of the day, 5 days a week, health has become a major focus for businesses and employees. To prevent aches, pains and injuries related to sitting, typing and leaning throughout the day, businesses are employing that latest ergonomically-correct furniture pieces. Moveable keyboard trays, sit/stand desks, monitor stands and ergo-friendly chairs are just a few of the pieces that people are implementing for a more user-friendly workspace in 2018.

Recycled Office Furniture

While "going green" is not a new concept, recycled furniture is something we're predicting to see more of as companies continually become more environmentally conscious and these types of products become more readily available. Desks, chairs and even floor mats are becoming popular recycled pieces in a typical office space.

Colorful Details

In with the color, out with the dull, grayscale details. Organizations in all sorts of industries are infusing their lobbies and workspaces with colorful details, adding instant life and energy. Companies are realizing that colorful furniture and decor are helpful to keep employees and customers engaged throughout the day, as well as, a way to further infuse company branding.

Source: <http://www.dunnsonline.com/blog/2018-office-furniture-trends/>

LOOKING AHEAD



Dark Blue and Two-Toned Cabinets are the latest trend in kitchen design. (HGTV)

2018 TRENDS: KITCHEN/BATH

BIGGEST KITCHEN AND BATH TRENDS FOR 2018

According to The Kitchen & Bath Industry Show, here are the biggest trends to look for in 2018.

Granite is out!

If you're about to start a project with any counter tops, consider using quartz. It's the number one product on the market right now. It's durable, has incredible finish options and it's fresh.

Brass is Back

Chrome and satin still reign supreme if you want to keep it classic however shiny brass is back in a big way. Not ready to commit? Yet another trend is rose gold.

OPERATIONS

PEOPLE NEWS

If you have called Accessa's main phone number in the past, it's likely you've spoken to **Noah Muller**, who formally worked in Customer Service. Noah is integrating into a newly formalized role, Inventory & Purchasing Associate. Noah is at work analyzing product consumption and setting up new min/max systems. Additionally, he will be working on improving the company's inventory management process. Cycle counts and physical inventories are coming to a branch near you.

Dan Foreman is a new addition to the Accessa team. Dan is primarily working as a Lab Technician in Elkhart. Dan comes to Accessa with many years' experience in finishing and finish department management in the custom kitchen cabinets industry.

Stone Sinks

Beautiful hand carved stone sinks were also a hot topic at the show. While traditional porcelain will always be a classic, a stone sink is where the trend is headed.

Two Tone Cabinets and Bleached Cabinets

Other huge trends were two-tone cabinets and bleached woods. We are moving away from the all-white trend. So if you're about to remodel your kitchen or bathroom avoid doing all white. You could immediately date your house.

Navy and Blue

Without a doubt, the biggest trend in Kitchen and Bath right now is color, especially blues. It was an apparent trend in everything from cabinets to appliances.

Color

Blue was the top color of the show but color was indeed everywhere. Cabinets, faucets, appliances and even sinks were anything but traditional.

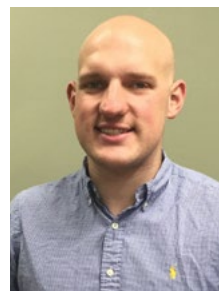
Doors

Boring builder grade doors are out. If you want your home to stand out with details start with amazing doors!

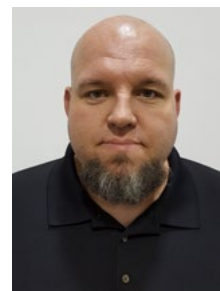
Subway Tile is Out

Look for texture, color, patterns and unique designs instead of the simple white designs.

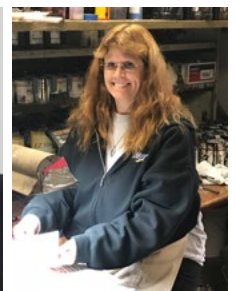
Source: <https://gatesinteriordesign.com/biggest-kitchen-bath-trends-for-2018/>



Noah Muller



Dan Foreman



Karen Allons

Karen Allons joined the team in Denver a few weeks ago as a Lab Technician. Karen was a former team member of the Paint and Lacquer Co., the company Accessa acquired a year ago. We are excited to have Karen back on the roster and supporting the Denver branch with her fantastic color eye and friendliness.

TOOTING GARY'S HORN



If you stop by the Accessa office in Colorado to talk to Gary Wilhelm about a wood finish or custom color, he's easy to pick out: standard dress pants, collared shirt with the Accessa logo on the chest. But after hours, Wilhelm is just as comfortable on stage dressed in all black, toting a trumpet.

During the last weekend of September, Gary was in a downtown Denver night club playing with the 20-piece Ultraphonic Jazz Orchestra — think Stan Kenton, Duke Ellington and Count Basie. The following night, he sat alongside men in tuxedos and women in dresses in front of a sold-out crowd of 450 people at the Lone Tree Arts Center in Lone Tree, Colorado. He and his fellow 85 performers were presenting "Westerns Winds," a concert featuring an orchestral suite by composer Owen Reed. After a nice summer break, Accessa's own freelance commercial trumpet player was kicking off the 2017-2018 season for the Denver Concert Band.

"Playing trumpet has been my life since I was a kid. I rehearse three to four hours a day, and perform three to four nights each week. If I'm not working here, I'm playing," Gary says. His parents handed him an instrument at age 8, and the rest is history.

Gary got his first job at Paint and Lacquer Co. in Englewood in 1982, when he was still a student at the University of Northern Colorado and his uncle led the coatings business. After pursuing his master's degree in trumpet performance and jazz pedagogy, he produced, toured and performed for several years, both locally and internationally.

"I had the great honor of working with some of the world's greatest jazz artists," he says. When his daughter Ella was born, Gary settled down to make fatherhood a priority, picking back up at Paint and Lacquer Co. in 2000, which came under the ownership of Accessa in 2016.

About three years ago, as Gary's daughter grew older and more independent — and was playing piano and clarinet herself — his passion for the trumpet led him to once again pick up his performance commitments. He currently plays Principal Trumpet in the Lone Tree Symphony Orchestra and Denver Concert Band, plays as part of the Colorado Wind Ensemble, and is a member of the Ultraphonic Jazz Orchestra. Gary also serves on the board of directors of the Lone Tree Symphony Orchestra, a nonprofit community orchestra performing orchestral music in the city of Lone Tree and South Metro Denver, and has served as the orchestra's personnel director for the past three years.



Gary Wilhelm (left) performs in the trumpet section of the Lone Tree Symphony.

Most of the musicians he plays with have day jobs to support their music habits. Among the players in his company are a pilot for United Airlines, some financial advisors, and plenty of high school teachers and college professors. It turns out that many of his Accessa woodworking clients are also fellow musicians.

So do coatings and musical notes have much in common? Gary's approach doesn't suggest that they do.

"I have kind of a split personality. It's like an extrovert versus introvert thing. I'm very rigid and organized and methodical at work. My position within Accessa calls for me to play a rather confident, scripted role, which doesn't vary much from day to day. But when I play the trumpet, the only methodical and scripted thing I do is play constantly," Gary says.

"It's different every time I pick up the horn, and is always very physical and emotional, raw and genuine. The spontaneous reaction of the audience is my reward."