

## COVID & ITS IMPACT

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HOW WE GO FORWARD



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A NEW PARTNERSHIP

**ACCESSA**

## PRESIDENT'S MESSAGE:

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2020 started off great with a strong first quarter. Then, COVID-19 hit. April, 2020 will go down as the lost month for many. Shut down manufacturing companies; retailers; restaurants; schools. Stay at home orders; economic malaise; illness; anxiety and confusion. And silver linings. A possible reset for some (though to acknowledge, not all). Time with family; hobbies; exercise; nature.

April finally ended 10 years later, May came and went pretty quickly, and now we are into the beginning of summer. The new normal is beginning to set in, mainly with the anticipation that life remains week to week. What remains unclear from a business perspective is the level of demand to expect over the coming months. Consumer spending is already showing signs of rebuilding, although could be stunted with many Americans struggling with job loss, creating additional downward pressure on the economic recovery. Some of our market segments remain strong and unfazed by the COVID interruption. Other industries really struggled, though it appears brighter days are ahead.

As a company, we can not control the overall economy; rather we must remain focused on how we manage within it. The Accessa Project Greenlight, a detailed 30-60-90 day post-

restriction plan is being executed as we speak. The plan's goal is to reengage with both customers and opportunities alike to assist them in getting back online. Additionally, we have several new products we recently launched whose momentum was strong and traction will be regained.

Some of the new products launched are more traditional in nature, such as AcromaPro's Ameristar HS Sealer. This new sealer is truly high solids, not just a coating filled with puff and fluff. Other new products are sure to open some eyes, like the dead flat S-Matt coating from ICA. Scratch the coating with a fork or house keys and watch the scratch disappear as it self-heals with a very simple "repair" process. Accessa is even branching out by filling demand for surface disinfectants and sanitizers, items our customer base has been struggling to obtain in today's climate.

The coming months will continue to be a challenge requiring adaptability and perseverance. As a Company, it is extremely important to remain unified in our fight against COVID-19; maintain a team first attitude to helping our customers and each other; and committing to the highest level of patience, respect, and communication. This is a challenge I know Accessa will rise to and overcome.

Joe Todd, President, Principal

## COMMUNITY OUTREACH

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### FOOD DRIVES

Accessa was well represented throughout April and May as we participated in food gives to the various hospital Emergency Departments throughout Indianapolis. We appreciate and salute our heroes in the healthcare and first-responder fields who have been working tirelessly throughout this pandemic!



## EVENTS



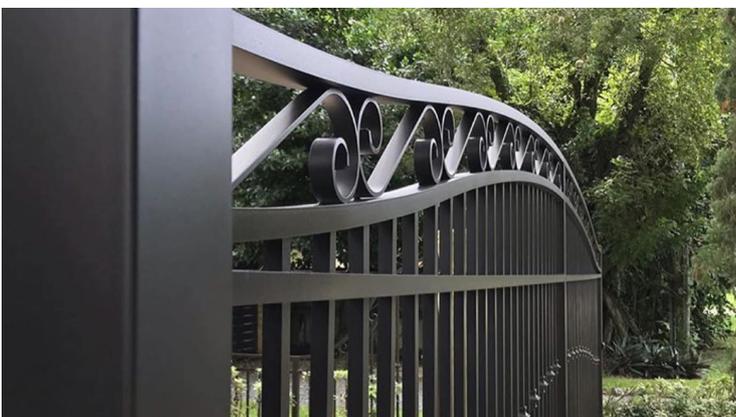
## ANNUAL Q1 SHOWS

Accessa once again participated in the Midwest Tool Expo & Auction, Shipshewana, IN, January 24th & 25th and the Mount Hope Showcase, Mount Hope, OH, February 13th-15th. Both shows were well attended and provided an opportunity for us to introduce the respective marketplaces with ICA's new S-Matt products and AcromaPro's new Ameristar HS Sealer and the Matador Plus paint system. There were also many conversations regarding water-based products. While folks may not be immediately transitioning to water, the amount of conversations are steadily increasing, and they are glad to know we are well-positioned with several water-based options, from our Accessa-branded products on up to the ICA water-based products.

Accessa was scheduled to have a presence at the International Woodworking Fair (IWF) in Atlanta, but the show has now been cancelled.

## ACCESSA IN THE FIELD

## ACCESSA IN THE FIELD



*Perfection Electrostatic Paint by Accessa being applied in the field.*



*An exterior door finished with the new ICA LA310G30UVE...looking great!*

## NEW EMPLOYEE SPOTLIGHT



**JOANNA WARD**  
LAB TECH  
PRODUCTION ASSISTANT  
ARTHUR, IL BRANCH



**DENNIS HEIMBRODT**  
CHEMICALS CONSULTANT  
CHICAGO, IL BRANCH

## PRODUCT WATCH

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### GCLEAN

#### ***GClean® GC200 Surface Sanitizer & Disinfectant***

GClean's GC200 is a ready-to-use surface sanitizer & disinfectant that kills 99.9% of illness causing germs and bacteria on contact and keeps on self-sanitizing long after its initial application. GC200 Sanitizer & Disinfectant goes on in minutes (when applied with sprayer) and is non-harmful to both people and the environment, putting you, your employees, your family, house, and/or facility back in service safely. For professional use only.

GClean GC200 Surface Sanitizer & Disinfectant uses a unique and novel nanotechnology to combine a two-headed active ingredient. It instantly kills the germs and viruses with chemical ingredients and then becomes an integral mechanical part of any surface. GC200's unique solution causes microbes to be drawn to nano-spikes where they are pierced on contact, physically (not chemically) destroying the cell wall. GC200 does the job mechanically, and has the distinct property of remaining active for over 30 days\*. GC200 Surface Sanitizer & Disinfectant is environmentally-friendly, with no harmful chemicals released into the environment. \*Timeframe varies based on the surface (30 days on non-tactile surfaces) and environment surface exposed to.

#### ***GClean Fun Facts***

- Kills 99.9% of illness-causing germs\* for up to one month
- Has a proprietary ingredient infused, which when sprayed on any surface, creates a clear, colorless, elastic, microscopic intermolecular cross-linking. Once the surface is treated and allowed to air dry, it creates a "nano spike" elastic barrier, so when bacteria and viruses land on this spiked surface, this defense barrier pierces the cellular wall, eliminating the replication and spread of germs and viruses.
- Staphylocidal, Pseudomonacidal, Bactericidal, Fungicidal, & Virucidal
- Improves overall cleanliness and downtime
- Made with organic compounds
- Triclosan-free
- Water-based, Odorless Non-toxic, safe for humans
- Environmentally safe

- Applies in minutes and dries fast, no wiping  
Has a positive charge so it can be sprayed or dispersed using a traditional sprayer or a cold fogger without the use of an expensive electrostatic spray/fog dispersing head.
- Will not discolor surfaces, upholstered fabrics, or clothing.
- Made in the USA
- US EPA Reg #: 6836-152-84429 & 6836-289-84429

### HITSOL

#### ***HitSol HSC4202***

HitSol HSC4202 is a low foam, water-dilutable, heavy duty caustic cleaner designed with a low foam surfactant and chelating agents to quickly remove machining lubricants, shop soils and grease. HSC4202 is also suitable as a plastic cleaner to remove oil and grease prior to painting. The low-foaming characteristics make HitSol HSC4202 appropriate for use in recirculating spray washers or in immersion tanks.



### ACCESSA

#### ***Perfection Electrostatic Paint InviraThane DTM***

While we've mentioned this product before, we wanted to mention it again due to the continued development time. InviraThane DTM is a low-VOC, HAPs-free, two-component acrylic urethane that was specifically designed for direct-to-metal application. InviraThane DTM offers excellent color and gloss retention as well as very good scratch, mar, and chip resistance. InviraThane DTM is an excellent coating for the OEM marketplace looking to increase the longevity of their products in the field through coatings performance.

#### ***Antimicrobial BB***

Because silver is considered not to be harmful to humans, animals or plants, Antimicrobial BB can be used in a wide-range of applications where hygiene, odor control, and stain resistance are main objectives. The proprietary, patented technology is based on silver-functionalized clay that creates a naturally sourced and highly efficient antimicrobial product.

The additive prevents the growth of bacteria, mold, fungus and other microorganisms, which also makes Antimicrobial BB a powerful tool against odors and stains. The active ingredient in Antimicrobial BB is ionic silver (Ag), a naturally occurring element with a well-known antimicrobial spectrum, as well as being widely recognized as safe for human contact. It has been proven effective against most harmful microorganisms present in everyday life, such as E.coli, Legionella, Pseudomonas, S. aureus, Aspergillus niger, and Coronaviruses among others.

#### ***Antimicrobial BB Applications***

Due to the high versatility, durability, and efficiency of the product, coatings applications are found in a wide range of sectors:

- Construction – to include cabinetry, countertops, and millwork.
- Office furniture
- Electronics
- Apparel & Sports
- Healthcare
- Food

#### ***Antimicrobial BB Key Facts***

- Solution to achieve a higher level of hygiene.
- High efficiency against pathogen organisms present in hospital acquired infections.
- Built-in, long-lasting protection of products and surfaces.
- Product approval by EPA and other international associations.
  - US EPA Registration #: 94446-1
- Additives based on cutting-edge technology.
- Efficient control systems of critical points and problems of cross-contamination.
- Value-added product differentiated from competitors.

### ACROMAPRO

#### ***AcromaPro's Ameristar HS Sealer***

Ameristar HS Sanding Sealer is a HAPS-free conversion varnish sanding sealer for coating interior wood products. Ameristar HS Sealer is a pale, clear, catalyzed coating material for finishing natural woods, and other applications requiring good resistance to discoloration or yellowing. This product is fast drying with high build properties and has excellent sanding characteristics.

### ICA

#### ***ICA's LA310GxxUVE***

ICA's LA310GxxUVE has been formulated at the request of Accessa. ICA's LA310GxxUVE is an economical, user-friendly, transparent monocomponent water-based exterior topcoat with good distension, body, remarkable elasticity and exterior resistance.

#### ***S-Matt OPX300***

- ICA's S-Matt OPX300 polyurethane topcoat for interior furnishings was designed to create high-performance, ultra-matt surfaces. In particular, ICA's S-Matt OPX300 transparent polyurethane topcoat achieves an anti-glare, highly soft-touch surface, and self-healing properties.
- S-Matt AOX Series - ICA's S-Matt AOX Series is an innovative range of coatings for interior furnishings designed to create high performance ultra-matt surfaces. These coatings offer soft-touch, self-healing properties, and very low levels of VOC emission, while being safe to handle. In particular, ICA's AOX1018 achieves anti-glare, anti-fingerprint, soft-touch surfaces.



# DON'T LET THE HOT WEATHER OF SUMMER NEGATIVELY AFFECT YOUR COATING APPLICATION

Environmental conditions can wreak havoc throughout all phases of coating application. To maximize the longevity and performance of the coating, we need to monitor environmental conditions, utilize proper testing equipment, and maintain regular logbooks to stay on the path to coating success.

Environmental conditions refer to the air and surface temperatures, relative humidity, dew point, and, if painting outdoors, wind speed; each of these can negatively impact the coating if not properly monitored. All other things being equal, summertime conditions can lead to numerous problems for industrial coatings application. The rise in temperature and humidity typically changes the application behavior of most coating materials. To help you combat these heat-related issues, we compiled several common sources of problems, and rules of thumb to overcome them.

**High Air and Surface Temperatures:** Heat will cause coating materials to cure and/or dry faster. Three different temperatures need to be measured and monitored during the application and curing process. Depending on the temperatures of these three different elements, adjustments should be made to the application procedure. Rule of thumb: For every 18°F (+/-), the material's pot life and cure time will be cut in half or doubled, respectively.

- **Ambient:** Whether working indoors or out, know the temperature of the surrounding work area and know what the 48-hour forecast is.  
**Rule of thumb:** When in air-conditioned spaces, keep the ambient temperature at 72°F.

- **Product/Material:** It is important to store the coating materials at a constant temperature between 65°F and 80°F. This means the materials should have been kept within this temperature range for at least 24 hours before use, and that they should ideally remain within this range during the application process.  
**Rule of thumb:** If applying outdoors, keep the materials cool (can use coolers with ice as an example), and work areas can be tented-off to provide shade (if possible) when working in direct sunlight. Be careful to avoid contact of the coating material with any water from melting ice.
- **Substrate:** The coating material will start to warm (or cool) on contact with the application surface to meet the temperature. A hot application surface will mean less time to apply the material. Curing times can slow down or accelerate when the coating is applied in colder or hotter temperature conditions.  
**Rule of thumb:** Plan to apply exterior coatings in the cooler, early morning hours of the day. It is not advised to apply coatings when the air or surface temperatures are below 60°F.

**Product Pot Life:** The pot life of a two-component coating material is defined as: The time it takes for its viscosity to double given a certain temperature, relative humidity, and volume.

It is important to understand and remember that a material's pot life is a concept that depends first on its formulation and then on the job site, mixing and application conditions and

## EDUCATION

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techniques. Rule of thumb: Pot life is NOT a fixed amount of time. It varies depending on heat, humidity, and mixed volume.

**Relative Humidity:** is the actual amount of moisture vapor in the air relative to the theoretical amount of moisture the air can hold at a given temperature. High humidity in the environment condenses on a colder surface in the form of moisture. Humidity levels can hinder the rate of solvent evaporation and can lead to blushing (haziness from trapped moisture).

**Dew Point:** relates to the temperature at which the air is cooled to become saturated with water vapor. The measurement of the dew point relates to humidity; a higher dew point means there is more moisture in the air. Air that is cooled to its dew point through surface contact to a substrate that is colder than the air causes condensation to form on the surface.

**Wind Speed:** can negatively affect the coating when contaminants such as blast media, dust, sand, water, and debris are blown onto the surface area where the coating will be applied. Other negative factors associated with wind speed include accelerated solvent evaporation and drifting or over-spray of applied coatings. Wind can also create an "orange peel" texture appearance on the surface of the coating when materials are applied in windy conditions. In summary, knowing how the coating best acts under various environmental conditions is essential to maximizing coating performance while minimizing applicator frustration. Referring to logbooks of the past to know what to do to a coating – reduce, retard, or simply hold off – is critical to replicating former success. Always refer to a manufacturer's recommendations on add rates of thinners and remember, more is not always better. ***If you have any questions or concerns, please contact your Accessa Coatings Consultant or Technical Consultant for more information.***

## NEWSWORTHY

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# ACCESSA AND JASPER INDUSTRIAL SUPPLY TO PARTNER



INDIANAPOLIS – Accessa has entered into an agreement with Jasper Industrial Supply ([www.jasperindustrial.com](http://www.jasperindustrial.com)). Jasper Industrial will serve as a sales and distribution partner of various Accessa coatings and chemicals product lines in areas of Southern Indiana and Kentucky.

Jasper Industrial Supply (JIS) is an industrial supply distribution company. JIS service's custom cabinet shops to large OEMs. Brands JIS carries include Blum, Rev-A-Shelf, Sames Kremlin, Accessa Coatings, Norton Abrasives, Sawstop, AcromaPro, Knape and Vogt, ICA, Omega, Tenn-Tex, Omega, Timberwolf Forrest Products, Element Designs, Interthor and many more.

In addition to sales of these products, JIS also offers services such as helping you find the right product for your needs. JIS' experienced sales staff will work with you to make sure you choose the right hardware for the job.

JIS also services the products it sells such as Sames Kremlin pumps and spray guns, Sawstop saws and Interthor pallet jacks and hand trucks.

"The partnership with Jasper Industrial Supply is a 1+1=3 scenario whereby Accessa is arming Jasper Industrial with topnotch coatings and chemicals products combined with Jasper Industrial's knowledge and relationships throughout Southern Indiana and Kentucky." adds Joseph Todd, President of Accessa.