



THE Consultancy

TEAM ACCESSA NEWS + HAPPENINGS

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WELCOME MESSAGE

Staying on course while navigating high winds



Calendar year 2026 is off to a fast start with warm weather upon us and summer quickly approaching. The first quarter started off strong, however many economic headwinds blew in with a fury, primarily due to the negative impacts of soaring crude oil prices. Oil serves as a base raw material

for just about everything we touch, feel, and see in our daily lives. From the obvious of gasoline, freight, and solvents to plastics, textiles, and food stock, nothing seems immune from the direct and indirect influence of oil.

The macroeconomic forces present a multitude of challenges for Accessa and the industrial coatings industry at large. Most notably, the costs of raw materials, finished goods, freight, and packaging materials have risen rapidly, resulting in incredibly difficult decisions to be made. Increases in selling prices to offset rising costs and extreme expense management are the order of the day and will continue to be in the near term.

The longer-term view for the remainder of 2026 is cautious optimism with a theme of “controlling the controllables.” Accessa has a sales and technical support team that is second to none. The operational team the company has built over the past year continues to gain its stride and create incredible value for our customers. The management team has been hard at work instilling a focus on company values and the Accessa Promise: We promise to provide quality products with white glove service accurately and on time. If we fall short, we’ll fix it.

As a company, we take any commitment we make with seriousness and care. Relying on our values and striving to live up to the Accessa Promise has become the core of what we do and why we do it. While there may be times where we fall short, we commit to fixing our mistakes, learning from them, and continuing to grow and improve.

Joe Todd, President, Principal



Recent Accessa Events



Midwest Tool Expo & Auction

January 29-31, 2026

The 25th annual Midwest Tool Expo & Auction did not disappoint. The sprawling trade show, auction and conference in Shipshewana, Ind., welcomed hundreds of tool, woodworking, construction and business solution exhibitors and thousands of attendees. This is always a must-attend show for Team Accessa and others interested in woodworking, construction and design.

(Pictured: Dan Foreman)



Daviess County Construction Show

February 13-14, 2026

What started as a couple of people and a dream to connect buyers to vendors has turned into a two-day event featuring 80 construction-related booths with everything from alternative energy and metal roofs to cabinet builders and much more. The sixth annual Daviess County Construction Show in Odon, Ind. showcased manufacturers and distributors catering to any and all construction, home design and finishing contractors and DIYers in the Daviess County area. (Pictured: James Wedding)



Mt. Hope Showcase

February 19-21, 2026

A handful of Accessa staff spent Feb. 19-21 in Millersburg, Ohio, at the Mt. Hope Showcase. The event featured 290+ vendors from businesses of all types, including woodworking, metalworking, sawmill, business services, construction tools and equipment, and more. (Pictured: Patrick Finn and Jason Williamson)



Ohio Furniture Market

April 8-9, 2026

The Ohio Furniture Market is exclusively for wholesale buyers looking to fill their showrooms with furniture pieces built with passion, detail and intentionality. The 2026 market featured 189 exhibitors displaying a myriad of styles, designs and techniques, but with one thing in common: their love for what they do. (Pictured: Patrick Finn)





Fighting Cancer at An Evening With Heroes

Members of Team Accessa attended the Heroes Foundation's premiere fundraising gala, An Evening With Heroes, on January 24, 2026. Accessa is a longtime sponsor of the nonprofit organization, co-founded by cancer survivor Vince Todd, Jr., with his wife, Cindy. This year's event was presented by Duncan Supply Company and helped raise over \$610,000 to fight cancer and support cancer patients. (Pictured: Vince Todd, Jr., Vince Todd, Sr., Kevin Fine, Tara Holcomb, Chad Purdy, Les Yoder, Ben Archer-Patterson, Joe Todd and Pat Soller)



Supporting Opportunities in High School Education

Representing Accessa, Vince Todd, Jr., and his wife, Cindy, attended Pride of Providence in September 2025 to benefit Providence Cristo Rey High School in Indianapolis. Proceeds from the evening went to support the school's mission of providing a Catholic, college-preparatory education combined with a corporate work study program for students with limited financial means.

Upcoming Events

August 25-28, 2026

IWF Atlanta

The International Woodworking Fair in Atlanta is North America's oldest and largest wood products design and technology trade show and conference. On August 25-28, 2026, representatives from Team Accessa will join thousands of woodworking industry professionals at the Georgia World Congress Center to explore products, technologies and design solutions to help the global woodworking industry build the built environment.

October 22-23, 2026

Wood Pro Expo Lancaster

Team Accessa will head to the oldest Amish community in the country for Wood Pro Expo Lancaster on October 22-23, 2026. Held at the Spooky Nook Sports Center in Manheim, Penn., WPE Lancaster bills itself as the only woodworking exposition and conference for professional woodworkers in the Mid-Atlantic and Northeast regions. In addition to participation from the strong Pennsylvania woodworking base, attendees come from states including New York, New Jersey, Delaware, Virginia and Massachusetts.



ACCESSA TEAM SPOTLIGHT

Finishing Strong in Pittsburgh

Gil Dreger's career path led him to Accessa



Dreger worked part time at an auto body shop in Pittsburgh when he was in high school, but he was more interested in woodworking than cars. One afternoon, the shop foreman told Dreger he'd learned all about collision repair at Thaddeus Stevens

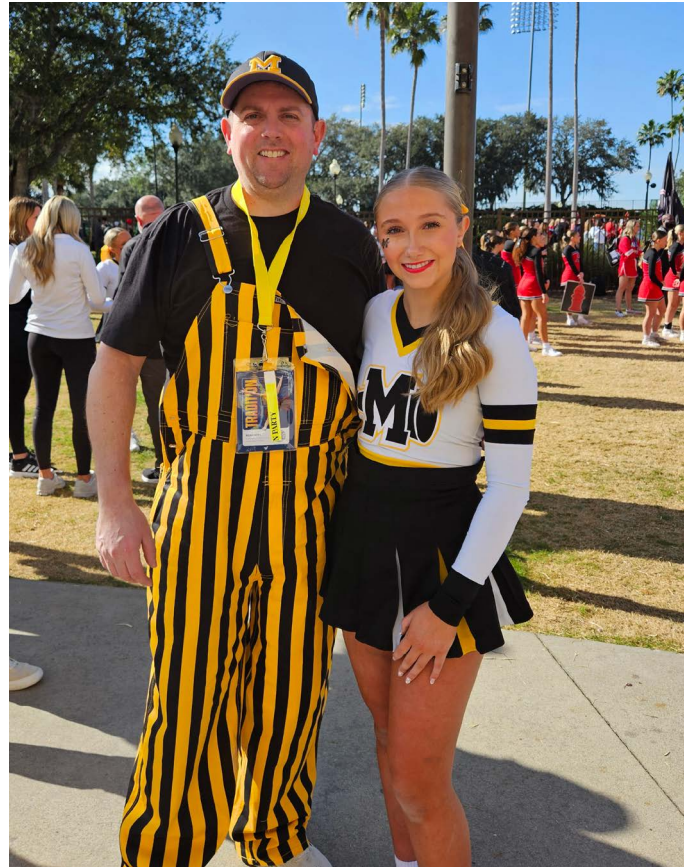
College of Technology in Lancaster, Penn., and encouraged the high-schooler to look into it. Dreger did, and soon he was enrolled in classes in cabinetmaking and fine furniture. "I just fell in love with it," Dreger says.

Dreger has been following the wood path ever since, and today, he is Branch Operations Supervisor for Accessa's Pittsburgh location. D.C. Clark, Vice President of Accessa Marketplace Solutions, has worked closely with Dreger since 2021.

"Gil is an extremely dedicated leader who keeps our branch running smoothly. He works tirelessly across sales, operations, and everything in between. We simply couldn't do it without him," Clark says.

Dreger was a foreman for a large commercial cabinet shop in the Pittsburgh area before joining the Clark Deco team, which became part of Accessa in 2022. He uses his education and deep experience to advise our customers on all kinds of problems, and he spends a lot of time answering questions about processes and how to get the right result.

"I really enjoy helping people, when they're like, 'Yeah, that was it!'" he says. Many times they're the



Gil Dreger with his daughter, Isabella.

same problems he worked through as a finisher himself. "We do a lot of water-based coatings here, so often shops are too dry or they have heat blowing on the finish, which can cause air bubbles."

Sometimes the best solution doesn't even exist yet. That's when Dreger gets creative. Inside the branch in Pittsburgh, he and his team found that the 5kg cans from European manufacturers kept getting crushed in their standard shaker, built for 1-gallon cans. Dreger retrofitted the machine by sprayfoaming a bucket inside a bucket to create a "can crush eliminator" that works like a charm. For the guys in the lab, he made an insulated bucket that stays hotter longer to make cleaning their spray guns easier.

On other days, Dreger might be covering for a team member, loading and unloading trucks, or helping with color matches in the lab.



ACCESSA TEAM SPOTLIGHT

The everyday surprises keep him motivated. Accessa's Pittsburgh branch serves a diverse customer base, from homeowners who will walk in to buy a topcoat, to painters and furniture or kitchen refinishers, to large industrial cabinet shops. "I enjoy talking to all the customers and seeing what they're working on," he says.

"Finishing takes a special kind of person. It seems like a simple process, but it's really not, and it's the part of the project that everyone looks at. It doesn't matter if you build a crappy box — if someone puts a beautiful finish on it, everybody says it's beautiful."

It was at Thaddy Stevens where he learned the importance of details, like finishing the bottom of a table just as well as the top because when someone lifts the table, their fingers touch the underside of the wood. He also learned to balance the coats and their tension on the wood for lasting beauty and quality.

"It's that last step that makes a project the best that it can be." he says.



Dreger is passionate about his family and youth hockey. Here he is with son Westin and wife Amber.

Dreger is also passionate about his family, which includes his wife, Amber, and children Isabella and Westin. He coached youth hockey for seven years and is Vice President of the Montour Hockey Association. Westin plays on his middle school team and in a travel hockey league, which takes the family as far as Michigan, Nashville, Cleveland, and Buffalo, NY.



Mishler Weaving Mill in Smithville, Ohio.

Making Their Communities Better Places to Live

Did you know that three members of Team Accessa serve their local communities as elected officials? It's true!

- **Jeff Smead** is vice president of the Grabill Town Council in Grabill, Ind.
- **Jason Williamson** is a Clark Township trustee in Ohio.
- **Patrick Finn** is a member of the Smithville Village Council in Ohio.



Bringing Color in House

Tinting machines have come a long way

Color matching has been around for a long time, but the technology has rocketed forward over the last few years. Gone are the days of manually operated tinting wheels. Today's tinting machines are fast, fully automatic and affordable. While mixing pigments on your own isn't the best fit for every customer, it's worth exploring for many. In this issue's Product Watch, we're taking a closer look at tinting machines and pigments.

Pigments

"There are two ways you can create a color and have a measurable, repeatable formula," says Les Yoder, Operations Manager at Accessa. "You can use a gram scale and add color into it manually, or you can use a tinting machine." Both options require investment in not only equipment, but also pigments (sometimes called colorants) and bases.

One of the first things to understand about pigments is that they are manufacturer specific. "This has been a big change over the last 5-8 years. It's not universal anymore," Yoder says. "It's much more proprietary, but it ensures compatibility with their bases."

If you mix and match your pigment and base brands, you're essentially relinquishing any meaningful technical support or promise of quality. If you want a Milesi base, for example, you need to use a Milesi colorant.

This shift makes sense for you as well as the manufacturer. Working with products from one brand, you have more assurance that you'll be able to achieve the results you want while holding the producer accountable to the products they're selling.

Accessa offers colorants and bases from the world's top brands: AcromaPro, ICA, Milesi, NCP



Coatings, Perfection Electrostatic Paint, and Renner. Our Coatings Consultants work with you to determine options for the best pigment choices for your line.

"You have to understand what each manufacturer offers and the technical support behind matching colors," Yoder says. These guidelines help ensure color consistency and ease of use of the product.

Tinting machines

Customers who want full control over their tinting process can consider bringing it in house with a tinting machine. For some mid-size to large shops that are looking to make their finishing process nimbler and faster, tinting machines are a great consideration.

Bringing tinting in house can empower you to respond to customers more quickly, which might help you win more jobs. For example, finishers can do a color match for a customer on the spot, spray it out to get sample approval, and, once approved, the project can start as soon as the customer greenlights it to move forward.



PRODUCT WATCH: COATINGS & EQUIPMENT

There are essentially two functional pieces of equipment involved in tinting. The spectrophotometer resembles a desktop workstation and uses a “color eye” to read a sample, process it and develop a formula to tint the coating to match. This spectrophotometer is hooked up to a pigment dispenser, which dispenses the color-matched formula into a can at the base of the machine, where it’s agitated and ready to be applied.

Accessa carries the cutting-edge Corob EVO1ST tinter, which is a bellows pump paint dispenser known for its robust longevity and requiring minimal maintenance. To meet the demand for speed and productivity during peak hours, the EVO1ST offers optional features such as 6-colorant simultaneous dispensing, higher flow rate and larger 5-liter canisters.

Contact Accessa to discuss your color-matching and tinting needs.

PRODUCT WATCH: CHEMICALS



Henkel Cleans and Coats Metal in One Step

Henkel has introduced a new technology under its BONDERITE brand that combines cleaning and coating of metal parts in one step. This process uses a zirconium-based coating, operates at room temperature, and reduces the number of traditional steps by about half. It’s designed for a variety of metals and reduces energy, water use, and waste, offering faster processing and improved sustainability.

PRODUCT WATCH: MARKETPLACE

K.I.S.S. With ‘Quick Ship Color’



Ready to simplify how you buy coatings? When what you need is one of our best-selling colors or a new, trending color, Accessa Marketplace can act fast. Look for the “Quick Ship Color” badge when you shop Accessa Marketplace to get the most popular coatings shipped within 24 hours of placing an order. All of our ready-to-ship colors represent a premium palette of industrial coatings.

It’s easy to shop. When you see the Quick Ship Color badge next to your favorite industrial pigmented topcoat, it means we currently have that color stocked and ready to ship. All you have to do is select the can size that’s right for your project, choose your color and sheen/gloss level, and place your order through our easy, user-friendly platform.

One more reason to shop our Quick Ship Colors? By optimizing our processes and curated selection, we pass on the savings to you. Get started at accessamarketplace.com.





Kaylee Deavor, Bekah Buffington and Olivia Shope are part of the Inspired By U crew that remodeled this beautiful kitchen.

BUSINESS SMARTS

Turning a Hobby Into a Financial Asset

Q&A with Inspired By U founder Corrie Leister

Ten years ago, Corrie Leister started Inspired By U out of her garage in central Pennsylvania. While she juggled entrepreneurship and raising small children, she began offering homeowners services to transform their spaces into works of art through painting, staining and home renovations. Five years later, she moved out of her house and into a shop, expanded rapidly and now runs the business full-time with her husband, Chad Leister. Inspired By U is a valued customer of Accessa Marketplace Solutions.

The following conversation was adapted from The Industrious Podcast (episode 66). Find the full interview on [YouTube](#).

Industrious Podcast: We were at your shop about two to two-and-a-half years ago. In that short period of time, what has been the biggest change in your business?

Corrie Leister: I think since you were there, we've really taken on a lot of interior painting, which we didn't do before. Now we do interior and some exterior painting, and we've expanded beyond kitchen cabinet work into countertops, backsplash, flooring and full bathroom remodels. We also do a lot of new construction. We've taken the cabinet refinishing part of our business and scaled into other complementary services.

IP: Going back 10 years, I know you've told this story before — you were visiting your sister in Oklahoma, helping her prepare for a baby, and that's where this all started?

CL: Yeah, pretty much. I've always loved to paint, but I never thought it could provide the income needed to support a family. Then I realized, "Oh my gosh, this could create an asset for our family."



BUSINESS SMARTS

IP: Over those 10 years, you didn't just start a business, you became a leader in the industry by sharing what you've learned. How has that impacted your business and your fulfillment?

CL: One of our core values is being growth minded. I love learning new processes and better ways to do things. I recently had another business owner bring her team into our shop to learn from us. But I told her, *We're not done learning.* We've just learned from incredible industry professionals and continue to grow.

The key to success is being around people who are smarter than you. I love learning from others so I can pour into other people. I don't know it all, and that keeps me humble.

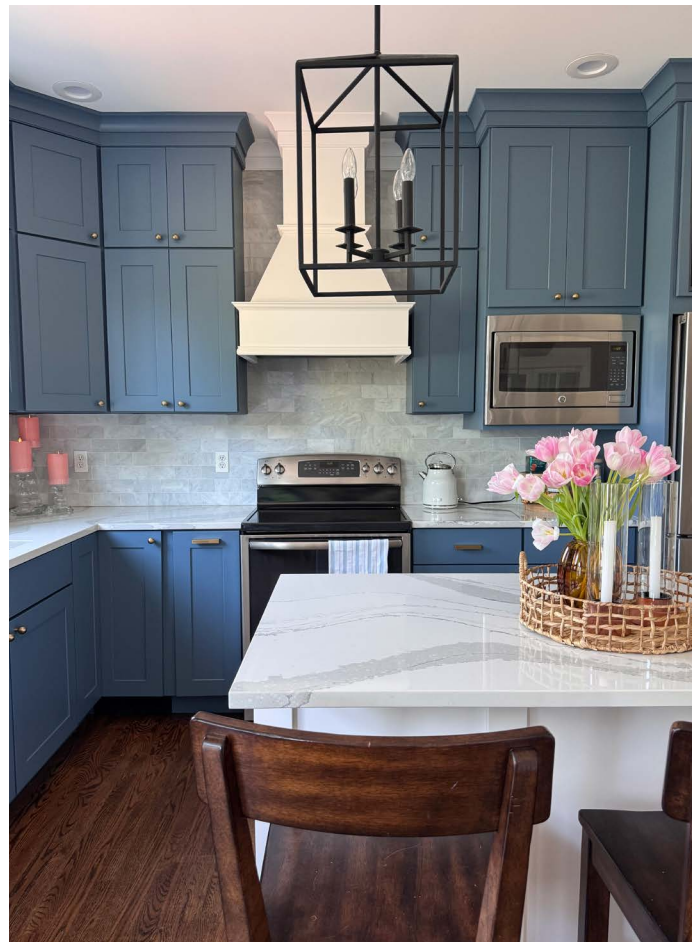
IP: You also started Inspired By U-niversity. Where did that come from?

CL: It came about during COVID. Everyone felt isolated, especially in the painting community. In August 2020, I started Inspired By U-niversity to bring industry professionals into our shop to teach. For 13 months straight, I hosted one class per month.

Experts like Eric Reason [Eric Reason Custom Woodward], Denny Jahnz [SurfPrep], and others came in to teach their specialties. I got to learn from the best and build systems that work for us – efficient, teachable and duplicatable. If others can take what we've learned and apply it, that's a way to pay it forward.

IP: That's incredible. Not everyone shares knowledge like that – some people see others as competition.

CL: I think it comes down to being growth-minded versus fixed-minded. If you're fixed, you won't share. But if you're growth-minded, you know you'll keep evolving, so sharing doesn't hold you back.



IP: What's been the biggest challenge in growing your business?

CL: I'm very creative and not numbers-oriented. I hate numbers. That's a real challenge in business. Thankfully, my husband Chad is great with numbers. When he came on, he helped turn the business into a profitable, sustainable asset.

Looking back, I wish I had implemented some of those systems earlier, but those challenges helped me learn and grow. Now I can help others avoid those same mistakes.

IP: That's a huge point – knowing your strengths and surrounding yourself with people who fill the gaps.

CL: Exactly. Otherwise, you burn out trying to do everything yourself.



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IP: You started as a teacher. Did you ever imagine you'd be running a painting and remodeling business?

CL: Never in a million years. I always loved art — painting, pottery — but never thought I'd be a contractor. Now it's evolved into something amazing, and even my daughter is interested in possibly adding interior design to the business someday.

IP: What do you love most about your business today?

CL: I love that I get to do it with my husband and that it's a family business. I love our team. They're incredible people. Chad sells by telling our story, and the way he talks about our team is so powerful it literally made me cry.

We also create meaningful experiences for customers. For example, we once did a kitchen for a couple celebrating their 60th anniversary. We used anniversary paper for masking and brought them flowers. Little things like that bring so much joy.

IP: That's a great lesson: turning a transactional job into a relational experience.

CL: Exactly. It's about authenticity, trust and connection.

IP: You mentioned leadership. How do you define it?

CL: Leadership is about influence. You can impact people positively or negatively. I want to leave people better than I found them. Success isn't about money. It's about how many people you positively impact.

IP: You also coach volleyball. What do you get out of that?

CL: I love it. It's a different way to connect with my kids and others. It also gives me a mental break from business. My kids are incredibly disciplined; they even wake up at 4:30 a.m. to train. Coaching gives me balance and keeps me sane.

IP: Looking ahead, what does the future of your business look like?

CL: We're on track for record sales. We're seeing trends like more staining, warmer tones and expanded services. Customers want more than just refinishing. They want full remodels.

We've positioned ourselves to both preserve what's valuable and add new elements, which saves customers money while improving their homes. That hybrid approach has been very appealing.

IP: That's great—there's also a sustainability aspect there.

CL: Exactly.

IP: And finally, how are we doing as a partner?

CL: I can't say enough good things. Your customer service has been incredible, especially when issues arise. You go above and beyond, and that makes a huge difference.

IP: That's great to hear—thank you. One last fun question—how many shades of white are there?

CL: Too many.

IP: Correct answer.

Watch or listen to the full interview on the Industrious Podcast. Tune in wherever you get your podcasts, or find us on [YouTube](#).

BUSINESS SMARTS

Cignetti Wisdom Leadership lessons from IU's championship-winning coach

By Vince Todd, Jr., *Accessa*

Having attended Indiana University in the early '90s and held season tickets since '97, I've known IU football as a program defined by struggle. That changed in November 2023 with Curt Cignetti. Two seasons later, IU claimed a national championship—and a transformed culture.

Cignetti's "old school" approach is disciplined, process-driven, and uncompromising. He treats winning as the outcome of consistent execution and demands a mindset that leaves no room for complacency.

His impact goes beyond the field. He prioritizes production over potential, valuing coachable, self-aware players committed to improvement. Accountability and team chemistry are expected, not optional.

Hard work and consistency define the program. Cignetti pushes players to grow as leaders with resilience and discipline, creating a culture driven to excel—in football and beyond.

Whether you manage a manufacturing floor, lead a sales team, or run a tech startup, the principles that led the Hoosiers to glory offer a roadmap for your own success.

The Power of Unwavering Belief

When Cignetti arrived in Bloomington, he famously declared, "I win. Google me." It wasn't arrogance. It was an intentional recalibration of expectations. He understood that before you can change results, you must change the internal narrative.

In many organizations, a history of mediocrity breeds a "good enough" mentality. Employees stop striving for excellence because they don't believe it's achievable. Leaders often inherit teams



The Indiana Hoosiers celebrate their 2026 college football championship.

that are psychologically defeated before a project even begins.

Your first job isn't to fix the workflow. It's to fix the belief system. Cignetti didn't wait for a winning season to act like a winner. He set the standard immediately.

- **Audit your internal language:** Do you talk about "surviving" the quarter or "dominating" the market?
- **Celebrate small wins early:** Validate the new belief system by highlighting immediate successes that align with your new vision.
- **Project confidence:** Your team looks to you for cues. If you waver, they will too. Cignetti's public confidence gave his players permission to believe in themselves.

Recruitment: Valuing Production Over Potential

A cornerstone of Cignetti's philosophy is his approach to talent: production over potential. During IU's championship run, he used the transfer portal to find proven, high-character players—many familiar from his time at James Madison—rather than chasing recruiting hype.



BUSINESS SMARTS

He builds teams around experienced, self-aware athletes committed to daily improvement. By prioritizing reliability, work ethic, and consistency, Cignetti ensures strong chemistry and accountability, valuing persistence and humility as much off the field as on it.

The “Transfer Portal” in Business

In the corporate world, hiring managers often get distracted by flashy resumes or prestigious degrees (the “five-star recruits”). However, the best hires are often those with a proven history of execution, even if they come from smaller companies or non-traditional backgrounds.

- **Hire for cultural fit and system knowledge:** Sometimes promoting from within or hiring someone you’ve worked with before is safer than a “rockstar” stranger because you know they align with your values.
- **Value experience over pedigree:** Look for candidates who have actually done the work. A salesperson who grew a territory by 200% at a small firm is often more valuable than one who managed a stable territory at a giant corporation.
- **Shorten the onboarding curve:** Cignetti brought in players who knew his playbook. In business, hiring people with specific industry experience or familiarity with your tech stack can drastically reduce the time to productivity.

Accountability Is Not Optional

There is a story about Cignetti stopping a practice because the energy wasn’t right. He didn’t let it slide. He didn’t say, “We’ll get them tomorrow.” He demanded excellence in the moment. This relentless adherence to standards is what separates championship teams from the rest.

Cignetti believes that discipline is at the heart of any process-driven environment. Players and staff are always expected to uphold high standards, take responsibility for mistakes, and hold each other

accountable. This commitment to constant self-assessment and honest feedback ensures the team keeps improving.

Adaptability: The Willingness to Change Course

Football seasons are long. Injuries happen. Opponents adjust. During the championship run, IU faced moments where their initial game plan wasn’t working. Cignetti’s coaching staff showed a remarkable ability to pivot at halftime, changing schemes to exploit new weaknesses.

They didn’t cling to a strategy just because it was the one they practiced all week. They focused on the outcome — winning the game — and adjusted the method to get there. This adaptability is propelled by self-awareness and honest evaluation to help both team and individual to improve continuously.

Agility in the Marketplace

Business and strategic plans are often obsolete the moment they are printed. Market conditions change, competitors launch new products, and supply chains break.

- **Don’t fall in love with your plan:** Be willing to scrap a project if the data shows it isn’t working.
- **Empower decision-making at the front lines:** Halftime adjustments work because coaches trust players to execute new plays. Trust your managers to make tactical shifts without needing approval for every move.
- **Build resilience:** When things go wrong (and they will), the focus shouldn’t be on assigning blame, but on solving the problem. The IU team didn’t panic when down by a touchdown; they just executed the next play.

Connection and “The Why”

Despite his tough exterior, players love playing for Cignetti. Why? Because they know he is invested in their success personally and as a team. He makes it clear that football is about more than sport.



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It's about building character, accountability, and lasting connections.

Cignetti invests energy in helping each player see themselves as leaders, urging them to grow in every aspect of life. By connecting individual goals — making it to the NFL, earning a degree, improving daily — to the overarching mission, he builds a united, confident, urgent team culture where nobody settles for less than their best.

Emotional Intelligence in Leadership

Employees work for paychecks, but they strive for leaders who care about them.

- **Connect personal goals to company goals:** Does your marketing manager know how their campaign contributes to the company's 5-year vision?
- **Show you care:** Invest in your team's professional development. When they see you building their career, they will help build your company.
- **Create a shared enemy or goal:** Cignetti used the "us against the world" narrative masterfully. In business, this could be beating a competitor, solving a major industry problem, or hitting a revenue milestone that triggers a company-wide bonus.

Simplicity Executes Better

Football can be incredibly complex, but Cignetti's system is often praised for allowing players to play fast. He simplifies the mental load. If a player is thinking too much, their feet move slower. By making things as simple as possible, he allows the team's athleticism, confidence, and preparation to shine.

Removing unnecessary complications is an extension of Cignetti's philosophy. Whether on the field or in the office, the goal is to eliminate distractions, establish clarity, and empower people to focus on the habits that drive improvement every single day.

Removing Friction in Business

Complexity is the enemy of execution. Over-engineered processes, bureaucratic red tape and confusing communication slow down organizations.

- **Streamline your processes:** If it takes five signatures to buy a stapler, you have a problem. Look for ways to remove barriers that prevent your team from doing their actual job.
- **Clarify communication:** Avoid corporate jargon. Be direct. Make sure everyone leaves the meeting knowing exactly what they need to do.
- **Focus on the "Main Thing":** Don't try to do 20 things at once. Pick the 2-3 priorities that actually move the needle and obsess over them.

The Legacy of Leadership

The national championship trophy now sitting in Bloomington, Indiana is made of metal and wood, but it was built on a foundation of psychology, discipline, and culture. Coach Cignetti didn't invent football, just as you likely didn't invent your industry. But he found a way to lead people more effectively than his peers.

For leaders at Accessa and beyond, the lesson is clear: Talent matters, but culture wins. By instilling belief, demanding accountability, simplifying execution, valuing production over potential, and refusing to settle for mediocrity, you can turn any team into a champion.



EDUCATION

Trainings keep Accessa team members like Marc Cardarelli sharp



Technologies advance fast in the coatings industry. That's why Marc Cardarelli increases his skills by participating in regular Henkel training programs, which mix classroom, lab work and application.

"Training starts with the basics, such as asking the right questions upfront, like 'Spray or immersion system?' We learn about the number of stages involved in each process and the current chemicals being used," says Cardarelli, a Chemical Consultant at Accessa. They take into account the substrate material, grade of metal, and delve into cleaning of the parts. (What needs to be removed determines the cleaner to be used.)

Cardarelli brings everything he learns back to his teammates and customers to help them be successful. The most recent training topic was aerospace and aerospace specs, where Henkel representatives demonstrated how to light-coat and heavy-coat products, and discussed what to look for in color variations. Cardarelli also learned about testing the current baths, getting back into specification and more.

Over the years, he's gained knowledge in anodizing concepts – to increase a metal's resistance to corrosion and wear – and the chemical products used in the process such as:

Electrolytes (Anodizing Bath)

- **Sulfuric Acid** – Used in Type II (standard) and Type III (hard-coat) anodizing for most industrial applications.
- **Chromic Acid** – Used in Type I anodizing for aerospace/defense parts, though restricted due to health regulations.

- **Phosphoric Acid** – Used for specific, often decorative or specialized, coatings.
- **Organic Acids** – Used to create integral colors, such as bronze or black.

Pretreatment Chemicals

- **Sodium Hydroxide** – Used to etch the aluminum surface to remove surface imperfections and create a matte finish.
- **Nitric Acid** – Used to remove "smut" (residual alloy elements like copper or silicon) left after etching.
- **Degreasers** – Alkaline or acidic cleaners to remove oils and grease.

Post-treatment (Sealing)

- **Nickel Acetate/Nickel Fluoride** – Used in sealant baths to close the pores of the anodized layer.

Coloring

- **Dyes** – Organic or inorganic dyes are used to color the porous layer before sealing.
- **Metals, LLC +7**

He has also taken phosphate training, on iron, manganese and zinc phosphates, and has picked up tips for troubleshooting, such as knowing what to look for if issues arise and checking for tank specs and how to solve problems. Trained light metals session leaders have presented on aluminum conversion coatings and surface pretreatment products, and what products meet related specs (TT C490 and DTL 81706B).

Let Team Accessa's industry expertise benefit you. Contact us to learn more.



EDUCATION

Epicenter of Furniture Manufacturers in Ohio

Several Accessa customers displayed their furniture pieces in April at the Ohio Furniture Market in Holmes County, Ohio, an epicenter for exceptional furniture manufacturing. Accessa team members were there to get a sneak peek from makers around the area displaying their newest pieces at the Mt. Hope Event Center in Millersburg. Hosted by the Ohio Furniture Guild, the event provided furniture dealers and buyers an opportunity to come right to the source to purchase items for their showrooms.



“It’s great to be here and support our customers, and to talk to buyers about the coming trends in the industry. This is a fantastic location and is a real showcase for the Holmes County area,” says Kevin Fine, Accessa Business Development Manager. At the Accessa booth, he and Coating Consultant Patrick Finn displayed some of our newest looks and colors.

Sandapolooza 2026!

It sounds like some sort of music festival, but the crowd at Sandapalooza, featuring self-described “abrasive personality” Denny Jahnz, was mostly there to talk business. About 20 shop owners, shop operators and wood fixture finishers gathered at the manufacturing facility of Old Country Home in Harlan, Ind., this past February to learn about new sanding technologies and techniques and get hands-on experience with innovative SurfPrep tools. Jahnz, Industrial Sales Manager at SurfPrep, led the demo in conjunction with Accessa and OCH, showing off all of the company’s abrasive options and vacuum equipment.

Accessa Coatings Consultant Jeff Smead and Business Development Manager Kevin Fine helped organize the event. “Your first coat is your last coat,” Fine says. “You want to make sure you’re using the right product and grit on your primer so the final finish looks good.” Every step counts toward creating the perfect finish.

Finishing can be tricky, especially when you’re trying to work fast. Jahnz spent 90 minutes walking

attendees through all the lineups, techniques and materials needed to create different looks and how to avoid creating blemishes that common mistakes, a miscalculated sanding speed or rushing the process can lead to.

Jahnz demoed a range of techniques, including how to prevent swirl marks when using rotary tools and how to create a more open pore look on oak without using a wire brush or distressing it mechanically. In each of his techniques, he prioritized ease of use, more control and simplifying steps.

He also showed off SurfPrep’s 3” X 7” Storm Air Sander. Compared to a traditional 3” X 4” sanding tool, the larger platen makes this oscillating tool a great option for doors, larger cabinet lengths, refrigerator panels or tables — increasing operating area by 50%! Pizza was served. Minds were blown.

Would you be interested in hosting or attending a future Sandapalooza? Reach out to Accessa and let us know.



Finishing Nespresso's Flagship Store in NYC

Nespresso USA opened its New York City flagship store at the end of 2025, and Accessa is proud to have played a part in the incredible 13,900 square feet of immersive coffee culture. Accessa provided custom industrial coatings — in shades of rich gold and merlot — to the project's millwork manufacturer, helping bring this breathtaking retail experience to life from floor to fixture.

Located in the heart of the city's iconic Flatiron district, the space is the culmination of the brand's reimagined retail strategy as the eighth and largest global model of its kind. The first floor echoes Nespresso's refreshed boutique design, while the lower level features two custom-curated spaces that enable visitors to experience Nespresso in an all-new way—from interactive coffee stations to a secret speakeasy hidden within the store, every detail was crafted to inspire.



When design meets craftsmanship, magic happens. We're honored to provide our customers with the products and expertise they rely on to leave a lasting impression.

Lower-VOC Solution for Cleaning up Solvent-Based Paints



If you are looking for an effective cleaning product that doesn't raise VOC levels, Exxsol D110 is a great choice to consider. Exxsol is a clear, colorless liquid with a hint of an odor and can be used to thin any solvent-based coating without raising the VOC. Exxsol can be used to clean surfaces and equipment. One Accessa customer relies on it to clean their systems after using a two-part metal impregnated base coat and a two-part enamel top coat.

Contact us to learn more about Exxsol.



ACCESSA IN THE FIELD

Fine-Tuned Finishing System for a Historic Woodwork Restoration

Russell Kraujalis of Lakeview Services is in the midst of a no-compromise restoration of the original red birch and Southern Yellow Heart Pine woodwork in a historic home. His objective is to preserve the character of the space while delivering the highest possible level of finish quality.

To achieve this, Kraujalis is using a full ICA finishing system, including:

- CNA & INK pigments for color development and control
- ICA 262 INC High Build Sealer for surface preparation and leveling
- IS210 Isolante Sealer for isolation and consistency across substrates
- OAC363 Acrylic Topcoat for final protection and appearance

One unique challenge on this project has been the variation in the pine, particularly areas with more pronounced radial grain that didn't align with the



homeowner's aesthetic preference. To address this, he has been selectively using ICA 262 INC High Build Sealer to surface and refine those sections, creating a more uniform, visually balanced finish (see photos).

This project is a strong example of how the right combination of product selection, technique and attention to detail can elevate a restoration from standard to exceptional.

Visit [accessamarketplace.com](https://www.accessamarketplace.com) to check out our full range of products for refinishers.

Accessa Available Positions

Do you know someone who would be a great fit for Team Accessa? Please send them our way.

Chemicals Consultant – IL/WI/W. IN

Technical Coatings Consultant – Pennsylvania

Job descriptions are available on the Careers section of our website ([accessa.com/careers](https://www.accessa.com/careers)).
Candidates can send a resume to jobs@accessa.com.



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Episode 63 From his early days on the slopes to representing his country at the highest level, **US Winter Olympian Nick Page** represents a masterclass in passion and grit. We dive deep into the mindset that fuels his success.



Episode 64 **Three-time Olympian Blake Pieroni** joins us to discuss what it took to propel him to the top of the swimming world. Learn how his early experiences shaped his journey and how he's giving back to the next generation of athletes through Underdog Sports Performance.



Episode 65 What does it take to build elite athletes — and what happens when life forces you to rebuild yourself? **Tom Morris, Assistant Athletic Director for High Performance at Pennsylvania State University**, spent his career training some of the best athletes in the world, and he's seen firsthand what truly separates good from great.



Episode 66 What happens when you stop chasing a career and start following a calling? **Corrie Leister, Founder and Owner of Inspired By U**, shares her entrepreneurial story. Her company is dedicated to transforming homes through professional painting, staining and renovation services.



Episode 67 Passion, authenticity and the courage to leap — that's the foundation on which **Connor Hitchcock built Homefield**, the apparel brand redefining what it means to rep your team. From humble beginnings to securing 200+ licenses with university and professional sports brands, his journey is one of bold bets and authentic vision.

