



TERRONICS
DEVELOPMENT
CORPORATION

Press Release

July, 2019

Reflections of a Company Founder after 35 Years

Considering one's past is both exciting and reflective, for to see where we are going, we must see where we have been. My personal journey began on Friday, April 13th, 1984. I said "so long" to my employer of 7 years, Ball Corporation of Muncie, Indiana. I'd spent 20 career years in the Fortune 500, including 4 years working for the biggest company in the World, the U.S. Department of Defense.

My first success at Ball was replacing a very hazardous and toxic application of paraffin wax on aluminum coil using hexane solvent with an Electrostatic solvent-free system. Aluminum beverage can lids or "ends" comprise over 40% of the entire can weight, based on the highly efficient draw and iron process used to make its bottom. Forming the end requires a lube that can be left on following all the various reshaping of the flat stock, hence good old wax. Even though I didn't invent this technology, perfecting it so it would be able to work 24/7 was exciting, and satisfying.

I must say we faced many challenges in the beginning and fortunately the U.S. Navy trained me well for those. At the beginning, I too had doubts about the technology, however after tenaciously studying it I developed an awe and respect for what electrostatics could bring the world. That study opened up my first love next to flying...electrostatics! You see you can write all the equations, but you just can't solve them, so it becomes an empirical art-form, where extensive testing eventually leads to the optimal solution.

Funny how one often gets shuffled off towards obscurity; people believe that a performing artist, writer, or composer can do only ONE Great Work? So I was "chosen" to find a way to make the polymer coating on the can end cheaper. It is typically roll coat applied at very thin levels of about 0.1 mils, or 0.0001". The coating protects the aluminum from corrosion from its beverage.

Left to my own devices and time, without much support, about 18 months later I had invented and was perfecting a technology to put solvent-less powder paint on a 12 inch wide coil at 200 feet per minute at extremely thin levels. Sadly my breakthrough went unappreciated by the bureaucratic nightmare of a large corporation.

Leaving Ball, I tore into my other love, airplanes, and worked day and night to finishour Pitts Special S-1S' Footloose. We did finish it in time to get it signed off and presented at Oshkosh that summer. Upon return to Anderson, I tidied up a few details and headed off for about 150 hours and 26 American States of flying, a great joy I've had the pleasure of doing three times now.

Flying home, October in the Smokeys was getting cold and my next Hilly Hundred bike ride loomed. It was, once again, time to think of what my next employment would be. It was 1984, just before Reagan's resounding reelection, business things were in a big upswing everywhere. Talking with Andy Brighton, who would be my cofounder, this was a break away time to do a business ourselves. We pooled our meager funds, found a great property in Mrs. Stottlemeyer's civil war era farm, and gave

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ourselves 6 to 18 months to get some business in. Business that would mean new inventions. Business that put our electrostatic skills and engineering/management/sales skills to work.

Later, Phil Rodenberger, a former Ball employee, joined us. Phil worked and made major design contributions all the way to his retirement and was Jennifer Swenson's positively excellent mentor.

We "went formal" and incorporated in early 1985, and got the farm zoned for light industrial. The wire coater was invented for magnet wire, and the liquid nozzle showed some promise. When the grass first turned green in April, we had our first revenue in the mailbox and Terronics was actually underway!

Just earlier this week we had the great pleasure of hosting Tom Scattoloni, an executive at Armstrong Products of Warsaw, Indiana at the time, which was an early producer of powder paint. He had been a friend and supplier to Ball Corporation earlier, and had the foresight to know great things were going to happen here. It was he who was our very first customer and still a great friend!

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