



New FCAC Market Recovery Program



Clark Johnson has joined FCAC as its first Director of Marketing, with a new office established at 1 Westbrook Corporate Center, Suite 300, Westchester, IL 60154. Clark may be reached at 708/836-5590 or 630/258-3718 (cellular).

FCAC has embarked upon a new era with the hiring of Clark Johnson as its new Director of Marketing. Clark is in the process of establishing a new office in Westchester for the marketing operation, with a staff of two field support personnel.

Clark is a seasoned professional in the coatings industry, having begun his career working in sales for Sherwin-Williams for ten years. More recently, he sold powder coatings for H.B. Fuller to a variety of OEM companies. He has also worked in telecommunications and teleconferencing. A native of Lombard, Clark graduated from Northern Illinois University. He presently lives with his wife, Heather, and three sons in Naperville.

The new marketing effort has taken shape with FCAC and Painters District Council No. 14 partnering through their Cooperation Trust Fund to launch an ambitious new campaign designed to

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Tom Waddle got a big High-Five at the FCAC's General Membership Meeting, held at Maggiano's in Chicago on September 10th.

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Skilled Union Labor Helping Those in Their Community

The networks are full of home improvement shows where needy residents solicit help from local professionals to improve their homes. Whether it's our interest in other people's way of life or our desire for personal improvement, we are instinctively responsive to such requests. It's human nature to want to help.

Doing the right thing doesn't always get the limelight, and many generous endeavors can go unnoticed...though equally deserving of attention. One crew of unsung Union painter heroes recently finished such a project.

During a week in September, six handicapped residents left their Alsip home as usual and headed off to work. While they were away, a crack team of skilled Union painters were deployed by FCAC (Finishing Contractors Association of Chicago) to transform their home. Utilizing their broad array of talents, the painters totally updated and brightened the home. What makes the project noteworthy was a unique partnership between the homeowner and the contractor.

The six men who live in this "Sertoma" home, which is a Community Integrated Living Arrangement (CILA) residence, are individuals with disabilities living on their own. Under the CILA Licensure Act, CILA homes provide quarters for eight or less people with a mental illness or a developmental disability, who live together functionally in a supervised home environment.

FCAC donated the skilled Union labor and supervised completion of the Charitable Painting Project through its Industry Advancement Fund. The nearly \$11,000 Alsip home "renewal" is only one of many such charitable projects it has undertaken over the years. It was coordinated by SERTOMA (SERvice TO MAnkind), an agency dedicated to assisting the more than 50 million people with hearing health issues.

Continued on Page 6.. 1

PAINT SPOTS

Miscellany

Thomas Edison once commented, "I did not fail 1000 times...the lightbulb was an invention that took 1001 steps!"



Meanwhile, Jay Leno notes, "With hurricanes, tornados, fires out of control, mud slides, flooding, and severe thunderstorms tearing up the country from one end to another, and with the threat of bird flu and terrorist attacks, are we really sure that this is a good time to take God out of the Pledge of Allegiance?"



Did you know that the first device connected to the internet was a toaster? Back in 1990, it had one control, which turned on the power. The darkness of your toast was controlled by how long the power was kept on. However, a human still had to insert the bread...



Going back a little farther, we find that the Apple I personal computer was released on April Fools' Day of 1976 at a price of \$666.66. Needless to say, you get a lot more for your computer dollar these days.



Bulletproof vests, fire escapes, laser printers, and windshield wipers, all have one thing in common. They were invented by women.



Did you know that, were you to spell out numbers, you would go all the way up to 1000 before needing to use the letter "A."



With collapsible bumpers, air bags, and shoulder belts to protect us, we take automotive safety for granted nowadays. However, the early cars were really quite dangerous for passengers in a collision. For example, they had regular old plate glass windshields up until 1928, when the Model "A" Ford debuted with a safety laminated glass windshield. Later, Ford tried to market its 1956 models with padded dashes, dished steering wheels, and seat belts. They bombed in the showroom, and safety features went waiting for government legislation in the 1970's.



Do you know what the only food that won't spoil is? It's honey.



To this day, in English pubs, ale is ordered by pints and quarts. Back in the old days, when customers got unruly, the bartender would yell at them "Mind your pints and quarts, now, laddies, and settle down!" We still say "Mind your P's and Q's," but no one really remembers why...



Technology buffs are really nothing new. Mark Twain was an early adopter himself, which is why the first novel ever written on a typewriter was "Tom Sawyer." He was only paid a penny a word, so acceleration of word production was huge. This also explains why his writing was often wordy and seems tedious to modern readers.



George Washington was not really the first President of the United States. He was the first

President of the United States under the Constitution we follow today. The United States declared its independence in 1776, yet Washington did not take office until April 30, 1789. During those early years, the United States were governed under the Articles of Confederation, and they only allowed a President to serve a one year term during any three year period. There were eight other Presidents who ran the country during those initial difficult years, now mostly forgotten to history:

John Hanson (1781-82)

Elias Boudinot (1782-83)

Thomas Mifflin (1783-84)

Richard Henry Lee (1784-85)

John Hancock (1785-86)

Nathan Gorman (1786-87)

Arthur St. Clair (1787-88)

Cyrus Griffin (1788-89)



Why is it that one careless match is all it takes to start a forest fire, but it takes a whole box to start a campfire?



Who was the first guy to look at a cow and say, "I think I'll squeeze these dangly things here, and drink whatever comes out?"



Blow in a dog's face, and he'll get mad, but go on a car ride, and he'll stick his head out the window...

off the mark .com by Mark Parisi





**FINISHING
CONTRACTORS
ASSOCIATION**

*By Jay Weaver,
Vice President,
Eastern Region
and Canada,
Finishing
Contractors
Association*

LEGISLATIVE UPDATE:

□ **ECONOMIC STIMULUS PACKAGE** -- The “Economic Stimulus Act of 2008” (H.R. 5140/Rep. Nancy Pelosi [D-CA]) will provide an economic stimulus through recovery rebates to individuals, incentives for business investment, and an increase in conforming and FHA loan limits. The legislation does not include infrastructure spending provisions or energy tax incentives, but includes nearly \$45 billion in investment incentives to encourage new spending by businesses. Firms will be allowed to expense 50 percent of the value of new equipment placed in service during 2008 and the limit for expensing under tax code Section 179 will be raised from \$128,000 to \$250,000 in 2008. The phase-out threshold will be raised from \$510,000 to \$800,000 for 2008. The Act is now Public Law 110-185. FCA favors such legislation but feels that it fell short because the bill was passed without any infrastructure spending provisions or energy tax incentives, despite the construction industry’s push to include such monies. We continue working with the Senate and House committees for a possible second stimulus package that will add these shortfalls.

□ **BID-SHOPPING** -- The “Construction Quality Assurance Act of 2007” (H.R. 3854/Rep. Paul Kanjorski [D-PA])—would assure quality and best value on Federal construction projects by prohibiting the practice known as bid shopping. It would require each bidder for a Federal construction contract to identify the subcontractors that the contractor intends to perform the contract. It has been referred to House Committee on Oversight and Government Reform. FCA favors anti-bid shopping legislation.

□ **CONTRACT BUNDLING** -- The “Small Business Fairness in Contracting Act” (H.R. 1873/Rep. Bruce Braley [D-IA])—would reauthorize the programs and activities of the Small Business Administration relating to procurement by (1) revising and adding to Small Business Administration requirements concerning contract bundling, (2) increasing government-wide goals for participation by small business concerns in federal procurement and service contracts, (3) including overseas contracts in such goals, and (4) requiring certain small businesses to annually recertify compliance with maximum small business size standards for eligibility for SBA-awarded contracts and subcontracts. The bill was passed in the House and referred to the Senate. FCA opposes this legislation.

□ **DAVIS-BACON ACT** -- S.2524/H.R. 4851, The “Davis-Bacon Enforcement Act of 2007” (Sen. Hillary Clinton [D-NY] and Rep. Robert Andrews [D-NY])—would improve Davis-Bacon Act enforcement. It has been referred to the Health, Education, Labor, and Pensions Committee and the Education and Labor Committee, as well as to the Oversight and Government Reform Committee. FCA supports legislation that fosters Davis-Bacon prevailing wage mandates on Federal contracts and that supports Davis-Bacon enforcement policies.

H.R. 5351, The “Renewable Energy and Energy Conservation Tax Act of 2008” (Rep. Charles Rangel [D-NY])—would amend the Internal Revenue Code of 1986 to provide tax incentives for the production of renewable energy and energy conservation. Interestingly, Section 411 applies Davis-Bacon Act standards to projects financed with new clean renewable energy tax credit bonds. As yet, there has been no action on this new legislation.

□ **FEDERAL CONSTRUCTION CONTRACTING REFORM** -- The “Contracting and Tax Accountability Act of 2007” (H.R. 4881/Rep. Brad Ellsworth [D-IN])—would prohibit the awarding of a contract or grant in excess of the simplified acquisition threshold unless the prospective contractor or grantee certifies in writing to the agency awarding the contract that the contractor or grantee has no seriously delinquent tax debts. It has been referred to the House Committee on Oversight and Government Reform. FCA supports this legislation.

The “Contractors and Federal Spending Accountability Act of 2007” (H.R. 3033/Rep. Carolyn Maloney [D-NY])—would improve Federal agency awards and oversight of contracts and assistance and strengthen accountability of the government-wide suspension and debarment system. It passed in the House and was referred to the Senate Committee on Homeland Security and Government Affairs. FCA supports this legislation.

The “Government Contractor Accountability Act of 2007” (H.R. 3928/Rep. Christopher Murphy [D-CT])—would require certain large government contractors that receive more than 80 percent of their annual gross revenue from federal contracts to disclose the names and salaries of their most highly compensated officers. It has been referred to the House Committee on Oversight and Government reform (Subcommittee on Government Management, Organization, and Procurement). FCA supports this legislation.

September 10, 2008 ⊖ Maggiano's Little Italy ⊖ Chicago

Tom Waddle Entertains FCAC Members

Chicago Bears great Tom Waddle was the Keynote Speaker at the September 10th FCAC General Membership Meeting held at Maggiano's Little Italy in Chicago. As a wide receiver, Tom stood just 6' tall and weighed in at 190 pounds...but he was scrappy! He played six seasons with the Chicago Bears, coming to the team as an un-drafted free agent in 1989. He became a regular starting receiver in 1992, then led the team with 44 receptions for 552 yards in 1993. Tom was small for an NFL wide receiver, but a favorite with fans for his hard work, dedication, and willingness to take some hard knocks. He retired after the 1995 season, having suffered many broken bones and injuries, and has since worked on SCORE Radio, WGN Radio, ESPN Radio, the Fox TV Bears Pre-Game Broadcast, and personal appearance speaking engagements.



Jay Wilson hasn't ridden off into the sunset... yet!



Here's a picture of me and my horse taken recently when we were working cattle. Please let all my friends know that I am alive and well. Also, those rumors about my death are greatly exaggerated. My best to everyone!

Jay Wilson

Handy Pointers on Pumping Gas

1. In warm weather, fill up your car or truck in the morning when the temperature is still cool. All service stations have their storage tanks buried below ground, and the colder the ground, the denser the gasoline. When it gets warmer, gasoline expands; when filling up in the afternoon or evening, your gallon gets smaller.
2. If a tanker truck is filling the station's tank when you want to buy gas, do not fill up at that station. Dirt and sludge in the tank is stirred up when gas is delivered, and you can transfer that dirt from the bottom of their tank into your vehicle's tank.
3. Fill up when your gas tank is half empty. The more gas you have in your tank, the less air will be present. Gasoline evaporates rapidly, especially when it's warm. In colder weather, a fuller tank is also less susceptible to accumulation of water through condensation. Water, of course, can freeze in a fuel line.
4. If you look at the pump handle trigger you'll notice that it has three delivery settings: slow, medium and high. Do not squeeze the trigger to the high setting! Pump at the slow setting to minimize vapors created by pumping which are sucked back into the underground tank, giving you less gas for your money.

FCAC Market Recovery *Continued from Page 1...*

recapture work for Union painting, drywall finishing, and glazing contractors. At this time, Clark and his Area Promotion Managers, Tom Kumpu and Bruce Kuhn, have already begun calling upon building owners and managers, building engineers, and municipalities to learn first-hand what jobs are brewing in the field and to make personal contacts with the decision-makers who assign projects to contractors.

Clark just completed drafting a new Marketing Plan as the road map to be followed. Among the first steps to be taken are personal visits to each FCAC Contractor Member place of business. These visitations will help FCAC understand the needs and objectives of its members by learning the types of work they do, which will enable a better job of marketing their services in an ever more competitive marketplace.

A new stand-alone FCAC marketing web site is also in the works, being prepared for an early 2009 launch date. While the existing web site, located at www.chicagopdcafc.org had dealt with association business successfully for several years, the new site will be more customer-oriented and market-drive. Labeled as www.finishingchicago.com, the new FCAC marketing web site will feature an interactive Contractor Directory database for easy searches by potential customers. Customers will be able to conveniently specify the type of specialization they need, state the size of the job, and indicate a geographic locale to build their own customized bid list of FCAC Contractors.

The marketing plan also includes advertising contractor lists, FCAC information in trade magazine advertising and publicity, and the use of other media. Clark and his staff also plan to adopt a high profile in FCAC's fellow Chicago area trade associations by attending their programs to fly FCAC's flag.

Coming in Early 2009...

A NEW WEB SITE CREATED TO PROMOTE FCAC MEMBERS TO OUR CUSTOMERS

Search engine to find contractors by market place & size of project

Information about Commercial, Industrial & Residential Contractors

Reasons why a customer should patronize an FCAC Contractor Member

www.finishingchicago.com

Associates Group Donates \$5000 to JATC/DFTC Apprentice School



PDCA Associates Group Treasurer Tom O'Connell (left), of Ames Tools, and President Diane Meyer (right), of J. C. Licht & Company, presented a \$5000.00 donation check earmarked for the Apprentice School STAR Program to JATC Apprentice Training Coordinator Ed Bogdan on September 10th.

Election Victory For Keith Farnham



Keith Farnham won his election bid for the 43rd State Representative District seat, serving Elgin and surrounding communities. He defeated incumbent Ruth Munson, who served three terms. Keith is enthusiastic about this opportunity to go to Springfield and represent the whole industry, saying he will work to unite the area and bring back more funding for businesses that create jobs.

"SERTOMA" Project Serves The Disabled

Continued From Page 1...

The FCAC addressed both exterior and interior areas desperately needing improvement. Residents assisted in removing their personal items from closets and all other items remaining in the rooms were protected with drop cloths. All surfaces were thoroughly sanded and repaired as needed. Inside, the crew repaired water damage on the living room ceiling and painted it flat white along with those in the four bedrooms and two bathrooms. All rooms and closets received drywall patching repairs, priming, and two fresh coats of eggshell latex wall paint. The interior doors were all prepped and painted with white enamel. The front door was washed, over-stained, and spar varnished on both sides.

Outside, the fascia boards, entry soffit, and garage door panels and walls were washed, scraped, wirebrushed, primed, and caulked as needed prior to painting. The fascia and garage door panels were enhanced with a deep brown, while the windows and soffit were brightened with white trim paint. The exterior walls of the garage were painted a mellow cream color.

The painters on the Sertoma project team included Ed Costin from J. M. Brennan & Company, Pat Kukosh from Am-Coat Painting, and Marty Otway and Mary Ann Nawara from National Decorating. Marty was there for Monday and Tuesday, Mary Ann worked Wednesday through Friday, while Ed and Pat worked all five days. J.C. Licht & Company, Sherwin Williams, and J. M. Brennan & Company donated the materials and tools needed to complete the project. Their work was performed exactly to the same standards as it would be for anyone hiring a Union Painting Contractor to do a paid job.

The Finishing Contractors Association of Chicago has always believed in giving back to the community it serves...usually without much public fanfare...let alone network television backing. FCAC is *your* Union Painting Contractors Association, helping in *your* community.



Ed Costin mixes paint for use in the bedrooms.



Pat Kukosh patched water damage in the living room ceiling, repaired holes in bedroom walls, and caulked exterior trim prior to painting.



Trim on the front of the house was rejuvenated with fresh coats of brown on the fascia and white on the soffits.

Second Annual Midwest Regional Union Finishing Contractors Conference
February 6-7, 2009 — Drury Lane — Oakbrook Terrace, IL

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Various aspects of safety will be explored

Industry Notables Deliver Keynotes

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 INDUSTRY TRADE SHOW!**

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**CONGRATULATIONS
 2008 JATC-DFTC
 APPRENTICE GRADUATES**

JATC-DFTC GRADUATION

The JATC-DFTC Apprentice Training Programs produced 59 graduates for the Class of 2008, which celebrated completion of all requirements for Journeyman status at an October 17th Graduation Ceremony held at the Rosewood Restaurant in Rosemont. This year, for the first time, the Painters and Drywall Finishers were joined by the Glazier Graduates, whose graduating class numbered 28. The evening's dynamic Keynote Speaker was our very own FCAC President, Norb Soltysiak.



Dan Penski, Finishing Trade Institute Director (2nd from left), recognized the three top graduates with a new FTI "Outstanding Graduating Apprentice Award" and presented each with a handsome plaque and a commemorative gold watch. Proudly displaying their watches are, left to right, Richard H. Braze, Glazier Apprentice of the Year; Darius Waliszewski, Painter Apprentice of the Year; and Alfredo Lopez, Drywall Finisher Apprentice of the Year.



The Dropcloth is a quarterly publication of the Chicago Painting & Decorating Contractors Industry Advancement & Promotional Fund and its parent group, the Chicago FCA/PDCA. It is designed to provide news and information on matters of general interest to the Painting & Decorating Industry. All topics are covered as accurately as possible. Chicago FCA/PDCA/IAF does not, however, warrant the contents of *The Dropcloth* from legal, technical, or accounting standpoints -- or in any other way -- and hereby disclaims any and all liability therein. Readers are, therefore, cautioned to always seek the services of competent professionals in those areas, when needed. Story and picture submissions are welcome...please forward them to the Dropcloth Editor, P.O. Box 359, Warrenville, IL 60555.

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Join Us On January 23, 2009 For the 75th Annual FCAC-Chicago PDCA President's Night

Rosewood Restaurant
9421 West Higgins Road
Rosemont, Illinois

☐ **6:30 pm Cocktails**
☐ **7:30 pm Dinner**

An FCAC General Membership Meeting and the Installation of new Officers and Directors will follow Dinner. All IAF Contributing Contractors, FCAC Contractors, and PDCA Associate Members are invited to attend with one FREE attendee per company!

☐ **Extra Guests Welcome (\$25.00 Each)**
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R.S.V.P. on-line at
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THE DROPCLOTH

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