



# FCAC/PDCA Installs New Officers At President's Night



The new FCAC/PDCA President, Norb Softysiak (Leopardo Companies), presented the retiring President, Miles Beatty (Beatty Decorating), with a gift of appreciation at the January 18th President's Night dinner...a shiny new shotgun to pursue his favorite pastime, hunting upland game birds with his boys, Joe and Miles, Jr.

More pictures & story on Page 2...

Chicago JATC Instructor Mike Krawiec demonstrated faux finishing at the PACE Convention (see Page 6...)



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**ALBERT J. SENNESE**  
1943-2007



Al Sennese was truly a dynamic leader in Chicago's Painting & Decorating Industry both during his years of running Fancy Colours & Company and -- later in life -- through his remarkable second career doing sales work and estimating for the Ascher Brothers Company.

## DROP CLOTH CELEBRATES FRESH DESIGN

Like the painter brushing on a fresh face, we have decided to redecorate the rooms of your *Dropcloth* publication.

Did you know that it was once called *The Painting & Decorating Contractor*? We have saved bound copies dating clear back to 1940 for posterity. The stories are great fun to read nowadays.

The modern *Dropcloth* title (along with the subhead "Covers Everything") only came along in June of 1962 as the creation of a feisty new Editor named Lee Tew.

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## A SALESMAN FOR ALL SEASONS

Word came that afternoon of December 7th, Pearl Harbor Day. Al Sennese had died, losing his final battle with leukemia. It was the end of an era.

The Associates group had been enjoying their annual Christmas Party at Finley's Grill in Downers Grove that day. As always, camaraderie reigned and the conversations turned a little nostalgic about old times and old friends. They talked a lot about Al, who was in the hospital and very ill. He was one of theirs, a salesman's salesman.

All across Chicago, the same sad news was finding its way through the paint stores and contractor's offices. There was hardly a dry eye in town.

Albert J. Sennese entered life on January 11, 1943, and lived almost 65 years. His parents, Joseph and Kathryn Sennese, reared him on the South Side of Chicago, where they lived upstairs over the family store. Joe had started out with a horsecart selling fruits and vegetables, moved up to having a truck, then ran a grocery store. Kathryn's family ran the neighborhood hardware store next door, which Joe bought in 1950. After they married, the grocery operation was closed down to make room for a larger hardware store. Al and his sister, Kathy, both worked in the store, one of the original True Value Hardware Stores, sweeping up and waiting on customers.

Al loved the paint section best. It carried a full line of Elliot's Paints, which he learned to tint and mix at a tender age.

Al's training in salesmanship also came early in life. On the Thursday preceding Easter of 1955, Papa Joe told him, "I'm taking you out of school today so you can learn about business." The two went down to the produce market, with Al towing his Radio Flyer wagon along, and they bought

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# President's Night

*Continued from Page 1...*

Following a fine Rosewood meal and smooth country entertainment by "Strait Southern," installation of 2008 Officers and Directors was conducted, including Norb Soltysiak (Leopardo Companies) as President, Thomas Tyrakowski (Am-Coat Painting) as Vice-President, Jeffrey Hester (Hester Decorating) as Secretary, and Leo Hart (National Decorating Service) as Treasurer.

Incumbent Board Members Rick Ascher (Ascher Brothers Company) and Tom Hester (Hester Decorating) were returned to the Board, and Tony Bochniak (Manta Industrial) was welcomed as a new Board Member.





## FINISHING CONTRACTORS ASSOCIATION

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

# LEGISLATIVE UPDATE:

### **BUSINESS ISSUES:**

□ *The Ban Asbestos in America Act of 2007* has passed in the Senate (S.742). The corresponding House bill (H.R.3285) and the Bruce Vento Ban Asbestos and Prevent Mesothelioma Act of 2007 (H.R.3339) have been referred to the Energy and Commerce Committee for a ruling. The FCA supports legislation that bans asbestos.

□ House Bill H.R.3496, better known as *The Border Control and Contractor Accountability Act*, would debar or suspend contractors from Federal contracting for three years for unlawful employment of illegal immigrants, and its contract would be terminated unless the contractor or subcontractor agreed to terminate employment of the immigrant. The FCA supports this legislation which has been referred to the Oversight and Government Reform Committee (Subcommittee on Government Management, Organization, and Procurement).

□ House Bill H.R.408, *Secure America through Verification and Enforcement (SAVE) Act of 2007* would provide immigration reform by securing America's borders, clarifying & enforcing existing laws, and enabling a practical employer verification program. This act would require employers to verify the status of existing & new employees within four years through a DHS program which would be implemented in stages, based in part on employer size, with the large employers participating first. This bill, supported by FCA, is awaiting congressional action.

□ Both the House and the Senate have bills in the works supporting "Green" Buildings. *Bill to Extend the Energy Efficiency Incentives Act of 2007* (S.822) would amend the Internal Revenue Code of 1986 to improve and extend numerous energy-related tax provisions and has been referred to the Finance Committee. *Buildings for the 21st Century Act* (H.R.539), referred to the Ways and Means Committee, would amend the Internal Revenue Code to: (1) increase the allowable amount of the tax deduction for energy efficient commercial building costs, and (2) extend such deduction through 2013. FCA favors legislation that protects the environment and rewards contractors with incentives for designing/implementing energy efficiencies within the finishing industries.

□ *Local Law Enforcement Restoration Act of 2007* (H.R.3612)—would amend the Immigration and Nationality Act to provide for no preemption

of certain State & local laws regarding employment eligibility verification requirements. Introduced because the federal government has not enforced federal immigration laws, this bill would allow states & localities to enforce employment eligibility verification requirements & to impose civil or criminal penalties upon those who employ, recruit, or refer unauthorized aliens for an employment fee. This legislation, supported by FCA, has been referred to the Judiciary Committee.

□ A House bill, *Protective Equipment for America's Workers Act* (H.R.1327), directing OSHA to complete its rulemaking on Employer Payment for PPE for workers has been referred to the House Education and Labor Committee.

□ *Approve No-Match Letter Final Rule* (H.R.3950) would approve a final rule of the DHS relating to employers who receive a "no-match" letter from the Commissioner of Social Security & has been referred to the Judiciary and Education and Labor Committees. FCA does not support this legislation because it only supports legislation that is fair to both the contractor and the illegal alien employee.

### **LABOR ISSUES:**

□ Passed in the Senate and awaiting House approval, *Employee Free Choice Act of 2007* would require the National Labor Relations Board to certify a union when a majority of workers have signed authorization cards naming the union as their bargaining representative. The bill would also provide for first contract mediation and arbitration, if a contract is not reached (90 days), and increase penalties for employers who violate the law when employees attempt to organize or obtain a first contract. FCA supports this legislation.

□ *Federal Labor-Management Partnership Act of 2007* (S.2197 and H.R.3892) would establish the Federal Labor-Management Partnership Council to advise the President on matters involving labor-management relations in the federal government. This bill has been referred to Senate and House committees for approval. The FCA supports legislation that enhances labor-management cooperation.

***For more information, visit...***

□ [www.finishingcontractors.org](http://www.finishingcontractors.org)

□ [www.senate.gov](http://www.senate.gov)

□ [www.house.gov](http://www.house.gov)

# AL SENESSE EULOGY

## December 11, 2007

By Rick Ascher

*Al Sennese was a genius. I idolized him from the time I met him in the late 60's. I will continue to do so for the rest of my life.*

*When I first met Al, I instantly knew what it meant to be a salesman. I did my best to emulate his methods.*

*Towards the end of Fancy Colors, I spoke with him many times about a possible future with Ascher Brothers. When the time came, he accepted his new career with us. Little did either of us*

*imagine how successful his new career would become. Because of Al's hard work, marketing genius, and desire for success, he created a previously unknown market for Ascher Brothers. With his sales know-how and foresight, he expanded our horizons. He promised our clients more than I ever thought we could attain, but with his diligence we always met our goals.*

*Al's work ethic was legendary, but his primary devotion was to his grandchildren; his sons Joe, James, and Jason; his sister Kathy; and especially Cindy, the love of his life.*

*For years he had been planning an early retirement to spend the rest of his life*

*with his family, but fate took its hand. Al's "Pals and Gals" - especially our office staff - loved him because he always told the truth, expressed his (strong) beliefs, and respected everybody's opinions. His ability to ingratiate himself with everyone he came into contact with made him the special man he was.*

*A White Sox fan, a Cubs hater, a Clinton lover, and a Bush basher he was. But he still managed not to alienate those who disagreed with him.*

*I'll miss the daily talks we had about books we were currently reading, the White Sox, and politics, but most of all I'll miss Al. He was a great friend.*

*I loved him.*

### Continued from Page 1...

50 potted Easter lilies. "Now you have to sell them for a profit," Joe instructed...thus launching Al on his life's career. I took the Easter lilies door-to-door with his coaster wagon, selling them all at a tidy profit. For three years, up to high school age, he would repeat this process, with his growing operation taking on additional sales personnel...including his little sister, Kathy.

Al completed his education at Chicago Christian High School knowing that he wanted to be in the paint business, and Mr. Cohn at the Elliott Paint Company gave him the chance to join his sales staff in 1965. "Mr. Cohn had five good salesmen in Chicago at the time," Al would later recall, "with territories divided up along somewhat ethnic lines, according to the neighborhood."

Al took to the business well, thriving at Elliott's for four years, going to Carbit for a year and a half, then returning to Elliott's for another three-year tour of duty. By 1973, he had risen to become their National Sales Manager.



The following year, in 1974, he went "into the cold" to open his own flagship paint store in Rolling Meadows. With a flourish, he called it "Fancy Colours & Company" and set about working day and night to make it a success. "I made sales calls all week long," he once explained, "then went back in on Saturdays and Sundays to do inventory and paperwork." It was a grueling pace which Al later admitted was too much for him.

Fortunately, reinforcements arrived when Joe and Kathryn closed their hardware store and came to work running the store for Al at Fancy Colours. His wife, Cindy, also pitched in to serve as the company's first "wallpaper lady," opening up an entire new interior decorating division that eventually accounted for 20% of company revenues. In time, she would return to the home front, phasing out of direct involvement with the family business to raise growing sons Joseph, Jason, and James. By that time, Al's sister, Kathy, was taking charge of decorating, wallcovering, window fashions, and customer clinics...a role she would play for Fancy Colours for twenty years.

The family involvement freed Al to concentrate on sales, where his creativity and energy found new focus. Fancy Colours & Company

first doubled its floorspace from 3500 square feet to 7000 square feet in Rolling Meadows. Then new stores followed, in Schaumburg and the Chicago Loop.

Opening his Loop store at 900 South Wabash was a bold step at the time, but Al correctly observed that downtown Chicago had more paintable surfaces in a geographically condensed area than any other part of the local market. The gamble paid off because Al went door-to-door in the Loop selling maintenance paint and opening up new accounts that



would remain faithful for years. He laughingly called the effort "his campaign years." Eventually the major companies followed suit, but Fancy Colours was there first.

Ultimately, Fancy Colours & Company grew to 10 stores by adding units in Elgin, Homewood, the North Side of Chicago, Arlington Heights, Stone Park, and even Bettendorf, Iowa. At its peak, the firm employed 145 employees and enjoyed \$20,000,000 a year in sales.

Al was generous in sharing his success, particularly with the

Apprentice School. Every year, he donated many gallons of paint and endless yards of wallcovering material to the school. He knew that young people coming into the industry were its lifeblood, and went out of his way to organize speakers, events, and other vendor donations for the school. He never stopped educating the people who worked for him, either. He seemed to be on a mission to spread the gospel of sales and customer service, Sennese-style.

**T**he success never deterred Al's family orientation or changed his basic values. Cindy once observed that, "Al is like three people in one. He's a businessman, he's a great salesman, and he's a very loving father and husband."

**A**ll three of his sons eventually came to work in Al's company, and his parents and sister stayed with him right up to the time Duron entered the market and bought out Fancy Colours in 1997. Al agreed to stay on with Duron for a year. His son, Joe, stayed with Duron for two years, worked for ICI for two years, and is now a manager for PPG. James left Fancy Colours to establish The Equipment Doctor in 1998, which he sold last year to Bittner's Spray Equipment Company and

where he remains active in sales. Jason worked for Duron from 1998 to 2001, then joined his father at a new place of employment.

**S**urely there was disappointment for Albert Sennese in selling off the empire he had built with his own two hands. But the true measure of any man is really how he acts in times of adversity, not times of plenty. For Al, it became a chance to enjoy life more with less burden of responsibility, and to focus upon what he really did best: sales and customer service.

**T**hus he accepted an offer from Rick Ascher to come over to the contractor side . . . doing sales and estimating for Ascher Brothers Company, the biggest painting contractor in Chicago. In 1999, he went to work there, where he would spend the last -- and very productive -- eight years of his life.

**F**ew people could make such a drastic career change so successfully, but Al took to it like a duck to water. For him, it was all about the sales effort and customer service, whether you were selling paint or selling painting. Soon he was opening up new markets for Ascher Brothers . . . both big-name customers like Home Depot, Crate & Barrel, and the GAP and smaller

customers that had previously eluded the company. Business was so good that he brought Jason on board to help him in 2001, and later added Joe Villa to their sales team.

**I**n the Spring of 2007, Al suffered through his first round with the leukemia, but the doctors gave him hope as his illness went into remission. So he made plans for real retirement in Arizona and entertained notions of taking up golf. It is widely assumed that he also imagined there would be a local paint store needing part-time sales help.

**T**hose dreams never came to pass, for the cancer came back. It just doesn't seem right somehow, without Al there to coach another generation about his philosophy of sales and customer service... without Al there to counsel his boys and enjoy their six grandchildren... and without Al there to take Cindy to a show, or to start learning golf.



## THOUGHTS ABOUT AL From Those Who Knew Him

*"Al was ahead of his time in terms of service to the customer. His favorite expression was, 'Go out and bite an ankle!' because he wanted you to pursue the customer and deal with him. He was bigger than life as my employer, mentor, customer, and friend. He was always very honest and straightforward with his customers and employees...you truly earned your stripes going to the University of Fancy Colors."*

*-- LARRY MILLER, Epco Paint  
(Worked for Al 12 years at Fancy Colors and sold paint to him for 10 years at Fancy Colors.)*

*"Painting contractors loved Al because he would go to the wall for them. He was a tough taskmaster for his employees because he held them to the same high standards he set for himself. To Al, it was all about getting the job done for the customer, whatever that took. He kept long hours...he worked hard, and he played hard."*

*-- GARY WINSTEAD, J.C. Licht & Company (Worked for Al 10 years managing the downtown Fancy Colors store.)*

*"Al taught me a lot about the business... all about follow-up and how to treat a customer. He raised the bar for everyone*

*because no one used to provide customer service like Al. And by raising the service standard, he also influenced a lot of key people in the industry today through his work ethic, teachings, and friendship."*

*-- BOB PATINELLA, Benjamin Moore & Company (Knew Al 23 years and sold to him.)*

*"Talk about learning from a guy with a work ethic! Al wrote the book on working hard. I worked in a paint store summers and through college, then got a job selling cash registers. I planned on selling them to Fancy Colors, but ended up getting a job interview with Al. He hired me and handed over a cigar to celebrate the new job, but it almost fell through when I balked at working Thursday nights and Saturdays. 'Well, you can't work for me then!' he said, closing the box of cigars. Of course, I quickly reconsidered and agreed to work whenever Al said."*

*-- MARK CLEMENS, Ascher Brothers Company (30-year friend and 3-year employee of Al.)*

*"Albert had a nose for selling. Everyone was the most important customer to him. From the retail customer just wanting a quart of stain to the largest painting contractors in Chicago, he always made them all feel like his #1 customer. Aggressive selling and customer service made Albert a Chicago icon because he forever changed the way paint was sold and serviced here. He set a new*

*benchmark for everyone else to aspire to, or go the way of the horse and carriage."*

*-- TIM DUFFEY, PPG Paints  
(Worked for Al 20 years at Fancy Colours & Company.)*

*"Al was a giant in the industry for over 30 years. He was truly a customer-service oriented person, and he focused his employees totally on accommodating the customer. His greatest legacy, the measure of the man, is how many of his people are now scattered all over the Chicago painting industry, in contracting as well as sales. They were all trained by Al, and most knew nothing about paint when they went to work for Fancy Colours. On a personal level, he was good to work for, and good to his employees. He truly provided a learning experience."*

*-- AL WALTERS, Benjamin Moore & Company (20-year employee of Fancy Colours & Company)*

*"When you worked for Al, no one was allowed to say no to a customer except for Al. He simply wanted you to figure out how to negotiate with the customer for yourself and get it done. That's what has stuck with me forever. It was his policy, so you worked your way through situations any way possible. That's what made him successful, and how others around him learned to become successful, too."*

*-- JIM GASPARRO, Benjamin Moore & Company (Employee for 11 years)*



## 2008 "PACE" CONVENTION

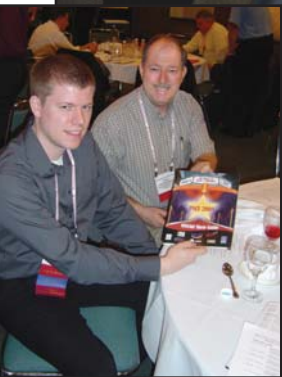
The National PDCA "PACE" Convention (Paint & Coatings Expo) convened on January 27-30, 2008, at the Los Angeles Convention Center just at the end of a rainy spell...their local version of Winter. While Chicagoans were digging out from continuous snowstorms, the FCAC delegation (including the father & son teams of Jeff & Christopher Hester and Fred & Tim Broberg) wound its way through the aisles of a gigantic tradeshow, and tried to navigate numerous educational seminar choices.

This year's Keynote Speaker was John Powers, author of five motivational books, producer of numerous radio and TV shows, and holder of two Emmy Awards.

There was a special program for Union Contractors hosted by LAPFCA, the Los Angeles Painting and Finishing Contractors Association which featured a dozen top-drawer speakers from PDCA, FCA, and the IUPAT. The meeting replaced the old NCUC (National Committee of Union Contractors) session previously conducted annually for the past 10 years at PDCA Conventions.

As Union Contractors continue to redefine their role within National PDCA, the outgoing PDCA President, Dave Seigner, (a Union Painting Contractor from Oregon) delivered his "My Business Success As A Union Contractor" presentation at the

meeting and urged those present to form a new PDCA Forum to replace the old NCUC as a better communications tool for our sector of the industry.



## DROPCLOTH REBORN!

*Continued from Page 1...*

The publication soldiered on through the 70's and 80's until another major redesign in 1992, when two-color printing was introduced. Full color and a fresh graphics format came along in 2001.

The *Dropcloth* and its predecessors have always kept Association members up to date on meetings and events, industry trends, and helpful business information. If you take the time to study some of the old issues, it has also reflected the times.

For example, the January, 1942, issue carried articles discussing the ramifications of our being attacked at Pearl Harbor and drawn into another great war. Concerns included new governmental restrictions on brush length (restricted now to 3"), paint material content (no more fast-drying paint for the duration), and our citizens trapped in the Philippines (buy defense bonds!).

It so happens that a goodly inventory of extra surplus back issues have been saved all these years (samples of all issues have already been bound into books), so now we are going to share them with the membership.

Accompanying mailings of this Winter, 2008, *Dropcloth* issue are a variety of those back issues...for fun reading and comparison.

Now (depending upon the date of issue of newsletters you receive) you can read about the 1941 Golf Outing at Cog Hill, the new Contract of 1946, Associates Night in 1962, "art" decorating in 1971, or the 1986 Apprentice School training program at Washburne Trade School.

In short, this is a potluck dinner of old news and we can't really say who is going to get what, because that will depend upon the mailer. The only thing we ask is that our relics not be thrown away but kept in circulation.

Pass them around at work and let your employees learn about the good old days or pass them on to a friend.

Next month...another "old" project in the works!

## FCAC Girls March In Bowl Games

Alethea and Stephanie Merelos, daughters of FCAC webmaster and bookkeeper, Jan Merelos, spent New Year's Day in opposite ends of the country. Stephanie (left) marched as Drum Major with the Waubonsie Valley High School Band in the Outback Bowl in Tampa, Florida, while Alethea played the sax for the Marching Illini in the Rose Parade and for the Rose Bowl half-time show in

Pasadena, California. Meanwhile, parents, George and Jan spent New Year's Day at home watching both the games on TV.

# ASSOCIATES CHRISTMAS PARTY

December 7, 2007  
Finley's Grill ❄️ Downers Grove

Twenty-five PDCA/FCA Associate Members gathered at Finley's Grill in Downers Grove on December 7th to toast the end of one year and salute the beginning of another at their annual private luncheon. The first item of business on their agenda was election of new Officers. Diane Meyer (J.C. Licht Company) was elected President of the Associates Group, while Ken Tatarelis (ICI Paints) became Vice President, Calvin Mims (3M Construction Division) moved up to Secretary, and Tom O'Connell (Ames Tools) joined the team as Treasurer.

In addition, three long-time Associates, Al Deatherage, Jim Arrivo, and Herb Ulrich, were granted honorary life-time PDCA memberships so they can attend FCAC/PDCA events from time to time.



# FCAC/PDCA CHRISTMAS LUNCHEON

December 12, 2007  
Maggiano's Little Italy ❄️ Oak Brook

One hundred and twenty FCAC Contractor members and Associates gathered for a festive holiday General Membership Meeting on December 12th at Maggiano's in Oak Brook...enjoying a great Italian family-style meal and plenty of seasonal camaraderie. The FCAC/PDCA election of Officers and Directors was conducted, resulting in Norb Soltysiak (Leopardo Companies) becoming the new President, Tom Tyrakowski (Am-Coat Painting) the new Vice President, Jeff Hester (Hester Decorating) the new Secretary, and Leo Hart (National Decorating) the new Treasurer. All attendees received a nice little gift to take home and remember FCAC...a nifty compact digital clock radio.



*The Dropcloth* is a quarterly publication of the Chicago Painting & Decorating Contractors Industry Advancement & Promotional Fund and its parent group, the Chicago PDCA/FCA. 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 PDCA/FCA/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.

## QUALITY ASSOCIATE MEMBER VENDORS

**ADVANCE EQUIPMENT**  
Chicago ★ 773/287-8220

**AMES**  
Chicago ★ 773/252-1566

**ARROWORTHY**  
Wauconda ★ 847/526-7044

**ATOVA INTERNATIONAL**  
Elmwood Park ★ 708/452-9982

**BENJAMIN MOORE & COMPANY**  
Carol Stream ★ 630/614-4300

**BITTNER'S SPRAY EQUIPMENT CO.**  
Elk Grove Village ★ 847/364-7661

**CHICAGO DROPCLOTH SERVICE**  
Chicago ★ 773/783-6001

**D. L. COUCH WALLCOVERING, INC.**  
Chicago ★ 312/467-0790

**DESIGNTEX**  
Chicago ★ 312/321-1204

**EPCO PAINT**  
Evanston ★ 847/475-0430

**FAUX DESIGN STUDIO**  
Addison ★ 630/627-1011

**GRACO, INC.**  
Elk Grove ★ 800/481-2466 #2264

**HIRSHFIELD'S, INC.**  
Geneva ★ 630/450-2158

**ICI PAINTS**  
Carol Stream ★ 630/933-0588

**ITW INDUSTRIAL FINISHING**  
Glendale Heights ★ 630/237-5161

**J. C. LICHT COMPANY**  
Carol Stream ★ 630/351-0400

**KOROSEAL MIDWEST**  
Franklin Park ★ 847/737-8018

**M. A. B. PAINTS**  
Chicago ★ 312/666-5245

**MCNELLIS & COMPANY, INC.**  
Evergreen Park ★ 708/425-5400

**MDC WALLCOVERINGS**  
Elk Grove Village ★ 847/437-4000

**PITTSBURGH PAINTS/PPG**  
Batavia ★ 630/879-5100 x136

**PURDY CORPORATION  
(CARGILE, KLACZEK &  
ASSOCIATES)**  
Countryside ★ 708/354-0200

**SHERWIN-WILLIAMS COMPANY**  
Schaumburg ★ 847/330-6269

**SUPER BRUSH  
& SUPPLY CORPORATION**  
Northfield ★ 847/441-0316

**3M CONSTRUCTION DIVISION**  
Westchester ★ 800/982-3764

**THYBONY WALLCOVERINGS**  
Chicago ★ 773/463-3005

**ZINSSER COMPANY, INC.**  
Somerset, NJ ★ 630/595-8255

## CHICAGO FCA/PDCA GOLF OUTING

-- June 20, 2008 --

BLOOMINGDALE GOLF CLUB  181 GLEN ELLYN ROAD  
BLOOMINGDALE, ILLINOIS

**\$125.00 COVERS BREAKFAST, GOLF & LUNCH!**

- 7:00 AM CHECK-IN
- 8:00 AM TEE-OFF
- SHOTGUN START
- SCRAMBLE FORMAT
- 144 GOLFERS MAX
- SPONSORSHIPS AVAILABLE



Fax Your Foursomes to FCAC Today at  
630/393-1393 or Register On-Line at  
[www.chicagopdcafca.org](http://www.chicagopdcafca.org).

## 2008 ASSOCIATES NIGHT

Wednesday, March 12, 2008

Rosewood Restaurant  79421 West Higgins Road  
Rosemont, Illinois  847/696-9494

- 2:00 PM -- Setup Time For Associates
- 4:00 PM -- Doors Open For Contractor Guests
- 4:00 PM to 8:30 PM -- Exhibits Open For Visitors
- 4:00 PM to 7:30 PM -- Continuous Dinner Served
- 7:30 PM -- Program & Drawings

Call FCAC Today at 630/393-1313 to R.S.V.P. or  
Register On-Line at [www.chicagopdcafca.org](http://www.chicagopdcafca.org).

## THE DROPCLOTH

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