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35530 Mignin Drive • Warrenville, IL 60555 • 630/393-1313 • FAX 630/393-1393

**PUBLISHED BY CHICAGO PAINTING & DECORATING CONTRACTORS ASSOCIATION AND THE PAINTING & DECORATING CONTRACTORS  
INDUSTRY ADVANCEMENT & PROMOTIONAL FUND — AFFILIATED WITH THE FINISHING CONTRACTORS ASSOCIATION**

## **WELFARE FUND REPORT**

Trustee Marty Tew reports for the Health and Welfare Fund for the month of August, 2003, that Ordinary Income of \$2,936,123.63 plus Investment Income of \$159,480.11 minus Total Expenses of \$3,138,919.19 yielded a Total Net Income of (-\$43,315.45).

For the fiscal year-to-date, Ordinary Income of \$10,492,247.22 plus Total Investment Income of \$272,654.66 minus Expenses of \$13,149,448.29 yielded a Total Net Income of (-\$2,384,546.41). As of 08/31/03, the Fund Value was \$54,021,197.93.

## **PENSION FUND REPORT**

Trustee Rick Ascher reports for the Pension Fund that for the month of July, 2003, Ordinary Income of \$2,105,648.22 plus Total Investment Income of (-\$1,795,299.59) minus Total Expenses of \$1,436,678.18 yielded a Total Net Income of (-\$1,126,329.55). For the year-to-date, Ordinary Income of \$8,129,438.51 plus Total Investment Income of \$15,795,198.75 minus Total Expenses of \$6,358,366.81 yielded a Total Net Income of

\$17,566,270.45. As of 07/31/03, the Fund Value was \$336,939,612.90.

## **FIVE IAF SCHOLARSHIPS AVAILABLE TO ATTEND CUSUMANO ESTIMATING SEMINAR**

The widely-respected estimating expert, Bob Cusumano, of Coatings Consultants, Inc., returns to Chicago this November to present a three-day Estimating Seminar for Painting Contractors.

The Seminar will be conducted on November 13-15, 2003, at the Residence Inn Chicago O'Hare, located at 7101 Chestnut Street in Rosemont.

The IAF is making five scholarships available to IAF Contributing Contractors in good standing on a first-come, first-served basis. The scholarships will cover a 50% rebate on the \$995.00 Registration Fee, so qualified attendees submitting a proof of attendance and completion can get back \$500.00.

While arrangements to attend and payment of the Registration Fee must be made directly with Coatings Consultants, Inc., interested Contractors are asked to contact the PDCA/FCA/IAF office in advance to verify availability.

**SEE PAGE 2 FOR FULL  
SEMINAR INFORMATION...**



## **A Few Words From KEITH FARNHAM President, Chicago PDCA/FCA**

We held Chicago PDCA/FCA's Fall Quarterly General Membership Meeting on September 10th, enjoying lively presentations by Vince Sandusky, CEO of the Finishing Contractors Association, Pat Nichols, Interim Vice President of National PDCA, and Ian Horen, the new CEO of National PDCA.

It was very interesting to host all three gentlemen in the same room, and be able to contrast and compare the messages they brought forth. To say the least, it was intriguing to learn that FCA and PDCA have embarked upon a very cooperative new relationship, viewing and defining themselves as complimentary memberships, both of which are supposed to be beneficial to the Union Painting Contractor. Vince and Pat have evolved a very harmonious working relationship which we expect will be continued as Ian steps into Pat's PDCA leadership shoes. Among the things we learned that evening is that FCA and PDCA are now working together legislatively for the good of the entire industry, and PDCA maintains a neutral stance on Union issues. Even though the Union Contractor segment of National PDCA has shrunk to about 12% of their total membership nationally, PDCA Union Contractors still work more hours than the non-Union PDCA Contractors.

Our principal official business at the meeting was a report from the Nominating Committee, comprised of Rick Ascher (Ascher Brothers Company, Inc.) and Tom Hester (Hester Decorating Company, Inc.). Their proposed slate was presented for consideration, consisting of Marty Tew (J.M. Brennan & Company, Inc.) for President, Miles Beatty (Beatty Decorating Company) for Vice President, Norb Soltysiak (Leopardo Companies, Inc.) for Secretary, Tom Tyrakowski (Am-Coat Painting, Inc.) for Treasurer, and Terry Bobbe (TRB Decorating/Bobbe & Company) and Jeff Castles (Ascher Brothers Company, Inc.) for Directors. One unanimous ballot was cast adopting the slate, and no other nominations were proposed from the floor. The election will be held at the PDCA Annual Christmas Luncheon, planned to be held at Maggiano's Little Italy in Oak Brook on December 10, 2003, and the new Officers and Directors will be installed at our gala President's Night celebration on January 30, 2004, at the Rosewood Restaurant in Rosemont.

At this writing, Susan and I are preparing for our journey to attend the Finishing Contractors Association Annual Meeting, in Honolulu on October 1-4, 2003. This will be the fifth Annual Meeting I have attended since we helped launch FCA as the exclusively-Union Association for Contractors in the Finishing Trades. This year, several Board Members will also be attending. I will report in the next issue what transpired and what we learned at the convention!

# Coming Soon To Chicago...A Dynamic 3-Day Seminar For Painting Estimators, Superintendents, Contractors And Business Owners...Designed to In- crease Profits!



**FIVE IAF SCHOLARSHIPS AVAILABLE...FIRST-COME, FIRST SERVED!**

**IAF Contributing Contractors in Good Standing Eligible For 50% Rebates!**

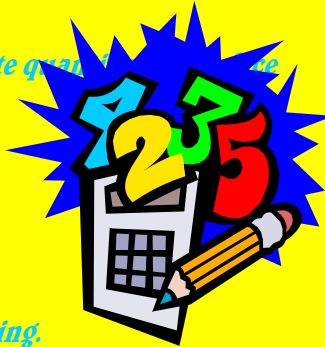


*Perfect your Blueprint Reading, Estimating and Business Management Skills With Hands-On Personalized Training Conducted By Instructor Bob Cusumano, of Coatings Consultants, Inc.*

**November. 13, 14 & 15, 2003**

**Residence Inn Chicago O'Hare, 7101 Chestnut Street, Rosemont, Illinois (847/375-9000)**

- *Understand construction drawings.*
- *Learn to accurately measure and calculate quantities to be finished.*
- *Interpret construction specifications.*
- *Determine scope of work required.*
- *Learn to relate plan sections and details.*
- *Learn time saving takeoff techniques.*
- *Learn to calculate paint coverages.*
- *Learn proper measurement of wall covering.*
- *Learn production rates.*
- *Tailor estimating functions to your company.*
- *Learn how to track jobs that have been bid.*
- *Use computers for estimating, job costing and decision making.*
- *Understand YOUR overhead.*
- *Compare your company's financial statistics.*
- *Analyze profit considerations.*
- *Learn job cost tracking techniques.*
- *Determine your market niche.*
- *Learn to track production rates achieved.*



## **SEMINAR FEE.....\$995.00**

A minimum of \$300 deposit is required with each registration by October 15, 2003, payable to Coatings Consultants, Inc.

CCI accepts Discover, MasterCard and Visa. Expenses for a continuing education course taken to maintain and improve professional skills may be tax deductible...check with your tax advisor or accountant!

**Call Wanda Buchanan  
at 561-775-7151 to request a  
SEMINAR REGISTRATION FORM,  
or E-mail correspondence to:  
wanda@coatingsconsultants.com  
or visit our web site at:  
www.coatingsconsultants.com**

## **A WORD ABOUT INSTRUCTOR ROBERT L. CUSUMANO...**

Bob Cusumano has 35 years of experience in the painting industry. He consults with major corporations regarding their specification writing, work-in-progress inspections, failure analysis, and paint-related seminars. A Past President of National PDCA, he holds a Bachelor's Degree in Metallurgical Engineering as well as a Master of Science Degree in Corrosion Engineering from the University of Florida.

## **SOME COMMENTS FROM PREVIOUS PARTICIPANTS...**

- "Proper estimating is the key to success in our business. Bob Cusumano's expertise can help make any contractor more successful." (Charles Wallace, PDF, St. Louis, Missouri)
- "In my years as a painting contractor, I've spent countless hours in useless seminars...this seminar was time well spent!" (Norris Blair, Blair Enterprises, Wichita, Kansas)
- "Well organized, good subjects, not skimmed over!" (Rob Browne, Browne Brothers Painting)

**Phone Wanda Buchanan today at 561-775-7151 to register for  
Bob Cusumano's Estimating Seminar. Don't delay..class size is limited!**

*IAF Contributing Contractors must make their own arrangements to attend. Upon successful completion of the Seminar, they may submit Proof of Attendance (provided by CCI) to request a*