

**MARK YOUR CALENDAR NOW TO ATTEND OUR
MEMBERSHIP MEETING ON SEPTEMBER 9, 2004!**

**COCKTAIL RECEPTION AT 5:30, DINNER & PROGRAM AT 6:30
MAGGIANO'S LITTLE ITALY, OAK BROOK**

News from Chicago PDCA/FCA/IAF

MAY-JUNE, 2004

monitor:

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

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INDUSTRY ADVANCEMENT & PROMOTIONAL FUND — AFFILIATED WITH THE FINISHING CONTRACTORS ASSOCIATION**

WELFARE FUND REPORT

Marty reported for the Health and Welfare Fund for the month of April, 2004, that Income of \$2,393,943.04 plus Investment Income of (\$876,225.13) minus Expenses of \$4,450,232.49 yielded a Net Income of (\$2,932,514.58).

For the fiscal year-to-date, Ordinary Income of \$32,169,711.63 plus Total Investment Income of \$1,972,064.72 minus Expenses of \$36,236,011.57 yielded a Net Income of (2,094,235.22). As of 4/30/04, the Fund Value was \$54,401,117.47. He noted that the Board was trying to resolve claim problems with dental coverages.

PENSION FUND REPORT

Trustee Tom Hester reported for the Pension Fund that for the month of April, 2004, (and the year-to-date) Ordinary Income of \$1,698,663.03 plus Investment Income of (\$5,284,807.83) minus Expenses of \$1,698,663.03 yielded a Net Income of (\$5,035,770.88).

Two new real estate investment Companies (ASB Capital Management and McMorgan) are in the process of being approved for approximately \$16,000,000.00 of Pension Fund investments.



PDCA/FCA/IAF

CALENDAR

Of Meetings & Events

- Joint Membership Meeting September 9, 2004**
Maggianno's Little Italy, Oak Brook
- FCA Annual Meeting. . September 30-October 1, 2004**
Washington, D.C.
- Associate's Christmas Lunch December 3, 2004**
Edelweiss, Norridge
- Contractor's Christmas Lunch . . . December 8, 2004**
Maggianno's Little Italy, Oak Brook
- President's Night January 14, 2005**
Rosewood Restaurant, Rosemont
- PDCA National Convention January 23-26, 2005**
MGM Grand Hotel, Las Vegas



TONY MUNARI

(1939-2004)

Rest In Peace



A Few Words From MARTY TEW President, Chicago PDCA/FCA

"WHAT COUNTS IN LIFE"

All too often, we lose sight of what really counts most, which is the people who surround us and give meaning to our lives.

This came home once again last week, while attending the wake for Tony Munari, the Painters' District Council 14 Business Agent who just lost his long struggle with cancer. As those who knew Tony well and worked with him know, he was a wonderful gentleman of the old school...the kind of person who always went out of his way for others and was considerate to a fault.

During his many years as a working painter, Tony was employed by our company, J.M. Brennan & Company, and I learned much about the trade from him during that time. More recently, upon accepting a chair on the Welfare Fund Board of Trustees, I once again found a kind mentor in Tony, who was most helpful and supportive in teaching me the "ropes" of a new and challenging role. He was a very honest and straightforward person, and, as a friend, one you could always count upon.

But now he is gone forever, leaving behind a legacy of warm memories shared by his dear family and legion of friends...all of whom are the richer for having known him and enjoyed his warmth, humanity, and gentle sense of humor. Our sincerest condolences go out to the entire Munari family on Tony's passing...from the entire painting industry, which has lost a great friend.

This Summer, we will be publishing a special memorial story on Tony in the *Dropcloth* newsletter, when time and the necessary research permit developing a proper story.

On another topic, I must extend a big "thank-you" to the PDCA Associates who worked so hard to provide us with a fabulous Chicago PDCA Golf Outing in June. Once again, a good time was had by all...particularly with the bright sun and blue Colorado sky smiling on a complete 18-hole tournament for the first time in several years. Best of all, we enjoyed each other's company in a festive atmosphere of good fellowship that always attends these events.

Finally, I wish to draw some attention to the vast amount of work being done right under our noses by the non-Union competition in our area.



CALL THE JATC SCHOOL TODAY AT 708/449-5282 TO DONATE 54" VINYL FOR APPRENTICE TRAINING!

As I drive about the Chicago area, like any contractor, I observe the jobs being done by others. Lately, the water towers have been capturing my attention, because they are so big and obvious, and because our guys aren't painting as many of them as they used to.

I always thought that projects that large and scaffold-intensive had to be performed by skilled Union tradesmen. Much to my dismay, there are quite a few such jobs now being done by the non-Union competition, and it's a pure shame to lose the work we once had a solid grip on.

What follows is a list of non-Union contractors and the towns they are working in...right where we live:

1. Diversified Painting (Willowbrook, Antioch, Shorewood, Joliet, and Northlake).

2. World Wide Industries (Lake Bluff and Downers Grove).

3. Aero Painting (Hanover Park).

4. L.C. United (Libertyville, Mundelein, and Mokena).

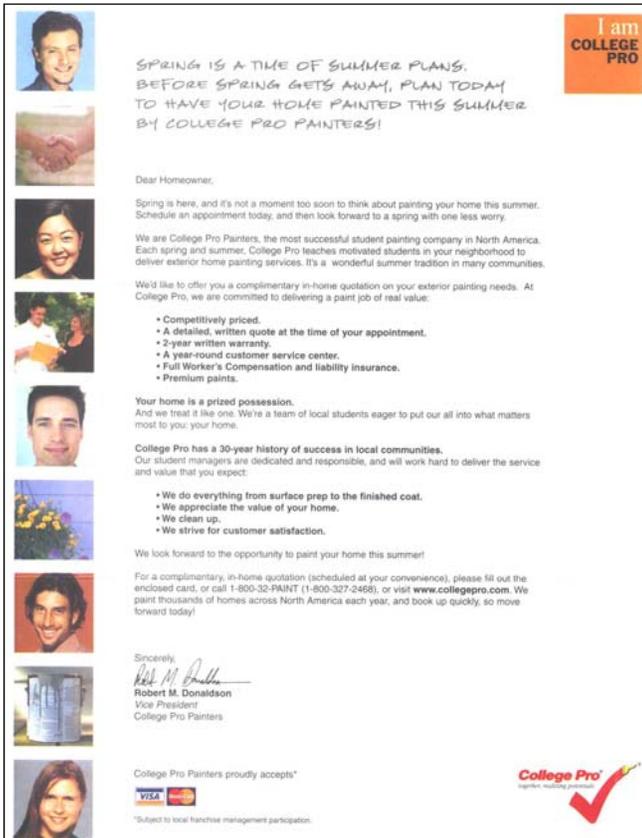
5. G&M Painting (Joliet and Downers Grove).

6. Pitt Tank & Tower (University Park and Dixon).

7. Sun Craft Painting (Glen Ellyn).

Next time you're out, take a look as you drive around, and ask yourself, "Are those non-Union guys in my town?"

Masty



I am COLLEGE PRO

SPRING IS A TIME OF SUMMER PLANS. BEFORE SPRING GETS AWAY, PLAN TODAY TO HAVE YOUR HOME PAINTED THIS SUMMER BY COLLEGE PRO PAINTERS!

Dear Homeowner,

Spring is here, and it's not a moment too soon to think about painting your home this summer. Schedule an appointment today, and then look forward to a spring with one less worry.

We are College Pro Painters, the most successful student painting company in North America. Each spring and summer, College Pro teaches motivated students in your neighborhood to deliver exterior home painting services. It's a wonderful summer tradition in many communities.

We'd like to offer you a complimentary in-home quotation on your exterior painting needs. At College Pro, we are committed to delivering a paint job of real value:

- Competitively priced.
- A detailed, written quote at the time of your appointment.
- 2-year written warranty.
- A year-round customer service center.
- Full Worker's Compensation and liability insurance.
- Premium paints.

Your home is a prized possession. And we treat it like one. We're a team of local students eager to put our all into what matters most to you: your home.

College Pro has a 30-year history of success in local communities. Our student managers are dedicated and responsible, and will work hard to deliver the service and value that you expect.

- We do everything from surface prep to the finished coat.
- We appreciate the value of your home.
- We clean up.
- We strive for customer satisfaction.

We look forward to the opportunity to paint your home this summer!

For a complimentary, in-home quotation (scheduled at your convenience), please fill out the enclosed card, or call 1-800-32-PAINT (1-800-327-2468), or visit www.collegepro.com. We paint thousands of homes across North America each year, and book up quickly, so move forward today!

Sincerely,

 Robert M. Donaldson
 Vice President
 College Pro Painters

College Pro Painters proudly accepts*



*Subject to local franchise management participation.

College Pro
 Painters. Quality. Guaranteed.



Smart College Painting Co.

Stop and think for a minute.... How long has it been since you've had your house painted? Its amazing how much brighter and newer your house can look with just a few coats of fresh paint! Well fortunately, Smart College Painting is prepared to provide you with a high quality job for less than the competitors. Even though our prices are lower, we have the experience to guarantee your satisfaction with our high quality work. Call today for your FREE estimate.

(630) -27-Paint
 Visit Us on the Web At:
www.SmartCollegePainting.com
 Smart College Painting is the smart choice when choosing a college painting company.

Give them an "A" for marketing, even if the paint jobs aren't that great. All materials are printed in color and prepared in a very professional manner.



Call today, it only takes a few moments to schedule your totally FREE estimate!

Coupons:

Save 15% On Any Complete House Painting	Save 10% On Any exterior trim or on any power Washing
---	---

ONE FREE ESTIMATE

WHO ARE THOSE COLLEGE GUYS, ANYWAY?

This Spring's mail has brought a harvest of new offers from those "college guy" paint contractors that blossom and fade (or was it hit and run?) every year. If someone in your neighborhood is having their house painted by one of these outfits, you'll surely find their literature in your mailbox.

The pitch is tempting...free estimates, discount prices, quality materials, two-year warranty, and — best of all, break out the violins — you can help a struggling student work his or her little way through college.

ON THE OTHER HAND...

What doesn't get mentioned is that the lads who paint your house may have begun their painting careers that very morning, having completed a thorough apprenticeship program consisting of watching a video on how to paint a house.

Their literature doesn't really explain how the operation works...that it's really a franchise setup with the local broker scouting up jobs to keep his (or her) fleet of college kids humming during the season, before they run back to school in the Fall.

It would be interesting to learn if the two-year warranty deal really holds water, considering the basically ephemeral nature of these companies. It's not like they have an office and shop or real full-time employees like the legitimate painting contractor. The "shop" is in that little job trailer that gets towed from job site to job site, with big advertising signs affixed.

LEARNING SOMETHING FROM THE ENEMY

There is an important lesson to learn from the college guys, however. They do a pretty good job of marketing.

Consider for a moment how well they position themselves as a niche business and explain away any misgivings by exploiting consumer sympathy for the college kid.

The printed materials look good. And what is really wrong with leaving flyers with the neighbors when a job is finished? It could just as easily be neighboring offices in a building having hallways maintenance painted.

Signs on the jobsite? You bet they're a good idea. Why not have a folding sandwich board on every truck for use when appropriate?