

JULY, 2011

monitor!

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Monitor vs. Merrimack
March 9, 1862,
Hampton Roads, Virginia



A Few Words From . . .

TOM TYRAKOWSKI
President, FCA of Chicago

BRESLIN CONFERENCE

This month, our biggest news is the Mark Breslin Conference, a major new educational event planned to be held on September 27th at the I.B.E.W. Local 701 Conference Center in Warrenville, just off I-88.

Mark is the number one speaker nationally on the construction industry, its leadership issues, strategy, and labor-management relations. As a strategist and respected author, he has addressed more than 150,000 leaders in business, labor, and construction. He speaks to thousands of journeymen, apprentices, business owners, and labor leaders across the U.S. and Canada every year. We're expecting over 400 guests, so don't get left out!

We have partnered with 20 fellow trade associations and unions to present this conference. Each Sponsor will get a limited number of tickets for its members. FCAC will have 36 tickets available for each of the two sessions, available only to contractor members at the price of \$25 for both tickets. With a top-notch speaker like Mark Breslin, tickets are bound to sell out fast, so don't miss this great opportunity!

"The Perfect Storm" will run from 2:00 PM until 4:30 PM, then we'll break. Food & beverages will be served between the two sessions. "Alpha Dogs" will run from 5:00 PM until 6:30 PM.

More...



MISSING OUR FRIEND, RAY...

RAY KLIMKO
1953-2011

The rest is history. In the past 12 years of practicing unique techniques for selling paint and coatings, Ray moved massive amounts of Glidden products out to painting contractors all across Chicagoland, racking up sales figures topping \$21 million dollars . . . and totaling over 200 million gallons of paint and coatings. He always worked to improve upon those sales techniques, cultivating his customer relationships for increased sales and improved profit margins.

Ray particularly loved our PDCA Associates Night tradeshow, and regularly hosted more guests every year than any other salesman (the photo above was taken at this year's event, on March 16th).

There was another Ray, though, the guy who loved music, board games, card games, fantasy football, fiction, movies, and his fiancé, Ann Frieri. Both will be sorely missed.

The news was shocking and sad . . . Ray had suffered another heart attack, this time fatal. Only a few days before, he had survived a milder heart attack, but gone home from the hospital and resumed going to work. A tireless salesman, he was devoted to serving both his customers and employer . . . but his big heart just stopped beating.

Ray studied engineering at the University of Illinois in the early 1970's, developing there his life-long professional interest in chemicals and industrial coatings. He ran SunRay, a commercial painting company, for several years, then settled into the niche that would ultimately define his career in the industry . . . sales.

9-27-11 BRESLIN CONFERENCE

FCAC is helping sponsor a "doubleheader" Mark Breslin Conference this Fall at I.B.E.W. Local 701 in Warrenville, with participation by a number of other area Trade Associations and Trade Unions. "The Perfect Storm: Navigating Change In Challenging Times" focuses on using challenging times as a viable foundation for positive change with the epic 1991 'Perfect Storm' as an analogy and case study. "Alpha Dogs: Leading, Managing & Motivating in the Construction Industry" studies leadership qualities and documents the "home grown nature" of virtually every great leader.

FCAC has 36 tickets available for each session, available on a first-come, first-served basis to our Contractor Members. For \$25.00 you get one ticket to each session — plus food & refreshments between times — and the chance to rub shoulders with your peers in the construction industry.

Visit www.chicagopdcafcfa.org to sign up on-line, or call FCAC at 630/393-1313.



WELFARE FUND REPORT

Financial Reports for the Health & Welfare Fund for May, 2011 indicated that Ordinary Income of \$2,560,896.60 plus Investment Income of \$737,176.96 minus Expenses of \$3,173,346.08 yielded a Net Income of \$124,727.48.

Since the Fiscal Year begins in May, the Year-to-Date numbers are the same.

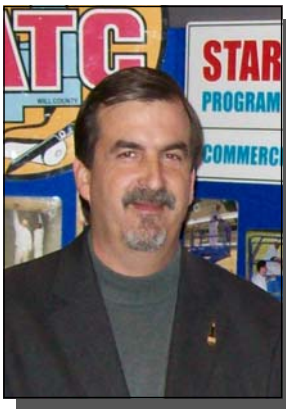
The Fund Value as of 05/31/11 was \$94,781,146.67.

PENSION FUND REPORT

Financial Reports for the Pension Fund indicated for May, 2011 indicated that Ordinary Income of \$2,365,078.16 plus Investment Income of \$5,261,730.07 minus Expenses of \$3,407,155.05 yielded a Net Income of \$4,219,653.18.

For the Fiscal Year-to-Date, Ordinary Income of \$4,716,697.90 plus Investment Income of \$10,652,126.33 minus Expenses of \$6,561,751.77 yielded a Net Income of \$8,807,072.46.

Visit www.chicagopdcafcfa.org to sign up for the MARK BRESLIN CONFERENCE!



News From The Apprentice School...

By **ED BOGDAN**, *Apprentice Training Coordinator*

Financial Reports for May, 2011, indicate that Ordinary Income of \$118,228.21 plus Investment Income of \$20,720.75 minus Expenses of \$194,882.50 yielded a Net Income of (\$55,933.54).

For the Fiscal Year-to-Date, Ordinary Income of \$594,172.39 plus Investment Income of \$157,823.24 minus Expenses of \$934,503.44 yielded a Total Net Income of (\$182,507.81). The JATC Fund Value as of 05/31/11 was \$4,538,518.53.

FCAC CONTRACTORS HONORED BY FCA WITH CREST AWARDS



At National FCA's recent Annual Council, conducted at the Doubletree Hotel in Chicago on June 14-18, 2011, Tony Darkangelo (the CEO of National FCA) and Ed Smith (the Chairman of National FCA) jointly presented Allan Delange (CL Coatings, Inc., of Mokena, Illinois), with the FCA Industry Advancement Award for his extraordinary efforts to develop the Industrial Applicator Certification Program. Al's firm also received a prestigious "Crest Safety Award" at the dinner event.

Industrial Coating Crest Safety Award: Over 150,000 Hours

CL Coatings, LLC: Located in Mokena, CL Coatings has provided safe, quality industrial coating services for more than 10 years. CL Coatings held one of

the top total point scores in this year's competition due to its high evaluation criteria rankings.

Painting and Wallcovering Crest Safety Award: Over 150,000 Hours
National Decorating Service: Located

in Oak Brook, National Decorating has provided exceptional commercial painting and wallcovering services for 89 years. National Decorating earned a top spot among the highest evaluation criteria rankings.

On another topic, I still need your input to help plan our new Charitable Painting Project. Past projects over the years at the Olive Branch Mission and St. Anthony's Hospital were both very successful. This time around, we're seeking fresh ideas from both our Contractor and Associate members and our partners at Painters District Council No. 14 before deciding on a project to tackle. Call me

(815/485-3731) with your ideas, or talk to Rich or Jan at the FCAC office (630/393-1313). We really want your input on this to make it a great project.

Thanks to a very successful 2011 PDCA Golf Outing, our great and generous Associates Group is contributing \$10,000 from their proceeds to help us finance the work. And as an additional positive by-product

of the project, we hope to use the hours of work involved to put a few of our PDC14 out-of-work painters on the job.

I hope to hear from you soon, and we will report more on the new Charitable Painting Project as our evolving plans come together

All the Best,

Tom

PATRONIZE OUR ASSOCIATE MEMBER VENDORS!

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Elk Grove Village ☐ 414/403-6042 |
| AGSCO CORPORATION
Wheeling ☐ 847/520-4455 | ITW FINISHING EQUIPMENT AMERICAS
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FOR THE 9-14-11
GENERAL MEMBERSHIP
MEETING AT MAGGIANO'S
IN CHICAGO & THE 9-27-11
BRESLIN CONFERENCE!

WELCOME TO OUR NEWEST FCAC MEMBER!

Alpine Painting and
Maintenance, Inc., located in
Joliet, IL, is represented by
Robert Tatar.
Welcome aboard!