



Volume 16 | Issue 2

From the CEO's Desk

Event Season in Full Swing

A quick glance at the online [FCA events calendar](#) shows us that event season is in full swing. The first half of the year is always an active one for our industry as numerous associations and organizations hold events to share information and further industry communication. If you've read one of my CEO desk portions before (or heard me speak), you know that I firmly believe that a major part of business is relationships. Each industry event is different, but they all offer networking opportunities that are ultimately extremely important for our industry. Our industry moves forward when we get together, meet face to face, have conversations and expand our network.



FCA International has several upcoming events designed to facilitate discussion and strengthen our members. In April, FCA's bridge painting contractors will meet in Chicago for the first FCA Industrial Bridge Forum, which will allow our bridge members to develop solutions specific to the bridge industry. In May, FCA members are headed to Puerto Rico for the 2016 FCA International Leadership Council. I am extremely proud of the lineup for our leadership council this year; each speaker has been strategically selected to help increase members profitability. Thanks to the involvement of our members, we manage to make each International Leadership Council stronger than the last.

In June, FCA members will fly into Washington D.C. for a Legislative Fly-In and meet directly with their congressional representatives and staff to educate them on the important legislative issues they face. This July will feature the second installment of the GlassCon Global Conference. The first event had a strong impact on the architectural glass & metal industry, and the second one has shaped up to be even more powerful than the original. In September, FCA's Affiliate Executives' will head to Nashville to network and discuss best practices. Finally, FCA will join the LMCI this October in Orlando for the Finishing Industries Forum to network with our partners and cooperatively drive our industry forward.

You can find out more about these events in this Finisher, but I cannot stress enough how much value the networking and information shared has for your business and your industry. I look forward to seeing you at the International Leadership Council and other industry events!

Glad You're Here – Tony

Industry Events

Speakers Announced for 2016 FCA International Leadership Council

Several key speakers have been announced for the 2016 FCA International Leadership Council, which is headed to Puerto Rico's Hilton Caribe Hotel from May 11-14. Speakers include Joe Hernandez (a professional negotiator and coach who will be speaking on mastering business negotiations), Dan Feely (the founder of a business consulting firm who will help attendees identify their company's 'unfair advantage') and Ann Amati (a strategies consultant who will advise attendees on how to survive the next downturn). [Click here](#) to learn more about these speakers.



Joe Hernandez
"Mastering Business Negotiations"



Dan Feely
"What is Your Unfair Advantage?"



Ann Amati
"Surviving the Next Downturn"

The FCA International Leadership Council will also feature trade breakout sessions, FCA Advisory Committee Meetings, the FCA Town Hall Forum, an FCA Update, the FCA and FCIF Annual Business Meetings, the FCA Awards Dinner and other Networking opportunities for members to connect with their peers. Attendees of past International Leadership Councils will agree: this is an event contractors don't want to miss. The FCA International Leadership Council is the only event designed exclusively for finishing contractors. The networking and information shared help strengthen the businesses of all attendees and help guide your international association as we move our industry forward.

[Click here](#) to register for the FCA International Leadership Council.

FCA International Hosting Bridge Forum on April 13

FCA's bridge painting members are invited to attend the upcoming FCA bridge forum that is being hosted at the FCA headquarters on April 13. Moderated by Teresa Magnus (the Principal of a construction advisory firm), the forum has two main objectives: 1.) identify the needs of bridge contractors throughout North America and 2.) identify top industry issues and discuss next steps of action.



FCA's bridge painting members do not want to miss this forum. Conversation topics will include:

- QP Certification Language
- Specifications Impact – What is best for our industry?

- International/Regional/Local Collaboration
- CAS Ratio Compliance
- Asset Management/P3 Impact on Market Share
- Silica/Beryllium – OSHA Regulation Changes
- SSPC QP Program/NACE Programs – Overall Industry Discussion/Direction
- Workforce Development
- Market Preservation – Open Discussion

If you are interested in attending this Bridge Forum, [click here](#) to download the registration form and submit your registration to [Darlene Shonder](#).

GlassCon Global 2016 Secures Several Prominent Speakers and Panels

GlassCon Global 2016 is being held at the Renaissance Boston Waterfront hotel from July 6-9, and is shaping up to be even stronger than 2014's well-received inaugural event. A technical conference aimed at driving innovation in glass technology, GlassCon Global brings together every facet of the architectural glass & glazing industry for two-and-a-half days of technical presentations on current and future products/trends. Attendees include architects, contractors, owners, specifiers, academia and more. The event's opening session will feature presentations from the presidents of the American Institute of Architects (AIA) and the Royal British Institute of Architects (RBIA).



One of the panels at this year's event will be the Transatlantic Debate, which will feature moderator Nick Beaumont (editor of Intelligent Glass Solutions) and guest moderator Mic Patterson (Vice President of Enclos) leading a discussion on the differences between the world's glass markets, the reason for those differences and technology and innovation currently being developed in each market. The debate will feature panelists from North America, Europe and Asia.

GlassCon will also wrap up with a presentation from Anirban Basu, an esteemed economist and internationally sought after speaker, who will provide a presentation on the global economic perspectives that impact our businesses and industry. Basu has a unique ability to share detailed, data-driven updates in both an informative and entertaining way.

GlassCon Global has quickly become one of North America's most important conferences in the architectural glass & metal industry. Visit www.glassconglobal.com to learn more about this conference and the other valuable panels and speakers that will be featured. Members who register today can secure a 10 percent discount at www.glassconglobal.com/registration.

FCA International Legislative Fly-In: Make Your Voice Heard on June 7 and 8

Mark your calendars – FCA is hosting a legislative fly-in on June 7 and 8 in Washington, D.C. FCA's members are the economic engine of North America, and it is important our voices are heard on Capitol Hill. The fly-in will kick off with a tour of the U.S. Capitol on Tuesday, June 7 at 3 PM ET. On Wednesday, attendees will meet with their various congressional representatives from 10 AM-5 PM. Attendees are staying at the [Hilton Alexandria Old Town](#) and surrounding hotels.

FCA members will educate their congressional representatives on several important topics, including multiemployer pension reform, prevailing wage, regulatory actions and more. FCA's Director of Legislative Affairs will set up all meetings, and will prep members beforehand on individual topics. Members of Congress want to hear directly from our contractors. Don't miss your chance to represent yourself on Capitol Hill. Contact Jon Lee at jlee@finishingcontractors.org or by phone at (866) 322-3477 if you are interested in participating in this fly-in.

2016 FCA Affiliate Executives' Conference – Save the Date!

FCA Affiliate leaders: plan on being in Nashville on Sept. 7 and 8 for the 2016 FCA Affiliate Executives' Conference. This event is designed exclusively for FCA's Affiliate leaders, and it provides you with the opportunity to network with your peers, share best practices and gain information to help strengthen your association. This year's event will be held at the Hilton Garden Inn Nashville Downtown. See you in Nashville!

FCA International Attends P3 Conference on Public Private Partnerships

FCA attended the P3 Conference near the end of February to learn more about public-private partnerships, how they are formed and how they impact prevailing wage laws. A public-private partnership (or P3) is a government service or private business venture that is funded and operated through a partnership or government and one or more private companies. This type of partnership transfers most (or all) of the risk to the private sector, and the amount of P3s are projected to increase in upcoming years. Particularly, P3s are being looked at as one of the only viable avenues for public entities to finance needed improvements, especially regarding American infrastructure.

There are several factors that will ultimately impact FCA members when applied to the construction of the P3 agreement. Some of these factors include: stage regulations regarding prevailing wage work; specific craft language; worker certification language; workforce development; and fund disbursement. P3s are involved in 30 percent or more of the work in several public sector facilities/works including energy (37 percent), mixed use (61 percent), government facilities (65 percent), public facilities (61 percent), social (54 percent), transportation (56 percent) and water & environment (48 percent).

During the conference, FCA attended a P3 meeting with the National Building Trades to discuss organizational approaches and concerns regarding P3 and the future of P3 agreements. The meeting identified specific targets of approach to examine P3s and ways to ensure prevailing wage laws are adhered to in specific states and industry work. FCA International will continue to monitor P3s and their impact on our members.

Contractors

FCA Safety Bulletin: FCA Launches Safety Program

The FCA Safety Bulletin for March officially launched FCA's Safety Program. The bulletin unveiled the first few components of the program: a toolbox talks program and the FCA safety helpline. The FCA Toolbox Talks Program is a comprehensive library of toolbox talks that is broken down by each trade. FCA members who utilize the program will have access to the library, and they can choose to follow a preset, recommended calendar for the talks. To learn more about the Toolbox Talks Program, contact [Darlene Shonder](#).

FCA has also created a safety helpline that all members can access free of charge. The helpline is operated by safety professionals and is open Monday through Friday from 9 AM-4 PM CT. Any member with a safety

question can call (844) 414-SAFE (844-414-7233) or email safetyhelpline@finishingcontractors.org. All inquiries are kept confidential and will receive responses within 24 hours.

Finally, FCA is hosting a Confined Spaces webinar on Thursday, March 31 at 2 PM CT. Contact [Jeremy Fitch](#) if you are interested in attending. This month's safety bulletin also covers excavation and trenching, hard hats, the hazard communication standard and safety incentive programs. [Click here](#) to download March's full safety bulletin.

FCA Leadership Updates: Thank You for Your Service

FCA International would like to thank Dan Thomas (with [F.D. Thomas](#)) and Ed Smith (with [Hartman Walsh Industrial Services](#)) for their years of dedicated service as members of the FCA International Board of Directors. Dan has served on the board since 2008, and he also served as an LMCI trustee along with being an active member in FCA committees. Ed served on the board since 2006 and led FCA as Chairman from 2008-2013, and he was named Chairman Emeritus in 2013. Additionally, Ed has served as an LMCI trustee and been involved with several FCA Advisory Committees, including the FCA Industrial Coating Contractors Advisory Committee, which he served as chairman and co-chairman.



Two FCA International members have also stepped up to help further lead our industry. Penny McDonald-Eades (with [Tri-State Painting Co., Inc.](#)) and Peter Cafiero (with [Island Painting, Inc.](#)) have become LMCI trustees. Their vision and expertise will be a huge benefit for the LMCI.

Three More Contractors Earn Architectural Glass & Metal Contractor Certification

Three more contractors became the latest companies to earn the North American Contractor Certification (NACC) for Architectural Glass & Metal Contractors. [A&A Window Products](#) (based out of Malden, MA), [Architectural Glass & Aluminum Group, Inc.](#) (based out of Livermore, CA) and [Synergy Glass & Door Service](#) (based out of Santa Clara, CA) join an ever-expanding list of architectural glass & metal contractors who recognize the value this contractor certification provides and have stepped up to lead the architectural glass & metal industry forward.

The NACC is a tool contractors can use to help demonstrate their company delivers the highest-quality end product in a timely manner by ANSI standards. There are currently 16 more companies [enrolled in the certification process](#), and FCA would like to congratulate those leading members [who have already earned certification](#). The team at Administrative Management Systems, Inc. (AMS) supporting the NACC program is ready to help with program application. AMS' [Jeff Dalaba](#) can be reached at (315) 374-2941 to assist new contractors with the entire process.

Advisory Committees

Finishing Solutions Product Line for FCA's Flooring Members

The FCA Flooring Contractors Advisory Committee has secured the Finishing Solutions Product line for FCA's flooring members in good standing. One such product from this line is Finishing Solutions Carpet, which provides FCA's flooring members an opportunity to specify and sell a base-grade broadloom product. Along with special labeling and pricing, FCA flooring members are eligible for extended terms (terms are approved solely by the manufacturer).

In addition to Finishing Solutions Carpet, Dream Weaver/Dwellings offers multiple weights in solution-dyed nylon and PET fiber. Some products feature unlimited dye lots and the ability to install in any direction off the same role. Finishing Solutions representatives are available to visit your office and provide samples and information. Contact [Nick Carrillo](#) to learn more and to request a representative visit your office.

Young Leaders' Network Hosts Construction Politics Webinar

The FCA Young Leaders' Network invited Mike Oscar, FCA's Director of Legislative Affairs, to lead a webinar on construction politics. Titled *Construction Politics 101: Contractors on Capitol Hill*, Mike discussed FCA International's current status on Capitol Hill, what congressional representatives are looking for from our industry and ways members can ensure their representatives hear their voice. During the webinar, Oscar stressed the importance of meeting directly with members of Congress, stating that they are looking to convene with their state's business owners.

[Click here](#) to view the webinar if you missed it (or simply want to review).

Industry Partners

AMES Taping Tools and Roman Decorating Become FCA Supporting Partners

FCA International is pleased to announce that [AMES Taping Tools](#) and [Roman Decorating Products](#) have signed on to become FCA Supporting Partners. Based out of Stone Mountain, GA, AMES Taping Tools is the industry's leading provider of drywall finishing tools, supplies and training. Roman Decorating is based out of Calumet City, IL and has been manufacturing best-selling wallcovering adhesives, primers and sundries in North America for over 75 years.

"AMES Taping Tools is excited to continue supporting the taping and finishing trades by partnering with the FCA team," said Mark Wilson, Director of Education for AMES Taping Tools. "We recently rolled out a Tool Certification Program which will greatly improve the structured learning for automatic taping and finishing tools (ATF) and we look forward to incorporating this new program with FCA."



[AMES](#) invented the automatic taping and finishing tool technology in 1939 and improved it with the introduction of the Bazooka in the 1950's. This technology dramatically improves the speed, quality and efficiency of the professional finisher. AMES supplies, supports and services residential and commercial interior finishing applications through a network of company-owned and franchise operations across the U.S. and Canada.

[Roman Decorating Products](#) is the manufacturer of the best-selling wallcovering adhesives, primers, and sundries in North America. Over 75 years strong, Roman is an active member of the Wallcovering Association (WA), IGI International Wallcovering Association and the Wallcovering Installers Association (WIA).



“At Roman, we are committed to the professional contractor. Joining FCA as an associate partner allows us to better understand and better serve the specific needs of the finishing contractor,” said Robin Patrick, Roman’s Vice President of Sales & Marketing.

Ames and Roman are the latest manufacturers to [partner with FCA](#). Recognizing the fact that there is strength in numbers and different perspectives, FCA regularly partners with manufacturers to best represent FCA members and meet their needs.

“Each organization – Ames Taping Tools, Roman Decorating Products and FCA – understand that we are stronger together than we are apart. I look forward to working together to continue building a better future for our families,” Anthony Darkangelo, CEO of FCA, said.

[Click Here For Upcoming Events](#)

FCA International Partners



FCA Collaborative Partner

