



Dallas Quarterly

Dallas Chapter PDCA Newsletter, October 2004

Inside this Newsletter

Calendar of Events * State Convention News * Fishing & Golf Tournaments * Christmas Party *
Monthly Meeting News

2004 is drawing to a close and it has been a successful year for our chapter. We have had strong leadership this year and have strong leaders coming in for the new years. The continued support of our membership is extremely important.

STATE CONVENTION IN AUSTIN VERY “BATty”

The Texas Council PD CA Convention was held in Austin at the Radisson Hotel on October 7-9th. Opening ceremony included a touching, heart felt memorial service by Ed Travis from San Antonio. Those who were remembered at the ceremony were Raymond Harkins and Jeffrey Harrison, along with former PDCA member Wade Hopkins.

Rick Palmer presented several of the PCEP modules including *The Basics of Insurance*. We hear about insurance at a lot of our meetings, but this one included some information I had not heard before. Another PCEP module was on *How to Paint Yourself a Profit*. Everyone wants to make a profit and Rick presented this program which focused on using Break-Even Analysis as a method of increasing profits.

The Texas Construction Association was there to let everyone know what is going on in the legislature. Hopefully the “pay if paid” legislation that was in line for approval last year will make it to a vote this session. It looks promising. Other issues of concern being worked on include Prohibiting Indemnification Clauses, Right to Sue Public Entities, Workers Compensation Reform, and School Finance and Tax Reform.

Fred Wilshusen of Thomas, Feldman, & Wilshusen, LLP in Dallas presented a program similar to the one our own Paulo Flores presented at our September meeting. This one included Bid Exclusions and Negotiating Contract Scope.

Another very interesting seminar was on employee health insurance. This covered the reasons for increases in health insurance premiums and ways that employers are cutting back costs by utilizing the new Flexible Spending Accounts, Health Reimbursement Accounts, and Health Savings Accounts. The speaker explained the differences between each of these and how they can benefit both the employee and employer.

The fun stuff included Thursday night dinner at the Moonshine Grill (sponsored by Anco Insurance), a wonderful evening spent at the Texas State History Museum (sponsored by 3M Company and Sherwin-Williams Co.), PPG/Monarch sponsored the hospitality suite that was open throughout the convention, and ICI/Dulux Paint Centers sponsored our Saturday night Town Lake Cruise where we all experienced the flight of the bats that are famous in Austin.

A very special thanks to all the sponsors, those vendors who had table tops, and everyone who attended. The convention next year will be held in Houston, and they are promising a great time will be had by all.



FALL GOLF TOURNAMENT

The rain held off as 45 golfer hit the greens for an afternoon of golf on Thursday, September 23rd at Bear Creek Golf Club. At the end of the day the ICI/Dulux Paint Centers team (Keith Watkins, Kyle Cox, Tom Sedaker, and Rod Tiffie) took first place with a score of 57. 2nd place went to Chris Livingston, Robert Terrell, Garry Monk and David Saxe on the 3M Company team. Their score was 61. Rounding out the top 3 with a score of 63 was the team sponsored by American Wallcovering (Scott Presley, David Massey, Lynn Gee, and Steve Wendell). Longest drive went to Josh Naylor and the two Closest to the Pin winners were David Reavis and Keith Watkins.

We want to thank our sponsors Ames Taping Tool Systems, Benjamin-Moore Paint, ICI/Dulux Paint Centers, Jonsco, Inc., Kelly-Moore Paint Co., Kenmark, Inc., Keystone General Insurance, Koroseal Wallcovering, Kwal Paints, McSweeney Commercial Painting, PPG Coatings, R. L. Harkins, Inc., Sherwin-Williams Co., Tri-Kes Wallcovering, Inc., United Rentals, Walltalkers, Wooster Brush Co., and Zinsser Co.

Terry Grimes once again did a terrific job organizing this tournament. THANKS TERRY!

How would you like to have your dues paid in 2005? Just have someone from your company attend at least 6 meetings this year and be entered into a drawing to have your dues paid in 2005. One associate and one contractor member will be chosen.

2004 Officers

President

Doug Harms – Electro Painters – 972/620-9606 dougharms@aol.com

Vice President

John McSweeney – McSweeney Commercial Painting, Inc. – 817/283-4242

Vice President

John Zimmerer – Jonsco, Inc. – 972/323-6899

Associate Vice President

Kris Holloway - Tri-Kes Wallcovering - 972/484-8120

Secretary/Treasurer

Liz Dykes - American Wallcovering, Inc. - 214/421-2584
ameriliz@aol.com

2004 Christmas Party – “Casino Party”

Saturday, December 4th 7:00 p.m. – Midnight

Holiday Inn Select – North Dallas

Contact Liz @214/421-2584 or Kris Holloway @972/484-8120



Monthly Meetings

Our monthly meetings this year have covered topics estimating software, how to stop money leaks, prepaid legal services and contract clauses. Attendance has increased with an average monthly attendance of 51 people. Many people wonder how this breaks down between contractors and associates. Without a doubt the associate will have more person per company (because there is usually more of them!) However the breakdown between contractor and associate companies is fairly even. The following is a list of the number of contractor and associate companies represented at each monthly meeting this year.

Note: this is by company, not by # of persons attending.

Month	Contractors	Associates
January	18	9
February	26 (14 were guests of K-M)	8
March	16	12
April	10	10
May	14	15
June	11	12
July	11	12
September	13	15

Letter From The President:

Hello Y'all,



We have had a very busy year thus far. I think the chapter has gone thru a whole lot of growing pains, but we are on the right track. The state convention was loaded with information that will help your business.

This year has been a very tough year when it comes to membership. We have lost great friends & loved ones to sickness. Please keep the families of Raymond Harkins & Jeffery Harrison in your prayers.

We have a great Christmas Party planned. It will be at the Holiday Inn where our meetings are held. Start planning to attend. The date is December 4th.

We had our chapter board meeting in August. It looks like we are ready to move into the next year with new leadership. New leadership means lots of new ideas please support our new officers for the upcoming year. You can do this well by volunteering as much as possible. Let your president know you would like to get involved and he can make it happen for you.

I would very much like to thank all my officers for the support they provided this year.

And once again I would like to encourage all members, contractors & associates alike to bring a guest to each meeting. This will help grow our organization much quicker than membership drives and would benefit us all.

Thanks Again.
S. Doug Harms
Dallas Chapter President PDCA

2005 Officers Nominated – The following slate of officers have been nominated to serve for two years, 2005 –2006.

- President – John McSweeney, McSweeney Commercial Painting, Inc.*
- Vice President – John Zimmerer, Jonsco, Inc.*
- Associate Vice President – Marvin Ward, Kelly-Moore Paint Co.*
- Secretary/Treasurer – Amy Holmes, CPA, PC*

We hope you will support these new officers. They will be inducted at our meeting on November 16, 2004. They will look forward to your input and your attendance at monthly meetings and other chapter functions.

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It's Dues Time Again

You will be receiving your dues invoices in the near future. We would like to encourage you to take a look at the Annual Dues Packages this year. These allow you to pre-pay for meetings, tournaments, Christmas Party, roster advertising and other chapter events all in one check at the beginning of the year. Just pick your level of involvement and don't worry about getting those invoices every month or every time you participate in a chapter function.

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1st Annual Raymond Harkins Memorial Striper Tournament



Reports say that the weather was beautiful and the fish were biting for many of the 48 people who grabbed a guide and a boat and headed to the lake on October 22nd at Tanglewood Resort. We know that Raymond was there in spirit with all of those who attended. After a day on the lake, Donna Harkins presented 1st place to one of the teams from Tegrity Contractors – Brian Rumsey, Eddie Whitworth, Brett Flory, and Mr. Rumsey – who caught a total of 79.4 lbs of fish. 2nd place, with 70.6 lbs. went to Marvin Ward, Rick Roof, David Vaughn, and Beverly Vaughn. The guys from Kenmark, Inc., Ken Deike, Terry Grimes, Lonnie Tramonte, and their guest, James House, took 3rd place with 58.4 lbs. The Big Bass pot winner went to Jody Blanchard of Tegrity Contractors for his 4.8 lb. fish. The traveling trophy “Caught Everything But Fish” went to Roger Roulette’s team from Tegrity Contractors.

Special thanks to Marvin Ward, who organized the tournament this year. Also to our sponsors Ames Taping Tool Systems, Benjamin-Moore Paint, ICI/Dulux Paint Centers, Kelly-Moore Paint Co., Sherwin-Williams Co., Tri-Kes Wallcovering Source, United Rentals, Zinsser Co., Kwal Paint, Kenmark, Inc., and PPG Industries.