



ASSOCIATION UPDATE

SPRING 2012

President's Message:



The Importance of Participation

The Association exists to serve the needs of our members companies. Our professional staff is dedicated to providing whatever support you need to make you better able to succeed in a challenging business environment.

A great strength of this Association is the talent, knowledge and experience of our members. An important factor in our success as an organization lies in tapping those assets. This can only be done by member participation. The time and effort you devote to the Association is invaluable. Your participation and involvement in the Association makes us more effective as an organization. Whether it is volunteering to serve on a committee, participating in our efforts to address specific industry problems or simply attending meetings, your participation is critical to our success.

The Association has increased its presence in important affiliate organizations. Our participation in the Subcontractors Trade Association, Building Trades Employers Association, Finishing Contractors Association and the Finishing Trades Institute provide valuable resources for our members and has yielded concrete benefits to their businesses. Association officers fill important leadership positions in all of these organizations.

As Association President, I thank those of you who have taken the time and made the effort to participate in our ongoing efforts to advance our industry and encourage all members to participate in the future. I strongly believe that we have the tools to succeed and that our best years are ahead of us.

Sincerely,
Peter Cafiero
President

Executive Director's Message:



Why Be a Member of the Association?

There are numerous important benefits offered to members of the Association. The Association negotiates Collective Bargaining Agreements with labor affording members a voice in the creation of the Trade Agreement. The Trade Agreement includes provisions that exclusively benefit Association members. Among the most important are:

- The Market Recovery Agreement which allows members to perform work on various types of jobs previously done by non-union companies with a discounted wage and benefit rate and a 35 or 40 hour work week. This rate can only be granted to Association members by application to the Joint Trade Board which consists of the Association President and the DC No. 9 Business Manager.
- The new Trade Agreement provides for an 80% wage and benefit rate for commercial work done outside of Manhattan by Association Members.
- Free use of tools and spray machines.
- Administration of the Joint Trade Committee which affords members access to expert advice on the grievance arbitration process.
- Our Trade Agreement contains a "most favored nation's clause" which ensures that Association members receive the most beneficial terms available in the industry.
- The Association provides our members expert advice and support on all areas of practice in the industry including:
 - Labor relations
 - Contracts
 - Project Labor Agreements
 - Grievance and dispute resolution
 - Education
 - Health and Safety Requirements
 - Liason to the Organization and Government
- Access to the support of the Director of Business Development whose role includes the mandate to develop and expand job opportunities and market share.
- Association members and their non-bargaining unit, support staff are eligible to join the Union Health Fund which offers quality health insurance programs at highly competitive rates.

This is just an overview of the services and support offered by the Association. We are always looking for new ways to support our members and to give you the kind of information and advice that provides an edge over the non-association and non-union competition. Call or visit the Association to learn more.

Sincerely,
Bruce Ruinsky
Executive Director

Association of Master Painters Annual Luncheon 2012

The Annual Luncheon was held at the New York Hilton on January 18, 2012. The newly elected Officers and Directors were sworn in at the Luncheon. Association President Peter Cafiero served as keynote speaker. In his remarks he discussed the new collective bargaining agreement and thanked the management and labor negotiating committees by presenting each member of the committees with embossed leather bound copy of the contract. The rest of Peter's presentation focused on the Association's strategic plan for 2012 which will concentrate on solidifying and expanding market share.

Strength Through Partnerships: A New Labor Agreement

While 2011 marked a critical year for the industry, it was also a time of great achievement. With the market still shrinking and the economy in recession, the Association negotiated a new contract in the midst of a crisis. Strong relationships with labor partners have been the underlying key to success, with communication, cooperation and compromise forming the foundation to maintaining the association's influence. The new agreement reflects the recognition of mutual interest and common goals among the labor parties.

Enhancing Presence in the Construction Industry

The Association has upheld its local and national presence in the industry, with high-level involvement in trade associations including the Finishing Contractors Association, Finishing Trade Institute, Industry Pension Fund, Building Trades Employers' Association (BTEA) and Subcontractors Trade Association (STA). Locally, the recent contract negotiations have resulted in recognition in numerous trade and mass media publications, while the creation of a new website and a Facebook page have given the Association an increased presence over a broader audience. Additionally, the Association has published numerous advertisements in trade publications with labor partners to further advance the interests of our industry.

2012 Officers & Directors

Peter Cafiero
President

Rad Jelcic
First Vice President

Faisal Almahdi
Second Vice President

Dino Erbeli
Treasurer

Todd Nugent
Chairman of the Board

Board of Directors

Arnold Bell

John Caruso

Stuart Feld

Peter Gisondi

Jerry Haber

Michael Levine

Angelo Lopes

Joann Sanchez Miano

Randy Pearlman

Gordon Roth

Peter Silverstein

Neil Singh

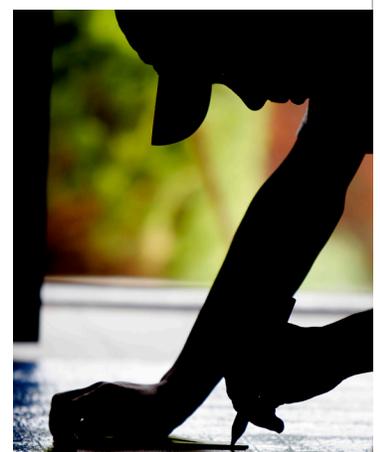
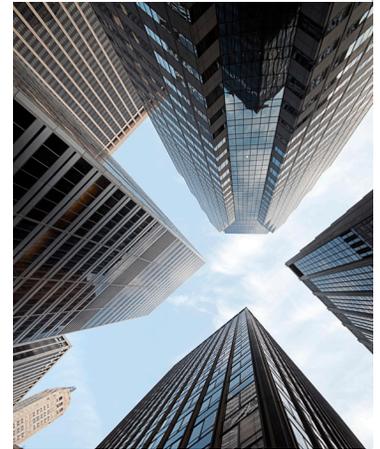
David Stross

Alternates

Peter Culkin

Michael Giarraputo

David Zach



Employers Participate in Health Fund

The trustees have implemented a plan to include employers' personnel into the fund's health plan, with the aim of providing quality, affordable health insurance for all of our members. The goal is to reduce the costs of the health fund to meet the dual challenges of rising expenses and reduced contributions, to both protect member benefits and maintain the efficient expenditure of employee contributions. For further information about joining the health plan contact Bruce Ruinsky at the Association.



Association Welcomes Jed Coldon, Director of Business Development

The Association of Master Painters and Decorators of New York Inc. recently hired me as the Director of Business Development. This is an exciting role with challenges that I intend to meet head on. Fortunately, I am no stranger to the industry, having spent most of my career as a product salesperson and store owner. My plan is to build the brand of the Association of Master Painters and Decorators of New York, Inc. and help add to the already great reputation of its members. I will be working with contractors, labor and affiliate associations to help build our industry market share.

In my first several months I have visited member businesses, walked jobsites, and attended conferences and meetings in an effort to learn about the most pressing business issues facing Association contractors. In the weeks and months ahead, my goal is to help our members succeed in this challenging business environment. I look forward to working with you all.

Sincerely,
Jed Coldon
Director of Business Development

2012 Convention

The 187th Annual Convention of the Association will be held October 25-28, 2012 at the Rio Mar Beach Resort in Puerto Rico. On behalf of the Association and Convention Chairman Dino Erbeli, please contact the Association office for convention registration. We hope you will join us for another successful and enjoyable event.

The Association Unveils New Website & Facebook Page

The Association of Master Painters and Decorators urges all members to visit our new, recently launched website. The new site features a modern, easy-to-navigate design and informative content including documents and guides for industry professionals, event listings, news, membership information and important resources. We hope the new site is helpful for both current and prospective members of the Association. The website can be found at <http://www.masterpaintersny.com>.

Also, be sure to "Like" the Association of Master Painters & Decorators' Facebook page. The page is regularly updated with event photos, press clippings and important announcements from the Association.

Project Labor Agreements

By Bruce Ruinsky, Executive Director

Increasingly, projects are being done under the terms of Project Labor Agreements (PLAs). PLAs are project specific agreements which set out terms for specific jobs or classes of work. They are entered into between the Construction Manager and the Building and Construction Trades Council. The terms in PLAs generally supersede or augment those in our Trade Agreement. While the general form of PLAs are similar, the specific terms often vary, sometimes significantly between PLAs.

If you are bidding a project that is being done under the terms of a PLA, it is critical that you understand the specific PLA. The Association has an extensive data base of PLAs. If I don't have a new PLA that you are doing your project under, I will get it for you. Please take the time to contact me at the Association Office to review the PLA. Understanding the terms and rules in the PLA is vital to successfully bidding and performing your project.

Industry Spotlights



Albert Pearlman, Inc.

Established in 1906 by Albert Pearlman, Albert Pearlman, Inc. has distinguished itself as a hallmark of quality for over three generations. The company takes pride in its superior staff, including knowledgeable and efficient estimators, project managers, and supervisors, as well as its outstanding crew of painters and wallpaper hangers. Combining current technology with old fashioned values and service, Albert Pearlman Painting has continued to live up to their reputation among the most elite companies in the painting and wall covering business.

Albert Pearlman, Inc. works in conjunction with contractors, architects, designers and office and building managers to provide the highest quality services in commercial and residential settings. Services include electrostatic and metallic spray applications,

decorative faux finishes, wood refinishing, fabric wrapped panels, acoustic ceiling tile dye restoration, Venetian plasters and quartz crystal glaze floor finishes. Some recent company projects include the InterContinental New York Times Square Hotel, Silver Towers Residences, Condé Nast Building, New York Times, Morgan Stanley and Radio City Music Hall.

President Randy A. Pearlman joined his father Herbert at Albert Pearlman, Inc. in 1981. He has been a major contributor to the steady and successful growth of the company to its current size of over 100 professionals. His dedication to the needs of the client has won the respect and admiration of many satisfied customers, as well as that of his competitors.



L&L Painting Company, Inc.

Founded in 1949, L&L Painting Company, Inc, provides top quality finishing services throughout the New York Tri-State Area. For over 60 years the company has completed projects ranging from office and apartment buildings to hospitals and universities, from five star hotels to the country's biggest bridges. L&L Painting Company offers services including commercial and industrial painting, wallpapering, special coatings, bridge painting, hard fireproofing, lead abatement, tenant alterations and maintenance painting.

In 2008, the company expanded by bringing Martin Hauser to the team and establishing L&L Stone and Tile, offering full service stone and tile supply and installation. Recent

projects include the Queensborough, Verrazano Narrows, George Washington and Williamsburg Bridges, the Empire State Building, Waldorf Astoria, CBS Corporation and the Manhattan Club.

Industry Spotlights Continued



Mid Manhattan Painting Inc.

President Dino Erbeli founded Mid Manhattan Painting in 1989. Since then, the company has established itself as one of New York's premier painting and wall covering contractors. The company's leadership includes Head Estimator Frank Roberto, who has over 25 years of experience, and Supervisor Archie Erbeli, who joined the firm in 2010. Mid Manhattan Painting provides a wide array of painting and wall covering services including spraying, electrostatic painting and application of specialized durable finishes for elevator siding. Mid Manhattan's portfolio of work includes projects with clients such as Structuretone, JT Magen, Quest and Jones Lang LaSalle, as well as its contribution to the Deutsche Bank headquarters. Mid Manhattan Painting has also worked with Met Life, Time Warner, Paramount Group, Deloitte and the National Basketball Association.

Association contractors are the most skillful and professional in the industry. Each issue we will be profiling members and projects. To submit a project or profile, please contact Jed Coldon at jcoldon@masterpaintersny.com.

2012 Meeting Schedule

Date

Meeting

Wednesday, June 20.....General Membership

Wednesday, August 22.....Board of Directors

Wednesday, September 19.....General Membership

Wednesday, November 21.....Board of Directors

Wednesday, December 19.....General Membership

Election of Board of Directors for 2013

