

We Congratulate the Winners of Middle Atlantic Council's 2008 PIPP Awards

*First Place for excellence in
Type I Residential Interior*
Sutton Painting & Decorating, Inc.
Vestibule in Arms Residence
Summit, N.J.

*First Place for excellence in
Type III Residential Exterior*
H. J. Holtz & Son
Brookhill Estate
Richmond, Va.

*First Place for excellence in
Type II Residential Restoration*
Dundean Studios, Inc.
Napoleon Room
Long Branch, N.J.

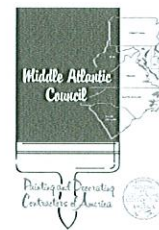
*First Place for excellence in
Type III Residential Restoration*
The Painting Pros
Thomas Alexander House
Charlotte, N.C.

*First Place for excellence in
Type I Residential
Decorative Finishing*
Sutton Painting & Decorating, Inc.
Kitchen Walls in Geary Residence
Whitehouse Station, N.J.

*First Place for excellence in
Type II Commercial Interior*
Theodore Hooven & Son Co.
Association of the Shrine
of the Miraculous Medal
Philadelphia, Pa.

*First Place for excellence in
Type II Industrial*
Postupak Painting Co., Inc.
Wyoming Valley Flood Walls
Wilkes Barre, Pa.

*First Place for excellence in
Type II Charity Paint Project*
Postupak Painting Co., Inc.
Boy Scout Tank
Blakslee, Pa.



Free Offer for New Members

PDCA is pleased to provide the following additional member benefits at no charge. During this introductory offer, companies that join PDCA have the opportunity to add an annual subscription to one *or both* of the services below to their membership benefits. These services have a combined non-member retail value of over \$300.

eSafetyline

The eSafetyLine service is a comprehensive online safety program for contractors. It provides training modules targeting specific OSHA regulations and recordkeeping for all company safety documents. Online access allows for anytime/anywhere use. Safety topics covered:

- Fall Protection
- PPE
- Scaffold Safety
- Stairways and Ladders
- Chemical Safety
- Fire Prevention
- Injury Response
- and more

For more information, visit the PDCA online store at www.pdca.org

yourcostcenter.com

Nothing is more important than the cost of labor. Not only must labor costs be affordable, but it is also vital that price sufficiently covers the cost of labor to earn a healthy profit. Get the answer to this question, "How much does it cost to deliver these services?"

- Establish how much to charge per hour or day to recover every cost associated with running the business
- Measure what each employee actually costs after taxes, insurance, vacation, and salary
- Calculate how many hours must be sold or produced to break even
- Recover increases in variable expenses
- Evaluate how an employee raise will affect a billing rate
- Determine the correct company sales volume
- Build accurate production rates
- Establish unit prices based on costs and goals

For more information visit www.yourcostcenter.com.

Terms and Conditions: 1) Annual subscriptions are not transferrable. 2) Dates of subscriptions are based on PDCA's annual membership dates for the company. 3) Companies interested in participating in either eSafetyLine or yourcostcenter.com must opt-in using this form. 4) The annual subscription to yourcostcenter.com is a "basic" subscription. Member companies interested in upgrading their service can do so at a discounted rate by contacting yourcostcenter.com directly at (877) 572-5881 or PDCA at (800) 332-7322. 5) Discounts/refunds for companies with previously existing subscriptions are not guaranteed. 6) PDCA will determine the continuation of these offers after the introductory period has ended.