

## PRESIDENT'S MESSAGE

Happy 2001 and welcome to my first *PRESIDENT'S MESSAGE*. After spending many weeks thinking about addressing DISCA's membership, I felt it would be a good idea to develop a DISCA Mission Statement for 2001 and beyond.

Consequently, I have spent the past few weeks asking myself "What is DISCA's mission?" I concluded that what DISCA's mission is to be, as a contractor, would not be the same as DISCA's mission to a supplier/manufacturer member.

DISCA currently has almost an equal number of Regular and Associate Members. Should one person's vision color the mission of the entire organization?

Obviously, our goal is to promote union drywall construction in the metropolitan area. But what exactly does that mean to each and every member of our association?

Therefore, my initial message to our membership is to take a few moments to think about what direction you feel DISCA should be moving in. Write your suggestions down and mail them to DISCA's office at 411 Pompton Avenue, Cedar Grove, NJ 07009, fax them to (973) 857-8140 or send an E-mail to [disca-nj@aol.com](mailto:disca-nj@aol.com).

I want my presidency to reflect your interests as well as those of our Board of Directors.

One of my primary goals is to have a mission statement printed in DISCA's 2001 Directory and Buying Guide. I propose a five-year plan to grow DISCA. Our website should hyperlink to all technology relating to the drywall industry. Safety certification should be compulsory for all union members.

Wouldn't it be great if all DISCA members saw fit to become actively involved in expanding

Contractor and Supplier/Manufacturer Membership?

These are some of my thoughts; I would like to know yours.

Thank you and God Bless.

Kenny Zansberg  
DISCA President

## INDEX

President's Message  
Legally Speaking  
AWCI Convention  
Associate Members  
Trade Show Pictures  
DISCA Convention  
Meet the President  
Dashco News  
Career Day  
DISCA News  
Market Outlook  
DISCA Events  
New Member Profiles  
Picture Page  
Member Advertisements  
AWCI Calendar

E-mail us at: [disca-nj@aol.com](mailto:disca-nj@aol.com)  
[www.disca.org](http://www.disca.org)

By Donald E. Morrice  
Executive Director  
and Counsel

## ELECTRONIC COMMERCE

What is it? How does it affect my business? May I use it effectively? Am I obligated to do business electronically in the absence of my full knowledge of the technology and consent?

This is the first of a series of articles on the subject. Electronic commerce has been around for a long time. Statutory regulation of e-commerce is relatively recent.

Have you negotiated, entered into contracts, or conducted any business by e-mail? Have you purchased products or services on the internet? **If so, you have engaged in electronic commerce!**

On June 20, 2000, the President signed the Electronic Signatures in Global and National Commerce Act (more commonly known as "E-Sign"), effective October 1, 2000. During the year 2000, several states have adopted forms of the Uniform State Law

known as the Uniform Electronic Transactions Act. ("UETA"). The New Jersey legislature is in the process of considering such a uniform law to supplement Title 12A of the New Jersey Statutes. The most recent version of NJ Senate Bill 1183 was amended by the General Assembly on January 29, 2001 and is currently in Committee.

This article will examine the nature and extent of the legislation and provide an overview. A more detailed analysis of the subject will appear in later publications.

### An Overview – Some Basics

#### 1. E-Law Enactments

To regulate transactions in interstate commerce, E-Sign - the Federal Law - was enacted after the National Conference of Commissioners of Uniform State Laws promulgated the Uniform Electronics Transactions Act (July 1999). While E-Sign and UETA have similarities, overlap, and are intended to affect the same subject matter, they are not identical in scope or substance. UETA is a more comprehensive treatment of electronic commerce in many respects. Nevertheless, each legislation shares the same goal – place electronic transactions, e-signatures, and digitized records on the same legal footing with the traditional paper contracts with

manual signatures. For the purpose of this introductory article, I will treat E-Sign and UETA without regard to the differences between them (both legislations hereinafter referred to as "E-Laws"). E-Sign will not preempt or supercede UETA legislation which are enacted by a state in substantially the form adopted by the National Uniform State Law Commissioners. If a state opts not to adopt a UETA or fails to pass legislation that is substantially complying, then a more complex application of State and Federal law sorting will occur.

#### 2. Consent to Conduct Electronic Transactions

In order for the ELaws to affect any transaction, each party must agree to conduct business electronically, and not face-to-face or *in personam*. Of course, this will ultimately become an area of litigation to determine whether the parties had, in fact, agreed to conduct electronic commerce. Parties are not required to conduct transactions electronically and in some cases, may opt out of those already initiated by that method.

#### 3. Procedural not Substantive

While E-Laws provide a uniform protocol for the procedural aspects of electronic transactions, they may be varied, waived, or discla

by agreement between the parties.

The substantive laws of the jurisdiction where the transaction occurs will apply. E-Laws are not intended to modify or replace such laws but rather to provide a mechanism for determining whether the acts of electronic participants have a valid and binding effect – and to what extent.

#### 4. Purposes

The principal purposes for the Uniform Laws are to establish that (a) “a record or signature may not be denied legal effect or enforceability solely because it is in electronic form”, (b) “a contract may not be denied legal effect or enforceability solely because an electronic record was used in its formation”, (c) any law that requires a writing would be satisfied by an electronic writing, and (d) signature requirement in the law would be met if there is an electronic signature.

Of course, the application of these rules will again be subject to court interpretation and adjudication based on the individual facts of each electronic transaction.

#### 5. Attribution

Whether the electronic signature is the act of the person sought to be bound will be an issue for many years to come. Advanced technology will provide many types of digitized signatures provable by pin codes, passwords, encryptions and other security procedures. Unfortunately, the internet provides an attractive forum for abuse by hackers and other intruders who can

surreptitiously secure access to private information. UETA does not require the use of a particular digital signature or security procedure. The technology is left for the participants to adopt a method that will demonstrate consent in a verifiable form. It may take many years for E-Commerce to be comfortably accepted by the commercial public but it is an essential part of our modern business environment.

#### 6. Record Retention

The maintenance of an electronic record capable of access and retention by a recipient satisfies the requirements imposed on hardcopy documents.

#### 7. Exclusions

E-Laws specifically exclude particular types of transactions. The proposed Senate Bill in New Jersey excludes certain legal terrain - Wills, Codicils, or Testamentary Trusts; the Uniform Commercial Code (with the exception of certain sections); adoption, divorce, or other family matters; court orders and documents required to be executed in connection with a court proceeding; cancellation or termination of utility services; matters dealing with repossession, foreclosure, eviction, and other matters relating to a primary residence; cancellation of health insurance benefits; recall of faulty products; and documents involving transportation of hazardous or toxic materials. Under E-Sign, the application of the protocol to government transactions may be limited or modified by the Federal or State agency.

As you can see from the

above, while the E-Laws only establish a procedure for validating and supporting the use of electronic communications, they are most extensive and require every businessperson to become intimately acquainted with them. In articles to come, I will deal with the more detailed subjects of attribution, electronic agents, records and signatures, security procedures, when information is legally sent or delivered, when electronic delivery occurs, encryption, transferable records, differences in the Federal and State Laws, and other details of doing business in the absentee environment of E-Commerce and the electronic marketplace.

**As an industry contributor you will receive our newsletter and directory addressing industry issues and information. Join us at our meetings and educational programs. Call DISCA office for details.**

# AWCI 84th ANNUAL CONVENTION AND TRADE SHOW NASHVILLE, TENNESSEE

## MEMBERS SUPPORTING EACH OTHER

By Brian McGlone  
DISCA and  
AWCI Board Member

Twenty representatives from New Jersey attended DISCA's Annual Convention in conjunction with AWCI's 84th Annual Convention and Trade Show in Nashville, Tennessee March 20 through 25, 2001.

AWCI claimed 2,500 attendees and lined the exhibit hall with 330 exhibition booths, boasting its largest attendance and show yet. "Kickin'," the Nashville convention theme, lived up to its name with high-powered education programs and featured guest speakers. A spectrum of topics were included in the education portion of the program, such as: Communication with Power and Confidence, Compensation: Reward Systems Involve More than Money, Taming the Tyranny of Time, Learning to Delegate Well and Recommended Levels of Gypsum Board Finish, to name a few.

DISCA's Board of Directors Meeting was held on Wednesday, March 22, 2001, at Ruth's Chris Steakhouse in downtown Nashville. On a lighter side, the Foundation of Wall and Ceiling Industry held its Annual Golf Outing at the Legends Country Club on Thursday, March 22, 2001.

All in all, the week proved to be a great opportunity to network, attend some excellent education sessions and catch up on the latest trends at the Trade Show.

If you have never attended an AWCI Annual Convention and Trade Show in the past, I would strongly encourage and recommend you to do so in the future. You will see first-hand that the benefits far exceed the nominal cost involved.

Mark you calendars for the AWCI Executive Industry Conference and Committee Week in Puerto Rico October 1 through October 7, 2001.

The AWCI 85th Annual Convention and Trade Show will be held in San Antonio, Texas March 12 through 17, 2001.

Hope to see you there.

DISCA encourages Regular Members to consider the products and services of Associate Members before going to another source.

Please peruse the product lines and services of the following DISCA members in your Directory and Buying Guide:

Allied Interior Supply  
All-Span, Inc.  
Ames Taping Tools  
Armstrong World Industries  
BPB/Celotex Corporation  
The Compuflex Corporation  
Continental Gypsum Co., Inc.  
Dashco, Inc.  
Dietrich Industries, Inc.  
Gar Equipment Corporation  
Georgia Pacific Gypsum Corp.  
Heartland Insulation, Inc.  
IDC Corporation  
Jafco Supply Corp.  
Jersey Gypsum Supply Co.  
J.B. Acoustical Supply  
Kamco Supply Co.  
Lafarge Gypsum  
Liberty Supply, Inc.  
Marjam Supply Co.  
MarinoWare Industries  
Specialty Products  
Insulation Co.  
Specified Technologies  
Strober-Haddonfield Group  
Super-Stud Building Products  
Tremco Inc.  
True & Associates  
Unimast Incorporated  
United Rentals  
United States Gypsum Co.

# DISCA NEWS

## WELCOME NEW MEMBERS

### ASSOCIATE MEMBERS

#### ALL-SPAN, INC.

Rd 1, Box 138 A  
Bridgeville, DE 19933  
J.J. Carter, Jr.  
Tel (302) 349-9460  
Fax (302) 349-9461

#### CONTINENTAL GYPSUM CO., INC.

265 Distribution Street  
Port Newark, NJ 07114  
Robert Katz  
Tel (973) 465-0165  
Fax (973) 465-3875

#### IDC CORPORATION

42 Mileed Way  
Avenel, NJ 07001  
Robert Montesano  
Tel 1-800-327-8432  
Fax (732) 388-40732

#### LAFARGE GYPSUM

12950 Worldgate Drive  
Suite 400  
Harndon, VA 23017  
Jules Dekovics  
Tel (732) 846-8675  
Fax (732) 846-8615

#### LIBERTY SUPPLY, INC.

268 Kellogg Street  
Port Newark, NJ 07114  
Michael Conte  
Tel (973) 491-6030  
Fax (973) 491-6031

#### TREMCO INC.

639 Linden Street  
Paramus, NJ 07652  
Brad Hopkins  
Tel (201) 670-9454

If you are interested in DISCA membership, please contact us at (973) 857-5244 or visit us on the web at [www.disca.org](http://www.disca.org) where information about the Association and membership applications are available.

Many thanks to Membership Chairman Clint Valleau. His tireless efforts have made a big difference in DISCA membership. Thank you Clint!

Change to Calendar of Events:  
The November 13th meeting should be November 15th.

## DATES TO REMEMBER

### May 23, 2001 DISCA GOLF CLASSIC

11 am to 1 pm lunch  
1 pm shotgun start  
Dinner, prizes  
Fiddler's Elbow Country Club  
Far Hills, New Jersey

### June 19, 2001

4:00 Board of Directors'  
Montclair Golf Club

6:30 Joint meeting with  
BCA and AGC  
Mayfair Farms  
West Orange, NJ

### July 19, 2001

Industry Promotion Fund  
Trustees' Meetings  
Montclair Golf Club

### September 12, 2001

5:30 Board of Directors'  
Montclair Golf Club

### November 15, 2001

4:00 Board of Directors'  
6:30 General Membership  
Meeting  
Montclair Golf Club

# LEGALLY SPEAKING

**Donald E. Morrice**  
**DISCA Executive**  
**Director and Counsel**

## CONSTRUCTION LIEN LAW - SUPREME COURT REVIEW

The New Jersey Supreme Court, for the first time, has reviewed the construction lien law enacted in 1994. A liberal interpretation, overlooking some technical and insubstantial shortfalls by the contractor, resulted in the first public policy statement by the Court that there was “no need” to impose the “draconian remedy discharging the lien claim altogether.”

Upon substantial completion of the project, the general contractor applied for final payment for work performed under the contract and simultaneously filed a construction lien claim. At the time of filing, the general contractor had not yet turned over certain important documents, such as affidavits of indebtedness, consent of surety, certificate of insurance, and a release of liens from sub-contractors (these documents were required under the retainage provisions of the contract). In addition, the general contractor had not completed certain punch list work.

The Trial Court held that the general contractor’s lien claim was prematurely filed, as it had not performed all of the work represented by the value of the lien “in accordance with the contract” (N.J.S.A. 2A:44A-3). At the time of the claim filing, subcontractors and sub-subcontractors

maintained pending construction liens

filed with the county. While the Trial Court observed that there was substantial completion and that the general contractor had not “willfully overstated” the amount of lien claims, it determined that the general contractor had not provided all of the work and services required to release the retainage in accordance with the contract and pursuant to statute. Finally, the Trial Court held that due to the premature and improper manner of lien claim filing, the general contractor would be penalized by a forfeiture of the right to file subsequent lien claims to the extent of the face amount of the defective claim. The Appellate Division of the Superior Court affirmed the Trial Court’s holdings.

In reversing the Appellate Division and the Trial Court decisions, the Supreme Court relied upon the statute’s legislative history and the intent and purpose of the law — to provide a contractor with a means to protect its right to assert a lien against the property for the value of the work it has performed. The Court observed that the section of the statute relied upon by the Courts below - “in accordance with the contract” - should be read and interpreted sensibly and consistent with its intent to protect contractors’ right to be secured for their work. “*We interpret that language to mean that a party must perform work under a contract to be entitled to a lien, but not to require literally that a party must satisfy all of the terms and conditions of a contract before it can file a lien.*” The existence of remaining punch list work and the documents which the general contractor had not yet provided did not rise to the level of an improper filing with the ultimate effect of depriving the contractor of his lien, but rather the Trial Court should have stayed the general contractor’s lien foreclosure until arbitrators had determined the amount due under the contract. The pending arbitration proceedings would result in a

determination of the amount and validity of the lien claim.

*The Thomas Group, Inc. v. Wharton Senior Citizens Housing, Inc. et.al.* 163 N.J. 507 (May 4, 2000).

## SUPPLIERS CONSTRUCTION LIEN VINDICATED

Suppliers to a private school project filed construction lien claims for concrete and other building materials delivered to the general contractor at the site. A dispute arose between the owner and the general contractor; ultimately the general contractor was terminated and insolvency ensued. After suppliers had unsuccessfully sought payment from the terminated general contractor, construction lien claims were filed. Suit was timely commenced. Trial Court granted summary judgment to the owner and construction manager on the theory that the “lien fund,” pursuant to the statute, had been exhausted, and the suppliers liens could therefore not attach to the owner’s property. Apparently, the owner or construction manager had prepaid amounts to the general contractor that had not yet been earned and were not due before the construction liens were filed by the suppliers.

The Appellate Division reversed the Trial Court and concluded that the “lien fund” was not reduced by the payments prematurely made to the general contractor. The Court further held that “suppliers’ lien claims to the retainage on the prime contract take priority over the owner’s rights in the retainage.” Collaterally the Court held that the writing requirement of the statute was satisfied by signed delivery receipts (not by evidence of partial payment) and finally that a “willful overstatement requiring forfeiture of a lien claim” should be based upon bad faith and not upon mistake. The matter was remanded.

*Legge Industries v. Joseph Kushner Hebrew Academy et.al.* 333

## INTRODUCING DISCA'S NEW PRESIDENT KEN ZANSBERG

## DASHCO CELEBRATES 15 YEARS OF SERVICE

Ken Zansberg was born in New York City. While attending the University of Hartford, he earned a Bachelors Degree in Psychology and Sociology, a Masters of Education and a Masters of Science in Computer Science.

Before joining his father's business as an assistant super in 1984, he was a photographer, a retail food store manager, a musician, a middle school and high school teacher and a teacher of calculus at Western Washington University. He also toured Alaska on a motorcycle.

Harry Zansberg began Morlot as a hardware installer and supplier in 1952. In 1972 he incorporated Morlot Carpentry. His son Ken started Morlot Construction in 1991 and merged both companies this year.

Ken is married to the former Beth Worshil of Ohio. They met on a job site when she was opening a store in the Garden State Plaza while Ken was building it. They have two daughters, Taylor is ten and Ali (born in the parking lot of the emergency room at Overlook Hospital) is seven.

They reside in Scotch Plains, NJ where Ken is vigorously involved in his children's activities.

An avid golfer, Ken is a member of Shackamaxon Country Club in Scotch Plains. Known as "Mr. Gadget" to his friends and associates, Ken computerized Morlot's job costing system when he joined forces with his dad in 1984 and never looked back. If it involves technology, Ken is either doing it or reading about it.

As President of DISCA, Ken is dedicated to the support or DISCA scholarships, the promotion of stronger safety programs and the expansion of DISCA's hyperlinks. Ken relates among the many benefits of DISCA membership the following:

- ◆ An opportunity to interact with other contractors involved in the drywall industry
- ◆ Exposure to a variety of education programs
- ◆ Establishment of personal contacts with superior DISCA supplier/manufacturer members

Ken, who always sees the glass as half full looks forward to his tenure as DISCA's President. He welcomes the input of all members and encourages active participation on DISCA's committees.

We who have come to know him are never bored. We welcome the enthusiasm of his nature, his dedication to succeed in his many endeavors, his computerized mind and his unparalleled sense of humor.

Dashco, Inc. will celebrate its 15th year of serving the New Jersey construction industry in June 2001.

From a humble beginning, working out of a home in Hackensack, picking up and delivering material in a small van, Dashco, Inc has grown to become a premiere distributor offering boom truck and forklift assisted deliveries as well as standard deliveries on curtain sided trucks.

Dashco, Inc. supplies ceilings, walls, insulation and flooring material throughout New Jersey and lower New York State. Dashco, Inc. also exports to countries from Europe to the Far East.

Dashco, Inc in located at:

165 East Union Avenue  
East Rutherford, NJ 07073  
Phone: (201)-933-1500  
Fax: (201) 933-3769  
Email: dashcoinc.@aol.com  
Web Site: www.dashco.com

Dave, Sandi and all the staff at Dashco, Inc. would like to thank all of their customers for helping Dashco, Inc. reach this milestone.

Dashco, Inc. would like to wish Matt Tynan success with his new position as marketing manager with Dietrich Industries.

# DISCA CONVENTION 2001

DISCA piggybacked the Association of the Wall & Ceiling Industries-International (AWCI) Convention this year to allow our members to attend both conventions. DISCA member companies represented were B.J. McGlone & Co., Inc., P. Germinario & Sons, Inc., Andersen Interior Contracting, Inc., Morlot Construction Corp., Allied Interior Supply, the Strober-Haddonfield Group, Inc., BPB Celotex, IDC Corporation, Super Stud Building Products and Tremco, Inc.

DISCA's Convention started with the arrival of our members at the Opryland Hotel in Nashville, Tennessee on March 20th. Golfers enjoyed a few "cold" games as well as the FWCI outing on Thursday. Non-golfers treated themselves to some of AWCI's hospitality tours, shopping at Opry Mills and side trips to downtown Nashville. Some were able to enjoy the "Grand Ole Opry" on Friday or Saturday night and country music abounded throughout the hotel for those seeking entertainment.

A Board of Directors' Meeting was held on Wednesday, April 21st, at Ruth's Chris Steak House in downtown Nashville. The Association had a private room for their meeting, and dinner. Group dinners were held at restaurants within the hotel both Tuesday and Thursday evenings.

AWCI business meetings began on

Wednesday and continued through Friday. Some of the educational sessions offered were Communicating with Power and Confidence, E-Sanity and Green Construction. Committee Meetings were also held during this time. The AWCI Trade Show and Exhibition opened on Friday afternoon to a large crowd of convention participants.

Most DISCA members remained to attend AWCI's Final Night Reception, Dinner and Gala and participate in the FWCI (Foundation of the Wall and Ceiling Industry) Silent and Live Benefit Auction on March 24th.

DISCA MEMBER COMPANIES exhibiting at the TRADE SHOW:

- AMES TOOLS
- ARMSTRONG WORLD INDUSTRIES, INC.
- BPB/CELOTEX
- DIETRICH INDUSTRIES, INC.
- GEORGIA PACIFIC GYPSUM
- LAFARGE GYPSUM
- MARINO\WARE
- NATIONAL GYPSUM COMPANY
- SPECIFIED TECHNOLOGIES INC.
- UNIMAST INCORPORATED
- UNITED STATES GYPSUM COMPANY

# DISCA SPONSOR FOR CONSTRUCTION INDUSTRY CAREER DAY

Construction Industry Career Day was held on March 31, 2001 at the CRRNJ Terminal Building at Liberty State Park.

The five sponsors for the event were DISCA, The Building Contractors Association of New Jersey, the Construction Industry Advancement Program, the Construction Roundtable of New Jersey and the Mechanical Contracting Industry Council of New Jersey Inc.

Construction Industry Career Day was held for the purpose of promoting the benefits of careers in the construction industry. A coalition of construction users, industry professionals, trade associations and labor groups joined together to organize and create this opportunity for high school students.

With more than 30 exhibitors inside and an additional 10 outside exhibits, attendees were able to gather information and insight on many areas of the construction industry. An estimated 2000 people-1200 students, teachers, parents, etc., were in attendance.

The crowd was excited and interested in the many aspects of the construction industry available to them. Raffles were held every half hour for exciting prizes and music kept the atmosphere lively.

Exhibitors ranged from laborers,

sheet metal workers, carpenters, painters and roofers to Rutgers and Fairleigh Dickinson Universities and the American Institute of Architects.

DISCA unveiled its new banner in conjunction with the use of AWCI's exhibit booth. Patty Coates of AWCI's Construction Dimension Magazine was able to join the DISCA crew for the day and proved to be an invaluable help. Many thanks also to DISCA members Dan Dulude of Marino Ware, Frank Schneider of Quality Interior Systems & Co., Clint Valleau of Allied Interior Supply, Pat Burke of B. J. McGlone & Co. and John Rappaport and Bob Perricone of Component Assembly Systems for volunteering their time for this worthwhile event.

Plans are already underway for next year's CICD.

# **MARKET OUTLOOK**

by  
**Bill Umbach, DISCA Board Member**

---

<b>PRODUCT</b>	<b>PRICING</b>	<b>AVAILABILITY</b>
<b>DRYWALL</b>	<b>Stable</b>	<b>GOOD</b>
<b>JT TREATMENT</b>	<b>Price increased March 2000, should remain stable</b>	<b>GOOD</b>
<b>STEEL</b>	<b>Stable</b>	<b>GOOD</b>
<b>INSULATION</b>	<b>Stable</b>	<b>GOOD</b>
<b>ACOUSTICAL TILE</b>	<b>Price increased March 2000, anticipate another in August</b>	<b>GOOD</b>
<b>ACOUSTICAL GRID</b>	<b>Price increased March 2000, anticipate another in August</b>	<b>GOOD</b>
<b>EIFS</b>	<b>Stable</b>	<b>GOOD</b>
<b>DOORS &amp; FRAMES</b>	<b>Stable</b>	<b>GOOD</b>
<b>PT/ F/T LUMBER</b>	<b>Expect usual spring increases in line with framing lumber</b>	<b>GOOD</b>

**This column is prepared as a guideline for our contractor members for bid submittals. If you have any suggestions for additional products, information, format or just want to offer input, please call Bill Umbach at (732) 819-9000.**

# DISCA EVENTS

## ANNUAL HOLIDAY GALA

DISCA again held its annual Holiday Gala with the American Subcontractors Association. The dinner dance was held on December 15, 2000 at the Fox Hollow Golf Club in Somerville.

Platinum Entertainment provided the music for the evening. Guests enjoyed a delicious meal, some holiday tunes and dancing.

All the ladies were presented with a holiday ornament at the end of the evening.

Fox Hollow created a very festive atmosphere with the beautiful holiday decorations and many of the guests were also festively attired.

Donations were accepted for Toys for Tots to help make the holidays a little more special for some needy children.

The evening provided a nice way to ease into the holiday season, mingle with friends, and even make a few new ones.

## COMMITTEE DAY

Disca's Annual Committee Day and General Membership Meeting and dinner was held on January 18, 2001 at the Montclair Golf Club. Committee meetings began at 11:30 and continued throughout the afternoon.

Plans for activities and programs for the year 2001 were made in various committee meetings. DISCA members who gave their time and talent to help improve DISCA's functions are greatly appreciated. If you do not serve on a committee at the present time, please consider doing so in the future. This is your association and your ideas and visions are important.

Following a Board of Directors' meeting, members and guests joined together for cocktails and dinner. The 2001 slate of Officers and Directors was voted upon and Committee Chairman provided an update on Committee meetings.

DISCA Financial Advisor Gary Valentine of PaineWebber and Keith Ferguson from Oppenheimer Funds gave short presentations on the Financial Outlook for 2001.

Drywall & Interior Systems Contractors  
Association, Inc. of New Jersey

411 Pompton Avenue  
Cedar Grove, New Jersey 07009  
Tel (973) 857-5244  
Fax (973) 857-8140

## **AWCI CALENDAR**

**October 2-6, 2001**  
**AWCI Industry Executives'**  
**Conference & Committee Week**  
**San Juan, Puerto Rico**

**March 13-17, 2002**  
**AWCI Convention & Trade**  
**Show**  
**San Antonio, Texas**



## **DISCA BOARD OF DIRECTORS**

### **OFFICERS**

**Kenny Zansberg, President**  
Morlot Construction Corp.

**Leo Radionoff, Treasurer**  
Van-Rad Contracting Co., Inc.

**Robert Partyka, Vice President**  
Partyka Construction, Inc.

**Louis Germinario, Secretary**  
P. Germinario & Sons, Inc.

### **DIRECTORS**

**Arthur Gilman**  
Crosstown Interior Contracting, Inc.

**Brian McGlone**  
B. J. McGlone & Co., Inc.

**Frank Schneider**  
Quality Interior Systems & Co.

**Bill Umbach**  
Strober-Haddonfield Group

**Clint Valleau**  
Allied Interior Supply

### **EXECUTIVE DIRECTOR**

**Donald E. Morrice**

## ABOUT OUR NEW MEMBERS

# IDC CORP. ESTABLISHES "NEW" CONSTRUCTION DIVISION

IDC Corporation, a 24 year old construction products distributor located in Avenel, NJ and Long Island City, NY, recently established a "New Construction Division." This division is managed by Bob Montesano, assisting is Bart Cherches, an icon in the insulation market for over 30 years. IDC intends to add a number of new products in the coming months to "round out" its interior package. Some major product areas, presently distributed, include firestopping, architectural insulation, mechanical insulation, caulking, waterproofing, restoration products, tools, safety, asbestos and lead abatement products.. Over 500 quality manufacturers are represented.

IDC is noted for technical expertise, excellent service and free delivery in metro NJ/NY.

42 Mileed Way  
Avenel, New Jersey 07001  
(800) 327-8432 Fax (732) 388-4073  
Exit 12 of NJ Turnpike  
Tunnel (one mile west)

11-40 Borden Avenue  
Long Island City, New York 11101  
(800) 327-8432 Fax (718) 937-8962  
200 feet from Midtown  
Ample worry-free parking

\*\*\*\*\*

## ALL-SPAN, INC.

Late in 1999, Dave Miller, J.J. Carter and Herb Troyer decided to leave their long-time positions at a Delaware based building component manufacturing company and embark on their ambitions to begin their own light gauge steel truss company. All-Span, Inc. was formed on December 15, 1999. David Miller brings over 20 years experience in purchasing, scheduling production and job costing. J.J. Carter spent nearly 10 years working first as a Sales Representative, then as the Sales Manager. Herb Troyer spent over 13 years in the Design & Engineering Department. Together Dave, J.J. and Herb bring over 43 years of experience in the building component industry, specializing in light gauge steel trusses since 1996.

All-Span, Inc is a manufacturer of LIGHT GAUGE STEEL TRUSSES serving the Mid-Atlantic region. Our approach to the market is SYSTEMS. We can engineer, pre-fabricate and deliver virtually any truss product. All products supplied by All-Span, Inc. are complete, ready for installation.

We look forward to bidding any and all jobs that require

- ◆ **Light gauge steel trusses**
- ◆ **Complete truss systems**
- ◆ **Bracing and/or connections**
- ◆ **Light gauge steel framing**  
**(mansards, store fronts, etc.)**

**All-Span, Inc.**  
**9347 All-Span Drive**  
**Bridgeville, DE 19933**  
**Tel (888) 567-5797**  
**(302) 349-9460**  
**Fax (302) 349-9461**

Visit us on the web @ [www.allspaninc.com](http://www.allspaninc.com)