

PRESIDENT'S MESSAGE

I take this opportunity to respond to an article titled "The Good Old Days" in the 25th anniversary edition of Walls & Ceilings, the AWCI magazine.

Things have changed a lot less within the drywall industry in the last 25 years than the contributors to the anniversary edition think. I started in business 35 years ago, carrying an 18"x18" sample partition mock-up, supplied by a gypsum company, around to real estate and design offices in NYC. Many of these professionals were seeing the product for the first time.

Our biggest problem was materials handling in the high-rise buildings. We eventually moved into the niche we presently occupy, largely performing high-end retail

end retail work. Since moving up in the type of clientele and number of repeat clients we service, litigation has become less and less of a factor, other than claims resulting from accidents. This is because we still have our "handshake" understandings, man to man, with the individuals that represent the corporate customers.

Technology, back in the sixties, consisted of T-squares, corner crimpers, water levels, screw guns, shots & pins, as well as automatic taping tools (in disfavor with the unions in New York and New Jersey).

In 1975, metal stud drywall was widely and completely accepted, though structural studs did not become a factor until a few years later, along with the introduction of EIFS and GRG. The seventies also brought the laser level, plastic trim and linear metal ceilings.

The eighties introduced fax machines, digitizer estimating, computers, pagers, cement backer board, motorized scissor lifts and tegular ceilings.

In the nineties we experienced the computerization of everything,

cellular phones, the Internet with websites and e-mail, and curved track. Concealed Z-Bar assemblies have been replaced by lay-in and stick-on is now rare indeed.

While our industry modernized with the times, especially communications, the basics of walls and ceilings have been essentially stable. All said, skilled and motivated labor is still the dominant factor for success as a drywall & ceiling contractor.

Arthur Gilman

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E-mail us at: discanj@aol.com

AWCI MID-YEAR CONVENTION

By Brian McGlone
DISCA and
AWCI Board Member

AWCI held its mid-year convention hosting 110 companies from October 16th to 20th 1999, at the Hilton Sandestin Beach in Destin Florida. In typical fashion AWCI had its usual educational seminars, this time including Consolidation, Roll ups and Diversity in the Work Force. Of course, the standing committees met including the Union Contractors Council, the Technical committees and the Membership and Business-related committees. Additionally, the Union Contractors Council met and all of the Craft Committees, including the Carpenters', Painters', Plasterers' and Laborers'.

Of significance is the Carpenters' Craft Committee, which met on October 18th. Those in attendance were reminded that the old Agreement # 4 would expire in late August of 1999. The new and revised Agreement # 4 supercedes the existing #4 Agreement. The most significant changes to the Agreement are: 1. the right to use two (2) key men without a time limitation and without calling for men from the hall

2. the previous fifty-fifty limitation of ten (10) men was removed. The new Agreement is a three-year Agreement; and, therefore, does not automatically renew from year to year like the old Agreement.

The other significant recent changes are to the Laborers' Agreement. The Laborers' Craft committee also met on October 18th and has unanimously approved a change to the Laborers' International Contract. The change essentially entails two (2) elements:

(1) mandatory requirement for a pre-job conference (2) notification to the International of any job the employer intends to use the International Agreement.

The language modifying the contract includes the following: "Prior to the commencement of any project under this Agreement the employer agrees to make notification to the Union at International Headquarters." This notification provision can be accomplished via a Notification Form With regard to the pre-job conference, the language continues: "Employers and representatives of the Union, its District Council and/or the Local Union having jurisdiction shall hold a pre-job conference so that the start and continuation of the work may progress without interruption." It shall be the purpose of the pre-job conference for the employer and the Union to discuss such matters

as: the length of the work week, estimated number of key employees, number of workers employed, the method of referral, check-off dues, initiation fees or agency shop fees, the applicable wage rates and benefit contributions and other matters that may need attention. The Agreement further states: "However, it is recognized that many construction jobs are awarded on a relatively short notice and are relatively short in duration; therefore, on jobs of relatively short notice and duration the pre-job conference obligation may be satisfied via telephone."

Be sure to notify the Laborers International Union for any jobs that you intend to use the International Agreement; otherwise, you will be operating under the Terms and Conditions of the Local Agreement.

The next AWCI Convention will be held at the MGM Grand Hotel in Las Vegas, Nevada from April 29th through May 3rd.

DISCA'S ANNUAL
GOLF OUTING
MAY 15, 2000
WILL BE HELD AT
ROCKAWAY RIVER
COUNTRY CLUB
SAVE THE DATE!

DISCA NEWS

UPCOMING DATES TO REMEMBER

COMMITTEE DAY

DISCA held its Annual Committee Day on Thursday afternoon, January 20th, 2000, at Montclair Golf Club in West Orange. Eight committees held meetings to discuss the 2000 DISCA schedule of activities.

Recommendations were made to the Board of Directors meeting held at 4:30 PM. The DISCA Calendar of Events for 2000 was approved by the Board. The 2000 budget was approved. Eight Board members will attend AWCI's convention in Las Vegas to be held at the MGM Grand Hotel/Casino April 29 through May 3, 2000.

A GENERAL MEMBERSHIP DINNER MEETING followed at 6:30 PM. The slate of DISCA Officers for the year 2000 proposed by DISCA's Nominating Committee was presented and approved by all members in attendance as follows:

President

Arthur Gilman

Crosstown Interior
Contracting, Inc.

Vice President

Robert Partyka
Partyka Construction, Inc.

Secretary

Leo Radionoff

Van-Rad Contracting, Inc.

Treasurer

Ken Zansberg

Morlot Construction, Inc.

PAINWEBBER Vice President Gary Valentine gave a presentation regarding DISCA's investments and a projected outlook for the year 2000. A question and answer period followed.

There will be a combined, DISCA/ASA/NJ, General Membership Meeting held on March 30, 2000, at L'Affaire Restaurant in Mountainside, NJ. All DISCA members are urged to attend.

DISCA reinstated their Annual Formal Dinner Dance in December, holding a joint gala with ASA/NJ on December 17th at The Manor in West Orange. Music was provided by Atlantic Entertainment. Over 100 people enjoyed a wonderful evening and a festive start to the holiday season.

EXCELLENCE IN CONSTRUCTION AWARD

DISCA has initiated a project to construct its first Excellence in Construction Award. The committee,

March 30, 2000

4:30 Board of Directors
Meeting

6:00 Joint Membership
Dinner Meeting
DISCA and ASA/NJ
L'Affaire Restaurant
Mountainside, New Jersey

Speaker: Bruce Weinstein, Ph.D.
Ethicist

Topic:

"What Should I do?" How to make the right decisions anytime, anywhere.

May 15, 2000

Annual Golf Outing
Rockaway River Country Club
Denville, New Jersey
11:30 Lunch
1:00 PM Shotgun

June 21, 2000

(note change of date)

4:00 PM Board of Directors
Meeting

6:30 PM General Membership
Meeting and Program
Presentation on the Association
Insurance Services program
available to management
through the Carpenters Funds.

LEGALLY SPEAKING

Donald E. Morrice
DISCA Executive
Director and Counsel

COMPREHENSIVE INTERNATIONAL BUILDING CODES

Building Construction in New Jersey is regulated pursuant to the 1996 BOCA National Building Code. The BOCA Code was developed by the Building Officials and Code Administrators International, Inc., which authored a myriad of other regulatory standards for the construction industry (plumbing code, mechanical code, fire code, energy conservation code etc., etc.). BOCA is only one of several model code development organizations. Traditionally, states have adopted building codes on a regional basis - i.e.: The Uniform Building Code (Western USA), The Southern Building Code (Southern USA), The BOCA Code (Northeastern USA). New Jersey has historically adopted a form of one of the BOCA codes for its building construct and in 1999 adopted the

1996 version of the BOCA National Building Code (members of DISCA have received complementary copies of the Code).

BOCA has joined forces with the other neutral code development agencies and promulgated the "International Building Code" (this supplements ten other international codes developed by BOCA). In recent discussions with representatives of the Division of Code and Standards and the Department of Community Affairs of New Jersey, I learned that New Jersey will probably not adopt the revised 1999 BOCA National Building Code but will be reviewing the *International Building Code*, promulgated by the three national model code agencies, which is presently being printed.

The **2000 International Building Code** addresses design and installation of building systems with requirements that emphasize performance and could easily serve as a replacement for the regionalized building codes now in use in the United States. It goes without saying that the development of a single set of construction codes, and particularly the coordination and cooperation between three model code organizations, (which created the International Code Council in 1994), is a testament to the construction industry's desire to create uniformity and flexibility of design and installation requirements on a na-

tional basis.

This office will stay in close touch with the Department of Building and Construction and the Division of Codes and Standards of the State of New Jersey to follow their progress in reviewing this new **2000 International Building Code**.

Each state adopts its own building code and perhaps the cooperation of the three model code agencies will encourage the use of this national-wide standard for the Building Code. Recently, Michigan has taken steps to adopt provisions of the International Codes. Multi-State construction firms will be vitally interested in the attainment of code uniformity. We shall keep you advised of new developments.

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ABLE TO ALL DISCA MEM-
BERS**

**FOR MORE INFORMATION
CALL THE DISCA OFFICE
(973) 857-5244**

ABOUT OUR PRESIDENT, ARTHUR GILMAN

Arthur Gilman, a pioneer in metal studs, started his construction career at a lumberyard stocking metal framing and KD bucks in July 1963. Recognizing this form of fire rated interior partition as the wave of the future, (albeit after a year with a painting contractor trying the drywall business, and four months with a general contractor) he started his own company, *Gilman Construction Co., Inc.*, on a shoestring, performing metal stud partitioning and interior general contracting in May 1965.

In 1968 Gilman Construction got its first big break when awarded the drywall for the renovation of the Paramount Theatre into 10 floors of offices (totaling 400,000 sq. ft.). After being paid for crane loading the building with studs and sheetrock cut to 2 inches above hung ceiling height, though it took two years to complete the tenant fit up, success was assured.

In the early 1970's the Drywall operation was split off from the General Contracting and *Action Wall & Ceiling* was launched. The company performed its first department store drywall project in 1975 and shortly thereafter started doing acoustical ceiling work, including black iron, by lathers. Two years later, Action began the first of 60 jobs twinning, tripling and quading motion picture theaters, 16 of which were in New Jersey. They followed

John Schaub joined the organization in 1968 and except for a two-year hiatus with another contractor in the early seventies, has been with Gilman ever since and is now a full partner.

Crosstown Interior Contracting, Inc. was started in 1990, as the successor to Action, adding Larry Gore and Mike Murray as junior partners. Crosstown has averaged over \$9 million annually for the last five years with about half coming from Gilman Construction's GC/CM operations, primarily from Macy's, Bloomingdale's and Stern's.

Although work in New Jersey has been somewhat limited recently, Gilman Construction will be performing a major renovation to Stern's in Bridgewater starting later this spring. Crosstown will be competing with three other DISCA members for the drywall and ceiling portion of this project.

Art has been a member of DISCA since 1978, and an active board member since 1983. Despite their Long Island City location, Art and his company have participated regularly in DISCA activities.

An avid golfer, Art recently brought his handicap down to 9 for the first time in 40 years. As a skier, he holds his own with experts half his age. Art resides with his wife, Margareta, in White Plains, New York, their children, Tracy 30 and

Todd 28, having left the nest. **DISCA HONORS FORMER PRESIDENT FRANK SCHNEIDER**

Immediate Past President, Frank Schneider, was honored at the Holiday Gala held at The Manor on December 7, 1999.

President Arthur Gilman read the following RESOLUTION:

The BOARD OF DIRECTORS, Membership and Staff of the DRYWALL AND INTERIOR SYSTEMS CONTRACTORS ASSOCIATION, INC. OF NEW JERSEY in grateful recognition of the services performed by Frank A. Schneider as President of DISCA from 1996 through 1998, are pleased to present this gift for the new and upcoming New Jersey amateur golf contender.

He then presented Frank (a new golfer) with a set of golf clubs.

MARKET OUTLOOK

by
Bill Umbach, DISCA Board Member

PRODUCT	PRICING	AVAILABILITY
DRYWALL	Anticipate decreases as availabilty continues to improve	GOOD
JT TREATMENT		GOOD
STEEL	stable	GOOD
INSULATION	stable	shortgage continues
ACOUSTICAL TILE	fiberglass & wool - stable rigid foam - 8% in- crease 2/2000	GOOD
ACOUSTICAL GRID		GOOD
EIFS	5% increase 3/2000	GOOD
DOORS & FRAMES	3% increase 2/2000	GOOD
P/T F/T LUMBER	stable	GOOD
	expect usual spring	

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

PAST PRESIDENT SCHNEIDER HONORED

The Strober-Haddonfield Group to Present

All DISCA members, along with their spouses and business associates, are cordially invited to head down to South Jersey for this informative and enjoyable affair on April 25th. It will be held at the Woodbine Inn, Route 73, Pennasauken from 4PM until 9 PM. Admission is free. The show will feature...

- ◆ Over 40 manufacturers and distributors within the building supply industry, including companies such as National Gypsum, GP Gypsum, DIETRICH and Marino/Ware
 - ◆
 - ◆ Great complimentary food and beverages
 - ◆
 - ◆ Super door prizes and entertainment

To register, or for further details, contact Dave Colle at 1-800-883-8800

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Is Your Company Meeting Current ANSI and OSHA Standards?

Safety Inspection, Planned Maintenance Programs and Operator Safety Training Classes

The current ANSI Standards mandate owners of elevating work platforms to perform frequent inspection of their equipment (every three months or 150 hours), as well as an annual inspection by a qualified mechanic. Also, OSHA requirements state that owners of Lift Trucks provide operator training by a qualified trainer.

For More Information, Contact Horizon High Reach
(800) 443-6002

up with several Lord & Taylor New Jersey locations as well as Hahnes and Gimbels.

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

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

AWCI CALENDAR

**April 29- May 3, 2000
AWCI Annual Convention
and Trade Show
MGM Grande
Las Vegas, Nevada**

**October, 2000
AWCI Industry Executives'
Conference & Committee
Week
Vancouver, British
Columbia**



DISCA BOARD OF DIRECTORS

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Contracting Co., Inc.**

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

**Robert J. Partyka, Vice President
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**Bill Umbach
Strober-Haddonfield Group**

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Allied Interior Supply**

EXECUTIVE DIRECTOR

Donald E. Morrice

