



**Painting and Decorating Contractors of America**  
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**Small Steps for Painters—A Giant Leap for Painting**  
*Craftsman Operating Procedures*

(ST. LOUIS – April 25, 2007) – During PACE 2007 in Dallas, TX, PDCA officially launched Craftsman Operating Procedure’s (COPs) by introducing the first series of 20 Interior Residential COPs. Nearly 50% of the contractors in attendance at the launching presentation purchased the entire series at a cost of \$200.

What are COPs? COP is the acronym for Craftsman Operating Procedures. The intent of a COP is to layout the steps necessary to complete a painting task in a craftsman way. In addition to listing the steps to a task, it identifies the tools, materials and equipment needed, safety concerns, appearance standards, as well as production rate. Each COP can be tailored to each company's own brand of craftsmanship and modified accordingly. COPs can then be used as a training vehicle within one's own company, thereby resulting in the standardization of the procedures to execute any given task in the painting realm.

These COPs are the work product of the Craftsmanship Forum , a PDCA affiliate dedicated to the advancement of craftsmanship across the painting industry. “We believe that COPs are the missing link in professionalizing the painting field. This is how the small steps that painters take to do their work represent the opportunity for a giant leap for all of painting” said Mario Guertin, Founding President of the Craftsmanship Forum. “For a company using the COP System, the results produced in the field will no longer be dependent on who executes the work, but will be defined by a company’s own COPs”.

If you want to lean more about COPs and the scope of this project, I invite you to go to the Forum's website at <http://pdcamasterpainter.com/COPs.php>. You will find an article on the power of having standard operating procedures in a company, a sample COP and a COP template, a sample tests and an order form. You will also find an article entitled 'A Call to all Craftsmen' which describes three different levels

of possible involvement in the project: the Bronze, Silver and Gold levels. Another tangible benefit has been added: for every COP someone participates by both critiquing a draft and contributing on the Conference call to review the edits and draft, someone will get one credit from Contractor College good towards Accreditation or Re-Accreditation for a real dollar savings.

If you have a question or would like to discuss possible involvement in the project, please contact Mario Guertin on his cell at 847-612-5812.

PDCA, founded in 1884, represents the interests of professional painting and decorating contractors nationwide. Among the most prominent objectives of PDCA are the enhancement and further development of the painting and decorating profession and industry.

Today, PDCA represents the interests of over 5,000 owners and top-flight managers from nearly 2,500 painting and decorating firms across the U.S. and Canada.

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