Artisan Addenda

Holiday Issue #3

11/89 & 12/89

Numbers, Numbers, Numbers

I. BIG'S BITS & BYTES

I can't tell you how many times I've heard, over the last 6 months or so, a # of comments like . . ."Your #'s 2 high . . . you have 2 lower your price, your production's no good . . . you need more footage . . . is that 11 or 12 courses of 4-1/4". . . let's change that 3-4-5 layout . . . at what % do we mix these . . . what's the color # . . . give me that phone # . . . what's your social security # . . . . .

Numbers, numbers, numbers - nowadays it seems that's all we are - just a # - but not at Artisan. Here there is only 1 # that counts . . . and that's #1!

No, I don't mean the biggest contractor, nor the most productive team, nor the most employed, not even the best; I simply mean one (1), singular, individual . . . . . YOU.

Everything is made up of small individual parts and so it is with ATM. Each person, mechanic, helper, employee, contractor, supplier, each of you in our Artisan Family, is that singular #1 that helps make Artisan grow and prosper.

Numbers could never convey all my gratitude.

Thanks. . . . . .

J.J.S.

II. DATA BASE

I've been asked, how are the people of the month chosen 4 the newsletter? As much as I hate 2 admit it - - it's quite simple, each 1 is given a #, the #'s are dropped into a hat and . . . . . .

III. IN THE PAPER

Jim Sickoria rolled a 233-624

Nancy Sickoria a 189-528

\# # # # # # # # # #

Robert Sekora has left ATM His Artisan Family wishes him well.

FREE LUNCH - Nick Loffredo Opens Deli in Belleville - All welcome!
We 8 there - it's a 10!

IV. GET THE BOSS

So you want 2 know how you can really get the boss?

Office # - 545-8444
Night # - 545-8448
Beeper # - 883-7001
Pager # - 1-800-225-0256
Dispatch # - 92469

John's getting a new car phone # - He just bought another Lexus 400
Good luck with it John!

XII. FACTS, FIGURES & FABLES

25 years ago ATM started
19 employees keep the office going
6 construction workers die everyday in a job accident across the US - Think Safety!
5 million dollars a month is bid by Artisan
47 is John's REAL age
Over 5,000 projects have been installed by ATM
7 NJ Tile Contractors do 80% of NJ's tile work
Outside personnel drive ATM vehicles 250,000 miles a year
One person does make a difference & that 1 person is YOU!

XIII. HEALTH TIPS

From Santa's bag of winter remedies, we have a tip 4 you, sent 2 us from Mr. Jim Mahon of Local #77.

Cold Medications - 2 relieve nasal stuffiness, you should take a decongestant. Drops and sprays produce improvement in 5 minutes or so, pills within 30 to 60 minutes.

Thanks Jim, and Keep Warm!

AND . . . . . .

Speaking of thank you - A great big one goes out 2 Mike Kearns from Ralph Walker's wife Eileen. She said Michael was kind enough 2 drive them around and around and around and around the Newport Mall after the party while they looked 4 where Ralph had parked the car. Eileen fears that should Ralph be sent 2 a mall 2 work he may never find his way home.

In which case she asks, "Would Artisan support me?"

Christmas wishes from Tony and Linda DiCicco. We hear from our Floridian friends that they are fine, their kids are fine, the weather is fine and they ain't never coming back.

A get well wish 2 Bobby Conkling who was injured while finishing the Newport Mall.

Hurry and get well Bobby, your friends at Artisan miss you.

XIV. JOBS WORKING

Monroe Twp.- WAWA - a project 4 Broan - Danny Cordasco & Nicky Zakashefski are doing a wawa-wonderful job on this 1;
Edison - Wick Plaza - a job 4 Himber-Ryback - Tommy Johnson & Bobby Welter will be on the top of Santa's list 4 their fine work on this office building;
Raritan - Ortho Pharm. - The right prescription by Burns & Cicchino here;
North Brunswick - 1st Fidelity 4 Edward Leske - we're banking on Bill Gesang & Joe Covello 4 this project;
Newark - Gateway I - this project 4 ICS has 2 dynamic duo father and son teams working there - Dave Senuto and his son D.J. and also Frank Zampese and his son Frank Jr.;
Teterboro - American Cyanamid 4 Structure Tone - St. Nick Zangrando & St. Nick Loffredo.
Kudos 4 Koz & Kennedy on Sudan's Slabs!

V. EMPLOYEE OF THE MONTH

If you call the ATM Office before or after hours, chances are you'll reach this Employee of the months (she needed a double issue because she's twice the employee any company could ever hope for) - Mrs. "Donna" Peggy Clark.

An Artisan Family member since February, 1986, her duties have included Secretary, Liaison, Office Manager and currently Assistant to the President.

It is obvious from all who know her that our office could not operate as it does without her tireless and dedicated efficiency. "She's so into what she does."

Yet Peggy is not all work. On the rare occasions she is not at her desk doing your payroll or sitting in from of her computer creating this newsletter, she is cheering on her Giants or showing off some of her many hidden talents by decorating her new addition.

Words like - model employee, trusted friend, fantastic person, emotion like - appreciation, respect, gratitude, love; all fall short of describing and expressing how we feel about our Peggy...

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VI.

Der Beste von den Besten

Local 52 mechanic, Pete Schmidt, is our choice 4 the 1989 Holiday Issue.

Pete and his wife Nancy, live in Wayne, NJ., that is of course when they aren't "On the Road" enjoying their motor home. Kriss Kringle, it's told, has 2 travel Route 66 to find the Schmidts.

Herzlichen Dank für deine hervorragende Arbeit in all den Jahren. Wir wünschen Dir noch viele Jahre mit der Artisan Familie.

Pete, along with his helper Rich Pettoni, have been working on the Jaguar job in Mahwah, the Crossland Savings in Edison for A-J and also the East Hanover Trust Co. for Miller Construction.

Pete, 2 you and for a very Holiday best wishes your family happy Season.

VII. HELPER OF THE MONTH
77 - 4 - 11/89

Our helper this month is Jim McArthur. Jim and his wife, Lorraine, reside in Parlin, NJ.

We don't know where it came from but . . . rumor has it that he is called the "Galloping Ghost". Maybe we'll ask 1 of Santa's helpers about that.

Jim and his partner, Al Ewington, along with Rich Morelli, have been getting "100's" at the Franklin H.S. project 4 Key Interiors. They have also been spending alot of time at Driscoll's Jersey Shore Medical Center; so much so they're now calling him DR. McArthur.

Thank you Jim for a job well done! We're proud that you are part of the "A" Team.

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VIII. GC & JOB 4 11/89

"Tis the season ..." 2 feature Willard Dunham Constr. Co., located in Woodbridge, NJ as our GC of the Month.

The company was incorporated in 1937 and founded by Willard Dunham who was active in the business until he was 90 years of age. Cliff Sr. who served as President since Willard's death in 1987, is retiring after 44 years with the company and moving to Florida in December where he will enjoy year round golf and fishing. (Catch a big 1 Cliff!)

Tom Sr. has become President of the company. (Our very best wishes 2 you Tom!)

Dunham is "Building For The Future" as were their ancestors who have been traced back to the Mayflower. Jonathan Dunham built the first Grist Mill in the New World in the early 1600's.

We wish them continued success in all that they do.

Our Job of the Month is Dunham's Merck Bldg. #59 Health Services Facility in Rahway. It features 2000/SF of a 3 color pattern floor; 6000/SF of U078 wall; 1000/SF/LF of 6x6 Q.T. Q06 and 750/SF/LF of 12x12 floor.

X. JOHN'S JOY

The plaque simply read . . . "#1 Sponsor Mr. John J. Sekora President Artisan Tile From your softball team 1989" . . . . . Thanks

XI. SMALL BUT NOT 4-GOTTEN

Recently I overheard Jimmy on the phone saying 2 1 of our contractors, "No, that job's not 2 small, Artisan was built on small jobs", and you know, that's very true. Most tile contracts last less than 1 month. So in this issue & 4 the next 3, we are going 2 list a few of the smaller projects that ATM has completed over the past year.

Cruz Constr. - Manasquan Reservoir - Steve & Paul Nebesne George Moncho - Apprentice Frank Greek & Sons - Simplex, Parsippany - Nick Zangrando & Nick Loffredo - Tommy Burns & Michael Cicchino. DeVenezia Constr. - Denville O.B. - Frank Zampese Sr. & Jr. - Henderson Corp. - Berlex Labs, Wayne - Bill Gesang & Joe Covello assisted by Pete Schmidt and Dave Senuto & D.J. 2 Kids-R-Us - Staten Island, NY - Vinnie & John Wassmann Macy's Rockaway Mall - Ralph Walker & John Salerno First Bank - Brunswick Cordasco & Bollentin this one

Fidelity North - Patsy Jim finished up fast.

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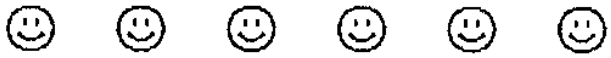
IX. HIDDEN SOCIAL SECURITY

If you like #'s and 2 play games (and I know you do) somewhere in this issue we have hidden a S.S. #, is it yours???



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XV. NEW CLOSINGS Santa has brought ATM some early Christmas closings - here are just a few: Middletown, NY - Crystal Run Assoc. Bldg. #5; Princeton Med. Ctr. - Lehrer / McGovern of PA; Jersey City - Newport Office Tower - Northeast Constr.; Plainfield Country Club - Holly Park Interiors; New Brunswick - Squibb Bldg. #78 - Gilbane; Garden State Plaza - Nordstrom - Robert E. Bayley Construction; Middletown - Tindall Road Associates - Seacoast Builders; Mahwah - UPS - A.P. Schmidt; Skillman - 518 Business Park Bldg. II - DKM; Hightstown - Utility Bldg. NJ Tpke. Exit 8 Domestic Builders

(Peggy, if you're looking for the Santa as employee of the month article you wrote, here it is -- suprise !)

Wishing you a Merry Christmas and a very Happy New Year.

V. EMPLOYEE OF THE MONTH

This month's employee is none other than Santa Claus (no kidding - John thinks every day is Christmas). Working out of ATM's most Northern Division, Santa Claus is the 3rd employee of the month whose nickname is Nick . . . sounds fishy . . . . . Although Santa's duties are varied throughout the year, we find that most of his time is spent delivering. Quite coincidentally most of his projects seem 2 end on the same exact day each year (12/26). Santa has had at least 8 helpers over the years including Dasher & Danny & Frankie & Vixon, Comet & Cupid and Gesang and Schmitzen.

Santa (who used 2 look a lot like John) has been especially nice 2 the ATM Family and we hope will continue 2 stuff our stocking this year with the Mall of America & Chicago's North Riverside Park Mall, and 4 John an '82 Dom or Crystal.

It's funny because we heard as he drove out of site "Merry Christmas 2 all and 2 all an Artisan Contract" . . . . .

Yes, Nicole, there IS a Santa!

XVI. MALL PARTY

4 hours of celebration, 400 guests, 100 children, 6 piece orchestra, 3 clowns, 1 magician, 120 teddy bears, 50 ATM shirts, 10 food concessions, 1 bar (which ran out of liquor 3 times), 200 photographs, $50,000.00 in bonuses and 2 days of recuperation . . . . Yes, a good time was had by all!!!

Enjoy.... Tom

BEST WISHES TO
ALL OUR
FRIENDS
AND
ASSOCIATES
FOR A VERY
JOYOUS
HOLIDAY
SEASON
FROM THE
ARTISAN FAMILY
ENJOY!