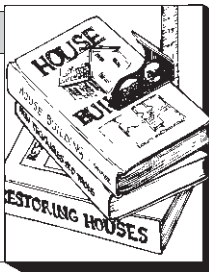


## Painting Lessons

**Paint Contractor's Manual** by Dave Matis & Jobe Toole. Craftsman Book Co., P.O. Box 6500, Carlsbad, CA 92008; 1985; 218 pages; \$19.25, paperback.

**Painter's Handbook** by William McElroy. Craftsman Book Co., P.O. Box 6500, Carlsbad, CA 92008; 1987; 316 pages; \$21.25, paperback.



These two books won't turn you into a painting contractor if you don't have any experience in the trade, but together they will guide you through everything from organizing your operation to paint chemistry and hanging wallpaper. Both books touch all important bases—setting up, marketing, estimating, job planning, on-site preparation, and actual painting. Sometimes the authors disagree (Matis & Toole say you need \$200,000 working capital, McElroy says \$8,000 to \$10,000!), and the books emphasize different aspects of successful painting—but in this respect they usually complement each other. For example, while providing extensive square footage charts and formulas, Matis and Toole offer their own labor tables for those who have no other source of data.

In general, McElroy goes into more detail—especially on the how-to's of actual painting. He includes several in-depth chapters on diagnostics,

troubleshooting, repair of water and fire damage, spray painting, and texturing. On the other hand, Matis and Toole are better on wall repair and hiring personnel. But McElroy pulls ahead again on accounting and finding your market niche (or "grave train," as he calls it). Ever consider road striping or vinyl repair?

Unfortunately, I found McElroy's marketing chapter (Selling) pretty unpalatable. He focuses on such things as "overcoming objections" from your "victim," "selling insecurity," and how to dress for success. If that appeals to your sense of how to do business, you'll appreciate his efforts more than I did. Otherwise skip the chapter.

In spite of these and a few other reservations, I recommend getting both these books if you want to make the transition from humble painter to Painting Contractor. Together they almost got me interested in a career change.

## Victorian Style

**Victorious Victorians: A Guide To The Major Architectural Styles**, by Peg Sinclair, with photos by Taylor Lewis. Henry Holt & Co., P.O. Box 30135, Salt Lake City, Utah 84130-0315; 1985; \$17.95, paperback.

*Victorious Victorians* is a pictorial tour through the major styles of the era—from the pointed arches of the Gothic Revival to bracketed cupolas of the Italianate, to Orson Fowler's Octagon houses, to sinuous nested onion domes, to the complex massing and patterning of the Stick Style, to the incredible exuberance of the high Victorian Queen Anne period and the (relatively) "spartan and rambling" shingle style. Each chapter consists of a brief text describing the characteristics of the particular style, accompanied by a gallery of full-color photos of buildings, close-up details, and an occasional interior. A glossary and reading list complete the book.

There are lessons about quality and beauty to be learned from our forebears here, as we ourselves grapple our way through the "postmodern" period. The Sinclair/Lewis team have provided a beautiful primer.

## Fire Science

**Buildings & Fire** by T.J. Shields & G.W.H. Silcock. Longman Scientific & Technical/John Wiley & Sons, 605 3rd Avenue, New York, NY 10158-0012; 447 pages; 1987; \$72.95, hardcover.

*Buildings & Fire* is a highly technical British reference work on fire safety engineering, laced with liberal doses of mathematics and citations of academic studies—alleviated only by one (probably unintended) bit of humor when the authors say in the preface, "In recent years. . ., there has been a growth in intelligent systems, i.e., a means other than human, whereby. . .fire can be detected, attacked, controlled. . ." (my emphasis). After that, it's all hardcore theoretical analysis of fire physics and chemistry, testing methodology, modeling techniques, and building regulations in the U.K. (with one cross reference to ASTM standards). Even the practical matters of egress, smoke control, and the like are presented in the utmost scientific fashion.

Definitely not for the person who wants to get a down-to-earth grasp on fire safety, but of interest to researchers, engineers, building officials, regulators and librarians with sufficient technical background, or who want to compare notes with the situation in Britain.

—Paul Hanke

## Free & Cheap

**The Gang's All Here:** *The 1989 SFPA Buyer's Guide* is a 40-page free brochure from the Southern Forest Products Association that gives a state-by-state listing of mills, products, capacities, and equipment of members of the Association. Also referenced are sales managers, and associate and affiliate members via the services and products they provide. To obtain a copy, write to SFPA, P.O. Box 52468, New Orleans, LA 70152; 504/443-4464.

**Windows and Doors, Doors and Windows:** Available from the American Architectural Manufacturers Association is *Voluntary Specifications for Aluminum Prime Windows and Sliding Glass Doors*. This publication provides guidelines for the selection and specification of exterior building products, including replacement aluminum windows, dual aluminum windows, and dual prime and replacement windows, necessary hardware, anchors, and miscellaneous equipment. An appendix contains a Wind Velocity Map and Load Table. To order, send \$12 to Publications Dept., AAMA, 2700 River Road, Suite 118, Des Plaines, IL 60018; 312/699-7310.

**New Hope For Old Walls:** *Keeping It Clean*, a 34-page technical report on the care and protection of historic masonry, is published by the National Park Service. All aspects of planning and executing a cleaning project are covered, as well as specific information on

removing dirt, stains, coatings, and other substances from exterior masonry. Cleaning approaches include water cleaning, chemical cleaning, and poulticing. A selected bibliography concludes the book, available for \$2.50 from: Superintendent of Documents, Government Printing Office, Washington, DC 20402-9325; 202/783-3238.

**Safe Surfaces:** *The Source For Non-Slip Coatings* describes American Abrasive Metals Company's line of non-slip deck and floor coverings. This free 4-page brochure covers floor preparation and maintenance products, and lists sample usage of each kind of covering. To order, write to the American Abrasive Metals Company, 460 Coit Street, Irvington, NJ 07111; 201/373-7060.

**Rooms With a View:** A free design manual, *Solariums: Architectural Specifications*, is available from Sunshine Rooms, Inc. A 3-ring binder, composed of several individual brochures (including one on solarium shades, and one on skylights), this informational packet touches on various aspects of site preparation, design, and installation of solariums. Data sheets provide engineering details, framing details, and glazing specifications. To order, contact Sunshine Rooms, Inc., P.O. Box 4627, Wichita, KS 67024-4627; 800/222-1598 or 316/838-0033.

**Side With Wood?** *The APA Product Guide: Performance Rated Siding*, is an 8-page brochure from the American Plywood Association that describes various APA sidings and their uses. Performance characteristics of structural wood panel and lap sidings are given, along with respective application, finishing, storage, and handling information. This free brochure can be ordered from the APA, Dept. M515A, P.O. Box 11700, Tacoma, WA 98411; 206/565-6600.

**Spruce Up With Specs on Paint:** *The 1989 Painting and Coating Systems for Specifiers And Applicators* is a 20-page catalog, free from Sherwin-Williams. Information concerning application of specific coatings appropriate to various substrates is included in table form, in addition to an annotated listing of their product line. This annually updated catalog is available from Sherwin-Williams Stores Group, c/o Robert Silverman Company, 1375 Euclid Avenue, Cleveland, OH 44115; 216/771-6322.

**To Fix or Not To Fix?** *The Manual of Roof Maintenance and Repair* is yet another ARMA Publication. This 49-page booklet examines the causes of roof problems, the importance of roof inspections, the factors used to decide on re-covering or replacing a roof, and the application of roofing materials. Illustrations, a glossary, and sample forms round out the guide. To order, send \$15 to ARMA, 6288 Montrose Road, Rockville, MD 20852; 301/231-9050.

**Heady Metal:** *Standing Seam Metal Roofs: A Four Season Solution to Roof Problems & Maintenance* is a 6-page brochure published by the American Iron and Steel Institute. The institute's views on the features and advantages of standing seam metal roofing are given, including durability, efficiency, and flexibility, and color photos of exemplary re-roofing projects illustrate these features. Information on long-term warranties and a reference list are also included. For a free copy, write to the American Iron & Steel Institute, Suite 100, 1133 15th St., N.W., Washington, DC 20005-2701.

**Commercial Toppings:** A free, 14-page color brochure from Metal-Era Roof Systems, *Anchor-Tile Roof Edge Systems* provides details on the company's fascias, drain bars, coping, and metals and finishes. To order, write to Metal-Era, Inc., N4 W22450 Bluemound Road, Waukesha, WI 53186; 800/558-2162, or 414/549-6900. Another product brochure is *Hi-Tuff Roofing Systems* from JPS Elastomerics Corp. This brochure includes technical details on the components of the Hi-Tuff and Hi-Tuff Plus Systems, installation details and guide specifications. To order a free copy, write to Cathedral Station, P.O. Box 9137, Boston, MA 02118-9971; 800/848-4400, ext. 163. ■