



# Finishing First

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**FINISHING FIRST**  
YOUR ULTIMATE  
EDGE FOR  
SUCCESS





*Finishing First advances IUPAT contractors and craftspeople who work in the finishing trades in North America, which include commercial and industrial painting, glazing, drywall finishing, floor covering, wall covering, sign and display, tradeshow and more. They add beauty, value and longevity to virtually every structure, from ship hulls and stadiums to historic buildings like the U.S. Capitol and Parliament Hill in Canada.*



# THE **#1 RESOURCE** FOR THE FINISHING TRADES

**Finishing First has a singular focus:** helping union finishing contractors and the International Union of Painters and Allied Trades workforce grow, thrive and expand market share.

We accomplish this by exploring new markets and technologies. Bringing businesses together with networking and learning opportunities. Driving health and safety solutions. And promoting advanced skills, safety and leadership training for our workforce. Jointly directed by the International Union of Painters and Allied Trades and its employer partners, Finishing First gives our contractors and the craftspeople they employ a single, unified voice to address relevant industry issues.



## FIRST IN **TRAINING & CERTIFICATION**

With the finishing trades' ever-increasing innovations, technologies and safety regulations, the need for qualified craftspeople has never been greater. Finishing First recognizes this need and works with industry partners to develop and support training and certification programs that become widely recognized and accepted. These programs are now integral to the curriculum of the International Finishing Trades Institute (iFTI—the educational arm of the IUPAT).

These certifications and trainings give contractors the competitive edge by assuring a qualified, professional workforce on every project.





**NACE and SSPC:** Finishing First is an active partner with both of these coatings industry organizations to certify the IUPAT workforce and its training centers throughout North America.



Architectural Glass  
& Metal Technician  
CERTIFIED TECHNICIAN

### **Architectural Glass and Metal Technician (AGMT) Glazier Certification:**

Developed by the Architectural Glass and Metal Certification Council (AGMCC). Finishing First supports the iFTI and IUPAT in building a certified glazing workforce.



### **North America Contractor Certification (NACC):**

Developed by the Architectural Glass and Metal Certification Council (AGMCC). Finishing First works with IUPAT glazing contractors to undergo this ANSI accredited certification process, which leads to a strong competitive edge in the glazing industry.



## FIRST IN **INDUSTRY LIAISONS**

Our liaisons serve as ambassadors to the IUPAT employers, prospective industry partners and the construction industry. Each trade has a dedicated liaison who supports its specific needs, from facilitating pre-jobs on national agreement projects to acting as a resource in contract negotiations. They also supervise industry exhibits and advocate on the behalf of both labor and management at national trade shows.





## FIRST IN **RESEARCH**

Here are a few of the ways Finishing First is advancing the industry with groundbreaking research.

**Finishing Industries Future (new):** Finishing First commissioned research to identify and examine potential social, economic, political and technological changes in the finishing trades over the next 10 years. Armed with that data, Finishing First and its research partners developed suggested strategies and practices to be successfully positioned to adapt quickly to prospective new industry conditions.

**CAS White Paper:** Examines the most common types of coating failures and their causes, and how they're being solved by CAS certification and the men and women of the IUPAT who have achieved this certification.

**Training Centers of the Future:** Explores advancements in virtual reality to accelerate skill acquisition and retainment, improve safety and reduce costs.

**Infrastructure Crisis:** Assesses the causes and costs of corrosion and shows how implementing stringent industrial coating standards suspends the deterioration process to protect North America's infrastructure.





## FIRST IN MARKETING

**Advertising:** Promoting the IUPAT contractors, members and finishing trades through major trade magazines and online platforms.

**Industry Trade Shows:** Sponsoring and sending contractors and representatives of the IUPAT district councils to major trade shows throughout North America – such as SSPC Coatings+, NACE Corrosion Expo, INTEX Expo, Surfaces, Exhibitor Live and Facades.

**Promotions:** Increasing visibility of the IUPAT through customizable promotional items, give-aways and donations – all at not cost to you.

**Local Trade Shows:** Supporting an IUPAT/iFTI presence in our communities and showcasing the training and skills of the men and women of the IUPAT at events like job fairs and STAR and PATCH Foundation events.

**Toolkits & Case Studies:** Gives you the tools you need to increase your business and break into lucrative new markets, including:

- **Interior Demountable Glass Wall Marketing Kit** for breaking into the \$1 billion demountable glass wall market.
- **Coatings Expo Toolkit** for putting on your own expo.

- **Individual case studies** that showcase the innovative solutions the IUPAT contractors and craftspeople used to achieve success on major projects.

**Online Tools:** Provides 24/7 access to tools that increase your ability to bid on projects throughout the United States and Canada:

- **PaintBid Tracker:** Provides reports on bid notices, engineering and design jobs, as well as showing the low bidders and award results in the public and private sector. It gives you access to over 100,000 industrial coating projects alone each month.
- **Online Leadership and Professional Development Forum:** Offers over 65 courses, including Business Communications, Business Writing, Team Building and Conflict Management.
- **IUPAThub.com:** A resource for IUPAT district councils to customize brochures and trade show give-ways, which can be printed and shipped or emailed directly from the site. Also includes a customizable organizing toolkit with recruitment flyers, wage theft templates and more; plus videos and IUPAT Helping Hand support.



## MORE **RESOURCES FOR SUCCESS**

**Partnership and local grant programs:** Improves labor and management relationships on the local level by providing financial aid to labor-management groups and labor organizations.

**Safety Training Awards Recognition (STAR):** STAR is a safety incentive program recognized across North America that improves safety awareness by rewarding safe work habits and participation in continuing safety education programs. The Finishing First provides instruction and guidelines for district councils to implement their own STAR program.

### **Finishing First is Here for One Reason — Helping You Succeed**

Everything we do helps make sure union finishing contractors always finish in first place. Join us and propel yourself, your company and our entire industry forward.



## OUR CREDO

We're craftspeople and contractors united in a common goal.

Making it safe. Long lasting. And beautiful.

We protect assets while increasing their value. And make the first impression a lasting one. Because we're first in knowledge and innovation. First in learning the most advanced technologies. And first in caring enough to do it right the first time. Which is why our work is first in quality.

And while the finishing comes last on a project, it's the first thing people see. Which is why Finishing First defines our work. Not to mention our lives.

Because it makes our futures safe. Long lasting. And beautiful.

We are **Finishing First**.

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Learn more about Finishing First and  
our programs at **FinishingFirstLMCI.com**

**Ready to finish first? Contact us at:**

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