

## **How we chose Advanced Painting and why we were glad we did.**

Late in 2007 the homeowners association for Cachet at Las Piedras decided that in 2008 we would begin a two-year project to have our 100 Southwestern style townhomes repainted.

Because the summer sun at 4,000 feet in beautiful Sedona can rapidly age paint and cause fading we were concerned about getting a high quality job with colors that would minimize fading and a warranty that would make certain our paint job would last for many years before another repainting was required.

Our association manager helped us locate six professional painting companies that had the experience and knowledge to handle our repaint. Six companies toured the project and were given our concerns about color fading and length of warranty. All six companies provided bids. Advanced Painting was the only company that provided information about choosing a color palette to minimize fading and was the only company that provided the 10 year warranty we were seeking.

The final item in their bid was totally unexpected. For each year during the warranty period Advanced Painting will return to the project and do any necessary touch up work at no additional cost.

Next a subcommittee of our board visited projects which had been painted by all six of the contractors who bid. The paint job done by Advanced Painting was the best of the six. The Advanced Painting project we viewed had a very difficult surface as the amount of texture was extreme. It had excellent coverage and clean margins where different colors came together.

Next came the actual job. The week before each building was to be painted Advanced Painting posted notices requesting that people remove wall decorations and tieback plants growing against walls to be painted.

In our community many of the homes are second homes so that they are occupied for only part of the year. For that reason many of the homeowners were not present during painting. Advanced Painting took this all in stride. They removed wall decorations before painting for people who were not present and developed some great techniques for holding plants away from walls to allow them to be painted. We were pleasantly surprised that they got excellent paint coverage behind virtually all plants growing adjacent to walls including homes where people were not in residence during the painting.

Although we didn't know it at the time we could quickly learned that Advanced Painting divides its painters into different specialty teams. The teams are for

1. preparation including powerwashing, patching, and caulking,
2. wall painting,
3. trim painting, and finally
4. touch up.

Their use of specialty teams allow them to do the excellent job they have been doing for us.

We have had many comments from our residents about how pleasant and accommodating the painters have been. Each day they completely cleanup the area in which they have been working. They remove and store all of their equipment, ladders, and paint daily.

We were so pleased with the job they had done that near the conclusion of this year's project we took the rather unusual step of holding a painters' appreciation party for them complete with food and beverages.

I've saved the best news of all for last. Advanced Painting had the low bid. I've been dealing with bids and contractors for 40 years and I've learned that most low bidders fall into two categories. The first cuts corners, and hires inexperienced help. The second, and unfortunately, rarer group is so highly experienced and competent that they can do an excellent job more efficiently, and thus at lower cost, than others. Advanced Painting is in the second group.

Ken Dzugan  
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