

eColors Member Spotlight

Dave Scaturro – Alpine Painting & Sandblasting Contractors



Dave Scaturro is a second generation painting contractor and owner of Alpine Painting & Sandblasting Contractors. Based in Paterson, NJ, Dave's firm specializes in commercial, industrial, and in-house shop blasting and painting and has won a PIPP award an amazing 11 times.

Dave's uncle, Steve Scaturro, was a huge advocate of continued education and encouraged Dave to become a PDCA member. Dave says: "Based on his [Uncle Steve] experience, he felt the PDCA was a great portal for cultivating my growth in the industry. He was right."

When asked what PDCA benefit had been most valuable to him, Dave replied: "There are too many to count, but if I had to pick one it would be the PDCA Estimating Guide. By studying the guide, both Volumes 1 & 2, I was able to create a clean system for estimating our projects. It helped me with developing a consistent price structure that afforded our estimators the comfort of providing an accurate and fair price each time we bid a project."

Dave has made good use of the PDCA benefits. In regard to the Industry Standards, Dave shared the following: "I am a big fan of P14, which identifies and describes various levels of surface preparation for repainting projects. My family used to give our customers prep options based on, 'Do you want an A, B or C job?' What my father and uncle were trying to express to our customers was, 'How much money do you want to spend on prep?' Now, with the availability of P14, I can clearly communicate the differences in levels of surface preparation on a more professional level. With this Standard I can help level out the playing field by better qualifying the customer. Also, if there are any concerns with the level of prep during the job, I can refer back to the documented prep level in my proposal/contract to justify our work."

PDCA has obviously had a positive impact on Dave's company's success. "Being an active PDCA member has helped our people develop systems for running our business. We've been able to learn from other established firms and incorporate their best practices into our company. Our goal is not to recreate the wheel...we would rather develop a more efficient one."

Dave's advice to fellow members is: "Participate. Get involved with local, regional and national PDCA. Find your own comfort level. Join one of the PDCA Forums. Sign up for the Contractor College classes online through PDCA's website. Check out a webinar, Ask-A-Peer, and listen to a podcast. You will only get out, what you put in. So my suggestion is to get active!"

Dave takes advantage of his PDCA benefits, but he also gives back to PDCA in equal measure. He was the president of the North Jersey Chapter for many years, several years the chair of the Commercial Forum, and the chair of the Emerging Leaders program. He is currently participating as one of the contractor experts in the Ask-A-Peer program.

Dave's philosophy in life is "*Whether you think you can or you think you can't – you're right.*"
[Henry Ford]

