



# J. Francis Company LLC

## GENERAL CONTRACTING AND REMODELING

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### newsletter

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### Super Trivia Challenge

#### Here's your Chance at a \$20 Gift Card!

Trivia is a fun feature of the newsletter. Each & every month brings a new question & opportunity for **you** to win! The first correct answer emailed to [jean@jfcollc.com](mailto:jean@jfcollc.com) will be the proud winner of a \$20 Gift Card of your choice.

**Question:** When was the first St. Patrick's Day parade held in New York City?

**Answer:**

- a) 1782
- b) 1948
- c) 1762
- d) 1844

### Thanks for the Kind Words

*"I wanted to take a moment to thank you and your team for the excellent work that you completed on my home. Everyone who had seen my place before is amazed at what you were able to accomplish. The scope of what you had to do was tremendous. From remodeling the kitchen to*

### March 2007

**Happy Spring** - The calendar says spring is here, let's hope the weather agrees!! Now is the time to schedule your remodeling projects. This newsletter is our way of keeping in touch with our friends and customers. Read on!

### Company Update

**Monthly construction material price increases.** . . . they are becoming a way of life. "We are seeing price increases in lumber, steel, concrete, insulation, drywall, vinyl & every facet of construction," says J. Francis Company President, John McCloskey. The 10% - 60% increase in construction material costs are tied to a variety of factors. Higher crude oil prices have made the delivery of goods more expensive. Supply disruptions and material shortages related to Hurricanes Katrina & Rita have raised prices. Steel and concrete have risen amidst material shortages created by strong demand from overseas markets, especially China. Another factor is the new Building Energy Code Standards implemented by the US Dept of Energy & are aimed at reducing the nation's energy consumption. These regulation effect purchases of windows, doors & lighting & can increase the building costs.

At various office & residential building projects, architects and designers are considering less expensive light fixtures or carpet to meet the budget on a building's interior design.

The rise in building material prices also comes as borrowing costs are up due to a series of interest rate hikes by the Federal Reserve. Many construction loans are linked to prime rates and these have risen over 3 percentage points from June 2004.

### Team Update

Mr. Todd Puleo is a vital part of the team at J. Francis Company, LLC. You may not see him swinging a hammer at the job site but you will see him assisting J. Francis Company, LLC with all our banking needs. Mr. Puleo is a Branch Manager at First National Bank. Todd said, "I really enjoy the folks at J. Francis Company, LLC, they truly understand the value of a good working relationship." Todd has been with First National Bank for over 10 years & worked his way up through the ranks as a teller to Branch Manager. When Todd isn't crunching numbers he enjoys spending his free time outdoors, whether it's fly fishing or golfing. A little known fact about Todd is he has always aspired to be an actor! He said, "Working with people in my capacity has built a lot of character over the past 10 years." We thank Todd for all his attention and assistance to J.

*making my dining room not only useful but beautiful by adding the detailed ceiling and windows. Please also thank the entire team for me. They could not have been nicer to Brandy (my dog) and they always kept everything neat and clean. Everyone was so nice, conscientious, hardworking and respectful. I want to sincerely thank you for all that you did for me."*

John Benzinger, homeowner  
(see Featured Project)

## Remodeling Tips

Tips for finding a contractor:  
Don't Get Nailed!

Not all contractors are alike. In fact, a less than reputable contractor

- solicits door-to-door
- pressures you for an immediate decision
- only accepts cash payments
- asks you to get the required building permits
- asks you to pay for the entire job up-front
- offers exceptionally long guarantees
- suggests you borrow money from lender the contractor knows

## Our Core Values

- Caring
- Competence
- Integrity
- Respect
- Timeliness

J. Francis Company approaches business with our core values as a guide.

## What Kind of Work Does J. Francis Company Do?

Our Typical Remodeling/Renovation Work Includes:

Francis Company, LLC! Contact Todd at 412.369.5700 or email to: [puleot@fnb-corp.com](mailto:puleot@fnb-corp.com) with your banking questions or inquiries.

## Feature Project

Project Description: Kitchen & Dining Room Bump Out Addition

The kitchen was remodeled including Maple cabinets, Corian countertops, stainless steel appliances, new pre-finished hardwood floors, and low voltage under cabinet and niche lighting designed in-house. The dining room was a bump out addition and a new gable end wall of windows. The dining room with its angular ceiling became know as the "stealth room". The design included building additional vaulted ceilings in the kitchen and creating wall niches and framed doorway openings to accent the interior light brought in by the wall of windows. The finished result is a stunningly beautiful kitchen and adjacent dining room. Architectural design was performed by Indovina Associates Architects of Pittsburgh.

***Before View of Kitchen***



***Finished View of Ktchen***

- Additions
- Bathrooms
- Basement Remodeling
- Classroom Improvements
- Demolition
- Drywall and Plasterwork
- Electrical
- Finished Carpentry
- Flooring
- Gut and Rehab
- Kitchens
- Mechanicals
- Office Build-Outs
- Painting
- Plumbing
- Roofing
- Rough and Trim Carpentry
- Siding
- Space Reconfigurations
- Tenant Build-Outs
- Windows
- Wood and Metal Framing
- and Much More !!

## Referral Rewards Program

### *Could You Use \$50.00??*

- For every referral you send our way that becomes a customer, you will receive your choice of: a \$50 gift certificate to the store or restaurant of your choice or a \$50 donation to the charity of your choice in your name.
- By referring your friends, clients & co-workers to us for remodeling & renovation projects, you've helped our business grow. Offering these special rewards is our way of saying thanks. To take advantage of our Referral Reward Program, just email to [jean@jfcollc.com](mailto:jean@jfcollc.com) or fax to 412.322.6425 the following contact information: your name & phone number, the name, address & phone number of the person you are referring. We will follow up on every referral.



***Finished View of Kitchen***



***Dining Room During Construction***



***Finished view of Dining Room***

## Contact Us

### *Our Mission Statement...*

*"J. Francis Company exists to provide our customers with competent general contracting services. We emphasize integrity, respect and timeliness in all our relationships. Our goal is sustained growth and profitability by continually exceeding expectations."*

### **Contact us:**

John McCloskey, President:  
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## Links



***Finished view of Dining Room***



***Before exterior view of the dining room bump out***



***Finished exterior view of the dining room bump out***



Remodelers  
**ADVANTAGE**  
*Roundtables*



*During view of kitchen lighting shadow box*



*Finished view of kitchen lighting shadow box*



## What's New in '07?

### **Home Sweet Home Remodel**

Our remodeling project is the home of Tom and Sally\*. They have three young children and a dog. Their goal was to remodel the basement to become a gameroom where their

children can play, relax, invite friends over to and extend the living space in their home. The finalized scope of work includes moving the basement laundry room to the third floor and changing the first floor front hall closet into a powder room. This is where we pick up from last month.

Third floor laundry room is now completed & functional. The first floor powder room is inspected & awaiting the toilet & sink.

Last month, we outlined that we discovered a rotten sewer stack coming down through house. This month, while doing the basement plumbing work for the new bathroom, we determined that the cast iron sewer lines in the basement floor had rotted from the inside out. The sewer pipes are approx 70 years old. The warning sign was during heavy rains, moisture was coming up from cracks in the basement floor indicating that the slab was holding water underneath. It was a common practice to use cinders under the slab to fill in around the pipes. However the cinders were acidic/caustic to cast iron pipes and corroded the cast iron pipes from the outside in.

The plumbers initially worked two foot pipe pieces at a time to find a stable piping to tie into & eventually eliminated that option. We discussed w/Tom & Sally that they needed to do 100% replacement of the pipes. This leads to further complications, including who handles replacement of the previously installed perimeter drainage system for which there is a warranty on, how to replace the slab on which the heavy columns may be loading bearing the house from, how to cover the addl \$12,000 + cost of slab demolition, pipe replacement & new concrete floor. At this point, selling the house was not an option because the problem would either need to be disclosed or fixed. The owners have chosen to fix it.

The good news is that the rotten pipes under the basement floor were discovered before the basement was remodeled. The plan is to demolish the existing concrete floor, install a new French drain at the footer, replace the remainder of the underground sewer lines, have the original subcontractor reinstall the perimeter drainage system & then pour a new concrete floor. We will then resume the original scope of work.

***Stay tuned for next month's series of "Reality Remodeling".***

*\*The owner's names have been changed to protect their privacy.*

***During pictures of the project:***



View of corroded sewer pipes under basement slab



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