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venture

THE MAGAZINE FOR BUSINESS MANAGEMENT

green BUSINESS

Taking *a new path*

Everybody's talking about sustainability, but what does it mean for your company?

special section, page 11 (pictured: a green roof by Gardens in the Sky)

Reaching Out

How to market your business around the globe and avoid problems in China. *page 4*

Flying High

Facility improvements are only the start for the Greater Toronto Airports Authority. *page 40*





Evco National provides a variety of painting and related services.

Diverse services

Libby John Evco National offers painting-related services for diverse clients, and looks forward to welcoming the next generation of leadership.

When school and commercial work slowed down for Brighton Painting Co., based in Brighton, Ill., the family owned business began bidding on government-related projects. That segment became so big that the company created a spin-off company in 1981, Evco National Inc., which focused solely on government-related projects.

The company name was created by using "National," which represents its coast-to-coast working area, and EVCO, which is symbolic for Eveans and Company, President Rocky Eveans explains.

"Basically during the early '80s, work was limited in Alton, Ill., and the surrounding area due to the recession, so we decided to expand and think about doing something different," Eveans says. "We came about bidding on some government work with our first project at Fort Knox in Kentucky. This project went well so we decided to continue to pursue more government work." Eveans bought Evco National from his parents in 1987, and his brother bought Brighton Painting at the same time, which he sold just prior to retiring in 1998.

Evco provides painting and related services, such as sand

blasting, wall covering, signage, containment, high-performance coatings and lead abatement, for government agencies from coast to coast as well as doing commercial and industrial work locally. Most of the company's current projects include painting and floor coating in large airplane hangars and base wide painting at military bases nation wide, Eveans says. "We paint almost everything on base, whatever structures they need painted."

Most of its employees have been with the company long-term. "They have experience in government work, and know the

rules that they have to follow," Eveans adds.

WORKING COAST-TO-COAST

Evco managers travel nationally to oversee projects. Its managers run the projects and hire painters locally, Eveans explains. "Our over 40 employees coast-to-coast are a vital part of our company's success," the company says.

One challenge its people face in performing government work is the large amount of paperwork and regulations that needs to be followed. "The governments set of work specifications and the statement of work to go by are very complex," Eveans explains. "When the government asks for a bid, we have to ... show that we are financially stable."

*Congratulations
the team at Evco National
for painting America
the past 35 years*

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This red tape has grown since 9/11, he says.

"They are doing more detailed checks on our employees prior to allowing them access to work on military bases," he explains. "It's gotten a lot tougher. Again, it's just more regulations; its things we have to do just to get on base and, be ready to work."

'ENJOY LIFE'

Evco's longest-running projects have been in Little Rock Air Force Base in Arkansas, where work has been performed for more than 10 years, and Scott Air Force Base in Illinois, where it has performed projects for almost 15 years.

Recently projects have included West Point Military Academy

in New York and Fort Riley in Kansas. "We have accomplished major painting projects throughout the United States, seeing them through a safe and timely completion," the company says. "We have the knowledge, experience and capacity to paint anywhere."

Eveans says he is semi-retired and is looking to pass the business on to his kids someday. He has a 16-year-old daughter, Rachel, who works in the office during the summer, and a 22-year-old son Rocky Lee, who grew up in the family business and recently became an apprentice painter through the local union. "The business is going well, but I want to enjoy golf, life and my two grandchildren while I am still young," he says. ■

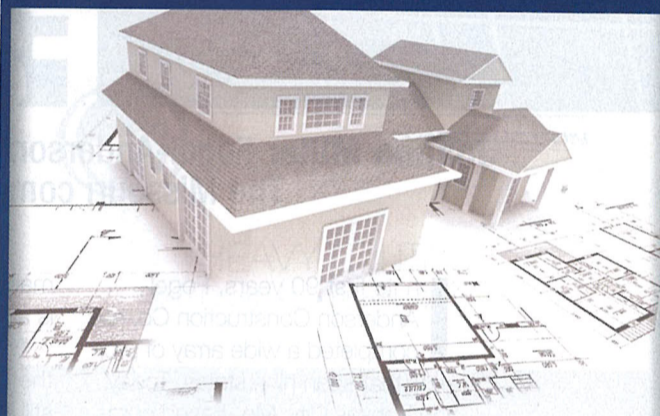
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