

## LAW 2

### *Never Compromise the Laws*

*Welcome to Jack Pauhl's weekly series, The Laws of Efficiency—  
A painter's guide to doing things right.*

## What are Laws?

*One definition is that law is a “system of rules” and  
“guidelines” which are enforced.*

The Laws of Efficiency were established to help prevent costly mistakes. Think of it this way. These laws are valuable to us, perhaps more valuable than anything.

But when the Laws of Efficiency are compromised, there are consequences to pay. The consequences of our decisions can easily be overlooked leading to unnecessary work and job expenses beyond our bid.

You will find as we move through the Laws of Efficiency, the effectiveness of the laws depend on other laws working together as a system. Systems perform best when the sum of all parts are working.

Think of the Laws of Efficiency like a game of Jenga™. If we continue to remove pieces, the tower will weaken, and eventually collapse. Each Law represents a block in the foundation of the system, but each has a price tag.

The laws should be dealt with respectfully, diligently, and never compromised.

*A great work ethic alone will not get us as far as a great work ethic and the ability to know, understand, and identify job-site variables eating away at our profits.*

*Understand this, then embrace it and utilize it every day.*



## A brief example...

What can happen when we compromise the Laws?

A portion of the Laws of Efficiency depend on an unwritten list of products to avoid. These products, when used, wreak havoc on our systems.

Despite our best efforts to avoid such problematic products, we may find ourselves on a customer's job with one. The consequences are very real.

Imagine priming 38,000 square feet of drywall only to find the primer failed to seal the drywall effectively, resulting in one additional coat of paint. Using a 350 square foot spread-rate per gallon, that would be about 110 gallons of additional paint. What about the cost of labor?

We cannot afford to take chances once our bid is submitted. Enforcing the Laws will help prevent costly mistakes. Because it's scary to take risks.

That's why the #2 Law is Never Compromise the Laws

Let's move on next week to Law #3 Change Everything, Often. What happens when  $A + B$  no longer goes to  $C$ , but goes to  $D$ ?