

**ASPE
ORANGE
COUNTY
CHAPTER 3**

AMERICAN SOCIETY OF PROFESSIONAL ESTIMATORS

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ORANGE SPEEL

NEWSLETTER



OUR MISSION

Since 1956, ASPE serves the construction & engineering industries by providing education, training, fellowship and opportunities for professional estimating development.

WWW.ASPENATIONAL.COM WWW.ASPECHAPTER3.ORG

PRESIDENT'S CORNER

PRESIDENT'S MESSAGE

As we move into the winter months and the upcoming holiday season, our chapter officers and chairs are also making positive strides in making 2010 and 2011 a great year! We have a very informative job walk at the Orange County Airport scheduled for October 29. Anita will report on the highlights at our monthly meeting. Please make a note that we are continuing our monthly dinner meeting format at the Costa Mesa Ayres Hotel on Bristol Street. I encourage everyone to attend and take advantage of the educational and networking opportunities our chapter has to offer!

Our topic this month is QTO applications to Estimating by Jason Dodds of Autodesk. Jason's presentation should be extremely valuable for estimators and others in the industry to learn more about this new takeoff software!

I look forward to seeing everyone at the November 10th meeting at the Ayres Hotel! The address is 325 Bristol Street, Costa Mesa, CA 92626

- *Mike Mills*

CALENDAR OF EVENTS

- Nov 10, 2010 - QTO applications to Estimating by Jason Dodds of Autodesk
 - Jan 12, 2011 - Dinner meeting
 - Feb 9, 2011 - Dinner meeting
 - Feb, 2011 - ASPE Spring Regional Conference in San Diego
 - Mar 9, 2011 - Dinner meeting
 - Apr 13, 2011 - Dinner meeting
 - May 11, 2011 - Dinner meeting
 - June 8, 2011 - Dinner meeting
 - July 13-16, 2011 - ASPE National Convention in Nashville, Tennessee
- Tentative**
- Dec 2010 - Social Meeting
 - Aug 2011 - Annual Golf Tournament

NEW MEMBERS

Chapter 3 would like to welcome the following members:

Paul Kinsley (*McCarthy Building Co's*) • Ryan Thomas (*Madsen Kneppers & Associates*)
John Modena • Charles Danielson

NEW CERTIFIED PROFESSIONAL ESTIMATORS (CPES)

Chapter 3 would like to congratulate the following members:

Wil Beukman (*Faithful + Gould*) • Dan Bulosan (*Jacobs Engineering*)
John Callanan (*Pete Fowler Construction Services, Inc.*) • Danny Chung (*Jacobs Engineering*)
Scott Feeney (*O'Connor Construction Management, Inc.*)



Mike Mills
President, ASPE Chapter 3
Orange County

ASPE

CODE OF ETHICS

Canon #1

Professional Estimators shall perform services in areas of their discipline and competence.

Canon #2

Professional Estimators shall continue to expand their professional capabilities through continuing education programs to better enable them to better serve their clients, employers and the industry.

Canon #3

Professional Estimators shall conduct themselves in a manner, which will promote cooperation and good relations among members of our profession and those directly related to our profession.

Canon #4

Professional Estimators shall safeguard and keep in confidence all knowledge of the business affairs and technical procedures of an employer of client.

Canon #5

Professional Estimators shall conduct themselves with integrity at all times and not knowingly or willingly enter into agreements that violate the laws of the United States of America or of the states in which they practice.

NEW TESTING FOR HVAC

By: Gary Casper, CPE

New changes were enacted on January 1, 2010 which affected HVAC under Title 24. HVAC contractors prior to January 1, 2010 were allowed to avoid duct sealing and testing by providing equipment which had a high efficiency or SEER rating than the equipment it replaced. That option was eliminated on January 1, 2010. The new standards require Duct Sealing and Testing in Climate Zones 2, 9-16 if the refrigerant is changed. While Orange County is in Climate Zone 8 and not subject to the testing, other neighboring counties are required to conform to the new codes such as Los Angeles, Riverside, San Bernardino, Kern County, as well as most of the rest of the state. The testing requires an independent company (HERS rater) to conduct the testing. In addition, in climate zones 10-15 additional testing is required if the air handler and the duct work have been replaced. Documentation must show that the unit can deliver 350 Cubic Feet Per Minute/Ton. There are three methods for testing. The airflow is measured at the return grill. The three methods are:

- Flow capture hood
- Flow Grid Device
- Plenum pressure matching procedure

These requirements also apply to cases where existing HVAC equipment is either repaired or replaced. There is an exception for ducts that are connected to existing ducts that have asbestos insulation sealant.

Another way around the duct sealing and testing requirement is to use the performance compliance method which requires a more complex and detailed analysis of the buildings performance. If you meet the allowed energy budget for the building without duct sealing and testing then you comply.

Gary is current 3rd vice president of ASPE Chapter 3. He can be reached at: casperces@sbcglobal.net

ASPE Code of Ethics

Continued...

Canon #6

Professional Estimators shall utilize their education, years of experience and acquired skills in the preparation of each estimate or assignment with full commitment to make each estimate or assignment as detailed and accurate as their talents and abilities allow.

Canon #7

Professional Estimators shall not engage in the practices of "bid peddling" as defined by this code. This is a breach of moral and ethical standards, and a member of this society shall not enter into this practice.

Canon #8

Professional Estimators and those in training to be estimators shall not enter into any agreement that may be considered acts of collusion or conspiracy (bid rigging) with the implied or expressed purpose of defrauding clients. Acts of this type are in direct violation of the Code of Ethics of the American Society of Professional Estimator

Canon #9

Professional Estimators and those in training to be estimators shall not participate in acts, such as the giving or receiving of gifts, that are intended to be or may be construed as being unlawful acts of bribery.

EXTRA, EXTRA!!!

BOARD MEMBER MEETING HIGHLIGHTS

On Wednesday Oct 6 the Board had their meeting.

- Meeting topics for the year were discussed.
- A meeting topic list will be circulated at the meetings for attendees to indicate interest for future dinner meetings.
- Board decided to build up Chapter's business entity and various methods were discussed and progress to be updated in Nov meeting.
- Discussed advertisements in the newsletter.
- Newsletter article assignments and deadlines were made.

CERTIFICATION

By: Art Quinion

Professional evaluation through Certification is one of the many ways the American Society of Professional Estimators endeavors to promote the profession and benefit the construction industry. ASPE Certification is the highest form of professional recognition an individual estimator can receive and is being sought by more construction estimators every year. Through its Certification Program, the American Society of Professional Estimators recognizes the estimating proficiency and ethical awareness of the Certified Professional Estimator (CPE).

If you would like to become certified, the certification process requires the candidate to write a 2,500 word technical paper, in addition to taking two examinations. The first exam is a General Knowledge Exam (GEK) consisting of approximately 500 questions across a variety of construction topics including AIA documents and general estimating knowledge. The candidate has four hours in which to complete this test. In addition, each candidate must also take a Discipline Specific Test (DST). These exams are a test of the candidate's specific area of expertise. Currently ASPE has Discipline Specific Tests in numerous categories including General Estimating, Earthwork, Concrete, Roofing, Plumbing, HVAC Sheet Metal, and Electrical to name a few. The DST exam is an eight hour test with true/false and multiple choice questions as well as estimating problems that are basically mini-estimates. There are two testing cycles per year. The timeline for the next testing cycle is approaching soon, so you will need to fill out an application for certification as soon as possible. Once approved, you will be required to complete an online or chapter workshop to begin the testing process. The chapter will also be presenting an Introduction to Certification workshop in the near future, in addition to the required online workshop, to review what to expect from the technical paper and two tests.

Once recognized as a CPE, you will be expected to keep abreast of current trends and improved practices in the construction industry. Your conformance with this requirement is measured under the provisions of the Continuing Certification Program. CPEs subject to recertification must document active participation in the areas of ASPE service: professional, educational and creative contributions to construction estimating. Among the elements of continuing certification are review of technical papers, and the contribution of questions and problems to the Certification Test Data Bank.

As the Certification Chairman for ASPE Chapter 3, I'm available to answer any questions you may have about the certification process. Please feel free to email me at artq@phoenix-planning.com or call me at my office at (949) 581-9370.

INFORMATION CORNER



RICS (Royal Institution of Chartered Surveyors) is the leading member organization in the world for professionals in property, land, real estate, construction and related environmental issues.

Launched in 1868 with headquarters in London, England, the institution was granted a royal charter to protect and serve the public interest. RICS members operate in over 146 countries around the world and offer strategic advice on the economics, valuation, law, technology, finance and management of the world's physical assets - from major construction projects to commercial farmland to large investment portfolios.

RICS membership comprises many disciplines, including Quantity Surveyors. Although the term is not widely recognized in the US Quantity Surveyors traditionally manage construction costs for owners. This may comprise the more familiar roles associated with estimating,

JOHN TOLMAN
SENIOR CONSULTANT
BERT L. HOWE & ASSOCIATES



Interview conducted by ChiaYen Yuan

CY: How long have you been a member of ASPE and what is the extent of your involvement in this professional organization?

JT: I have been a member of the ASPE for one year and a half.

CY: Can you take us through how you started in the construction industry into today?

JT: I have a passion for building which is the basis for exacting analysis, time-honored perspective, and convincing opinions of the construction and development industry. I have undergraduate degrees in business management, business law as well as a Juris Doctor degree. I started as a journeyman carpenter, worked as a tradesman on both residential and high rise commercial office projects. I entered construction management as a jobsite superintendent for Watt Industries. I served as a Jobsite Superintendent, Purchasing Agent, Project Manager, VP of Construction with notable builders such as Republic Development, Triple Five Development, JD Construction and L&R Construction. I managed the planning, site improvement, construction and development of: custom homes, housing tracts, apartments, condominiums, restaurants, office buildings, medical buildings, industrial tilt-ups, churches, and public schools.

In 2004 I joined K. Hovnanian homes as Vice President of Operations for the Southern California Region and was quickly promoted to Area President and was the licensed RME for all K. Hovnanian developments in California.

My extensive experience and broad education provided me a unique skill set to evaluate and assess the intent of project plans, specifications, and contracts. I apply industry standards of customary practice, reasonableness and due care to determine the most cost effective construction and remediation measures necessary to perform effectual permanent solutions for construction defects. I am adept at communicating my views deferentially and persuasively in both written and verbal formats providing reliable analysis, precise and comprehensive remediation costs, detailed allocation documentation and convincing mediation perspective.

I am actively involved in many areas of expertise pertaining to subcontract analysis, construction industry standards of due care and cost estimating relating to construction defect litigation.

My background and experience affords me insight to conditions and standards applicable to a broad spectrum of specialty and general construction practices. I participate in all types of visual, intrusive and destructive testing activities providing protocols for testing and specialized investigative procedures. I have actively taken part in mediations, arbitrations, negotiations and resolution conferences and

participated in state and federal cases testifying in arbitration, judicial reference proceedings and at trial. My prior testimony has addressed disputes including: purchase and sale agreements, contractual interpretation, breach of contract, personal injury, soil subsidence, water intrusion, major slope failures, cosmetic and structural failures, slab and foundation cracking and settlement, stucco cracking, framing, mold remediation, mechanical failures, cost of repair, industry standard billing practices, etc.

As a Senior Consultant with Bert L. Howe Associates, I serve as an expert witness providing mediation support, allocation of financial liability, case analysis, cost estimates and testimony regarding the actions of developers, general contractors, architects, engineers, and subcontractors. Additionally I conduct seminars for industry professionals relating to construction defects and SB 800 insurance claims

CY: Do you plan on becoming a Certified Professional Estimator?

JT: Yes, I am currently in the process of completing the requirements for certification next year.

CY: Why do you think becoming a CPE is so important for our industry?

JT: Certification provides a minimum competency threshold that forms the basis of reliability creating confidence in the capabilities of the individual estimators and the ASPE generally.

CY: ASPE places huge emphasis on Ethics of Estimators. How do you handle any ethical challenges met and strike a balance?

JT: As you know, volumes have and will be written concerning ethical business behavior. We are each conditioned to believe that we must win. Most of us want to hit the home run that wins the game, but we must also touch each base in the process for the victory to be real. I believe that acting ethically in business relationships forms the foundation of credibility leading to self respect and an honorable reputation. Years ago I established clearly defined personal standards for my behavior that I refuse to sacrifice to win in the moment. In simple terms, the essential principles of being truthful without justification and acting inexcusably honest provides the basis to reach nearly every business decision ethically.

CY: What kind of activities and / or interests do you most enjoy when not estimating?

JT: I am a husband and father with three sons and one daughter. My sons and I are certified divers. We recently returned from a trip to Hawaii where we completed six dives exploring underwater caverns and a sunken commercial fishing boat. We also enjoy boating, wakeboarding and shooting

OFFICERS

President – Mike Mills, CPE – Jacobs Engineering, 714.503.3534, michael.mills@jacobs.com

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Scholarships – Anita Beukman – anita.beukman@fgould.com

Mentoring – Mike Mills, CPE – Michael.mills@jacobs.com

FOR YOUR INFORMATION...

COMPANY MEMBER REPRESENTATIVES

AECOM Analytical Planning Services, Inc. Bel Esprit Builders, Inc. Bert L. Howe and Associates Brussel Consulting & Const Mgmt Casper Estimating Services Consolidated Contracting Services Contracting Engineers Inc. Contractors & Cost Consultants Corecon Technologies Inc. Construction Cost Controls Dharma Construction Security Disneyland Resorts Faithful + Gould GKK Works HAAS Marketing Group Heinaman Contract Glazing HMC Architects Jacobs Engineering Kanda Project Services Corp Kerry Contractors, Inc. KFHP Inc. KGA, Inc. KHS&S L&R Construction Inc. Lawrence P. Lee & Associates Lombard Consulting Services, Inc. M. Cangro Development Madsen, Kneppers & Associates Marlin Construction Consulting & Assoc. McCarthy Building Co's O'Connor Construction Management, Inc. Pacific Rim Mechanical Contr. Inc. Performance Contracting, Inc. Pete Fowler Construction Services, Inc. Phoenix Planning Project Control Assoc. LLC Raymond Interior Systems Red Hill Services Construction RCR Mechanical Ronald Fedman Associates, Inc. Swinerton Builders TH Western Builder The Clark Construction Group The Rosenthal Company Timko Inc. Woods Construction



90 FOLLOWERS ON TWITTER!

TWITTER ACCOUNT

FOLLOW US TOO! "ASPE3ORANGECTY"

By: Paulette Rutlen

Twitter: **ASPE3OrangeCty**

Do you Tweet? With the advent of all of the social networking going on I figured we should be keeping up with the technology. For those of you not in the know, Twitter is a website that allows postings, called tweets, of no more than 144 keystrokes (yes, spaces count). With Twitter you can find individuals such as ASPE's national Executive Director (ASPENatExecDir), other chapters (ASPE12Reno or ASPE51SLCUtah), construction related organizations such as NAWIC, MC2, or McGraw Hill.

I intend on finding links to individuals and organizations that may be of interest to our membership. If you find an organization that you think would be of interest to our chapter membership let me know. Just post a tweet to ASPE3OrangeCty and I'll be sure to link us to the account.

Do you have insights to pass on to our membership regarding the construction industry in Orange County? With a Twitter account you can pass them along quickly. After all, how long can it take to type 144 characters? See a website or blog you think may be of interest, post the link with one tweet and the whole chapter can see it too.

Try it out. Even if you never post anything, you can follow the postings of whoever you may find interesting. Hopefully, one of those will be ASPE3OrangeCty.

FACEBOOK ACCOUNT

facebook

15 FACEBOOK FRIENDS!

By: Anita Beukman

Our chapter Facebook account is up & running—ASPE Chapter 3, Orange County—we have added a few friends from last month and we need more! If you have an account, look us up, so you can follow our status for upcoming events!

BECOME OUR FACEBOOK FRIEND & LOOK US UP:

"ASPE CHAPTER 3, ORANGE COUNTY"

ASPE ORANGE COUNTY CHAPTER 3

MEETING INFORMATION

Date: Wednesday, November 10, 2010

Location: Ayres Hotel

Time: 5:30 p.m. - Social Hour & Networking

325 Bristol Street

6:30 p.m. - Program

Costa Mesa, CA



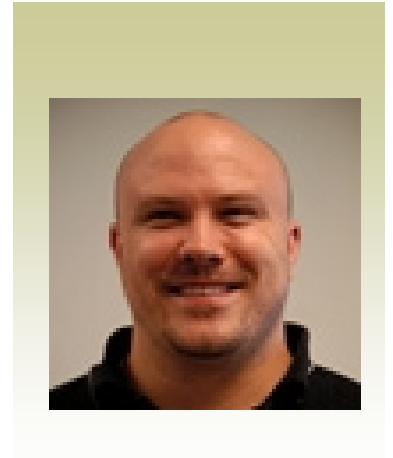
COST: \$40

Dinner Menu: *Beef Ravioli, Chicken Le Chateau, Vegetarian*

RSVP at www.aspechapter3.org

TOPIC

QTO APPLICATIONS TO ESTIMATING



PRESENTED BY JASON DODDS OF AUTODESK

About the Speaker:

Jason Dodds is an Autodesk Construction Technical Specialist, located in the Denver, CO, area. Jason has been actively involved in the design and building technology community for over 15 years. During his career, Jason's focus and experience has been with construction, architecture, interiors, structures, MEP, construction administration, and technology for companies such as Michael Baker Corporation and Southland Industries. He has been involved in all facets of design and building processes and understands what it takes to complete projects from design, estimating, coordination, to fabrication. In his role at Autodesk, Jason plays an integral role in advocating and implementing the company's Construction and BIM solutions throughout North America. Jason will be speaking at our November meeting on QTO applications to estimating.

RECAPS, RECAPS...

OCTOBER DINNER MEETING RECAP

By: Era Swanepoel

On Wednesday, October 5th our meeting was held at the “old familiar” venue, the Ayres Hotel in Costa Mesa. The presentation by speaker Michael Saucedo, Vice President of Schuff Steel Company, was informative and extensive as it covered Structural Steel and the pricing thereof. Highlights of his presentation included:

- Components of a Steel Estimate
- Steel material pricing
- Lead times / Scheduling
- Value Engineering



And “ Rule of Thumb”

Components of a steel estimate were broken down to four primary sections: Materials (35% of bid), Shop Fabrication (25% of bid), Field Erection (30% of bid) and Other Costs (10% of bid).

With regards to Steel material pricing, Mr. Saucedo supplied the current average mill prices as follows:

1. Wide Flange = \$800/ton
2. Plate, Angle, Channel = \$1,100/ton
3. HSS (Tube steel) = \$1,200/ton

Going forward, current projections show that Steel material pricing will remain relatively stable through the balance of 2010 and early 2011. Slight decreases in pricing are possible however, as Mills compete for business and subsequently offer rebates to secure backlog.

Demand for scrap and raw materials are not forecasted to rise anytime soon, therefore, drastic increases in material pricing are not anticipated.

Lead times for current material procurement are estimated to be 12 weeks, with Shop drawings estimated at 15-18 weeks, and Shop fabrication approximately 12 weeks. Field erection – the Average Crane pick rate for most projects – is between 200-250 Tons per week.

“Rule of Thumb” Costs

- Material = \$1,000 - \$1,100/ton (composite cost)
- High amount of HSS and /or plate = \$1,200 - \$1,300/ton
- Shop Drawing = \$75 - \$150/ton (varies on complexity)
- Shop Fabrication Labor = \$500 - \$800/ton (varies on labor intensity)
- Field Erection labor = \$700 and \$1,100/ton

The speaker concluded his presentation with a question and answer session.

ASPE ORANGE COUNTY CHAPTER 3

ADVERTISING OPPORTUNITIES

Business Card	Per Issue	\$25.00	If you would like to advertise with us, contact ChiaYen Yuan at chiayen.yuan@fgould.com for more details.
¼ Page Ad	Per Issue	\$50.00	
½ Page Ad	Per Issue	\$100.00	
Full Page Ad	Per Issue	\$200.00	

BECOME A MEMBER

Applications for membership can be downloaded from the national website, www.aspenational.org, or on our local website, www.aspechapter3.org. For more information, contact Gary Casper at casperces@sbcglobal.net

THOUGHTS OR SUGGESTIONS?

We are looking for your ideas and input regarding our newsletter and dinner programs. Do you have an idea for an upcoming dinner meeting? Would you like to be a presenter at one of our dinner meetings? Is there a topic of discussion that we should write an article about? Would you like to be a contributor to our newsletter? Please contact ChiaYen Yuan at chiayen.yuan@fgould.com

VOLUNTEERS WANTED!

We need your help! Anyone who is interested in serving on a committee for the OC chapter, please contact MikeMills at michael.mills@jacobs.com for more information. This is a great way to give back to ASPE both personally and professionally. We encourage you to attend a board meeting to see what it's all about. We meet every other month in a physical location and all ASPE members are welcome to attend.

Serving construction estimating professionals by promoting ethical behavior, professional development, continuing education, standardization, certification and fellowship.



WE LOOK FORWARD TO SEEING YOU AT THIS MONTH'S MEETING!