

JANUARY 2009

**American
Society of
Professional
Estimators**



www.aspenational.com

www.aspechapter3.org

Our Mission

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

ORANGE COUNTY CHAPTER #3



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**ORANGE SPEEL
NEWSLETTER**



President's Message



ASPE Code of Ethics:

Cannon #1

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

Cannon #2

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

Cannon #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.

Cannon #4

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

It's 2009. Another new year has begun. Construction markets have changed from the past year to a downward cycle. Inflation decreased in 2008 and in some commodity market sectors, deflation actually occurred. What's in store for 2009? That could be anyone's guess, depending upon what expert or economist you may listen to. Public works, transportation, infrastructure, schools, hospitals, and sustainable green buildings may be the construction keys to our domestic and local recovery. As an estimator, are you prepared for these new trends in the industry?

In the current business market becoming a certified estimator is just another standard of accomplishment that will make you stand out from the rest of the field. There is still time to sign up if you are interested in starting the application process. Applications have to be submitted by the end of this month. Workshops can be done online. Testing periods are in the spring and the following testing cycle will be in July at the National Convention. Art Quinion, our chapter's certification chair can help you through the process, if you have any inquiries.



From our first GC Advisory Board meeting held in November we now have two new chapter members from Swinerton Builders; Greg Hurlock and Scott Lauderdale. Greg is the Chief Estimator and Scott is the Director of Preconstruction Services. Founded in 1888, Swinerton Builders is one of the oldest and most respected General Contractors in California, with license number 92 (current California contractor license numbers are now six digits long). Their website is www.swinerton.com. Welcome aboard!

On January 14th, Jim Benham, a national speaker will be discussing "Estimating technology features to keep you competitive." This presentation will provide construction industry professionals critical information about new technologies in estimating. More information about the dinner meeting is provided below.

Anyone in the construction industry is welcome to attend our meetings. If you would like to come, simply make your reservation on our web link.



Dinner meetings are typically held on the second Wednesday of each month. We meet at the Mezzanine Building at the Newport Gateway Towers, in Irvine (see enclosed map for details). Our next meeting is scheduled for Wednesday, January 14th. Social hour starts at 6:00 PM with dinner at 6:30. We finish by 8:30 and parking is complementary. We hope to see you at our next dinner meeting. We also hold a raffle. The winner receives half of the proceeds; the chapter gets the other half.

For 2009 we are planning to have an exciting new year with interesting guest speakers and new programs. On January 31st, we are planning to have our first chapter construction site walk. We are scheduled to have our second General Contractor Advisory Board meeting in February. This spring we are planning an estimating academy in May. And plans are currently underway for our first golf tournament in August. All members are welcome to participate and all are invited to attend these events.

~ Dan Schottlander, CPE
President, ASPE Orange County Chapter

Notes from the President

Chapter Website

ASPE reservations can be booked on line. Our chapter website is www.ASPEChapter3.org. Monthly newsletters are posted on the site. If you have any questions or ideas on what to include in our website, feel free to contact our Webmaster Paulette Rutlen. The national website is www.ASPENational.org. Be sure to check out both websites for current announcements.

Jobsite Visit

A site visit is scheduled for Saturday, January 31st at 8:00AM at the St. Jude Medical Center in Fullerton, which is currently under construction. This event is being sponsored by Board member, Mike Mills. The tour will include the new twin 4-story medical office buildings and the 8-story concrete parking structure. The project has currently completed structural steel and metal decking. Interior and exterior metal framing are in progress. There is no charge for this event and after the site walk we will get together for lunch. If you are interested in attending, please contact Mike to sign-up. Mike's email address is Michael.mills@jacobs.com. His direct line is 714-503-3534 and his mobile is 714-686-3927.

In Summation

Have a healthy and prosperous new year.
See you at this month's meeting.

Problem of the Month

On a $\frac{1}{4}$ pitch roof, how many 16" X 4" wood shingles are required for a roof of 8 squares? Figure no waste.

- a. 5,760
- b. 7,200
- c. 4,800
- d. 6,400

See answer on page 9.

Cannon #5

Professional estimators shall conduct themselves with integrity as 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. They shall establish guidelines for setting forth prices and receiving quotations that are fair and equitable to all parties.

Cannon #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.

Cannon #7

Professional estimators shall not engage in the practice 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.

Cannon #8

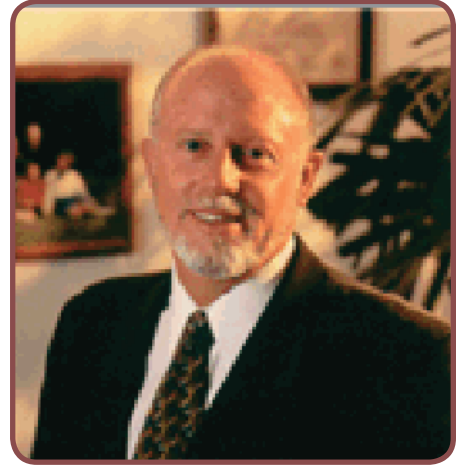
Professional estimators and those in training to be estimators shall not enter into any agreement that may be considered acts of collusion or conspiracy (bid rigging) with the implied or express purpose of defrauding clients. Acts of this type are in direct violation of the Code of Ethics of the American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

Cannon #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.

Biography of the Month

Gregory R. Clayton **President and CEO** **Contracting Engineers, Inc.**



Forty years ago I began learning the technical aspects of the business at CalTrans, administrating contracts, laying out the construction, and performing inspections for major freeway construction projects. Uncle Sam pulled my number out of his hat to be drafted into the Army in 1970 so I enlisted in the Navy Construction Battalions (CB's). I returned to my original position at CalTrans in 1973 until The State had a layoff under the Governorship of Jerry Brown Jr. I finished my degree in Civil Engineering as I worked part time as an estimator-project manager at Sukut Construction. Upon graduating and becoming a licensed professional engineer in California I began to learn the professional and business aspects of contracting by building my career as a senior estimator/project engineer/project manager at Sukut Construction, Inc. Sukut Construction, Inc. is known among its peers as one of the most successful General Engineering Construction Companies in Southern California building freeways, dams and reservoirs, mass grading of residential and commercial development projects and many other types of heavy civil construction projects.

In 1984 I left Sukut Construction to establish my own construction business, Clayton Construction Company. The business evolved into a corporation and was renamed Clayton Engineering, Inc. The Clayton Engineering, Inc. story of success includes the tenacious spirit and the skills necessary to successfully

negotiate the deepest and longest economic recessionary periods of

our time. Emerging from the recession confident and focused, I am proud to say, the business grew to over 250 employees and annual sales over \$46,000,000.

In the fall of 1999, after sixteen years of business Clayton Engineering, Inc. was forced to close its doors. After numerous unsuccessful attempts to resolve a very large contract claim with a client, the financial burden of the legal defense lead to the closing of the business. Ultimately, the dispute was settled out of court and all debts owed by Clayton Engineering, Inc. were worked out and paid.

Contracting Engineers, Inc. a totally separate business was created on November 1, 2000 as the Clayton Engineering, Inc. settlement process was moving to completion. As President and CEO, I am proud to say the construction company has been very successful for the last eight years of operation. We have changed the business model to a engineering construction consultant/ expert witness services business this year. We are looking forward to many more years of business in the general engineering construction industry as consultants.



AMERICAN SOCIETY OF PROFESSIONAL ESTIMATORS
Invites you to join the
ORANGE COUNTY CHAPTER'S
next meeting at:

Date: Wednesday, January 14th , 2009

Social Time: 5:30 p.m. - Program & Dinner: 6:30 p.m.

Location: 19800 MacArthur Boulevard, Irvine, CA

The Mezzanine @ Newport Gateway Towers

Restaurant is located on the lower level of the Mezzanine Towers



Topic: Estimating technology features to keep you competitive.

Presented by: Jim Benham

Successful construction companies must bring technology capabilities to the table - for every client project. Today's new tech advancements allow more speed, accuracy, time savings, and ultimately, cost reductions. What can you do to improve your value to clients? How does your company stack up against the competition?

Through interesting case studies and demonstrations, this presentation offers solutions for boosting your efficiency and bottom line.



For reservations, please go to the website to book your spot at www.aspechapter3.org.
Contact Shantha Suraweera at 949.476.2094 or via email at ssuraweera@ocmi.com if you have any questions.

MEETING INFORMATION



Speaker: Jim Benham

Date: Wednesday, January 14th, 2009

Social Time: 5:30 p.m. - Program & Dinner: 6:30 p.m.

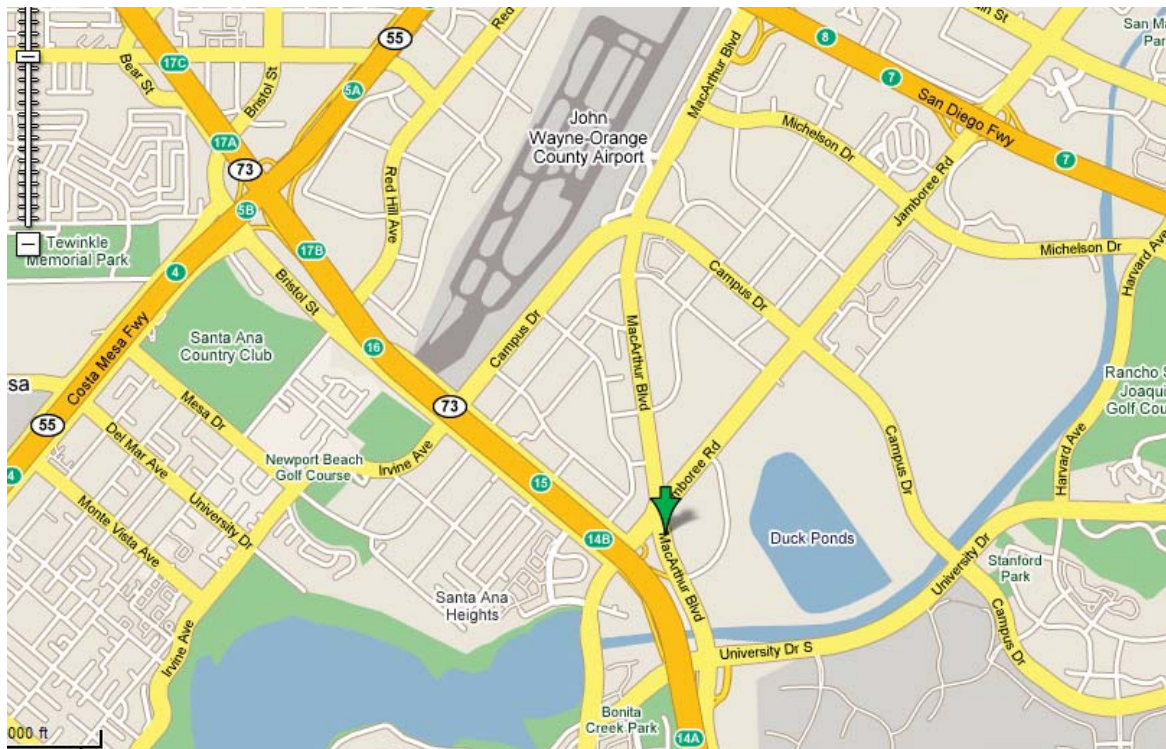
Location: 19800 MacArthur
Boulevard, Irvine, CA

The Mezzanine @ Newport Gateway Towers

Restaurant is located on the lower
level of the Mezzanine Towers

P: 949 724-1066

405 Freeway @ MacArthur Junction
between MacArthur & Fairchild



Dinner:

Steak \$35 | Chicken \$35

Vegetarian Lasagna \$35

For reservations, please go to the website to book your spot at www.aspechapter3.org.
Contact Shantha Suraweera at 949.476.2094 or via email at ssuraweera@ocmi.com if you have any questions.

Calendar of Events

2008-2009

January 14, 2009	Dinner Meeting - "Building Technology into Estimates: TECH features that keep you competitive." By James Benham
January 31, 2009	Job site walk – St. Jude Medical Center in Fullerton
February 11, 2009	Dinner Meeting Dinner Meeting – 50 Sustainable Building Features in a Gold Rated LEED Residential Home
March 11, 2009	Dinner Meeting – Concrete Estimating
March 28, 2009	Certification Workshop
April 8, 2009	Dinner Meeting – Electrical Estimating
May 13, 2009	Dinner Meeting – Estimating Interiors – Steel Stud and Drywall
May 23, 2009	Estimating Academy
June 10, 2009	Dinner Meeting – Mechanical Estimating
July 22 – 25, 2009	National Convention, St. Louis, MO.
August 2009	Chapter Golf Tournament

New Members and Advertising Opportunities

New Members

Chapter 3 would like to welcome the following new members:

- Scott Lauderdale
- Greg Hurlock

Advertising Opportunities:

Business Card	Per Issue	\$25.00
¼ Page Ad	Per Issue	\$50.00
½ Page Ad	Per Issue	\$100.00
Full Page Ad	Per Issue	\$200.00

2008-2009 Board Members and Committee Chairs

President	Dan Schottlander, CPE Earth Tech / AECOM	949 330 2299 dan.schottlander@AECOM.com
1st Vice President	Wil Beukman, MRICS Faithful + Gould	willem.beukman@fgould.com
Secretary/Treasurer	Shantha Suraweera, CPE O' Connor Construction Management	949 476 2094 ssuraweera@ocmi.com
Immediate Past President	Ron Svarc, CPE	kickerron@cox.net
Board of Directors	Paulette Rutlen, CPE The Austin Company	949 451 9055 paulette.rutlen@theaustin.com
Board of Directors	John Mauk, CPE O' Connor Construction Management	949 476 2094 jmauk@ocmi.com
Board of Directors	Paul Steele Rayomond Interior Systems	714.771.7670 pauls@raymond-co.com
Chapter Certification Chair/ BOD	Art Quinion, CPE Phoenix Planning	949 581 9370 artq@phoenix-planning.com
Newsletter / BOD	Danielle Leyva HMC Architects	951 317 7691 dleyva@hmcarchitects.com
Membership / Certification Programs	Ron Svarc, CPE, Art Quinion, CPE Ron Svarc, CPE, Mike Mills, CPE	rsvarc@hmcarchitects.com rsvarc@hmcarchitects.com
Education	Tom Smithson	
Scholarship	Dan Schottlander, CPE, Peter Garan	peter.gara@atsicm.com
Web Site	Paulette Rutlen, CPE	paulette.rutlen@theaustin.com
Awards	Gary Casper, Ron Svarc, CPE	rsvarc@hmcarchitects.com
Outreach	Ron Svarc, CPE	rsvarc@hmcarchitects.com
Fundraising	Anita Beukman, Danielle Leyva	
Publications / PR	Ron Svarc, CPE, John Mauk, CPE	rsvarc@hmcarchitects.com
Estimating Academy	Dan Schottlander, CPE, Wil Beukman, Paul Steele	
GC Advisory Board	Dan Schottlander, CPE, Ron Svarc, CPE, Gary Casper	

Company Member Representatives

FROM ASPE ORANGE COUNTY CHAPTER

Abacus Project Management Inc.

AGC San Diego Plan Room

American Constructors

Analytical Planning Services, Inc.

Arnulfo Ruiz

Bel Esprit Builders, Inc.

Bert L. Howe & Associates, Inc.

Brussel Consulting and
Construction Management

Casper Estimating Services

Consolidated Contracting Services

Contracting Engineers Inc.

Contractors and Cost Consultants

Corecon Technologies Inc.

DDL Construction

DM Construction Services

Disneyland Resorts

Earth Tech / AECOM

Faithful + Gould

GKK Works

Herzog Contracting Corporation

HMC Architects

Jacobs Engineering

JBH Structural Concrete Inc.

Joshua Don

Kanda Project Services Corporation

Kerry Contractors, Inc.

KFHP Inc.

KGA, Inc.

KHS&S

L&R Construction Inc.

Lennar

Lombard Consulting Services, Inc.

M. Cangro Development

Madsen, Kneppers & Associates

Marlin Construction

Consulting and Associates

O'Connor Construction Management

Pacific Rim Mechanical Contr. Inc.

Pete Fowler Construction Services

Phoenix Planning

Project Control Assoc.

Raymond Interior Systems

RCR Mechanical

Rider Levett Bucknall

Ronald Fedman Associates, Inc.

Rosenthal Masonry

Swinerton Builders

The Austin Company

The Clark Construction Group

Timko, Inc.

Answer to Problem of the Month

B. 7,200

A $\frac{1}{4}$ pitch roof requires a 4" weather exposure. Therefore, 4" x 4" = 16 sq in per sq ft of coverage required. That would require 9 - 16" x 4" shingles to cover a 1 Sq Ft area. (144 sq in /16 sq in = 9). (9ea X 800sf = 7,200)

Joke of the Month

LOOK BACK AT NEW YEARS RESOLUTIONS:

2002: I will not spend my money frivolously.

2003: I will pay off my bank loan promptly.

2004: I will pay off my bank loans promptly.

2005: I will begin making a strong effort to be out of debt by 2006.

2006: I will be totally out of debt by 2007.

2007: I will try to pay off the debt interest by 2008.

2008: I will try to be out of the country by 2009.



Any Program Ideas?

In order to make our chapter work for everyone we are looking for your ideas and input. What topics would you like to see discussed? What programs would you like? If you are a General Contractor, Subcontractor, Consultant, Architect or Engineer, what topics are you interested in? Any suggestions that you have, we would be appreciated.



Quote of the Month

“We judge ourselves by what we feel capable of doing, while others judge us by what we have already done.”

~Henry Wadsworth Longfellow
(1807 - 1882)

If you are not currently a member, perhaps you may want to consider joining ASPE. Applications for membership can be downloaded off of the National website, www.aspenational.org.

