

**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.

PRESIDENT'S CORNER

PRESIDENT'S MESSAGE

When you observe a high quality sportsman that is in top form executing, it tends to almost look easy. I am not suggesting that ASPE have the same strength as Lance Armstrong or the elegance of Venus Williams. What I want to say is that when an organization like ASPE is working well it tends to merge into the background while everything runs smoothly.

Our trade is all about credibility. If you pay someone to predict the cost outcome of a construction venture, you really have faith in that person's opinion. We, as Estimators, making our living in this way need to demonstrate integrity, trustworthiness, and knowledge of our trade to warrant that faith.

Please take time and read the Canons that we so diligently publish each month. Or if you so choose, read just one of them each month and then when you are battling the 405 traffic, contemplate the contents of that Canon. These principles portrayed by the Canons are what is the pad foundations of our trades' integrity. Just harbor them there in the back of your minds.

Knowledge, we all have to a greater or lesser degree and the more we learn the less we know. The acquisition of knowledge is a never ending pursuit. Becoming a CPE will validate to your already acquired knowledge base and give structure to your future endeavors in this industry.

We are finishing this year with a sprint!

Our November dinner meeting will be the last at the Mezzanine Restaurant.

December 12 is the date for our CPE starter workshop. It is meant for everybody that is enrolling for the next CPE cycle [starting January 1, 2010]. It is also meant for anybody thinking about it as well as anybody not yet a CPE that should start thinking about it. In short, if you are not yet a CPE this is a good idea!!

Our year end finale is a social at the Newport boat parade in December.

- Wil Beukman

CALENDAR OF EVENTS

- November 4, 2009 – Board Member Meeting – O' Connor Construction Management, Inc. board room
- November 11, 2009 – Dinner Meeting – Spray Foam Insulation
- December 12, 2009 – Certification Workshop

Tentative

- December 18, 2009 – Social Meeting – Newport Boat Parade

NEW MEMBERS

Chapter 3 would like to welcome the following new member(s):

- Marites Bolante, Faithful + Gould
- Matt Kamper, Heinaman Contract Glazing



Wil Beukman,
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.

PROBLEM OF THE MONTH

Calculate the total tonnage of steel for all of the following members:

- 10ea. W12 x 24 x 10' Long
- 20ea. W24 x 48 x 20' Long
- 30ea. W48 x 96 x 30' Long

- A. 40 tons
- B. 81 tons
- C. 27 tons
- D. 54 tons

Answer:

The correct answer is D.

$W12 \times 24 - 24\text{lbs/ft} \times 10L \times 10 \text{ ea.} = 2,400 \text{ lbs}$

$W24 \times 48 - 48\text{lbs/ft} \times 20L \times 20 \text{ ea.} = 19,200 \text{ lbs}$

$W48 \times 96 - 96\text{lbs/ft} \times 30L \times 30 \text{ ea.} = 86,400 \text{ lbs}$

Total Weight = 108,000 lbs / 2,000 lbs/ton = 54 tons.

TECHNICAL ARTICLE

TRENDS IN STRUCTURAL STEEL PRICES—2010

By: Dan Schottlander CPE, AECOM

Domestic and international commodity prices for structural steel continue to decline from one year ago. As the world wide demand for steel continues to fall, prices will continue to drop or will remain flat until the economy bottoms out. According to the Steel Business Briefing Report (www.steelbb.com), the current world price for structural steel is \$565 (US) per ton (mill price) and \$532 per ton for rebar. One year ago prices were approximately \$1,000 per ton. And in 2004 the mills were typically assessing surcharges to steel orders. At that time fabricators of structural steel and rebar were forced to guess what the anticipated surcharges would be for future delivery dates (ref. Building Design & Construction, April 1, 2004). How times have changed.

Under current market conditions, according to Steel Dynamics Inc. (SDI), Fort Wayne, Indiana, CEO of mini-mill Keith Busse says that the outlook for structural steel mill products "is not all that good in the fourth quarter and perhaps in quarter one of 2010." In the face of the current weakening steel marketplace, steel executives say that pricing has softened significantly. Producers are quoting structural steel beams at \$700 per ton and distributors are asking for \$800 ton after processing, but the market is closer to \$630 per ton. Some competitors may even be selling below cost in an effort to generate sales where competition is fierce. Steel Dynamics Inc. is a medium sized steel mill operation with three plants. SDI produces 6-inch to 36-inch wide flange beams. Their overall plant capacity is estimated at 750,000 tons per year. Currently, one of SDI's plants is idle while their production is down by nearly 50%.

Demand for wide flange beams may not have reached bottom yet, according to Busse. He believes that a pickup in sales will not occur until the spring of 2010, when construction is expected to start its recovery. A very tough market has caused Steel Dynamics structural steel sales to slide 11% from one year ago according to Busse. The firm's joist and steel deck division is also experiencing the same difficulties due to a weak residential and commercial construction market.

US Steel Corporation, the largest domestic steel maker posted its third straight quarterly loss for 2009, as the global demand for metal continued to dampen. US Steel stock shares fell \$1.88, or 4.6%, to \$38.70 in morning trading (Associated Press, October 27, 2009). The company said that its production and shipments rose significantly from the previous quarter and they are expecting a narrower loss in the October - December months due to automakers ordering more steel for vehicles.

US Steel Corporation CEO John Surma said that the company remains cautious about its outlook as orders have dropped in recent weeks, partly due to seasonal slowdowns at factories. CEO Surma said "despite these concerns and uncertainties, we believe that the US and global economies are in the early stages of a gradual recovery."

According to Engineering News Record (ENR) October 26, 2009, steel prices are down by 11% from one year ago. Material prices for rebar in a 20 city average are rebounding slightly by 2.3% in the third quarter of 2009. Inflation for 2009 has had its last hurrah from the previous year when ENR's Building Cost Index rose by 5.3%. As the financial crisis of 2008 started to impact banks, insurance companies, Wall Street, and automotive companies all lining up for bailouts, commodity prices started to fall. Steel prices also started to decline. To make matters worse the problem is worldwide. Demand for steel is disappearing and that will continue to drive prices downward until the economic recovery begins.

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 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.

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FOR YOUR INFORMATION...

COMPANY MEMBER REPRESENTATIVES

ABACUS Project Management, Inc. AGC San Diego Plan Room American Constructors 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. Cumming Corporation Construction Cost Controls DDL Construction Disneyland Resorts Earth Tech / AECOM Faithful & Gould GKK Works Heinaman Contract Glazing Herzog Contracting Corp. HMC Architects Innovative Dimensions Inc. Jacobs Engineering JBH Structural Concrete Inc. 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 Mack5 Madsen, Kneppers & Associates Marlin Construction Consulting & Assoc. 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 RCR Mechanical Ronald Fedman Associates, Inc. Suffolk Construction Swinerton Builders The Clark Construction Group Timko Inc.

TWITTER ACCOUNT



By: Paulette Rutlen

21 FOLLOWERS ON TWITTER!

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.

It costs nothing to establish a Twitter account. Just go to [www.twitter.com](#), click on **Sign up now**, and follow the simple instructions so that you too can tweet, or just follow others who do. You won't get a bunch of spam email, only notifications when someone has started following your tweets. If you do not think they are people you want following you, you may block them.

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

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!

7 FACEBOOK FRIENDS!

CERTIFICATION REVIEW WORKSHOP

Chapter 3 is offering a Certification Review Workshop that will be held on Saturday, December 12th. The workshop will begin at 9:00 am and will last approximately one and a half to two hours. The presentation will concentrate on what to expect from the certification process, reviewing both the technical paper and the four and eight hour exams. You do not have to be examination registered with ASPE national to attend. Becoming a Certified Professional Estimator (CPE) is an excellent opportunity to gain industry recognition. The next testing cycle is scheduled to begin January 2010 and applications for Professional Evaluation (reviewed and signed by the Chapter Certification Chairman or a Chapter Officer) must be submitted by January 1. The location for this workshop will be at Phoenix Planning, 23272 Mill Creek Drive, Suite 220 in Laguna Hills. If you are interested in attending, please email Art Quinion, CPE at artq@phoenix-planning.com by December 9th.

ASPE ORANGE COUNTY CHAPTER 3

MEETING INFORMATION

Date: Wed., Nov. 11, 2009

Time:

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

6:30 p.m. - Program & Dinner

Cost: \$40/attendee

Location: The Mezzanine at Newport Gateway
Towers (lower level of Mezzanine Tower)
19800 MacArthur Blvd., Irvine, CA



TOPIC

SPRAY FOAM INSULATION

Elastomeric coatings will be discussed as it pertains to life span, costs, performance, and how to determine actual dryfilm thickness versus theoretical thickness. Building codes, VOC's and flammability will also be addressed for insulation and roofing projects.

Polyurethane foams commercially highest R-Value Insulation will be discussed and how long term performance of all insulations materials are compared. Some samples and literature will be available.

PRESENTED BY

DON LENAHER

HENRY COMPANY



The Henry Company is a 70 + year old company which manufactures roofing related asphalt products, self-adhering and liquid air barriers for the building envelope, and spray applied polyurethane foam and elastomeric coatings for roofing, tanks, walls, and ceilings.

I have been with the Henry Company for 16 years in the polyurethane foam and coating division. I have been in the roofing and polyurethane foam industry for 40 years. My main responsibilities have been specification writing, project details, project development, contractor training, contractor trouble shooting, research and development application work, and direct sales. In my spare time... I have served on the industries (SPFD) Accreditation Committee teaching "Project Management" for the past 10 years. Additionally, I serve on the Technical Oversight Committee, Building Envelope Committee, and Board of Directors of SPFD. I have participated in several projects with the National Roofing Contractors Association (NRCA) and the National Roofing Foundations (NRF) Research Group.

Hopefully I can present to your group the advantages in performance of spray applied polyurethane foams for roofing applications, commercial building envelope installations, and single family home insulation. Renewable and Sustainability of these products are very important in this discussion in addition to added structural strength and healthier air resulting from incorporating these high performance products.

I do not shout and scream "we are green, green, green" as the Environmental Protection Agency (EPA) sluths are investigating such claims and advertisements by companies and will regulate such claims without specific data. The polyurethane foam industry has always been "Green" saving energy for over 40 years.

OCTOBER MEETING DINNER RECAP

By: Paulette Rutlen

Last month's program was an interesting presentation by Said Hilmy, S.E., PH.D, LEED AP, with the IDS Group, Inc. Said showed us the structural design problems and solutions on the new terminal at the John Wayne Airport. We saw the modeling done demonstrating the movement of the building in the event of an earthquake - quite moving! All in all, an interesting, informative, and educational evening.



FALL REGIONAL MEETING-OCT. 23-24

By: Danielle Leyva

This year's fall regional meeting was held in Oakland, CA on October 23-24. This event was put on by the Golden Gate chapter and the location could not have been better. The lodging was at the Waterfront Hotel located in Jack London Square in downtown Oakland, which is literally on the water and one block down was the Alameda-Oakland ferry that takes you to San Francisco and back.

The meeting started out on Friday evening with a Welcome Dinner at Scott's Seafood, which was delightful. We officially started our meeting on Saturday in a conference room inside of the Waterfront Hotel. All of the chapters from the North West region were in attendance. Not all chapters were able to send delegates on behalf of the South West. Overall, we still had a great turnout and a wealth of information to be shared amongst chapters. There were many great ideas that other chapters are doing and I've brought those ideas back and hope that we can simulate some of these in the OC.

The Spring meeting location is yet to be determined, but they are looking at Orange County as a potential location to host this event in February, 2010.



OCTOBER JOBWALK-HAMPTON INN, RIVERSIDE, OCT. 24

By: ChiaYen Yuan

On Saturday, October 24th, a group of enthusiasts participated in the ASPE job walk. The selected project was a Hampton Inn, which was under construction in the Corona / Riverside area [40 minutes drive from John Wayne Airport]. This event was the second job walk organized by our Chapter this past year. Our second vice president, Tom Smithson of RCR Companies was the organizer.

The building consisted of a 4-story timber framed structure. Boarding up was in progress and the various Architectural, Structural, and MEP elements were clearly visible as it was featured in the various stages of completion that occurred on the floors. Access to the roof was available giving us a taste of the development of the services to be housed there. The future swimming pool will soon be concreted and all the spa pipe work was visible.

Although not a complicated project, it was a good education experience at a basic level. More photos are posted on our Facebook page!



MEMBER SPOTLIGHT

ChiaYen Yuan

Estimator, Faithful + Gould

Interview conducted by: Danielle Leyva

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

CY: I attended meetings back in 2007, but only became an active member in 2009.

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

CY: I grew up in Singapore and as many people know, it is a small country / state / city - all in one. Due to land constraints (she is only 275 square miles), the country is full of high-rise buildings. She is often unofficially termed "Concrete Jungle". I am always intrigued by what goes into the fancy design and the actual construction process from start to completion. With that aspiration, I graduated from National University of Singapore with BS (Building) with honors. I worked with Faithful + Gould (Singapore office) as a Quantity Surveyor for about 2 years before a transfer to Faithful + Gould (Seal Beach office) and have since been here for more than 4 years.

DL: What firm do you currently work for and what is your position at this firm?

CY: Faithful + Gould as an Estimator.

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

CY: Definitely.

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

CY: Although being a CPE does not mean everything, it does serve as a validation and recognition to estimators who have the knowledge, skills, experience, and integrity needed in this industry. In addition, all CPEs are required to maintain their certification by attending seminars and getting involved with current market trends. This gives clients an added assurance that the service offered by the estimator / client is of sound, up-to-date quality.

DL: What types of projects do you most enjoy estimating?

CY: There is no specific type of projects that I favor most. There are always new, interesting or challenging construction methods / materials that I never cease to learn from.

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

CY: Plenty! I enjoy traveling overseas the most and when it is not viable due to financial and time constraints (like everyone else), visiting new cities / restaurants perks me up! Tennis, swimming, singing, and playing the piano are among my top 5 too!

DL: Thanks ChiaYen for participating in this month's *Member Spotlight!*



ASPE ORANGE COUNTY CHAPTER 3

2010 FUNDRAISING NEEDS

By: Anita Beukman

It's the end of the year again and companies resume planning their budgets for the upcoming year. ASPE is a non-profit organization and our community / charity contributions are dependent on our member participation. We contribute scholarships to needy students in the Construction Industry on an annual basis, but can only contribute the amount received by our fundraising opportunities. Our fundraiser for this event will be our 2nd annual golf tournament scheduled for summer next year on August 4, 2010.

We would like to see more golfers participate as well as more sponsorships. Dear member, this is where you could make a difference – please pencil this event into your calendar and sign up for it. However, most important is to budget for it. This is a great opportunity to brand your business – for your sponsorship you are allowed to put up a banner at the golf course, you can add an advertisement / logo to our newsletter or even link your website to ours. There are so many possibilities – please contact me at (714) 642-5948. Sponsorships start at \$250/hole. Thank you in advance for your support, participation, and contributions.

ADVERTISING OPPORTUNITIES

Business Card	Per Issue	\$25.00	
¼ Page Ad	Per Issue	\$50.00	If you would like to advertise with us, contact Danielle Leyva at dleyva@mack5.com for more details.
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 Ron Svarc at kickerron@cox.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 Danielle Leyva at dleyva@mack5.com

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!**

VOLUNTEERS WANTED!

We need your help! Anyone who is interested in serving on a committee for the OC chapter, please contact Wil Beukman at willem.beukman@fgould.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.