

SEPTEMBER 2008

**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

Summer is almost over and our 2008 -2009 year is commencing in September. Hopefully, your summer was a great one with perhaps a vacation or two. This past July, the National Convention was held in Baltimore, Maryland. It was an enjoyable event, meeting with other colleagues, attending workshops, listening to keynote speakers, and it motivated many of us to make our own chapter more successful. More information on the National Convention is featured in this month's newsletter.

Our board and committee members convened in August to plan an exciting year for Chapter 3. This year we should be bigger & better than ever. Last year, our chapter grew by 20%. This year we hope to achieve this goal once more with your support. This past year, our board and committee chairs consisted of eight members. This year we have a total of fourteen members, a 75% increase. With more people on the board and committees, we should be better than ever, as you will see. For a listing of all of our volunteers, please refer to the back of this newsletter. All of these folks have graciously donated their time. So, if you happen to see them at one of our events, please thank them.



Our upcoming dinner meetings and speakers have been planned out for the entire year, September through June. See our complete listing under our Calendar of Events.

Our October meeting will be a joint meeting with the Association for the Advancement of Cost Engineering (AACE), to be held at our venue. In January, we are planning a job walk at a construction project. This spring, a Certification Workshop will be conducted for those of you that may be interested in obtaining your CPE credentials. In the works, hopefully in April, a LEED workshop is planned to help you become certified as a LEED professional. In May, we are planning to have an Estimating Academy geared for Project Managers, Contractors & Subcontractors. And in August, we are in the planning stages for our very first golf tournament.

So, as you see, we are planning many exciting events for this next year. Like the Papa John's Pizza commercial, "Better ingredients, better pizza". For us it's "Better events, better chapter". We hope to see you this year. We encourage you to bring a friend, bring a colleague, bring a vendor, and bring your General Contractor, Subcontractor and A & E consulting friends. You do not have to be an estimator to attend our events. Anyone in the industry is welcome. See you soon!



Dinner meetings are held on the second Wednesday of each month. We meet at the Mezzanine Building at the Newport Gateway Towers, in the lower level restaurant, in Irvine (see enclosed map for details). Our first dinner meeting is scheduled for Wednesday, September 10th. Social hour starts at 5:30 PM with dinner at 6:30 PM. We finish by 8:30 and parking is free. Be sure to bring your parking slip with you for validation by the restaurant or bar. Don't forget, we also hold a raffle. The winner receives half of the proceeds; the chapter gets the other half. This year, proceeds will go toward the scholarship fund.

~ Dan Schottlander, CPE
President, ASPE Orange County Chapter

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.

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.

Certification

Congratulations to Mike Mills on becoming a CPE. Read about his experience below:

“Several months ago, I took the final 8 hour leg of the CPE exam. Although the exam was very comprehensive, it was also stressful and physically taxing. I’ve been an estimator for over 25 years and I was very concerned about utilizing my time effectively and focusing on the proper material to get a passing score. My biggest fear was conveying bad news to my staff that I had not passed the exam! Fortunately, after approximately 30 days, I received the good news from Nashville that I had a passing score and I had fulfilled the certification requirement!”

“Special thanks to Art Quinion for his professionalism and patience. Art provided a thorough explanation of the outline requirements of the exam and sacrificed a Saturday to proctor the test at our office. I am very pleased to be in the company of such high caliber estimating professionals! I look forward to being an active member of ASPE for many years to come!”



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.

Member Biography



Anita Beukman
Faithful & Gould
Seal Beach, California

Anita emigrated from South Africa to the USA in 2005. She is employed by Faithful + Gould in Seal Beach as a consultant and is currently involved in a Mixed Use Development - Retail, Office and Hotel Project.

She is a healthcare specialist who works closely with the design teams to ensure that everything is according to federal and healthcare regulations.

Her history includes 20 years of extensive and varied experience in construction, marketing, and sales. Positions occupied during this period included top management, middle management, project management as well as external consultant.

She completed her Masters Degree in Business Management and Administration in 2002 and specialized in Advanced Project Management up to Directors Level.

Anita lives in Laguna Hills with her husband Wil. They have one son of 24 years. She enjoys golfing, hiking, and reading.

Question of the Month

1. How many tons does the following material weigh? S12 X 31.8 X 35

- A. 1 Tons
- B. 2 Tons
- C. 2.3 Tons
- D. 0.56 Tons

Check on page 11 for the correct answer!

QUOTE OF THE MONTH

“ How we spend our days is, of course, how we spend our lives. ”

~Annie Dillard, American Author



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

Date: Wednesday, September 10th , 2008

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: Trends in the Construction Economy – How the Past is Influencing our Future

Presented by: Barry Correa, Major Account Manager for McGraw-Hill Construction

Barry Correa, Major Account Manager for McGraw-Hill Construction, will share his thoughts about how the decisions you make today can influence the success of your business tomorrow. McGraw-Hill Construction connects people, projects, and products across the design and construction industry. For the past century, the company has remained the leading provider of construction project information, plans and specifications, product information, industry news, trends and forecasts. Through the print media and on-line services, McGraw-Hill offers a variety of tools, applications, and resources that easily integrate with its customers' work processes. The firm constantly strives to assist construction professionals in planning and achieving their business goals. Barry is a graduate of Cal Poly Pomona's School of Business

- Do we have the tools that provide knowledge of the marketplace and its potential?
- Should we expand into another sector or market?
- How can we increase productivity?
- How can we decrease costs associated with bidding a project?

and has been with McGraw-Hill for 19 years. California is experiencing an overall decline in the construction activity. Now is a good time to review new opportunities and explore methods to increase productivity. Leaders in our industry know that

flexibility, change, and the ability to control costs are the keys to success in a volatile marketplace. Has your company considered the following options? Success, rather than failure, in today's changing business environment means working smarter than ever before. Be part of the audience to learn more about Barry Correa's "words of wisdom" to help your firm survive the tough times ahead. This month may be a perfect time to invite that prospective member or fellow colleague.

For reservations, please go to the website to book your spot at www.aspechapter3.org.
Contact Art Quinion at artq@phoenix-planning.com or call 949-581-9370 if you have any questions.



MEETING INFORMATION

Speaker: Barry Correa, McGraw Hill Construction

Date: Wednesday, September 10th , 2008

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

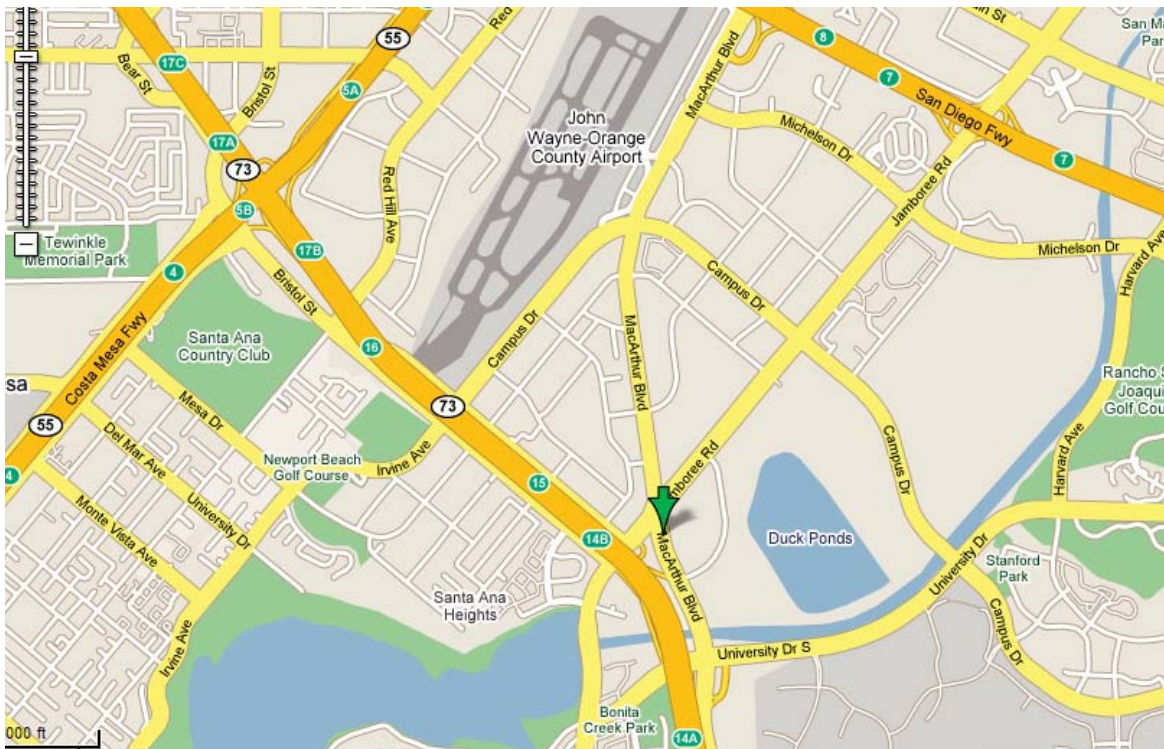
Location: 19800 MacArthur
Boulevard, Irvine, CA

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 Art Quinion at artq@phoenix-planning.com or call 949-581-9370 if you have any questions.

Calendar of Events

2008-2009

| | |
|-----------------------|---|
| September 10, 2008 | Dinner Meeting – Trends in the Construction Economy |
| October 8, 2008 | Dinner Meeting - BIM Estimating as performed by an ENR top 50 General Contractor |
| October 10 – 11, 2008 | ASPE Regional Meeting – Sacramento, CA. |
| November 12, 2008 | Dinner Meeting - 50 Sustainable Building Features in a Gold Rated LEED Residential Home |
| December 10, 2008 | Dinner Meeting - Building Technology into Estimates to Stay Competitive |
| January 14, 2009 | Dinner Meeting - Estimating for Plumbing Using AutoCAD |
| January 31, 2009 | Job site walk - tentative |
| February 11, 2009 | Dinner Meeting – Concrete Estimating |
| March 11, 2009 | Dinner Meeting - Electrical Estimating |
| March 28, 2009 | Certification Workshop |
| April 8, 2009 | Dinner Meeting - Estimating Interiors with Steel Studs & Drywall |
| April 2009 | LEED Workshop – tentative |
| May 13, 2009 | Dinner Meeting – Mechanical Estimating |
| May 23, 2009 | Estimating Academy |
| June 10, 2009 | Dinner Meeting - Estimating for Painting & Finishes |
| July 9 – 11, 2009 | National Convention, St. Louis, MO. |
| August 2009 | Golf Tournament |

New Members

Chapter 3 would like to welcome the following new members:

- Jessica Kovack
- Brandon Rosenthal
- David Cutsinger
- Crystal Huey
- Anita Beukman

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 |

2007-2008 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 |
| 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 |
| Scholarship | Peter Garan, Dan Schottlander | |
| Membership / Certification | Ron Svarc, Art Quinion | |
| Programs | Ron Svarc, Mike Mills | |
| Education | Tom Smithson | |
| Scholarship | Dan Schottlander, Peter Garan | |
| Web Site | Paulette Rutlen | |
| Awards | Gary Casper, Ron Svarc | |
| Outreach | Ron Svarc | |
| Fundraising | Anita Beukman, Danielle Leyva | |
| Publications / PR | Ron Svarc, John Mauk | |
| Estimating Academy | Dan Schottlander, Wil Beukman | |
| GC Advisory Board | Dan Schottlander, Ron Svarc, 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

The Austin Company

The Clark Construction Group

Timko, Inc.

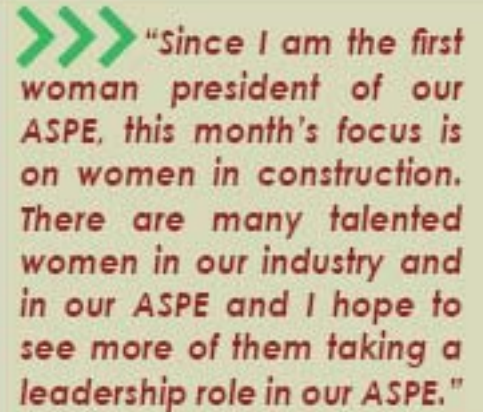
First Woman President

Our chapter should be very proud that board member, Paulette Rutlen is the current National President of ASPE. Paulette offers much insight and experience with chapter operations, and for that we are very grateful. Paulette was featured in the August issue of ENR (see below). Congratulations, Paulette!



▶ **Paulette R. Rutlen** was elected on Aug. 1 as president of the American Society of Professional Estimators, the national association's first woman in that role. She is resident chief estimator in the Irvine, Calif., office of The

Austin Co., a Cleveland-based engineer-contractor now part of Kajima USA. A member of ASPE since 1982, she had been first vice president.

A light green rectangular box containing a quote. To the left of the text are three green chevron arrows pointing right. The text is in a dark red, serif font.

“Since I am the first woman president of our ASPE, this month's focus is on women in construction. There are many talented women in our industry and in our ASPE and I hope to see more of them taking a leadership role in our ASPE.”

In Search Of...A Few Good People

Position: Senior Cost Analyst

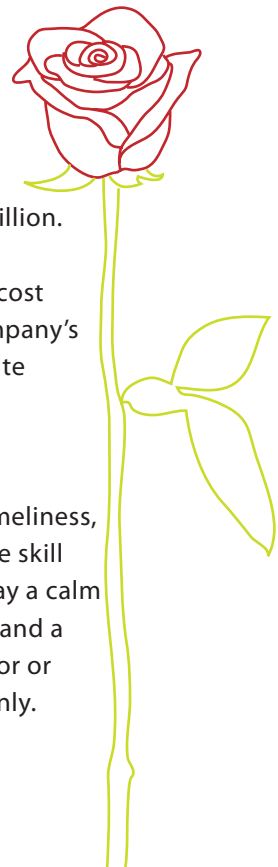
(Orange County, CA): Our client has been a recognized leader in the research, engineering, manufacturing and marketing of industrial products used

in commercial construction for more than 50 years. This company has annual revenue in excess of \$400 million.

Essential Duties and Responsibilities: The Senior Cost Analyst is responsible and will be accountable for cost analysis, cost summarization, and reporting of our client's job costs. He/she will provide advice to the company's (domestic and international) management for cost efficiencies and improvements. The successful candidate will participate in and play a role as an integrated part of both organizations business planning teams.

Minimum requirements: 7 to 10 years of demonstrated success in progressive construction related cost accounting experience; have both tactical and strategic approach with a 'hands-on' mentality affecting timeliness, thoroughness and accuracy; personal characteristics will include professional, through, good collaborative skill and the ability to work well throughout the organization; must be a self-starter, balance and able to display a calm maturity; possess effective written and verbal communication skills and advanced Excel spreadsheet skill and a familiarity with the Access database application are preferred. A Bachelor's degree with an emphasis (major or minor) in accounting and/or finance is required. Our client prefers a local Southern California candidate only.

To learn more or to apply for this role, please contact: Moira LaMountain, Quest International LLC
(831) 384-3411 or via email at: moira-gene@worldnet.att.net www.questintl.com



2008 ASPE | National Convention Re-Cap



WHERE: Baltimore, Maryland

WHEN: July 9th – July 12th

WRITTEN BY: Dan Schottlander

This year's convention was one of the better venues that I have attended. It's always a pleasure to be associated with colleagues that are in the same profession as you are in. The Hyatt Regency Hotel was directly across the street from the harbor with many tourist attractions to choose from. Of course, that's if you had the time for site-seeing. During our stay, the convention agenda kept us fully occupied.

Over 250 people attended the convention. Our national membership is over 2,800, which is at an all time high. Next year's objective is to exceed 3,000 members, an achievable goal. The 2008 – 2009 National Board of Trustees were initiated at Friday night's dinner. As you may already know, our very own member of Chapter 3, Paulette Rutlen was installed as the National President. And Ron Svarc Chapter 3, continues to be on the National Certification Board for next year. We are very fortunate to have Paulette and Ron in our chapter. They both have a lot of working knowledge and insight on ASPE, and definitely benefit our chapter. Next time you see Paulette or Ron, please congratulate them.

On Friday, I attended an all day Chapter Workshop. Topics included; building a successful

chapter, what does a chapter treasurer do, tax status of ASPE chapters, how to become a CPE, and how to conduct an estimating academy.

In addition to the workshops and the two day estimating academy (held earlier in the week),

regional caucuses were held.

Chapter 3 is a part of the Southwest Region. Larry Hendricks the former president of Chapter 4 San Diego, is the newly elected SW Governor. Having run one of the more thriving chapters, Larry should be available to support our chapter in making us more successful for this upcoming season.

Getting together with other Chapter representatives was

a chance to learn about what works and what does not work. This fall, the regional meeting will be held in Sacramento in conjunction with the Northwest & the Southwest Regions. This will be excellent opportunity to get together with other chapters and share ideas for running the chapter, with emphasis on programs, education, membership and scholarships.

This year's convention was very enjoyable and educational. It was a chance to make new friends and to see old friends. Chapter 3 was well represented with Wil Beukman

1st VP, new member Gary Casper, Paulette Rutlen, Ron Svarc, and I in attendance. Perhaps next year you may consider coming to the ASPE Convention which is going to be held in St. Louis.



Paulette Rutlen with Past President Bob George



Current President John Stewart with Incoming President Paulette Rutlen

National Convention Re-Cap Continued...

ASPE National Convention:
Estimating Academy

WRITTEN BY: Wil Beukman

The American Society for Professional Estimators conducted the academy on the 9th and 10th of July as part of the annual convention. Two academic tracks were offered over the two days covering subjects like electrical and mechanical estimating, estimating law, escalation, estimating with electronic documents, sustainable building estimating, etc.

The presentations were of high quality and sometimes quite technical. Taking the time allowable and the diversity of the audience into account, it proved worthwhile. Yours truly attended the mechanical and electrical estimating sessions and it served well as a refresher for me. The hand outs were good and the speakers knew their subjects well.

I found the available subjects widespread and it was easy to find something within my interest. I would actually have attended more courses but as the tracks were running concurrent it was not possible – a good reason to return next year.

The venue “Hyatt Regency” proved to be very suitable: the amount of various size rooms that was available meant that the group size was well matched.

Definitely a success!



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.



Answer to Question of the Month...

The correct answer is D. 0.56 Tons

S is an American Standard Beam 12” deep by 35 LF at 31.8 lbs per foot.

So...

$$35 \times 31.8 = 1,113 \text{ lbs}/2000\text{lbs/}$$

$$\text{ton} = .556 \text{ TONS}$$

Joke of the Month

There's this cathedral that's still being worked on, and the workers have rigged a “cage elevator” inside so they can get material up and down to the upper floors. A characteristic of these “cage elevators” is that the doors (gate) must be closed manually for them to be “called” to another floor.

One day one of the workers, Peter by name, takes the elevator to the top floor, and it is subsequently needed on the first floor by the sexton. Unfortunately, Peter forgot and left the door open. After the sexton rings for the elevator a couple times, to no avail, he yells up for the worker to send the lift back down. Visitors to the cathedral were treated to this sight: The sexton of the cathedral, head tipped up, yelling up to the heavens:

“Peter! CLOSE THE GATES!!”

Membership

If you are not currently a member perhaps you may want to consider joining ASPE. For further information on becoming a member, feel free to contact our membership chair, Art Quinion. Applications for membership can be downloaded off of the National website, www.aspenational.org.

