

**ASPE  
ORANGE  
COUNTY  
CHAPTER 3**

# AMERICAN SOCIETY OF PROFESSIONAL ESTIMATORS

JANUARY, 2010

Volume 2010

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## OUR MISSION

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



## ORANGE SPEEL NEWSLETTER



[WWW.ASPENATIONAL.COM](http://WWW.ASPENATIONAL.COM) [WWW.ASPECHAPTER3.ORG](http://WWW.ASPECHAPTER3.ORG)

## PRESIDENT'S CORNER

### PRESIDENT'S MESSAGE

A New Year! A new decade!!!! If ever there was a time for New Year's resolutions, this is it! It is with hope and careful optimism that we greet this New Year. Hope and optimism that the recession will recede in the past. Hope for more construction and need for more estimators. Optimistic that the upswing is immanent and we will be ready to achieve better economic times.

This is a good time to enroll for your CPE certification if you are not yet one. The first January deadline for enrollments has been extended to January 6th.

We will kick off our dinner meeting program at our new venue, the Ayres hotel on Bristol Street, just off the 73 toll road. Come check it out!!!

We aim to have good educational and interesting speakers and topics at our dinner meetings as well as Saturday workshops over the next six months. Do not forget the golf day in August.

See you soon!

*- Wil Beukman*

### CALENDAR OF EVENTS

- January 13, 2010 - Glass and Glazing Presentation by Matt Kamper from Heinaman Contract Glazing
- February 10, 2010 - Orange County Economic Outlook by Professor Morteza Rahmatian, Ph. D, Chair, Department of Economics, California State University, Fullerton

### NEW MEMBERS

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

- Woo Chung, Jacobs Engineering
- Dan Bulosan, Jacobs Engineering



**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.

## EXTRA, EXTRA!!!

### NEW DINNER MEETING VENUE - STARTING JAN. 13, 2010!

By: Anita Beukman

As a friendly reminder, we will be meeting at our new dinner meeting venue beginning on our first dinner meeting of 2010 at the Ayres Hotel located at 325 Bristol Street in Costa Mesa. Check out the website below...

#### French Village Ambiance and a World of Elegance

Experience the charm of a French Provincial - inspired inn, the gracious European boutique style hotel at the Ayres Hotel & Suites in Costa Mesa - Newport Beach. Feel the grandeur and classic elegance of our spacious hotel lobbies, imported marble fireplace, and specially selected antiques. Take in the beauty of fresh floral bouquets, tapestries and fine oil paintings. Stroll through our cobblestone courtyard, reminiscent of a French village square with outdoor dining, beautifully landscaped gardens and a central cascading water fountain.

[www.ayreshotels.com](http://www.ayreshotels.com)

### 2010 FUNDRAISING NEEDS

By: Anita Beukman

It's the beginning of the New Year and companies already planned or are busy planning their budgets for the forthcoming 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 our scholarship this year will be our 2nd annual golf tournament scheduled for the summer on August 4, 2010. We would like to see more golfers participate as well as more sponsors.

Dear member, this is where you could make a difference – please pencil this event into your calendar and sign up for it. If you are a golfer – we would love you playing in the tournament. If you are a possible sponsor – I would love to work with you on the best solution for branding of your business during our tournament.

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 the small amount of \$250/hole. The sponsorship amount depends on the visibility you would like for your business.

Thank you in advance for your support, participation, and contributions. I am looking forward to working with you in 2010.



## 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.

## OFFICERS

**President** – Wil Beukman, MRICS, LEED® AP – Faithful + Gould, 562.314.4194, willem.beukman@fgould.com

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**Secretary** – Anita Beukman – Faithful + Gould, 562.314.4200, anita.beukman@fgould.com

**Treasurer** – Fred Saldana, CPE – O' Connor Construction Management, Inc., 949.476.2094, fsaldana@ocmi.com

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Public Relations / Marketing – Anita Beukman – anita.beukman@fgould.com

Scholarships / Mentoring – Mike Mills, CPE – michael.mills@jacobs.com

## 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 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.



**36 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.

It costs nothing to establish a Twitter account. Just go to [www.twitter.com](http://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

facebook

### 11 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: January 13, 2010

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

6:30 p.m. - Program & Dinner

Location: Ayres Hotel

325 Bristol St.

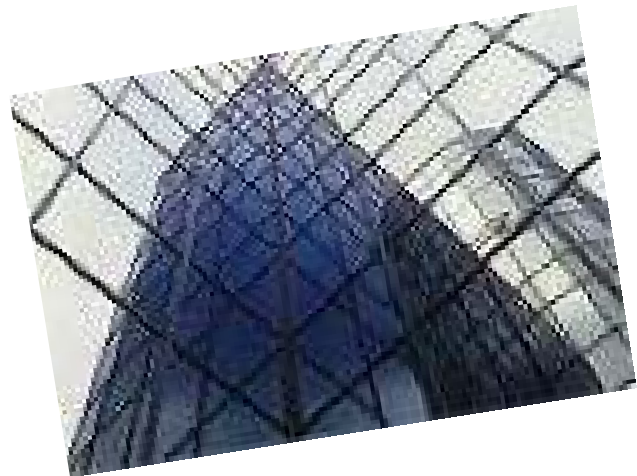
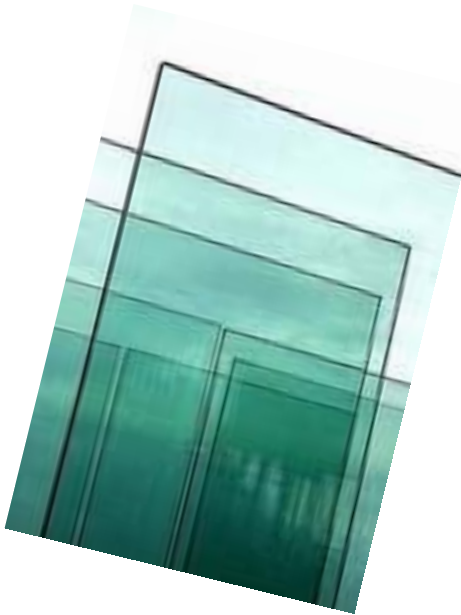
Costa Mesa, CA 92626



## TOPIC

### GLASS & GLAZING

*Join us as we learn from our key speaker as he educates and illuminates key factors in affecting estimates for*



**PRESENTED BY  
MATT HEINAMAN**

**HEINAMAN CONTRACT GLAZING**

For over 20 years, Heinaman Contract Glazing has been a premier architectural aluminum glazing firm dedicated to excellent service, quality products and innovative technology. **Heinaman Contract Glazing** designs, engineers, and installs curtain walls, glass, panels, aluminum, and specialty systems for office buildings, hotels, institutions, tenant improvements and retro-fitted projects. They serve a variety of clients including general contractors, construction managers, building owners, and developers for private and public works projects in Southern California, Nevada, Hawaii, and The United Arab Emirates.

For more information on our presenter, Matt Heinaman, please see our *Member Spotlight* section.

## DECEMBER CERTIFICATION WORKSHOP RECAP

By: Art Quinion

The Certification Workshop was once again a success. There were five persons in attendance and of those five, two have already signed up to enter the Certification process. The presentation concentrated on what to expect from the certification process, reviewing the Technical Paper and the four and eight hour exams and answered questions that the attendees had regarding the Certification process. Chapter 3 offers this workshop typically twice a year. Please watch the upcoming newsletters for future Certification Workshops.

## DECEMBER NEWPORT BOAT PARADE RECAP

By: Danielle Leyva

Instead of having a formal sit down dinner meeting for December our chapter decided to have a social gathering instead. We attended the Newport Boat Parade on Friday, December 18<sup>th</sup> from 7:45 - 9:15 PM. Friends and family members were all invited. We boarded the Catalina Flyer at the Balboa Pavilion Restaurant and joined in on the festivities that engulfed the Newport harbor. The boats out on the water were very impressive with their decorations as well as the houses that sit on the water. We will be sure to make this an annual event from here on out for the Orange County chapter. We hope you can join in on the fun next year!



## MEMBER SPOTLIGHT

**MATT KAMPER**

**HEINAMAN CONTRACT GLAZING**

**PRE-CONSTRUCTION ESTIMATOR**

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?

**MK:** My recent involvement with the ASPE started in August 2009.

**DL:** Can you tell us about your background in the Glass and Glazing industry?

**MK:** I graduated from the Glass Management Institute, and am a Certified Glazing Specialist through the National Glass Association. I am active in the USGBC community and will be testing for the GA accreditation this month, with aspirations to be a LEED AP. My education is with the University of Arizona with a Master's of Science in Environmental Science.

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

**MK:** I currently work for Heinaman Contract Glazing. My work there includes pre-construction / sales and project cost estimating for our Southern California office. I have been with Heinaman since June 2007.

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

**MK:** Yes, since joining ASPE in August 2009, I have set a future goal of earning my CPE title.

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

**MK:** I believe that it is necessary and essential to have a standard for cost estimating practices and procedures. The CPE title bears with it a level of expertise and excellence for our client(s) that ensures the quality and sustainability of our industry.

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

**MK:** The more complex the project, the more I enjoy it. I am currently bidding pretty much everything, from small tenant improvement projects to those where the glazing scope is upwards of \$20,000,000.

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

**MK:** Cooking/BBQ, Skiing, Tennis, Golf, Running, Hiking, Reading, Teaching.

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



# TECHNICAL ARTICLE & PROBLEM OF THE MONTH

## TECHNICAL ARTICLE

### CALCULATING BASICS OF WATER TO CEMENT RATIOS

By: Ron Svarc

Contrary to popular belief, concrete and cement are not the same thing; cement is actually just a component of concrete. Concrete is made up of three basic components: water, aggregate (rock, sand, or gravel) and Portland cement. Cement, usually in powder form, acts as a binding agent when mixed with water and aggregates. This combination, or concrete mix, will be poured and harden into the durable material with which we are all familiar. There are three basic ingredients in the concrete mix:

1. Portland Cement
2. Aggregates (rock and sand)

Water

**Portland Cement** - The cement and water form a paste that coats the aggregate and sand in the mix. The paste hardens and binds the aggregates and sand together. **Aggregates** - Sand is the fine aggregate. Gravel or crushed stone is the coarse aggregate in most mixes. **Water** - Water is needed to chemically react with the cement (hydration) and to provide workability with the concrete. The amount of water in the mix in pounds compared with the amount of cement is called the water/cement ratio. We need to remember; the lower the water/cement ratio, the stronger the concrete. (higher strength, less permeability)

A low water to cement ratio is the number one issue effecting concrete quality. Low water cement ratio impacts all of the desired properties of concrete. In areas that have to deal with freezing temperatures, it is necessary to use a maximum .50 water to cement ratio when concrete is exposed to freezing and thawing in a moist condition or to de-icing chemicals. Water permeability increases exponentially when concrete has a water cement ratio greater than .50. Durability increases as the less permeable the concrete mix is.

On the other side of the coin, strength of concrete improves with lower water cement ratios. A .45 water cement ratio most likely will hit 4500 psi (pounds per square inch) or greater. A .50 water cement ratio will likely reach 4000 psi or greater.

The water to cement ratio is calculated by dividing the water in one cubic yard of the mix (in pounds) by the cement in the mix (in pounds). So if one cubic yard of the mix has 235 pounds of water and 470 pounds of cement- the mix is a .50 water to cement ratio. If the mix lists the water in gallons, multiply the gallons by 8.33 to find how many pounds there are in the mix.

## PROBLEM OF THE MONTH

26 yards of concrete are to be poured for footings for a building in Chicago on Tuesday, February 25<sup>th</sup>.

How many gallons of water will be required to provide a water/concrete ratio of 40% if the mix contains 6.11 tons of cement?

- A) 487
- B) 587
- C) 4,888
- D) 1,149

Answer:

$6.11 \text{ tons} \times 2,000 = 12,220 \text{ lbs of cement} \times .40 = 4,888 \text{ lbs of water} / 8.33 = \underline{587 \text{ gallons}}$ —the answer is B.



# ASPE ORANGE COUNTY CHAPTER 3

## ADVERTISING OPPORTUNITIES

Business Card	Per Issue	\$25.00	If you would like to advertise with us, contact Danielle Leyva at <a href="mailto:dleyva@mack5.com">dleyva@mack5.com</a> 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](http://www.aspenational.org), or on our local website, [www.aspechapter3.org](http://www.aspechapter3.org). For more information, contact Ron Svarc at [kickerron@cox.net](mailto: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](mailto:dleyva@mack5.com)

## 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](mailto: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.

*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!**