



# St. Louis Metro A.S.P.E. Chapter 19

## *The Gateway Estimator*

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2011-2012

### **Officers and Board**

#### **Board Meetings**

Usually the first Monday of the month at noon.  
Check the website for time and place.

#### **Officers & Directors**

Paul Hanson, McCarthy- President  
Brett Streb, Paric Corporation - 1st V.P.  
Bob McCann, Hallmark Stone - 2nd V.P.  
Jim Stukenberg, GRS Construction Co. - Treasurer  
Andy Riva, Paric Corporation - Secretary  
Ron Covarubius, Alberici Constructors  
Bob Partl, Jarrell Contracting  
Fred Waldrop, Murphy Company  
Dan Davenport, Special Projects Chair  
Brad Davis, Musick Construction- Past President  
Jerry Dorhauer, Kaiser Electric  
Kyle Hoefel, Bazan Painting  
Bill Layman, Habco Partnership, Inc.  
Phillip Ferrar, Waterhout Construction

#### **Committee Chairs**

##### **Membership**

Brad Davis 314-781-7005

##### **Education**

Ron Covarrubias rcovarrubias@alberici.com

##### **Scholarship**

Bob Partl 314-291-0100 x157

##### **Awards**

Jerry Dorhauer jdorhauer@kaiserelec.com

##### **Newsletter**

Mindy Funk mindyfunk@stlouis-aspe.org

##### **Programs**

Brett Streb fbstreb@paric.com

##### **Certification**

Fred Waldrop 314-997-6600

#### **Important Numbers**

##### **President**

Paul Hanson 314-919-2360  
PHanson@McCarthy.com

##### **Executive Director**

Mindy Funk 314-596-7695  
mindyfunk@stlouis-aspe.org

## ***From the President***



### **Here is what we've been up to.**

The national convention was in Nashville this year from July 13th to July 16th. Brett Streb, Bob McCann, Paul Hanson, and Dan Davenport represented chapter 19 at the convention.

In September we had a Meet and Greet at the Hacienda. We had 19 attendees and possibly 2 new members from this event. Thanks to Brett Streb for putting this together.

Our October meeting featured Chris Rausch who discussed Lien Law with us. This was a very informative meeting. Chris has agreed to come back and talk to us again. We are planning a longer meeting for the next time. More as it develops. Thanks to Jerry Dorhauer for putting this together.

The Regional Meeting was in Schaumburg, IL on October 15th. Paul Hanson represented our chapter. Our chapter was in pretty good shape considering the economy. The afternoon presentation was on BIM. This was an interesting presentation.

On November 15th Brett Streb went to SIUE to give a presentation to a senior estimating class on ASPE. He offered membership information for the students and scholarship information also. Hopefully we will acquire some new student members from this event.

### **Here's what's coming up: (subject to change)**

We will be having another sporting clays outing in the spring. Bob McCann will be heading up this effort. Thanks Bob for all your hard work.

## ***From the President***

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Our December holiday party is still in the works.

Our January meeting topic is Seismic Requirements

Our February meeting will feature Corey Sanders who will discuss BIM with us

The March Meeting will feature James Benham discussing Social Media. This will be a joint meeting with AACE and NAIWIC.

April will feature the Satellite Company discussing the cost of temporary offices and modular buildings

May will be our standard election, awards and Ethics meeting.

Remember, this is YOUR society. Let me know what you would like to see or get out of the society and I will try to make it happen.

Here is my contact information:

Paul Hanson

phanson@mccarthy.com

O: 314 919 2360

C: 314 660 6838

Call or e-mail me any time.

Thanks, and let's make this a great year for chapter 19!!

## Meet A New ASPE Board Member

# Philip Ferrar

My name is Philip Ferrar and I'm just the estimator with St. Louis carpentry contractor Waterhout Construction who I've worked for since 2005. I graduated from Auburn University in 1998 with a degree in History and promptly moved to California to work as a project coordinator with V&M Restoration and then ISEC. I came to St. Louis for (her) family reasons in 2002 and am very happy to be here. I spend most of my time now bidding carpentry labor projects and the occasional "general works" bid packages, working on my house, and chasing the children. Of course I also enjoy the wonderful diversity offered by St. Louis' weather.



# Construction Estimating is the Heart of Every Contractors Business!

Are you one of the thousands of contractors suffering the “construction estimating blues”?  
Are you living from job to job and, too frequently, paying bills from the last job with money from the current job?

If you're like many contractors, maybe even a majority of contractors, your construction estimating is letting you down because you're “guesstimating”, your not estimating! What do I mean by that?

## Construction Guesstimating Vs Construction Estimating

Let's say you go out to a job and there's a 10 foot wall that needs to be framed and drywalled. You look at the wall and figure that will take about a day to do. You go out to another job and there's a 15 foot wall that needs to be framed and drywalled. You look at the wall and figure that it will take about a day to finish it. Guess what, you're **guesstimating!**

If you really want to make money consistently on each and every one of your jobs you need to estimate your construction jobs, not guesstimate them. Accurate construction estimating is crucial to your long term financial health.

Let me tell you how construction estimating should be done if you want to make money. Everything you do needs to be measurable for labor, materials and equipment. How do you do that?

Using our wall as an example, we need to find out how long (and how much material) it takes for 1 foot of the wall. Let's say you know from experience it takes an hour per linear foot to frame and drywall a 2X4 interior wall. So, for the 10 foot wall, you need to bid 10 hours, for the 15 foot wall you need to bid 15 hours. When you're guesstimating, which way too many contractors do, you're frequently either leaving money on the table or over bidding and not getting the job. Most of the time money is left on the table because you're eager to get the job.

Construction estimating is not a perfect science, but it beats the heck out of guesstimating. You may be asking yourself **“how do I really know that I'm using the right standards for my estimating?”** How do I know for sure that it takes me an hour per linear foot of wall?

## Estimating and Job Cost – the Secret to Making Money

In order to be confident in estimating, you need to measure your results. That's the only way to be sure that your estimating correctly is to measure your results. In the 10 foot wall example above, let's say it only took 8 hours to build the wall. You probably would modify your time for future estimates from 1 hour per linear foot to 8 tenths of an hour per linear foot.

That's how you make money consistently from job to job to job. Do everything in measurable units, measure the results and adjust your estimating for future projects.



# ASPE Certification Program

The American Society of Professional Estimators (ASPE) offers a certification program for qualified applicants.

Applicant must have at least five (5) years of estimating work experience to be accepted into the program. Workshop application forms must be completed and sent to either the ASPE Chapter Certification Chair, Fred Waldrop, at Murphy Company, 1233 North Price Road, St. Louis, MO 63132, or a regional member of the National Certification Board by October 1st each year. Certification workshops are held each year at the chapter level during November and early December.

## **Fees for the ASPE Certification Program are as follows:**

ASPE Member - \$350.00 Total

There are three (3) cycles – standard, accelerated and convention.

1. Standard - starts Oct. 1, 1st year and ends Dec. 30 the following year.
2. Accelerated - starts Oct. 1 1st year and ends Aug. 15 the next year.
3. Convention - starts Oct. 1 1st year and ends July 15 the next year.

## **To obtain a Workshop Application Form go to:**

<http://www.aspenational.com/form-certworkshop-member.pdf>

## **For information on Certification contact Chapter 19 Certification Chairman:**

Fred Waldrop, FCPE  
Senior Project Manager  
Murphy Company  
1233 North Price Road  
St. Louis, MO 63122  
Office phone: 314-692-1646.  
E-Mail: [fwaldrop@murphy-stl.com](mailto:fwaldrop@murphy-stl.com)

# Attention Members:

## Keep ASPE Informed

If you (or your company) have information of interest to your estimating peers, please send it to Chapter 19. Jobs acquired, completed, promotions, awards, etc!

Send your information to Mindy Funk at [mindyfunk@stlouis-aspe.org](mailto:mindyfunk@stlouis-aspe.org) to be included in the next Gateway Estimator.



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# ASPE MEMBER COMPANIES

*Air Masters Corp.*

*Alberici Constructors Inc.*

*Architectural Systems, Inc.*

*Bangert Computer Systems*

*Bazan Painting Company*

*C & R Mechanical Co.*

*CRB Builders*

*CE Jarrell Mechanical Contractors*

*Clayco Construction Co.*

*CONEXCO Group*

*CRB Builders*

*Everest Estimating Services*

*Golterman & Sabo, Inc.*

*GRS Construction*

*Habco Partnership, Inc.*

*Hallmark Stone*

*Henges Interiors*

*HGG, Ltd, Inc.*

*HOK Construction Services*

*J.E. Foster Building Company*

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*Jim Taylor, Inc.*

*Joseph Ward Painting Co.*

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*Musick Construction Company*

*Paric Corporation*

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*Rebar Specialist, Inc.*

*S. M. Wilson Co.*

*St. Louis Zoo*

*Tarlton Corporation*

*The Dworkin Company*

*The Korte Company*

*Trainor Glass Company*

*Universe Corporation*

*Volk Construction Company*

*Wachter, Inc.*

*Waterhout Construction*

*West Contracting*

*Wiegmann Associates, Inc.*

# Industry-Related Web Sites

National ASPE  
[www.aspenational.org](http://www.aspenational.org)

National ASPE Education Board  
[www.aspeeducation.com](http://www.aspeeducation.com)

Association for Advancement of Cost Engineering, St. Louis Section  
(AACE)  
<http://web.networkusa.net/aacestl>

American National Standards Institute  
(ANSI)  
[www.ansi.org](http://www.ansi.org)

American Society of Civil Engineers  
(ASCE)  
[www.asce.org](http://www.asce.org)

Association of General Contractors of St. Louis  
(AGC) [www.agcstl.org](http://www.agcstl.org)

ASA Midwest  
[www.asamidwest.com](http://www.asamidwest.com)

Greater St. Louis Chapter of the Construction Specifications Institute  
(CSI)  
[www.stlcsi.org](http://www.stlcsi.org)

National Association of Women in Construction  
(NAWIC)  
[www.nawicstl.org](http://www.nawicstl.org)

Engineers' Club of St. Louis  
[www.engineersclub.net/](http://www.engineersclub.net/)

## Related Local News

### **NAWIC News**

NAWIC Chapter 38 hosts a business meeting every third Thursday of the month. To register please contact Dana Horstmeier at [danah@championprecast.com](mailto:danah@championprecast.com).

For additional information visit their web site at <http://www.geocities.com/~nawic>. To learn about the National Association of Women in Construction visit [www.nawic.org](http://www.nawic.org).

### **St. Louis AGC Events**

2nd Friday of each month at 7:30 AM at the AGC Office  
6330 Knox Industrial Drive, Ste 200  
St. Louis, MO 63139

For chapter meeting details visit [www.agcstl.org](http://www.agcstl.org).

### **ASA-Midwest Council**

For details and a reservation forms, contact Reba Gillick at [reba@asamidwest.com](mailto:reba@asamidwest.com) or 314-214-1664. Visit [www.ASAMidwest.com](http://www.ASAMidwest.com).

### **AACE News & Events**

The Association for the Advancement of Cost Engineering invites ASPE members to attend their meetings. Please e-mail David Motherwell, CCE at [david@ameren.com](mailto:david@ameren.com) for details.

### **Engineers' Club of St. Louis**

To join their mailing list, get event info or just browse their site go to: <http://www.engineersclub.net/>