



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

The Gateway Estimator

Volume 7 Issue 3

www.stlouis-aspe.org

August 2005

St. Louis Metro Chapter 19 Officers & Board 2005-2006

Board Meetings

First Tuesday of the month at 5:30 p.m.

Officers & Directors

Kevin Wiwczaroski, G.H. Voss - President
Dan Davenport, McCarthy - 1st V.P.
Bob Farrell, Guarantee Interiors - 2nd V.P.
Ron Aubuchon, C&R Mechanical- Secretary
Jim Stukenberg, Legacy Bldg. Group- Treasurer
David Briegleb, H & G Sales
Elmer Rhodes, Commerical Document Solutions
Robert Schubert, K & S Associates, Inc.
Mark Uthe, Biddata LLC
Fred Waldrop, Murphy Company
Bob Partl, C&R Mech. - Past President

Committee Chairs

Membership

David Briegleb 314-432-8188 x.331
Mark Uthe 314-434-0444

Education

Dan Davenport 314-968-3300

Scholarship

Bob Partl 314-739-1800

Awards

Cyndi Walker 314-781-1422
Kevin Wiwczaroski 314-291-9933

Newsletter

Debbie Murphy 314-368-7198

Certification

Fred Waldrop 314-997-6600

Important Numbers

President

Kevin Wiwczaroski 314-291-9933
kevin@ghvoss.com

Executive Director

Debbie Murphy 314-368-7198
estimating@stlouis-aspe.org

From The President



Greetings fellow estimators. First let me say that I am honored and consider it a privilege to serve this chapter and board as chapter president this year. I would also like to take a moment to thank our past president, Bob Partl, for the excellent job he did the last two years leading our chapter. Additional kudos is in order for those past officers, board members and committee members who have served so diligently with Bob and worked hard to help make this chapter strong. We welcome several new board members this year and I am excited to be working with them. They are truly a new resource for ideas and have already shown that they are up to the challenge to continue our strong program, promote new ideas and make this the best chapter ever. Take a moment at our kickoff meeting in September to meet them and give them your support. Even better, offer to assist on one of the committees that they chair and get more involved.

It's that time of year again to consider marking your calendars for the upcoming ASPE meetings. The new board has been seated since May and has been working diligently to provide a program for the upcoming months that will be both interesting and diverse. I believe you will find our guest speakers extremely informative and their messages timely and beneficial to our industry here in St. Louis. Check out the topics and guest speakers for the months of September and October within this newsletter.

We will be trying some new things this year, hopefully to the liking of the membership, that we have been considering for the past several months. I would genuinely appreciate your feedback on this idea in particular: We are proposing to continue to hold meetings throughout the upcoming summer of 2006. We are considering activities along the lines of a BBQ for the membership, An ASPE night at the ballpark to watch a Cardinals game, another evening at Fairmount Park for ASPE members only and possibly some other social activities to provide a

From The President - Continued on Next Page

From The President

Continued from Page 1

little continuity for the chapter throughout the year. Please take a minute to let me know your thoughts on this idea, as a good bit of planning will take place to make this a success. Naturally a little bit of time scheduling by our members will also add to making this a successful endeavor.

AND NOW THE BIGGY! We will be giving away \$500.00, by random drawing, to one lucky Chapter 19 member next May at our installation and scholarship meeting. Here is how you can participate to qualify to be a BIG winner. To be eligible to win you will be required to:

1. You must be a member of ASPE Chapter 19 with current year's dues paid.
2. You must pre-register for and attend at least three of the seven monthly meetings, from September 2005 through April of 2006.
3. You must be pre-registered for, and attend the May 2006 meeting to win and accept the cash prize. *The May meeting does not count as one of the 3 meetings in # 2 above.*
4. For every meeting that you pre-register for and that you attend, you will receive one entry into the drawing to be held at the May 2006 meeting. *The more meetings that you attend, the more chances you have to win.*
5. The president will hold all entries until the evening of the drawing.
6. One (1) additional entry into the drawing may be earned for each two new members that you recruit and ultimately join the chapter with dues paid in this current year of membership.
7. One additional entry into the drawing may be earned after bringing five 5 pre-registered and paid guests to the various meetings. *Guests must be pre-registered for the meetings.*
8. Here's the best part...IT'S FREE! It just takes a little of your time!

Good Luck to everyone! Hope to see each and every member often this year.

We have also arranged to hold our meetings at various locations around the city this year. We will be meeting at the following locations this year: Hodack's in south city, Maggie O'Brien's downtown and Soulard's Restaurant down in the Soulard Market area. We'll be advertising time and location in upcoming newsletters so make sure you read them regularly and mark your calendars accordingly.

A reminder that membership renewal is due now and the national office needs your renewal form by August 31st to get you into the 50th anniversary directory edition. Get your name and the company's name in this edition so that your participation and support is advertised nation wide! That's worth the cost of your membership just for the advertising alone!

I was extremely pleased to attend the national convention and represent your voice to the national board of trustees this past July. I was very impressed with the new direction of the national board and the genuine efforts to make ASPE a leader in the many fields of the construction industry. As with most organizations we are seeing change in our organization. This is not just change for change sake but change to stay ahead of the industry to promote our professionalism, educational opportunities in professional development and growth in fellowship and leadership.

In closing, I would challenge every one of you to make as many meetings as you can if not every meeting for the benefit of the chapter and your personal experience. Network, chat and make new friends and enjoy the casual setting of dinner and fellowship. Bring new, young estimators from your company or invite an estimator that may have expressed interest in the past or is looking to find new contacts in the industry. The benefits are great and the experience is priceless. Good luck in the upcoming year and welcome back!

Kevin Wiwczarowski
President 2005-2006

Attend Three ASPE Chapter 19 Meetings To Be Entered In \$500 Random Drawing!

All ASPE Chapter 19 members with current year's dues paid are eligible to enter a \$500 random drawing. To be entered members must pre-register for and attend a minimum of three (out of seven) Chapter 19 monthly meetings from September 2005 to April 2006. In addition, you must be pre-registered for and attend the May 2006 meeting to win and accept the cash prize. (The May meeting does not count as one of the three meetings.)

For every meeting that a member pre-registers for and attends, the member will receive one entry into the drawing. Attending more meetings increases your chances to win. A member will receive one additional drawing entry for each two new members that are recruited, join the chapter and pay dues in this year of membership. A member will receive an additional entry for bringing five pre-registered and paid guests to ASPE meetings.



3rd Annual American Society of Professional Estimators Chapter 19 Golf Tournament

Friday, August 26



Four Man Scramble with a 1:00 Shotgun Start

Bear Creek Golf Club - 158 Bear Creek Drive Wentzville, MO 63385

Tournament Registration

Single Player, Team and Gold Sponsor includes 18 holes of Golf with a Cart, Lunch, Dinner, Beverages, and Practice Green & Attendance Prize

- \$150.00 Single Player**
- \$600.00 Team (Foursome)**
- \$700.00 Gold Sponsor/Team** (includes Foursome, Golf Cart, Hole Sponsorship, and Sponsor Sign Recognition at Dinner)
- \$25.00 Dinner Only** (includes Dinner, Beverages and Attendance Prize)
- \$150.00 Silver Sponsor/Hole Sponsorship** (includes Hole Sponsorship Sign and Sponsor Sign Recognition at Dinner)
- Cash/Inkind Prize Bronze Sponsor** (includes Sign Recognition at Dinner)



Tournament limited to the first 144 Golfers. Contact Ron Aubuchon at 314-739-1800 x.131, or at raubuchon@crductfab.com to sign up. Space is still available!

Make checks payable to A.S.P.E. Chapter 19 and mail to

Ron Aubuchon, C & R Mechanical, 12825 Pennridge Dr., Bridgeton, MO 63044.

ASPE's Newest "Fellow"

By Cyndi Walker

What kind of a fellow is Frank Kutilek? He is an ASPE Fellow. Frank was awarded this highest membership title our organization has at this year's ASPE Annual Convention. He was also awarded the National Estimator of the Year Award - just the kind of "Fellow" we should all be proud to know and have working in our industry.



and the National ASPE "Estimator" publications and has been a speaker at Chapter Seminars and the National Estimating Academy on numerous occasions. Frank has been an ASPE Certified Professional Estimator (CPE) since 1977 and is also a LEED accredited professional. Frank has also been active in the local CSI Chapter, AGC of St. Louis and the Engineers Club of St. Louis and has been a judge for the NAWIC "Block Kids Program" for many years.


Even after having known Frank for many years, while assembling the submittal nominating him for Fellow status and the Estimator of the Year Award, I was impressed by all that Frank has done for the construction industry, our organization and his community.

Frank was a founding member of our Chapter in 1976. He served as Chapter Vice-President and Secretary for two years each and as a Director on several occasions. He served as Chairman of the National Standards Board from 1997 - 2002 and as National 2nd and 1st Vice-President. He is a member of the Human Resource Standing Committee and contributed to the ASPE Personnel Policies and Procedures Manual. Frank has had technical articles published in both our Chapter newsletter

In addition to his contributions to construction related organizations, Frank has served on Jefferson County's Public Water Supply Board, Jefferson County's Economic Development Corporation, the City of Arnold's Planning Commission, Rock Township's Ambulance District and Rock Community Fire Protection District as a volunteer Fireman and Training Officer. He has held various offices for the Society of St. Vincent DePaul and Immaculate Conception Church in Arnold, MO.

Frank is very deserving of the status of Fellow and Estimator of the Year and our Chapter should be very proud to have such a member in our midst.

A.S.P.E. Chapter 19 The Gateway Estimator Sponsors




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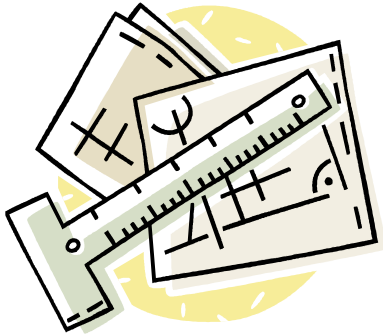
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If you would like to advertise your business in our newsletter for one year, please send two business cards & a check made out to A.S.P.E for \$50. Mail to:

**Jim Stukenberg,
 Legacy Building Group
 1530 South Second St., Suite 100
 St. Louis, MO 63104**

Meeting of the American Society of Professional Estimators (A.S.P.E.) St. Louis Metro Chapter #19



Smart Schools

Presented by
Thomas Brooks-Pilling

Thursday, September 22, 2005

Maggie O'Briens

Across from Union Station
2000 Market Street, St. Louis, Missouri

Social Hour & Dinner

Social Hour - 5:30 pm Dinner - 6:30 pm
Members: \$30 Guests: \$35

Reservation Deadline: Friday, September 15, 2005 at 4:00 pm
FAX Registration Form to Cyndi Walker at 314-781-3836

PLUS!!! Gotta Be There to Win Attendance Prize
for members & 50/50 drawing

MONTHLY MEETING RESERVATION FORM

ASPE: RSVP by faxing response. Complete and send entire sheet to: **Cyndi Walker: FAX 314-781-3836.**
Bring cash or a check, *made payable* to **ASPE**, to the meeting. "No Shows" will be billed.

Non-Members: Send registration form with check, *made payable* to **ASPE**, to **Cyndi Walker** at Golterman & Sabo, 3555 Scarlet Oak Blvd., St. Louis, MO 63122.



Name _____
Email _____
Company _____ FAX _____
I'm bringing a Guest! (Name) _____
Company _____ FAX _____

American Society of Professional Estimators

A.S.P.E.: Dedicated to the promotion of the profession and benefit of the construction industry.

American Society of Professional Estimators (ASPE) asks: To be or not to be a C.P.E.?

ASPE Certification is the highest form of professional recognition an individual estimator can receive and is being sought by more construction estimators every year. Through its Certification Program, the Society recognizes the estimating proficiency and ethical awareness of the Certified Professional Estimator (CPE).

Professional evaluation through Certification is one of the many ways the American Society of Professional Estimators endeavors to promote the profession and benefit the construction industry. ASPE Certification may be defined as an educational process. The process is simply a series of steps, as you complete one step you'll move on to the next. Listed below are the primary steps to be followed:

1. Workshop registration
2. Certification Workshop
3. Program Application
4. Prepare and Submit Technical Paper
5. General Estimating Knowledge Exam
6. Discipline Specific Exam

These steps are further explained in detail as part of the Certification Program Guide each candidate will receive and use through the process.

Today each estimator seeking certification must meet certain requirements before being permitted to enter the program. Candidates must have five (5) years construction estimating experience in the specific discipline for which they seek certification.

The program is challenging, educational and rewarding providing a sense of accomplishment in the recognition as a CPE. Depending upon the choice of anyone of three time cycles the program can be completed from a minimum of about 12 to a maximum of 18 months. Anyone considering Certification or with specific questions can contact the chapter's Certification Chairman. Enrollment for this program should begin as soon as possible and will end in October, 2006 for the next Certification Cycle.

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.

Meet a Board Member: David Briegleb

Dave is the Estimating Manager for H&G Sales. Dave is 36 years old and is happily married to a wonderful gal (he says with an unmistakably honest smile) named Christine for 12 years. They have two fantastic children, Stefani and Brian, and a beautiful 1 year old grandchild named Ella Rose whom they adore.

Dave grew up in North County and graduated McCluer High School in 1986. He then attended

and graduated from St. Louis Tech. Dave landed a job at H&G where he has been a dedicated employee and worked his way through the ranks to management. He enjoys the challenge of the job and has done well in his career.

Dave has most recently accomplished a milestone in his career of attaining his Architectural Hardware Consultant (AHC) certification and title that is highly respected in the industry. Congratulations Dave!

Dave is also on the Door and Hardware Institute Board and is the local liaison to the Institute in planning and working on the Institutes conference here in St. Louis this year to be held September 15th through the 18th.

As everyone knows, H&G is a provider of hollow metal frames, doors and architectural hardware



David Briegleb of H & G Sales

to contractors here in St. Louis and abroad. Under Dave's careful guidance, thousands of estimates are prepared and delivered in a timely fashion throughout the course of a year. Dave has worked at H&G sales since 1993.

Dave's also a self proclaimed sports addict. You find that out pretty quickly while talking to him in a casual setting. He knows teams, players and stats and can talk about all of them

with amazing accuracy. If you want to talk serious sports, talk with Dave. He enjoys landscaping and yardwork as a hobby and release from the everyday grind. It provides him with relaxation and time to think about the good things in his life.

Dave is also a new ASPE Chapter 19 board member. He's a gentleman and will be most beneficial to our local organization in the years to come. Please take a moment to stop and chat with Dave at the next meeting. Tell him thanks for stepping up and giving so generously of his time to make the Chapter a better place for all of us.

Give him a call at H&G Sales for your next door, frame and hardware project and invite him to bid.

Chapter 19 Meeting Prepay Option

Chapter #19 is now offering all ASPE members an option to prepay for all eight 2005/2006 monthly meeting dinners for \$240.00 (\$30.00 per night).

Some members have requested this option as a way to cut down on the number of times they must submit for re-imbursement from their employers. Your employers may like this option, also, as it will cut down on the number of checks written.

This option is available only to ASPE members in good standing. If you have not paid your renewal dues, please get them

up to date. If you have not joined ASPE yet and would like to take advantage of this payment option by joining our organization, call Dave Briegleb at 314-432-8188 x. 331 or Mark Uthe at 314-434-0444 with your name, company address, phone number and e-mail address or fax number to receive a membership application.

If you are current in your membership and wish to prepay for this year's meetings, fill out the form below and mail with your check (made out to ASPE) to: ASPE c/o Legacy Building Group, Attn: Jim Stukenberg, 530 S. 2nd St., #100, St. Louis, MO 63104.



2005/2006 Meeting Prepayment

Enclosed please find my payment of \$240.00 for payment of all eight ASPE meetings offered this year.

Name: _____

Company: _____

E-Mail Address: _____

Please check here if you would also like for this form to register you automatically for attendance at all the monthly meetings - no need to make reservations for each meeting.

Yes, I will attend all eight meetings. Please reserve my place. _____

Attention: Keep ASPE Informed

If you (or your company) have information of interest to your peers, please send it to Chapter 19. Jobs acquired, completed, promotions, awards, etc! Send the information to Debbie Murphy at estimating@stlouis-aspe.org with Newsletter in the Subject line.

Tolerance Compatibility Issues and Estimating

By Daniel R. Davenport CPE

In the January 2005 issue of Concrete International, Bruce Suprenant, FACI presents an excellent and informative article entitled "Tolerance Compatibility Checklist." In the article the author addresses many tolerance issues that are encountered in construction. These incompatibility problems typically increase costs and negatively impact the construction schedule. Some tolerance items might be the location or alignment of embedment plates, floor flatness, or the vertical or horizontal alignment of structural steel or concrete. As part of an effort to address this issue the American Society of Concrete Contractors (ASCC) held a meeting in conjunction with the American Concrete Institute on February 17-18 in St. Louis. You can find more information by calling ASCC at (314) 962-0210 or go on-line at www.asconline.org.

So you may be asking "how does this effect me as an estimator?" There are a number of ways. We all are aware that the typical construction documents created today are a far cry from those issued years ago. There is limited coordination performed by the design team and the documents are sadly lacking in details. In order to accommodate this lack of details the designers will often reference codes or standards to be adhered to by the contractors and manufacturers. Often the requirements of the different codes and standards will not match or conform to one another. Which one will take precedence? Which one should we use? These questions must be addressed by the architects and engineers who are licensed to produce the construction documents.

However, the designers often do not know the correct answer and will therefore attempt to place the burden on the contractors who have the experience and knowledge. In order to

address this issue in a hard bid situation the estimator/contractor must submit questions in writing to the architect within a set period of time. The intent is that the questions will be answered in an addendum issued to all bidders. Often the questions are not answered or the answer does not make sense. The estimator is then faced with a dilemma of which subcontractor, system or material to use. If we choose the more expensive solution we risk being non-competitive. If we choose the less expensive approach we place ourselves at risk if that method is not approved for construction.

In a negotiated situation the estimator has more options and a better chance to influence the outcome in a positive manner. If the estimator is involved in the pre-construction process there should be time allotted for document review. A thorough document review by a knowledgeable team should usually be able to decipher any inconsistencies or missing information. The timing for this process is critical because if it is performed too early there is not enough information to review. If it is done too late then the designers will be reluctant to change their drawings or specifications.

Bruce Suprenant suggests four guidelines to follow when there are tolerance compatibility issues involving different scopes of work: "1. Modify the tolerance that will solve the problems at the lowest cost, 2. Modify connection details to accommodate the different tolerances, 3. Modify the tolerance that has the smallest impact on the schedule, or 4. Modify tolerances that least affect the finished product provided to the owner." No matter what guideline is followed, the estimator must take a lead role early in this process in order to propel the project toward a successful conclusion.

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Informative Web Sites

St. Louis Chapter 19 ASPE

www.stlouis-aspe.org

National ASPE

www.aspenational.org

National ASPE Education Board

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

American Society of Civil Engineers (ASCE)

www.asce.org

Ass. General Contractors of St. Louis (AGC)

www.agcstl.org

ASA Midwest

www.asamidwest.com

**Greater St. Louis Chapter of the
Construction Specifications Institute (CSI)**

www.stlcsi.org

**National Association of Women in
Construction (NAWIC) - www.nawic.org**

ASPE Member Companies

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Alberici Constructors Inc.
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Bangert Computer Systems
Biddata, L.L.C.
C & R Mechanical Co.
C & R Duct Fabrication
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The Stovey Co.
Volk Construction Company

Related Local News

NAWIC News

You won't want to miss NAWIC Chapter 38 Installation at the Savoy Banquet Center in downtown Ferguson, MO this year! This small theatre, opened in 1936, has been renovated into a beautiful banquet hall, which has recently added the 15 ft chandelier from Henry VIII. Contact: Sharon Winterberg, 314-335-4682 Email: s.winterberg@sbcglobal.net.

St. Louis AGC Events

AGC's Young Constructors Happy Hour on Wednesday, September 14, 2005 will take place at 5 p.m. at Schneithorst's at the corner of Clayton & Lindbergh. On October 12, the Young Constructors Happy Hour take place at 5:00 p.m. at Growlers' Pub at 3811 S. Lindbergh. For additional information visit www.agcstl.org.

ASA-Midwest Council

The ASA-Midwest Council invites our members to attend their meetings. For details contact Reba Gillick at ed@asamidwest.com or 314-214-1664. ASA 18th Annual Golf Tournament, Dinner and Auction will take place on Tuesday, October 11, 2005 at Norwood Hills Country Club. Spots are \$245.00 per player (including golf, lunch, dinner, open refreshments, and auction). If don't want to golf the cost for dinner including a premium open bar, silent and "lively" live auction featuring "Farmer Dave" of KTRS is \$60.00 per person.

AACE News & Events

The Association for the Advancement of Cost Engineering invites ASPE members to attend their meetings. For information, log onto <http://www.stlouis-aacei.org>.