



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

# *The Gateway Estimator*

Volume 8 Issue 3

[www.stlouis-aspe.org](http://www.stlouis-aspe.org)

June 2006

### **St. Louis Metro Chapter 19 Officers & Board 2006-2007**

#### **Board Meetings**

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

#### **Officers & Directors**

Dan Davenport, McCarthy - President  
Bob Farrell, Guarantee Interiors - 1st V.P.  
David Briegleb, H & G Sales - 2nd V.P.  
Brad Davis, Paric Corporation - Secretary  
Jim Stukenberg, GRS Construction Co. - Treasurer  
Matt Ford, Universe Corporation  
Elmer Rhodes, Commerical Document Solutions  
Robert Schubert, K & S Associates, Inc.  
Mark Uthe, Biddata LLC  
Fred Waldrop, Murphy Company  
Kevin Wiwczaroski, G.H. Voss - Past Pres.

#### **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**

Dan Davenport 314-919-2226  
[DDavenport@McCarthy.com](mailto:DDavenport@McCarthy.com)

##### **Executive Director**

Debbie Murphy 314-368-7198  
[estimating@stlouis-aspe.org](mailto:estimating@stlouis-aspe.org)

### **From The President**



May is a month of change every year for the St. Louis Metro A.S.P.E. Chapter 19. We held elections for offices earlier this spring and the officers were inducted at the May monthly meeting on Thursday, May 25 at Maggie O'Brien's Restaurant.

I look forward to a productive

year with Bob Farrell Jr., 1st Vice President; Dave Briegleb, 2nd Vice President; Brad Davis, Secretary; and Jim Stukenberg who continues as our Treasurer. The Directors for this year are Kevin Wiwczarski (Past President), Fred Waldrop (Certification Chair), Mark Uthe (Membership), Elmer Rhodes, Robert Schubert, Matt Ford, and our past, past president, Bob Partl. Debbie Murphy will continue as our Executive Director and will be responsible for publishing our newsletters.

Every year we are grateful to other individuals such as Cyndi Walker who continue to assist and promote ASPE both locally and nationally. Please make this your year to share some time and energy in our effort to keep our chapter thriving and progressive. The Board will be meeting throughout the summer to plan our monthly meetings and activities for September 2006 through May 2007. We welcome and need your additional ideas, suggestions and support. Please call or e-mail any of the members of the board with your thoughts.

May 2006 was a time of change for me personally. My mother, Mary R. Davenport, passed away on the evening of May 5th surrounded by her sons, daughters-in-law, grandchildren and her dog Woody. She endured much pain the last several years and

**From The President - Continued on Next Page**

## **From The President**

**Continued from Page 1**

was in a hospital or a nursing facility since Valentine's Day. We brought her home for hospice the Monday before she died. She was so happy to be home! Her pain seemed much less and she often was even smiling. I learned much from Mom while growing up. I experienced some very special lessons during the many hours I spent with her during the last month of her life. I mention this for several reasons. First, we are never too old to learn and we never know when or

where the opportunity will arise. Secondly, I wouldn't have had the opportunity without the support of my friends and McCarthy Building Companies, Inc. And lastly, I thank all of you for your sympathy, kind words, and prayers these last many months. You are all in my thoughts and prayers. God bless.

*Daniel R. Davenport, CPE*

*President 2006-2007*

*St. Louis ASPE Metro Chapter 19*

# ***ASPE 50th Anniversary Celebration 2006 Estimating Academy & Annual Convention***

## **July 19-22, 2006**

**Hyatt Regency Orange County  
Garden Grove, California**

**Questions? Call ASPE at 1-888-ESTMATE  
or visit [www.aspenational.org](http://www.aspenational.org).**

# 2006 Scholarship Awarded at May Meeting



## **Scholarship Winner Dustin Boatwright accepting a \$1,000 Scholarship from 2005-2006 Chapter President Kevin Wiwczaroski with his parents, Tina & William Boatwright.**

Our Chapter was very pleased to present a \$1,000.00 check to a very deserving student. Dustin Boatwright is our scholarship winner this year. Everyone who reviewed his application or met him at the May meeting was very impressed. He's a very personable, intelligent young man. His parents, William and Tina Boatwright, were also in attendance at our May meeting for the scholarship presentation. They have every reason to proud of their son.

Dustin has attended Three Rivers Community College for two years in preparation for transferring to the University of Missouri – Rolla to complete a degree in Civil Engineering. He has amassed 84 credit hours in two years with a 4.0 GPA. That is quite a feat.

In addition to attending classes, he played on the school baseball team as an outfielder and a pitcher. (Dustin told me a Split-finger is his best pitch. Don't the Cardinals need pitching help?) Not only did he play on the team, he also tutored his fellow team members to help them with their studies. Can you imagine the entire team all sitting on the dugout

bench in their uniforms pouring over textbooks while waiting their turn at bat?

Dustin impressed me not only with his list of accomplishments (his GPA, his community efforts, a Distinguished All American Award, working for MODOT, etc.), but with his demeanor. He conducted himself quite well in a situation most young people would find overwhelming. Being thrust into a spotlight in front of a number of unknown people is not an easy task for most mature people – but Dustin handled himself quite well. He answered questions, initiated conversations, accepted our accolades with humility and pride, and showed himself to be a well-mannered, intelligent, appreciative young man.

We had a number of scholarship applicants this year. Dustin's application stood out from all the rest. After meeting him, I am sure our Chapter Scholarship Committee made the right selection. We are delighted to be able to make this contribution to allow Dustin to continue on his path in school and realize his potential.



# 4TH ANNUAL A.S.P.E. GOLF TOURNAMENT



## Friday, August 25

**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. Registration deadline: Aug. 5**

Questions? Contact Dave Briegleb at 314-432-8188 x.331, or at [dave.briegleb@h-gsales.com](mailto:dave.briegleb@h-gsales.com).

Company Name: \_\_\_\_\_

Contact Person: \_\_\_\_\_

Company Address: \_\_\_\_\_

Phone: \_\_\_\_\_ Email: \_\_\_\_\_

Golfer #1: \_\_\_\_\_

Golfer #2: \_\_\_\_\_

Golfer #3: \_\_\_\_\_

Golfer #4: \_\_\_\_\_



Please check the appropriate boxes for golf registration and/or sponsorship opportunities,

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

**Dave Briegleb, H & G Sales, 11635 Lackland Rd., St. Louis, MO 63146.**

Confirmation of your tournament registration/sponsorship will be mailed to your

Contact Person with directions to Bear Creek Golf Club.

**Proceeds from the 4th Annual A.S.P.E. Chapter 19 Golf Tournament support  
A.S.P.E. educational programs and our Annual Scholarship Awards.**

# Fences and Gates

Paul Eifert, Crown Fence LLC

This product is the last thing designed and planned, but the first thing seen upon entering a site.

Fencing and gates are considered to be the first line of security on any site requiring parking or access control.

The types of fencing available are varied: Chain link (Galvanized or Vinyl Coated); Locally fabricated steel or wrought iron; Manufactured Steel (Ameristair, Monumental, etc.); Aluminum (Specrail, Delgard, etc.); PVC (Buffrect, Trost, etc.); Wood: and Gate Operators.

Unfortunately, many specifications include references to several types of fencing. This leads to exclusions and exceptions from subcontractors on Bid Day. For instance, many times the "Fence" specified is referred to as a "Guard Rail". The Estimator must be able to distinguish by the specifications between a Fence and a Highway Class Guard Rail. On Bid Day, often the General Contractor estimator is forced to pick a bid which he thinks will best suit the specifications and the project without being too costly or too under priced.

Fencing and Gates (whether Perimeter or just a Dumpster surround) may require more coordination than an Estimator may think. Two examples of what may need attention are:

**#1 – Retaining walls:** If **CMU Walls**, most retaining walls are backfilled with soil or gravel. Sonotube must be placed at post locations during the backfill process to provide a void for a proper post footing. The fence will not work if merely anchored to a CMU wall because of the voids in the blocks. If **Poured Concrete Walls**, Most PC walls may be core drilled, but the

depth of the rebar as noted on the plans may affect the fence contractor's costs. Obviously, drilling through rebar will increase labor costs.

**#2 – Entry Gates: Slide Gates:** In most cases, whether Chain Link or Ornamental Metal, the full gate requires a space 1 and ½ times the length of the gate opening as an area in which to slide. A Sliding gate is supported by a "tail" when in the closed position. This cantilever gate "hangs" in the opening because the "tail" is supported by posts to the side of the opening. **EXAMPLE:** If the opening is 20'0", a level area of 30'0" must be allowed either to the right or the left to allow the gate to slide to the side. **Swing Gates:** It is important to understand that Swing gates will open only to the grade that falls away from the gate opening. In other words, it will open "In" or "Out". This should be a consideration, pending on the size of the gates, as to parking spaces on the inside of the gates or interference with traffic flow on the outside of the gates. The gates should have, at a minimum, the ability to open 90 degrees to the line of entry. **Barrier Arm Gates:** Barrier Arm Gates are good for controlling access to a facility. They are the striped gates that go up and down when an access card or a coin is dropped in a collector to obtain access. These gates provide no security, however, to pedestrian traffic entering a site. **NOTE:** Electric Gate Operators may be used for Slide and Swing gates. Electricians and Concrete Finishers may need to be involved in the installation of these gates.

General Contractors and Fence Contractors should communicate at least a week before the Bid Date to determine the types of Fence and Gates specified and to determine any related trades that may be affected and/or included.

# Ethics in the Construction Industry

## Meeting Recap by Cyndi Walker



**Ron Wiese & Kevin Wiwczarowski**

Mr. Ron Wiese, Vice President of Estimating for Alberici, was the guest speaker at Chapter 19's May meeting. He began his talk with a recital of the dictionary's definition of "Ethics" and the ASPE ethics doctrine. Take a moment to think of your own definition of ethics and then look in your dictionary. How close are those definitions?

Ron thinks your definition of ethics will be predicated by your upbringing and any pressure within your company and/or industry. But, basically, being ethical is being fair and honest. Act so your home town newspaper could put a story of your behavior on the front page – and it would not cause you any embarrassment – or loss of business.

What can adherence to ethical practices bring to our industry? Decrease the number of last minute bids to protect a price from being "shopped" – which may lead to last minute mistakes. Increase the number of

subcontractor bids received by a General Contractor, increasing the opportunity to receive the best bid. May lead to a GC eliminating a line item in their estimate called "Subcontractor discount" which will, in turn, stop subs being asked to lower their price. Mistrust between companies (that should be teams when working together) on a project can cause friction during that project – avoiding that from the onset is invaluable.


We were asked to remember that general contractors cannot be unethical without subcontractors participating. Ron reminded us that the players within our industry know who does what in our community. We should all remember that each job is only one play in a long game. We are a self-policing industry. We all need to pull together to ensure a fair and even playing field.

A study of start-up general contracting companies shows most last 5 – 7 years, some 12 years, and only a few for very long lengths of time. That study indicated that good ethical practices may contribute to the longevity / brevity of a company.

Ron alluded to the "Fairness Doctrine" posted on the Alberici website. He also stated that working a joint venture project may help you determine how your company fares in your business practices. I looked at Alberici's website for the Fairness Doctrine and also found the mission statement for the company. I then looked at McCarthy's, Paric's, Murphy Company's and other websites. I was very impressed by all the companies in St. Louis that honor integrity above all else.

Thanks, Ron, for your time and for the reminder of why we should all be proud to be a part of the construction industry.



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



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# **ASPE Certification Program**

## ***It's Time To Start!***

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)

# Mark Uthe won the \$500 Random Drawing by Attending ASPE Chapter 19 Meetings!

At our May 25 ASPE Chapter 19 meeting, Mark Uthe was chosen as the winner of the \$500 prize. All members who pre-registered and attended at least three membership meetings in from September 2005 to April 2006 were entered in the drawing.

For every meeting that a member pre-registered for and attended, the member received one entry into the

drawing. Members who attended more meetings increased their chances to win. Members received one additional drawing entry for each two new members who they recruited, and who joined the chapter and paid dues in this membership year. A member also received an additional entry for bringing five pre-registered and paid guests to ASPE meetings from September 2005 to April 2006.

## **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 the information to Debbie Murphy  
at [estimating@stlouis-aspe.org](mailto:estimating@stlouis-aspe.org) to be included  
in the Gateway Estimator.**

# Meet A New Board Member: Matt Ford

Matt is a Senior Vice President at UNIVERSE Corporation, and has been there for 13 years. He has been in the St. Louis marketplace for over 26 years.

UNIVERSE Corporation is an engineer, fabricator and installer of architectural cladding systems. They are a national *(and sometimes international - as the dominant guys in the mega-market of Trinidad &*

*Tobago, as well as other places)* fabricator of aluminum composite (Alucobond & Alpolic) material, and now fabricate Trespa Meteon solid phenolic composite panels.

Matt has been involved in some large projects both in and out of St. Louis, such as the Staples Center in L.A. and the ongoing Gulfport-Biloxi Airport. Locally, some current projects include the BJC Progress West Health Center and the new SLU Health Research Building.

In St. Louis, UNIVERSE also represents Centria, manufacturer of Formawall insulated foam panels, integrated window systems and multiple wall & roof panels systems; as well as Kalwall insulated translucent skylight and wall systems; and also erects sunshades and other exterior component systems.

Matt is involved in estimating, sales and overall management of the company. He



is very involved in the estimating process, and is working to make that element of the business more productive and accurate.

Matt grew up in Oakland, NJ and graduated from Iowa State University with a B.S. in Industrial Administration/Construction Engineering. Matt has a diverse background, having been employed

by a general contractor, product manufacturer's and subcontractor, having worked for Armco Building Systems, Sverdrup and Alucobond prior to UNIVERSE.

Matt is involved in a number of industry organizations including: Design/Build Institute, Erectors & Riggers Association, Construction Products Council, Construction Specifications Institute, American Subcontractors Association, AIA/CPC Design Awards committee and American Society of Professional Estimators.

Matt is married to Jan. They have two sons, Dan and Drew. Dan is heading off to Mizzou this fall. Matt is involved in many family-oriented activities and traveling. He is also Boy Scout leader, where he recently returned from a canoe trip in the Boundary Waters.

**Guarantee Interiors, Inc.**  
Construction Company



**Robert J. Farrell**

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GENERAL CONTRACTOR

**KEVIN WIWCZAROSKI**

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Columbia, IL 62236



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## Informative Web Sites

**St. Louis Chapter 19 ASPE**  
[www.stlouis-aspe.org](http://www.stlouis-aspe.org)

**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)

**Ass. 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.nawic.org](http://www.nawic.org)**

# Fourth Annual Night At The Races



Chapter 19 had more than 90 people attend the Fourth Annual Night at the Races on Saturday, May 20. Organized by Bob Partl, of C&R Mechanical, and Past President of Chapter 19, the event took place in the First Turn Café, a private party room, at the Fairmount Park Race Track.

The dinner buffet featured with all-you-could-eat peeled shrimp, steak and more with endless trimmings and a great selection of deserts. It was a fun filled evening for all who participated with great weather to enjoy the races. Fun was had by all figuring out their for betting on the horses. . . some won, some lost. Either way, it was a great time!



# ASPE Member Companies

Ahal Contracting Co., Inc.  
Alberici Constructors Inc.  
Architectural Systems  
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Icon Mechanical  
Jacobs Civil, Inc.  
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Tarlton Corp.  
Taylor Excavating Company  
The Stovey Co.  
Volk Construction Company  
Wachter, Inc.  
Wiegmann Associates

## RELATED LOCAL NEWS

### NAWIC News

Join NAWIC Chapter 38 on July 20 at 5:15 p.m. at Faust Park in Chesterfield for a 90 minute walking tour of Thornhill, the historic home of Missouri's second governor, Frederick Bates. Faust Park Curator Jesse Francis will guide the tour through this home built in the early 1800's. The tour will begin promptly at 5:30 p.m.

Contact Donna Martin at 636 296-0659 or [stlmartin@earthlink.net](mailto:stlmartin@earthlink.net) for more information.

### St. Louis AGC Events

For information on St. Louis AGC Events visit [www.agcstl.org](http://www.agcstl.org).

### ASA-Midwest Council

The ASA-Midwest Council invites ASPE members to attend their monthly meeting on July 19 at Syberg's on Dorsett! For reservations or further details contact Reba Gillick at [reba@asamidwest.com](mailto:reba@asamidwest.com) or 314-214-1664.

### 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>.