



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

The Gateway Estimator

Volume 11 Issue 3 ■ November 2008

www.stlouis-aspe.org

2008 - 2009

Officers and Board

Board Meetings

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

Officers & Directors

Brad Davis, Musick Construction - President
Mark Uthe, Biddata LLC - 1st V.P.
Bob McCann, Hallmark Stone - 2nd V.P.
Colleen West, N.B. West Contracting - Secretary
Jim Stukenberg, GRS Construction Co. - Treasurer
Matt Ford, Universe Corporation
Bob Partl, Jarrell Contracting
Rich Ullrich, Everest Estimating Services
Fred Waldrop, Murphy Company
Kyle Hoefel, Bazan Painting
Ivan Beskorovany, Henges Interiors
Paul Hanson, McCarthy
Dan Davenport, McCarthy - Past President

Committee Chairs

Membership

Mark Uthe 314-434-0444

Education

Brad Davis 314-781-7005

Scholarship

Bob Partl 314-291-0100 x157

Awards

Matt Ford 314-439-2800

Newsletter

Mindy Funk 314-596-7695

Certification

Fred Waldrop 314-997-6600

Important Numbers

President

Brad Davis 314-781-7005
BradD@musickconstruction.com

Executive Director

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

From the President



Notes from the Estimating Department:

Whoa, what the heck happened to the economy!?! Who in the world saw that coming?

Well, as it turns out, some folks did see it coming. Unfortunately, many of the firms in our business were caught off guard.

The question now is whether or not your company is nimble enough to weather a downturn in the construction business. As an estimator, do you have the tools to cut it in a tight market? With bid lists getting longer and competition getting tougher, can you "tighten up" your bids and bring in the work? Now more than ever it's critical to know your company's capabilities and its limits. If you're accustomed to negotiating projects with a nice fluffy margin, the next several months could be a real awakening.

I think we're going to see the cream rise to the top over the next couple years. The companies with diverse portfolios working in multiple market segments won't feel the sting quite as bad. Companies with talented estimating and preconstruction departments will continue to feed their backlog. They'll just downshift one gear and step on the gas.

Hone your skills, strengthen your relationships and sharpen your pencil. The role of the estimator is never more critical.

From the President

Continued from Page 1

ASPE Notes:

The 6th Annual ASPE Chapter 19 Golf Tournament was held on September 29th. This year we moved the tournament to New Melle Lakes Golf Course. The course was in great shape and everyone seemed to fully enjoy themselves. Previous years we've held the tournament at Bear Creek in Wentzville. For those of you that have attended the tournaments at both locations, we'd like to get your feedback. Which place did you prefer? Drop us an email at cwest@nbwest.com or bob@hallmarkstone.com. A big thanks goes out to Colleen West and Bob McCann, the tournament co-chairs. They did an excellent job coordinating the whole event!

James Benham from JBKnowledge was the presenter at the September chapter meeting. James discussed how the the invitation to bid process and vendor management has evolved over time and the most recent technological advances. His company provides software solutions for construction professionals.

Planning for the 2009 ASPE National Convention in St. Louis is coming right along. The Convention will be held at the Sheraton City Center downtown and the President's Party will be at the City Museum on Saturday night. Cyndi Walker and I are the co-chairs for the planning committee on the local end. If you, or your company, are interested in being involved with the convention, feel free to contact me.

Congratulations to Robert Schubert of K&S Associates. Robert achieved his LEED® AP accreditation last month. Robert is also a former Director of our St. Louis ASPE chapter.

We've been trying out some new ideas from our Board of Directors. The October membership meeting was a breakfast meeting at The Original Pancake House in Chesterfield. Ray Elking from McCarthy gave a great demonstration of OnScreen Takeoff. The response was great and we had the highest turnout in recent memory. Maybe it was Ray, maybe it was the bacon. Needless to say we'll be planning another breakfast meeting again soon.

Do you have any other bright ideas? How about sharp words of criticism? Let it fly; I'm all ears. You can reach me at 314-781-7005 or bradd@musickconstruction.com.

Take care and good luck,

Brad Davis
Chapter President

Meet A Board Member

**KYLE
HOEFEL**
NEWSLETTER
C H A I R



Hello, my name is Kyle Hoefel and I am an estimator for Bazan Painting Company. I started with Bazan Painting in 1992 and have held various positions over the years including warehouse assistant, truck driver, and purchasing agent. I have been estimating since 2003. Bazan Painting is a full service painting contractor that specializes in commercial, industrial, and institutional work. I am responsible for estimating and managing all aspects of a project from start to finish. I am currently working on The Chase Park Plaza and The Syndicate Trust among other projects.

I was born and raised in Florissant, MO. I attended The University of Missouri – St. Louis and graduated with a Bachelor of Science in Business Administration in 1999. I was married to Trish in July of 2007 and we currently live in Hazelwood. In my free time I enjoy traveling with my wife and restoring my 1968 Camaro. I have been a member of ASPE for 2 years and am currently on the board of directors. I look forward to continuing my involvement in ASPE and getting to meet as many of you as possible.

Chapter 19 Meeting Prepay Option

Chapter #19 is now offering all ASPE members an option to prepay for all eight 2008/2009 monthly meeting dinners for \$240.00 (\$30.00 per meeting). 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 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 GRS Construction
Attn: Jim Stukenberg
808 S. Main, Suite D
Columbia, IL 62236

2008/2009 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: _____

Although you are paying for all eight monthly meeting, please RSVP to Cyndi Walker each month so we have an accurate reservation with Maggie O'Briens. We look forward to seeing you at our meetings this year.

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.

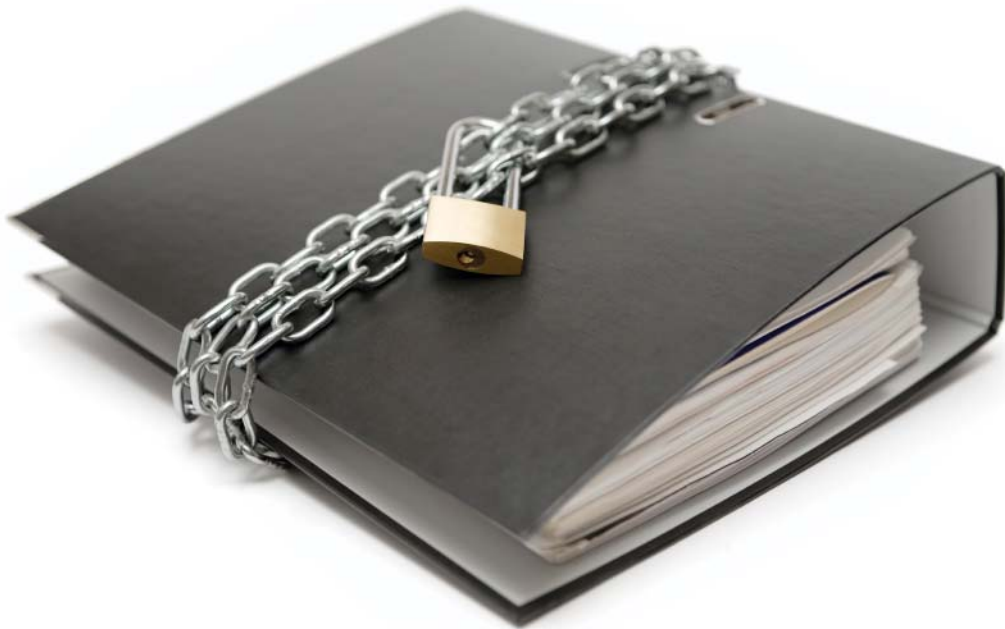
1. Standard - starts Oct. 1, 1st year and ends Dec. 30 the following year.
2. Accelerated - starts Oct. 1 1st year and ends Aug. 15 the next year.
3. Convention - starts Oct. 1 1st year and ends July 15 the next year.

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



**THURSDAY
NOVEMBER 20**

Where:

Maggie O'Brien's
2000 Market Street
St. Louis, MO

Time:

Networking 5 - 6
Presentation 6 - 6:45
Dinner 6:45

ASPE Members Fee: \$30

Non-Member Fee: \$35

NAWIC Registration Fee: \$30
(checks payable to ASPE)

*NAWIC will be planning
a 50/50 drawing and
attendance prizes for
EVERYONE!*

WHO OWNS THE DESIGN YOU, ME, OR US ?

DON'T GET CAUGHT WITH A LIABILITY...KNOW WHERE YOU STAND!

ARCHITECTS • GENERAL CONTRACTORS • DESIGN BUILD • SUB-CONTRACTORS

"Len Ruzicka is a partner with the law firm, Stinson Morrison Hecker LLP. Len's practice focus for over 25 years had been on the representation of construction and design professionals with an emphasis in litigation prevention. The topic of his presentation is "Who owns the documents?" Len's presentation will deal with the use, reuse and misuse of the design professional's work. He will review the standard industry documents on this subject including the new Consensus DOCS and will make certain recommendations of modifications to such standard forms for your consideration."



American Society of Professional Estimators

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

Registration Next Page

REGISTRATION FORM

ASPE Members/Guests ONLY

Reservation Deadline: Friday, November 14 at NOON

ASPE: To register, contact **Cyndi Walker** by faxing the reservation form to **314-781-3836** or by mail:

Cyndi Walker
Golterman & Sabo
3555 Scarlet Oak Blvd.
St. Louis, MO 63122

Members: \$30.00

Non-Members/Guests: \$35.00

** Please mail the check, payable to ASPE, with registration or pay at the door.*

** Please make cancellations by RSVP date or you will be invoiced.*

Name

Email

Company

Guest's Name

Company

NAWIC REGISTRATION

Members and Guests: \$30.00

CHECKS MADE PAYABLE TO: ASPE

RSVP by November 14 at Noon

with Dana Horstmeier E-Mail: danah@championprecast.com



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Getting Accurate Countertop Quotes...

by Bob McCann {Hallmark Stone}

Being a stone countertop fabricator, I realize that my quotes are a minor part of most projects, certainly a far smaller part of the overall project than say, drywall, electrical and plumbing. However, bear in mind that on a per sq. ft. installed basis, stone tops are among the most costly items on which you will receive quotes. So what can you do to insure that you are getting accurate quotes and not a "guess"?

1 Insist that your fabricator (here I assume that your fabricator will quote a turn key job) itemize all tops quoted by room number, area ID, area name etc. Also each area should indicate the number of tops, material (granite, quartz, brand name) color, edge, type and number of cutouts required. This will allow you to do accurate quote comparisons as opposed to "all tops for job included" type quotes which almost inevitably lead to change orders, disagreements and lost time. Make sure that the lead time from template to install is specified up front.

2 Provide your fabricator with an accurate material description if possible. Since stone cost varies widely according to material and color (even the fabrication of some stones is more costly than others), the more information you can provide, the better. If a plan detail calls for "Granite Countertop" your fabricator will have no idea whether to price this as a category A, B C, or D color (or could this be an "Exotic" (read very pricey) granite?)

3 Is it stone? Many plans call for solid surface countertops. Depending on whom you ask this can mean an acrylic like Corian or Avonite or a quartz surface like Silestone or Zodiaq. Since the fabrication and installation techniques for these materials are completely different, you may need to go to a different fabricator for each.

4 Special conditions at the jobsite? Please, if you are aware of special conditions at the jobsite, let your fabricator know. Are the lobby elevators going to be avail-

able after the first tenants move in? Do trucks have to park a long way from the building? Are there multiple flights of stairs to be dealt with? All of these add to the manpower necessary to transport heavy tops to the jobsite. Better to let your fabricator know up front rather than argue about it later.

5 Be open to alternate material quotes. Stone colors are not well standardized; Labrador Green and Uba Tuba are the same material. Some plans will specify a stone and supplier from another part of the country while the same stone, under a different name, is available locally at a much reduced cost. Help your fabricator get approval for alternate materials from the architect or designer. The cost savings can be very worthwhile.

6 Since we, as stone fabricators, are coming in toward the end of the project, we are used to receiving the frantic call that tells us that the casework is delayed but that your "turn over" date is fixed. It happens. When it does please work with us to make sure that when we can get in to template or install the tops, the carpet layers and painters are not working in the same area. It really does take time to correctly fabricate stone, and even though you have assumed that we have shut down the rest of our business to wait for you to be ready, we still need a bit of time to cut, polish, detail and install your material.

7 One last point to help get you an accurate quote. When you call for a quote at 10:00 AM and need numbers by 2:00 PM the odds of getting anything accurate are about the same as hitting the lotto. Give your fabricator a break and let him have a little lead time for quoting if possible.

We want to give you as accurate a quote as possible, a little help from you, the general contractor, can go a long way to accomplishing what, in the long run, is beneficial to both of us.

Attend Five ASPE Chapter 19 Meetings. To Be Entered In \$500 Random Drawings.

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 five (out of eight) Chapter 19 monthly meetings from September 2008 to April 2009. In addition, you must be pre-registered for and attend the May 2008 meeting to win and accept the cash prize. (The May meeting does not count as one of the five 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 an additional entry for bringing one pre-registered guest to ASPE meetings.

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 to be included
in the next Gateway Estimator.

Industry-Related Web Sites

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

Association of 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

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 danh@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 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.

ASA-Midwest Council

For details and a reservation forms, contact Reba Gillick at reba@asamidwest.com or 314-214-1664. Visit 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 for details.

ASPE MEMBER COMPANIES

Ahal Contracting Co., Inc.
Alberici Constructors Inc.
Architectural Systems
Bangert Computer Systems
Bazan Painting Company
Biddata, L.L.C.
C & R Mechanical Co.
CRB Builders
CE Jarrell Mechanical Contractors
Century Fire Sprinklers
Clayco Construction
Commercial Document
Solutions, Inc.
Condaire, Inc.
Golterman & Sabo, Inc.
E. Meier Contracting
Everest Estimating Services
GRS Construction
H & G Sales Inc.
H & K Construction, LLC
Hallmark Stone
Henges Interiors
HOK Design Build
Jacobs Civil, Inc.
Jacobs/Sverdrup Civil, Inc.
Jim Taylor, Inc.

Joseph Ward Painting Co.
K & S Associates, Inc.
Kaiser Electric
Kozeny-Wagner
McCarthy Building Companies
McGrath & Associates, Inc.
Michael Latas & Associates
Millstone Bangert, Inc.
Morrissey Construction Company
Murphy Company
Musick Construction
Northstar Management Com-
pany
Paric Corp.
R.G. Ross Const. Co., Inc.
Ravensberg, Inc.
Rebar Specialist, Inc.
S.M. Wilson Co.
Sachs Electric
Tarlton Corp.
Taylor Excavating Company
The Stovey Co.
Universe Corporation
Volk Construction Company
Wachter, Inc.
West Contracting
Wiegmann Associates

A.S.P.E. Chapter 19

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DAN DAVENPORT
TRAINING MANAGER

MCCARTHY

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