

THE CARLSBAD DESALINATION PROJECT

DATE: Tuesday, January 19, 2010
TIME: 5:30 PM—Social Hour and
Check-in of Attendees
6:30 PM—Dinner service
Program to follow at approx. 7:15 PM

PROGRAM: **THE CARLSBAD
DESALINATION PROJECT**

SPEAKERS:

Peter MacLaggan

Sr Vice President, Project Development

Jessica Jones

Assistant Project Manager

Poseidon Resources Corporation

IN-HOUSE TALK:

Tim Dyer

San Diego County Water Authority

LOCATION:

The Butcher Shop Steakhouse
5255 Kearny Villa Road, San Diego

COST: \$35⁰⁰ per person

*Cancellations must be received by NOON on Monday,
January 18th or no shows will be billed accordingly.*

[Click here for Dinner Mtg Reservation Policy](#)

6 RAFFLE TICKETS for \$5⁰⁰ or 15 for \$10⁰⁰

RSVP: Steve Fisher at 760.639.8630
or Stephen.FisherFCG@cox.net

Meeting at a Glance

When reserving, please indicate your
ENTRÉE CHOICE ...
Prime Rib **OR** Salmon **OR** Vegetarian Pasta

January Program Notes: The Carlsbad Desalination Project

With the beginning of a new decade, technology continues its assault on our lives at home and in the workplace. It is most appropriate for San Diego Chapter 4 to offer a program that highlights the cutting edge in developing available resources for coping with our water shortage problem. We must support those entities that seek to augment the supply of water in arid regions around the globe, such as Southern California. Unfortunately, the high cost of energy negatively impacts the economics of desalination. Third world countries have not been sitting on the sidelines in embracing this process. Saudi Arabia produces 18% of the world's desalination output, and the Middle East is expected to invest \$30 billion in desalination technology by 2015.

Older citizens of San Diego may remember back to 1960 when the Navy built a small 1 MGD (million gallons per day) multiple stage flash (MSF) dual unit plant at the end

(continued on pg 3)

INSIDE THIS ISSUE ...

January Program Notes.....	1,3,7
From Our President	2,4
Winter 2010 Online Construction Classes	5,10
Tech Tips for the Estimating Profession	6
In The Trenches	8
Cheap Kills.....	9,11
ASPE Membership	12
San Diego Pro Expo—February 9 th at Qualcomm Stadium	12
Become an ASPE Newsletter Sponsor or Advertiser	13
A Call for Raffle Prize Donations !	13
San Diego Chapter Calendar of Events.....	14
2009-2010 Officers, Board of Directors, Committees	15
Corporate Sponsors & Monthly Advertisers.....	15



Ed Wenz, E

Greetings, ASPE Chapter 4 members! Happy New Year to all! I hope everyone enjoyed their holiday with family and friends. Well, it's now 2010 and we're all bracing for a slow economic recovery this coming year. For all those who were able to attend our December breakfast meeting, we once again had the opportunity to hear the presentation given by Alan Nevin, Director of Economic Research at MarketPointe Realty Advisors.



This year's breakfast function was a joint program meeting with the CSI San Diego Chapter that had an attendance nearing 100 members and guests from both associations. The primary draw to this annual event is to hear Alan's economic analysis of the upcoming year. Although he didn't offer us any silver bullets, his statistics and judgment based upon his years of experience gave us a better understanding of the underlying factors required for any level of recovery.

[*\(continued on pg 4\)*](#)

of Point Loma. Burns & Roe, an independent consulting firm, successfully operated and maintained that seawater conversion facility for demonstration and research purposes. The Navy intended to move the Point Loma plant to San Clemente Island to keep from transporting fresh water by barge to that location. When the Cuban government cut off the water supply to the U.S. Naval Base at Guantanamo Bay in 1964, that crisis brought about an urgent need to move the Point Loma plant to Cuba. Construction was done on an emergency basis, with round-the-clock shifts, and completed within five months. As many as 9,500 sailors and marines have been stationed at "GITMO."

Burns & Roe also operates a similar facility built in the 1970's at the mouth of the Colorado River near Yuma, AZ. In 1969, Burns & Roe was awarded a contract to manage, operate, maintain and develop distillation and ancillary units at a facility in Chula Vista. That site houses the 1 MGD Clair Engle Plant, a 2.5 MGD distillation module, experimental vertical tube and horizontal tube extractors, and a lime magnesium carbonate seawater treatment plant. PG&E's Diablo Canyon nuclear generating station near San Luis Obispo uses desalinated water for cooling, produced by a small plant adjacent to that facility.




The Carlsbad Desalination Project, located at the Encina Power Station in the City of Carlsbad, consists of a 50 MGD (56,000 acre-feet per year (AFY)) seawater desalination plant and associated water delivery pipelines.

After 11 years of planning and undergoing a rigorous environmental permitting process, construction has begun on the first large-scale 50 MGD desalination plant in California. The Carlsbad Desalination Plant will become operational in 2012 at a cost in excess of \$350,000,000. Twenty-one hundred jobs will be created during construction, and the operational facility will generate \$37 million in annual revenue throughout the region. The privately financed project will produce enough drinking water for 300,000 residents each year, providing approximately 10% of San Diego County's total water supply.

We welcome Peter MacLaggan, Senior Vice President for Project Development with Poseidon Resources Corporation, and Jessica Jones, Assistant Project Manager for that firm, as principal speakers to address our January 19, 2010 dinner meeting attendees. Peter graduated from San Diego State University with a B.S. degree in Civil Engineering and holds a J.D. degree

from the University of San Diego School of Law. He is a registered Civil Engineer in the State of California and a member of the California State Bar. Peter has previously been quoted as saying, "It's been a long and rewarding process, during which we met and overcame every challenge that one would expect when developing a major water supply project. This historic accomplishment would not have been possible without the support of a myriad of individuals and organizations that tirelessly fought to ensure that sound science and the public interest prevailed. When we are finished, San Diego will be home to the most technologically advanced, energy-efficient and environmentally-sound seawater desalination plant in the Western Hemisphere."

[\(continued on pg 7\)](#)



Casper Company

**Core Drilling
Concrete Cutting
Demolition**

Ken Ringer
(619) 589-6001
(619) 589-7158 Fax
(619) 529-4985 Pager
(619) 284-3794 Home

3825 Bancroft Drive / Spring Valley, CA 91977 ☑ Lic. No. 478960



**Final Phase of Construction
of the Veterans Village of San Diego**



In addition, ASPE and CSI together donated over \$500 to the Veterans Village of San Diego from the proceeds of this event. This non-profit organization provides housing, rehabilitation and care for local veterans at their facility that is currently under the final phase of expansion. With our donation, a paver with ASPE/CSI will be set in place in their new courtyard. Phil Landis, President

and Chief Executive Officer of VVSD, asked that I extend his gratitude of our collective donation and ask that each of you find out more about what they do for our veterans at their website at <http://www.vvsd.net/>. Individual tax deductible donations are always welcome.

The Carlsbad Desalination Project will be the topic of our next dinner meeting on Tuesday January 19th, presented by Peter MacLaggan, Senior Vice President for Project Development, and Jessica Jones, Assistant Project Manager, with Poseidon Resources Corporation. Be sure to reserve your seat early and read further on in this month's program article by Frank Young [beginning on page 1](#).

Do you know any estimators who are out of work? The ASPE dinner meetings have proven to be one of the most valuable estimator networking opportunities in the San Diego area. Please invite them to our meetings and ask them to be prepared to meet estimators from just about every major construction firm in the area. Keep in mind that the ASPE National website offers members who are out of work the opportunity to place their resumes online at:

http://www.aspenational.org/Employment_JobTarget.aspx

I look forward to seeing you all at our next dinner meeting.

God Bless America and our Economy.



Ed Wenz, E
Reno Contracting
ASPE San Diego Chapter 4
President 2009-2010



Phil Landis of VVSD receiving ASPE-CSI's donations from Ed Wenz of ASPE and Dennis Hall of CSI, along with Alan Nevin of MarketPointe Realty Advisors

Winter 2010 Online Construction Classes

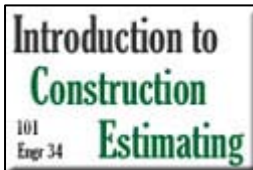
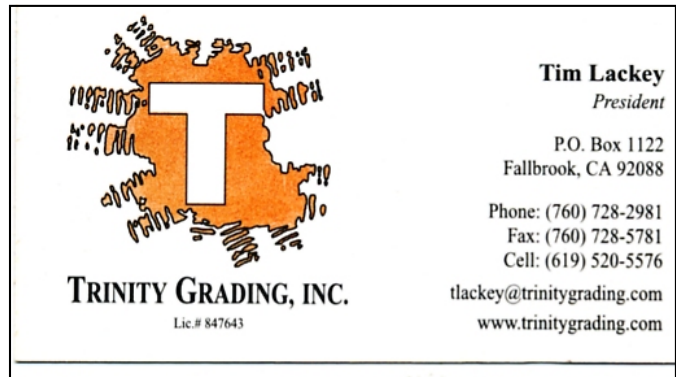
The following article contains information about online construction courses offered at San Diego State University and selected non-profit construction industry organizations. **Classes start January 18, 2010.** Registrations are currently being accepted by all providers.

Classes for **Winter Term 2010** include:

- * 101 Introduction to Construction Estimating
- * 102 Essential Construction Math
- * 103 Construction Blueprint Reading
- * 105 Estimating and Bidding 1
- * 106 Estimating and Bidding 2
- * 107 Construction Materials and Practices

- * 301 Fundamentals of Green Building Design and Construction
- * 302 LEED for New Construction: Applying the Guidelines
- * 305 Building Green Buildings: The Contractor's Perspective

- * 202S Oral and Written Communications (STP Unit 2)
- * 204P Contract Documents and Construction Law (STP Unit 4)
- * 205T Planning and Scheduling (STP Unit 5)



101 INTRODUCTION TO CONSTRUCTION ESTIMATING (online)

Learn the basic principles of construction estimating. Topics to be studied include: organization of the estimate, types of estimates, elements of an estimate, quantity take off techniques, pricing techniques, adjusting the estimate for a variety of variable factors, estimating labor, materials and equipment, and profit and overhead markups. You will learn about the different types of estimates and how to organize an estimating document. This course will build a foundation of knowledge that the student will use while estimating virtually any individual trade or project type. http://www.constructionclasses.com/estcert/101_itce.htm



102 ESSENTIAL CONSTRUCTION MATH

This class is intended to develop mathematical skills that can be applied to the construction trades through practice and application. This course is an introduction to other courses in construction. While this class is not a prerequisite for any other classes, it does provide a foundation for them. http://www.constructionclasses.com/estcert/102_math.htm



103 CONSTRUCTION BLUEPRINT READING (online)

Learn how to read architectural, structural, civil, mechanical and electrical blueprints. We will practice looking up information and solving common construction problems by reading the blueprints. This course is designed to provide you with foundational knowledge and practice at reading blueprints.

http://www.constructionclasses.com/blueprint/blueprint_syllabus.htm



105 ESTIMATING AND BIDDING 1 (online)

This course features hands-on estimating and quantity take-off activities associated with General Conditions, Earthwork, Site Work, Concrete and Masonry. By the end of this class, you should be able to estimate the cost of general conditions, prepare quantity take off of excavation and backfill, prepare a quantity take off of concrete and formwork, use unit prices to price your estimate. <http://www.constructionclasses.com/estcert/eb1.htm>



106 ESTIMATING AND BIDDING 2 (online)

This course features hands-on estimating and quantity take-off activities associated with Metals, Wood, Doors and Windows, Finishes, Electrical, and Mechanical Estimating.

<http://www.constructionclasses.com/estcert/eb2.htm>

(cont'd on pg 10)

Tech Tips for the Estimating Profession

by Ed Wenz, E – Reno Contracting



Ed Wenz, E

This Month's Topic: RESOURCES AT YOUR FINGERTIPS

Estimators are always looking for information on products, pricing, training, wage rates, applications, etc. to assist with their estimating and bidding process. Typically as we search for this information on the Internet, we will save it and hope to find it the next time we need it.

One of the best practices is to have a specific folder set up in your "Favorites" tab in which to group the newly found resources by CSI division. Within each folder, trade and manufacturer folders could then be set up to further organize the various websites. It's important to rename the website reference, if necessary, so it can be more easily identified at a future date.

In addition to your own favorite lists, the ASPE Chapter 4 website has already accumulated an extensive list of websites for the use of our members and anyone else who visits our site at <http://www.aspechapter4.org/resources.html>. In addition to a full listing of our newsletter sponsors and advertisers, we have provided scores of sites within each of the following headings:

- Estimating & Takeoff Software
- Estimating Resources/Tools
- Online Plan Rooms & Bidding Resources
- Local Blueprinters
- State Websites
- News Publications
- Cost Indexes / Cost Research
- Education
- Bidding Services
- Building Information Modeling (BIM)
- Trade Associations
- ASPE Websites

We encourage all members to utilize the "Resource" page often and request that all members forward to us any additional sites you feel would be worthy of adding. We want this page to be the sum total of all of our members' input, and we hope to make it a regular source of everyday information.

Please forward any website addresses requesting to be added to the Resource page and if you have any topics you would like to have addressed or have input on, also forward them to Ed Wenz at ewenz@renocon.com. ■

RISE AND SHINE!

From Riser to Fixture, a Complete Plumbing Solution

FlowGuard Gold®/Corzan® CPVC plumbing systems provide superior durability and, unlike metallic systems, will not pit, scale or corrode, regardless of water quality. Nearly 50 years of proven performance back FBC™ Building Solutions CPVC piping systems which have been successfully installed in numerous commercial buildings including hotels, hospitals, schools, universities and high-rise applications.

Benefits include:

- **Stable Material Costs** – projects stay on budget
- **Ease of Installation** – lightweight with a fast, reliable joining system
- **Maintained Water Quality** – no concerns regarding copper leaching
- **Quiet Operation** – 4 times quieter than copper systems
- **Reduced Condensation** – virtually eliminates the risk of costly drip damage
- **CA Code Approved** – for commercial and residential solutions

Visit www.fbcbuildingsolutions.com or call Jeff Landon at 858-386-3674 for more information.

FBC
Building Solutions

© is a registered trademark of The Lubrizol Corporation
™ is a trademark of The Lubrizol Corporation
© The Lubrizol Corporation 2009, all rights reserved.

ATi

AMERICAN TECHNOLOGIES, INC.

Pat Riley
Project Manager
priley@amer-tech.com

858/530-2400 Office
866/400-9353 Toll Free
858/530-2401 Fax
760/250-7950 Cell

SAN DIEGO OFFICE
8444 Miralani Drive
San Diego, CA 92126

www.amer-tech.com
License #571784

ASPE San Diego Chapter 4 members and guests are in for an exciting evening to learn more about this landmark project, including the following specific topics:

- The environmental approval process
- Current project costs
- The RO 101 process
- Conveyance(s) to existing infrastructure (pipelines from Carlsbad to San Marcos)
- Poseidon's worldwide involvement in desalination
- What's next on the horizon

Tim Dyer with the San Diego County Water Authority will be our in-house speaker to touch on aspects of the Carlsbad Desalination Project from the agency's point of view. Talking points will include how desalination affects the overall portfolio of the SDCWA's water supply, tie-in to the existing aqueduct, and some examples of estimating tasks during the planning stages.

Plan to join us at the Butcher Shop Steakhouse Restaurant located at 5255 Kearny Villa Road in San Diego. Social hour and registration begin at 5:30 P.M., dinner will be served no later than 6:30 P.M., with the program to follow after dessert and coffee. Choice of entrées will include Prime Rib, Salmon, or Vegetarian Pasta at the normal, non-inflationary cost of \$35.00 per person. Liz Hawkins, Board Member and Public Relations Chair, promises to start the New Year off with a BANG by showcasing her array of dazzling door prizes for the lucky winners. Contact Steve Fisher at Fisher Consulting Group to make your reservations today:

Telephone – 760.639.8630

Email – stephen.fisherFCG@cox.net

Frank E. Young, FCPE

O'Connor Construction Management, Inc.

ASPE San Diego Chapter 4

1st Vice President and Programs Chair

Todd Caha, CPE
Senior Estimating Manager



Baker Electric, Inc.
4 Generations since 1938


1298 Pacific Oaks Place • Escondido, CA • 92029
858.566.1980 • 760.745.2001 • Fax 760.745.0292
Direct 760.690.5142
tcaha@baker-electric.com



Gordon Pettis
Chief Estimator
gpettis@us-concrete.com

2735 Cactus Road
San Diego, CA 92154
Direct: (619) 240-8020
Tel: (619) 240-8000
Cell: (619) 843-3850
Fax: (619) 661-1038
www.sdpc.com

PROVIDING INNOVATIVE SOLUTIONS, QUALITY, AND SERVICE



CONSTRUCTION ANALYSTS, INC.

MIKE ADAMS, CPE
SENIOR ESTIMATOR

2225 FARADAY AVENUE, SUITE A
CARLSBAD, CA 92008

email: madams410@cox.net


(760) 431-9555
FAX (760) 431-7512
(619) 449-2995
FAX (619) 596-1978

Zielinski & Assoc.
A Consulting Mechanical Service Co.

- Constructibility Review
- Cost Estimating
- Change Order Preparation
- Project Engineering

ANDREW ZIELINSKI
P.O. Box 503291
San Diego, CA 92150
(858) 586-7716

6155 CORNERSTONE COURT, SUITE 110
SAN DIEGO, CA 92121



Madsen, Kneppers & Associates, Inc.
Construction Consultants & Engineers

DONALD W. ELDER, CPE

TEL 858.597.0383
CELL 858.722.2787

FAX 858.597.0387
DELDER@MKAINC.COM

800.822.6624 :: WWW.MKAINC.COM

In The Trenches

submitted by Roger Mullins, CPE – S.D. Mator Editor

Ark Building

In the year 2016, the Lord came unto Noah, who was now living in the United States. The Lord said, "Once again, the earth has become wicked and over-populated, and I see the end of all flesh before me. Build another Ark and save 2 of every living thing along with a few good humans."

He gave Noah the blueprints, saying, "You have 6 months to build the Ark before I will start the flooding rains for 40 days and 40 nights."

Six months later, the Lord looked down and saw Noah weeping in his yard - but no Ark.

"Noah!" He roared, "I'm about to start the rain! Where is the Ark?"

"Forgive me, Lord," begged Noah, "but things have changed. I needed a building permit. I've been arguing with the inspector about the need for a sprinkler system.

My neighbors claim that I've violated the neighborhood zoning laws by building the Ark in my yard and exceeding the height limitations. We had to go to the Development Appeal Board for a decision.

Then the Department of Transportation demanded a bond be posted for the future costs of moving power lines and other overhead obstructions, to clear the passage for the Ark's move to the sea. I told them that the sea would be coming to us, but they would hear nothing of it.

Getting the wood was another problem. There's a ban on cutting local trees in order to save the spotted owl. I tried to convince the environmentalists that I needed the wood to save the owls - but no go!

When I started gathering the animals, an animal rights group sued me. They insisted that I was confining wild animals against their will. They argued the accommodation was too restrictive, and it was cruel and inhumane to put so many animals in a confined space.

Then the EPA ruled that I couldn't build the Ark until they'd conducted an environmental impact study on your proposed flood.

I'm still trying to resolve a complaint with the Human Rights Commission on how many minorities I'm supposed to hire for my building crew.

Immigration and Naturalization are checking the green-card status of most of the people who want to work.

The trades unions say I can't use my sons. They insist I have to hire only Union workers with Ark-building experience.

To make matters worse, the IRS seized all my assets, claiming I'm trying to leave the country illegally with endangered species.

So, forgive me, Lord, but it would take at least 10 years for me to finish this Ark."

Suddenly the skies cleared, the sun began to shine, and a rainbow stretched across the sky.

Noah looked up in wonder and asked, "You mean you're not going to destroy the world?"

"No," said the Lord. "The government beat me to it. ■

www.ccorpUSA.com

JOHN WAYNE HEUSNER, CPE, LEED AP
Director
Cost Management

CUMMING

Program & Project Management
Cost Management & Estimating
Dispute Resolution & Avoidance
Planning & Scheduling

jheusner@ccorpUSA.com

16744 West Bernardo Drive | San Diego, CA 92127
Phone 858.485.6765 | Fax 858.673.9263 | Cell 858.717.5709



Cheap Kills

submitted by Roger Mullins, CPE—S.D. Mator Editor

"Hey Jim, this is Bob over at Onetoomany Builders."

"Uh, hi Bob, how can I help you?"

"Jim, remember that High School you bid to us about eight months ago?"

"Uh, I . . . guess."

"Well you were our low bidder and we are putting a contract together for you guys. Congratulations!"

"We were low. . .? Oh my Gawd."

"Yeah, let's get a job going here, huh?"

"We were low bid. . .? Oh my Gawd."

"What. . .what's wrong there, Jim? You don't sound very happy. We have got a job together here."

"Bob, can you give me a bid result? I mean, how did our number look compared to everyone else? Were we really low-low?"

"You were low, Jim. You know that is the only thing I can tell you. Company policy, you know."

"But we sent you and everyone else a letter retracting our bid. We had an Estimator who was. . . . Well, he is no longer with the company after that bid. Don't tell me you used our number after that."

"What letter, Jim? I never saw no letter. Oh, all the numbers were real close anyways. They were so close I had to dig through them with a needle to sort them out. It was real tight between you and Scum City Subcontractors. Besides, we really like you guys and we want you to do this job with us. . . as a favor."

"But, Bob, we have never worked with you guys before. We have bid to you lots of times in the past and never gotten the time of day back."

"Look at it this way, Jim, now is your opportunity to get into the doors of Onetoomany Builders. This could be the start of a long and happy relationship between our companies. And you know that we will work with you on any problems you guys might have on this project. We can always find a way to make up a buck here and there."

"Uh, I don't know, Bob, rumor has it that our number was really low. Smoking low, if you get my drift."

"No way, Jim, if you guys were that low, I would let you know up front and not ask you for your help. You know this low bid market, we were just under our biggest competition. Your number got both of us this project."

"Alright, Bob, send over the contract and I will sit down with my boss and see what he wants to do. We are pretty desperate for work right now."

"Thank you, Jim. I give you my word that I will personally make sure you guys come out smelling like a big fat prime rib dinner when we all get through."

"Yeah, probably seared on the outside and bloody on the inside. I will be watching for the contract."

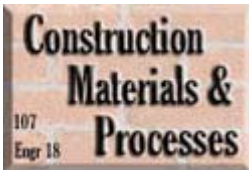
"Hey, Jim, this is Bob over at Onetoomany Builders."

"Uh, hi, Bob, how can I help you?"

"Jim, remember that High School I wrote a contract to you for about eight months ago?"

"Uh, yeah, what about it? Our Operations Department is handling that now. I can transfer you to Joe over there."

[\(continued on pg 11\)](#)



107 CONSTRUCTION MATERIALS AND PRACTICES

Learn about quality control procedures for various materials, material manufacturing processes and the physical limitations of the materials being studied. The regulatory environment under which materials are manufactured and incorporated into new structures will be studied. http://www.constructionclasses.com/estcert/107_mats.htm

301 FUNDAMENTALS OF GREEN BUILDING DESIGN AND CONSTRUCTION

This course provides an overview of design and construction delivery systems for high-performance green buildings. The US Green Building Council (USGBC) Leadership in Energy and Environmental Design (LEED) will be studied in some detail. Sustainability evaluation systems will be reviewed. This course focuses on LEED-NC (new construction) requirements. http://www.constructionclasses.com/300/301_green.htm



302 LEED FOR NEW CONSTRUCTION: APPLYING THE GUIDELINES

This course will identify and help you to understand the objectives of Sustainable Sites, Water Efficiency, Energy and Atmosphere, Material and Resources, Indoor Environmental Quality, Innovation and Design Process Credits and Prerequisites. http://www.constructionclasses.com/300/302_LEEDguide.htm



Applying LEED Guidelines

305 BUILDING GREEN BUILDINGS: THE CONTRACTOR'S PERSPECTIVE

This course will provide construction professionals with information that will help them to effectively bid, contract, build and close out green building projects.

http://www.constructionclasses.com/300/305_greenconst.htm



Building Green Buildings

Construction Supervision Classes



202S ORAL AND WRITTEN COMMUNICATIONS, STP 2 (online)

This course is designed to teach you how to become a more effective construction supervisor by becoming a more effective communicator. The skills you learn within the course will be put to use right away!

<http://www.constructionclasses.com/css/descriptions/202S.htm>



204P CONTRACT DOCUMENTS AND CONSTRUCTION LAW, STP 4 (online)

Understanding the relationship between contract documents and the construction process. We will explore contractual relationships, legal roles and responsibilities, contract types, legal issues including regulatory issues, liens, bonds, insurance, general conditions, and how standardized forms are used. We will study legal issues that often result in construction disputes including differing site conditions, time and schedule impacts, change orders and changed conditions. <http://www.constructionclasses.com/css/descriptions/204P.htm>



205T PLANNING AND SCHEDULING, STP 5 (online)

Students will learn how to plan, prepare and update construction project schedules in this course. We will study construction planning and will practice preparing a project plan. Through the use of case studies we will learn you how to define construction activities, determine activity duration, and assemble the activities into a logical construction schedule. We will learn to create and use bar charts and critical path schedules.

<http://www.constructionclasses.com/css/descriptions/205T.htm>

To learn more about online CERTIFICATE PROGRAMS, go to:

http://www.constructionclasses.com/certificate_programs.htm

QUESTIONS? Send an email to Bob George at bob@ConstructionClasses.com or visit the Frequently Asked Questions page at http://www.constructionclasses.com/faq_potential.htm. ■

"No, Jim, that won't be necessary. I speak to Joe on a daily basis. I just can't seem to get through to him that this job is not running like it should. Remember when you said that you would do us a favor and help us out with this job since we had to take it so cheap? Well, we really need help right now. He turned in six change orders a couple of days ago after I had already told him that this would be a 'no change order' project. Can you talk to him for me?"

"What do you mean a 'no change order project'? Did we do extra work?"

"You know, Jim, extra work is a relative term."

"A relative. . .?"

"Yeah, relating to what we can make money on. You know how it is."

"As I recall, Bob, you said that you would help US out if you could on this project. You know we took it screaming low. I saw our job cost reports and we are in dismal shape on this project. We cannot afford to give away any work. We need those changes."

"That's not how I recall our conversation, Jim. You said you would do us a favor because you were desperate for work. I remember you saying that you would help us out if we gave you this project. After all, you sent an earlier letter retracting your bid and I didn't have to give this project to you. It could have gone to your competition. You know the ones we regularly work with."

"Oh my Gawd, Bob, is that what you remember? I didn't want to take this project. I told you we had a problem with it. You even told me you didn't ever get our retraction letter."

"Come on, Jim, let's be friends here. We need to partner on this job. After all, we have another big fat office tower job coming up this fall and you guys will be the front runners on that one. I promise. It will be your job to lose."

"Are you serious? Do you think I will fall for that one?"

"I am serious as a starving dog chasing a pork chop, Jim. I will talk to my guys over here and they will know what you guys are doing for us here. You are a cinch for the next one."

"Let me see what I can do, Bob. But I can't make any promises."

"Thanks, Jim, your help won't be forgotten."

"Hey Charlie, did you get bid results from Onetoomany Builders for the Office Tower project we bid to them last week?"

"Yeah, Jim, it was just like always. We were 'in the hunt' until yesterday when we found out that Scum City Subcontractors took it by less than one percent."

"Oh my Gawd. . . . Less than one. . . .?"

"Hey, Jim."

"Yeah, Charlie?"

"Why did the lights just shut off?" ■

Our customers' satisfaction is the measurement of our success.

Dynalectric provides design, construction, installation, and repair for everything electrical. And our fully integrated approach ensures that all your telecommunications, computer networking, audio/video, security, fire/safety and power generation systems will work together seamlessly. That's what makes us San Diego's leading electrical contractor.

For more information, call us at 858-712-4700 or go to www.dyna-sd.com.

 **Dynalectric**
San Diego
An EMCOR Company



ASPE Membership

An accurate cost estimate is the first of many key components of a successful construction project. Plan interpretation, labor and material costs, scheduling costs, and level of difficulty recognition are a fraction of the skills necessary to become a successful estimator.

Why join the American Society of Professional Estimators? ASPE is the most recognized and credentialed group of construction cost professionals in our nation's construction industry. ASPE provides education, industry information, and fellowship to all levels of our members. It is made up of professionals of several different classifications.

- A- **Estimator**—shall have at least five years' experience as an estimator in one or more of the construction estimating disciplines.
- B- **Constructor**—shall be an active construction professional experienced in one or more of the construction disciplines with at least 5 years' experience.
- C- **Associate Member**—is a Member with less than 5 years of experience as an estimator or an active construction professional. When the Member achieves 5 years of experience, the Member shall be given one of the Member classifications listed above.

One of the ultimate goals of a member in ASPE is to achieve status as a "Certified Professional Estimator," otherwise know as "CPE." CPE status is recognized by Builders, Government Agencies, Developers, and many other Corporate entities as the highest level of qualification as an estimator. Educational training is available to become part of this elite group of professionals.

ASPE San Diego Chapter 4 is perennially recognized as one of the top chapters of the nation's 50 chapters. The local chapter meets on the third Tuesday of each month. This general membership meeting offers education and insight into our industry. Each membership meeting is highlighted by presentations and guest speakers, with information pertinent to our ever-changing industry.


If you would like to become part of this exciting group of professionals, please contact Larry Hendrick at 858.385.8200 or 760.310.9207. ■

SAN DIEGO PRO EXPO — February 9th at Qualcomm Stadium



This is a FREE EVENT sponsored by Pella Windows & Doors. There will be tons of great raffle prizes and a tour of the stadium, including the locker rooms! [Click here or on the ticket to register!](#)

(List Jody Hendrick as Sales Rep.)



Become an ASPE Newsletter Sponsor or Advertiser

\$350 CORPORATE SPONSORSHIP, includes:

- Sponsor Recognition in each of the 12 Monthly Newsletters
- Includes a Hot Link to Either Your Website or Email
- A Full-Page Sponsor Profile in 1 Issue

MONTHLY ADVERTISEMENT:

12 Mo. Issues – 1/4-Page Ad for **\$450**

OR

12 Mo. Issues – Business Card for **\$200**

EMPLOYMENT AD:

\$50 per month (FREE to ASPE Members)

FOR MORE INFORMATION:

Contact **ROGER MULLINS, CPE**

858.292.4499 x140 OR roger.aspe@yahoo.com

A CALL FOR RAFFLE PRIZE DONATIONS!

We need donations for our raffle! We would like to continue to have our monthly raffle to raise funds for our Chapter, but we need your help. In order to continue our raffle, we need donated prizes. The prizes can be gift certificates, BEER, wine, golf balls, tools, gift baskets, etc. Your name or company name will be announced at the time the prize is presented during the raffle. Please contact Liz Hawkins at 858.815.2465 or ehawkins@swinerton.com or just bring your donation to the meeting. Thank you!

ASPE San Diego Chapter 4 CALENDAR OF EVENTS

- ◆ **Tuesday, January 19, 2010—5:30 PM**
ASPE San Diego General Membership Mtg
Program: Carlsbad Desalination Plant
Speakers: Peter MacLaggan
Senior Vice President for
Project Development
and Jessica Jones
Assistant Project Manager
Poseidon Resources Corp.
In-House Tim Dyer
Talk: S.D. County Water Authority
Location: The Butcher Shop Steakhouse
5255 Kearny Villa Rd, San Diego

- ◆ **Tuesday, January 26, 2010—5:30 PM**
ASPE San Diego Board of Directors' Meeting
Location: Reno Contracting
1450 Frazee Road, Suite 100
San Diego

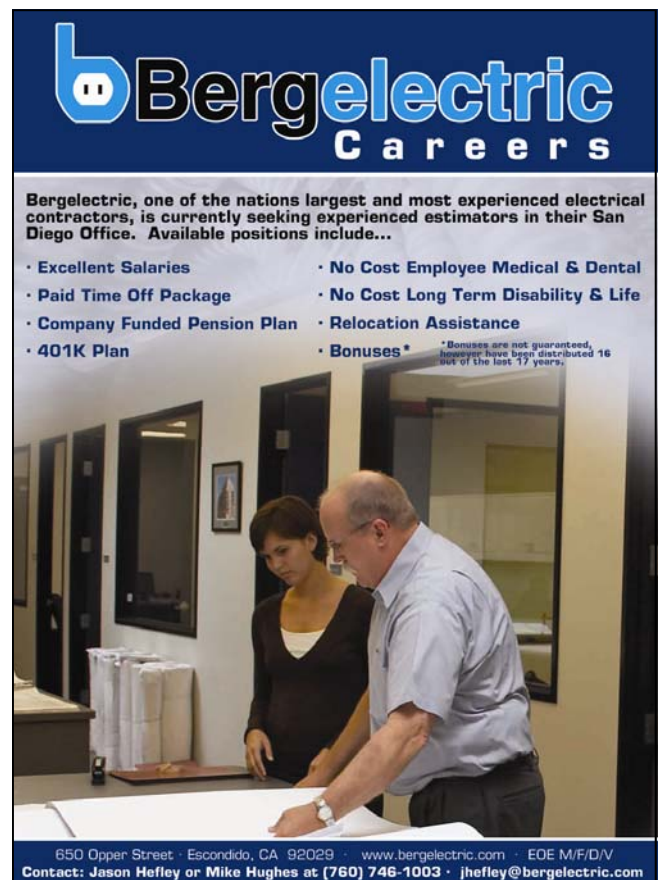
- ◆ **Tuesday, February 9, 2010—5:30 PM**
Joint Meeting of ASPE San Diego and NAWIC San Diego Chapters
Program: Project Labor Agreements
Speakers: Steve Stryker, Partner
Stryker Slev Law Group
and George Harris III, Contracts
Compliance Manager
SDUSD Facilities, Planning &
Construction
Location: **Crown Plaza Hotel**
2270 Hotel Circle North, San Diego

- ◆ **Tuesday, February 23, 2010—5:30 PM**
ASPE San Diego Board of Directors' Meeting
Location: Reno Contracting
1450 Frazee Road, Suite 100
San Diego

[CLICK HERE](#) for ASPE National's
2009-10 Critical Calendar or go to:

**[http://www.aspenational.org/userfiles/
file/09_10%20Critical%20CalendarA.pdf](http://www.aspenational.org/userfiles/file/09_10%20Critical%20CalendarA.pdf)**

- ◆ **Friday-Saturday, February 26-27, 2010**
Joint Southwest/Northwest Regional Meeting
Location: Houston, Texas
- ◆ **Tuesday, March 16, 2010—5:30 PM**
ASPE San Diego General Membership Mtg
Program: Estimating Electrical Systems for
Educational Facilities
Speaker: Debi Preece, General Manager
Vector Resources, Inc.
Location: The Butcher Shop Steakhouse
5255 Kearny Villa Rd, San Diego
- ◆ **Tuesday, March 23, 2010—5:30 PM**
ASPE San Diego Board of Directors' Meeting
Location: Reno Contracting
1450 Frazee Road, Suite 100
San Diego



Bergelectric
Careers

Bergelectric, one of the nations largest and most experienced electrical contractors, is currently seeking experienced estimators in their San Diego Office. Available positions include...

- Excellent Salaries
- Paid Time Off Package
- Company Funded Pension Plan
- 401K Plan
- No Cost Employee Medical & Dental
- No Cost Long Term Disability & Life
- Relocation Assistance
- Bonuses*

*Bonuses are not guaranteed, bonuses have been distributed 16 out of the last 17 years.

650 Oppen Street · Escondido, CA 92029 · www.bergelectric.com · EOE M/F/D/V
Contact: Jason Hefley or Mike Hughes at (760) 746-1003 · jhefley@bergelectric.com

GET INVOLVED IN YOUR SUPERIOR CHAPTER WITH DISTINCTION !!!



2009-2010 Chapter Officers

Office	Officer	Phone	Fax	Email
President	Ed Wenz, E Reno Contracting, Inc.	619.220.0224 x6242	619.220.0229	ewenz@renocon.com
1st Vice-President	Frank Young, FCPE O'Connor Construction Management, Inc.	858.467.9400	858.467.9405	pancho77@cox.net
2nd Vice-President	Dan Sackett, CPE Calif. Comfort Systems	858.564.1160	858.530.4074	dsackett@calcsusa.com
3rd Vice-President	Keith Estes, E Alcala, Inc.	619.291.1100	619.291.1142	kestes@alcala.com
Secretary	Stephen Fisher, CPE Fisher Consulting Group	760.639.8630		stephen.fisherFCG@cox.net
Treasurer	Laura Parker, CPE ROEL Consulting Services	619.906.2867	619.278.6604	laurap@roel.com
Executive Secretary	Rex Edmonds, CPE CP&M	760.591.9409	760.591.0733	rexedmonds@ltsp.com
Immediate Past President	Hennie Degenaar, CPE Gilbane Building Co.	858.717.3198	858.658.6701	hdegenaar@aol.com
Executive Administrator	Margy Ashby	619.749.1890 619.593.9988	619.593.9989	asped4@gasvcs.net

2009-2010 Chapter Board of Directors

Director	Phone	Fax	Email
Todd Caha, CPE Baker Electric	760.745.2001	760.745.0292	tcaha@baker-electric.com
Lou Farallo, CPE Farallo Professional Estimating	858.361.1721		lfarallo@sbcglobal.net
Liz Hawkins, E Swinerton Builders	858.815.2465	858.622.4044	ehawkins@swinerton.com
Larry Hendrick, CPE Barnhart, inc.	858.385.8200 x8139 760.310.9207	858.385.8201	lhendrick@barnhart-heery.com
John W. Heusner, CPE Cumming	858.566.6217	858.673.9263	johnwheusner@san.rr.com
Dan Luckhardt, E O'Connor Construction Management, Inc.	619.980.4025	858.467.9400	dluckhardt@ocmi.com
Roger Mullins, CPE Raymond San Diego, Inc.	858.292.4499 x140	858.292.9144	roger.aspe@yahoo.com

TECHNICAL COMMITTEES:

Certification:

Lou Farallo, CPE

Education:

Hennie Degenaar, CPE

Ethics:

John W. Heusner, CPE

Standards:

Stephen Fisher, CPE

STANDING COMMITTEES:

Chapter Awards/ Nominations:

Hennie Degenaar, CPE

National Awards:

Dan Sackett, CPE

Bylaws:

Dan Luckhardt, E

Finance:

Laura Parker, CPE

Membership:

Larry Hendrick, CPE

Programs:

Frank Young, FCPE

OTHER COMMITTEES:

Calendar:

Liz Hawkins, E

Communications:

Newsletter:

Roger Mullins, CPE

Website:

Ed Wenz, E

Dinner Registrations:

Laura Parker, CPE

Election Tellers:

Larry Hendrick, CPE

Historian:

Dan Luckhardt, E

Mentoring:

Rex Edmonds, CPE

Parliamentarian:

Stephen Fisher, CPE

Public Relations:

Liz Hawkins, E

Scholarships:

Dan Luckhardt, CPE

Telephone:

Stephen Fisher, CPE

Ways & Means:

Todd Caha, CPE

Published by San Diego Chapter 4
 American Society of Professional Estimators

S.D. Mator

Reserve TODAY!

For the Tuesday, January 19, 2010
 ASPE Chapter 4 Dinner Meeting ...

**THE CARLSBAD
 DESALINATION PROJECT**

CONTACT US

ASPE San Diego Chapter
 127 N. Westwind Drive
 El Cajon, CA 92020-2955

Phone: 619.749.1890
 Fax: 619.593.9989
 Email: asped4@gasvcs.net
 Web: <http://www.aspechapter4.org>

THE ASPE SAN DIEGO CHAPTER GRATEFULLY
 ACKNOWLEDGES THE GENEROUS SUPPORT OF OUR

CORPORATE SPONSORS

and

MONTHLY ADVERTISERS

Baker Electric, Inc.
<http://www.baker-electric.com>

Barnhart, Inc. - a Heery International Company
<http://www.barnhart-heery.com>

Bergelectric Corp. Contractors & Engineers
<http://www.bergelectric.com>

California Comfort Systems USA
<http://www.comfortsystemsusa.com>

CP&M (Construction Planning & Monitoring)
<http://www.edmondsconsultants.com>

Johnson, Finch & McClure Construction, Inc.
<http://www.jfmcon.com>

Reno Contracting Inc.
<http://www.renocon.com>

Trinity Grading, Inc.
<http://www.trinitygrading.com>

Waller-Opsal Consulting
<http://www.walleropsal.com>

ATI / AMERICAN TECHNOLOGIES, INC. [p. 6](#)

BAKER ELECTRIC, INC. [p. 7](#)

BERGELECTRIC CORP. [p. 14](#)

CASPER COMPANY [p. 3](#)

CONSTRUCTION ANALYSTS, INC. [p. 7](#)

CUMMING [p. 8](#)

DYNALECTRIC COMPANY [p. 11](#)

FBC BUILDING SOLUTIONS [p. 6](#)

MADSEN, KNEPPERS & ASSOCIATES, INC.... [p. 7](#)

TRINITY GRADING, INC. [p. 5](#)

U.S. CONCRETE PRECAST GROUP [p. 7](#)

ZIELINSKI & ASSOC. [p. 7](#)