



S.D. Mator

Published by ASPE San Diego Chapter #4

October 2018

Volume 17, Issue 2

MEETING AT A GLANCE

DATE: TUESDAY, OCTOBER 16, 2018

TIME: 5:15 PM—Registration & Social Networking

6:00 PM—Announcements

6:15 PM—Dinner Service

7:00 PM—Program

PROGRAM:

**THE USE OF BIM IN MEP DESIGN
AND COST REDUCTION**

SPEAKER:

Joseph Binning
President, MEPCor Inc.

DINNER LOCATION:

Hunter Steakhouse

2445 Hotel Circle North, San Diego, CA 92108

(Mission Valley on north side of I-8 off the Taylor Street exit)

Entrée selections: Prime Rib, Roasted Salmon, New York Steak, Lemon Herb Chicken, Vegetarian Pasta

**COST: Members & Guests – \$40/person
Students (discount) – \$25/person**

*Cancellations must be received by NOON on
Monday, October 15th or no shows will be billed.*

RSVP:  <http://evite.me/8MFQS1Jree>

MEMBERS AND GUESTS UTILITIZING THE
EVITE RESERVATION PLATFORM

MUST PROVIDE THE INDIVIDUAL'S NAME AND
COMPANY NAME FOR EVERY REGISTRANT.

—OR: Paul Chang CPE – Sundt Construction
619.321.4822 aspechapter4@outlook.com

The 3D Crystal Ball: BIM and MEP

by Lisa Thibodeaux, Construction Experts, Inc.
ASPE San Diego Chapter #4 Programs Chair

The BIM Model may be the closest to a crystal ball the Architecture, Engineering and Construction (AEC) industry can get, at least for now. Utilizing BIM gives the AEC firm a huge advantage over the competition as it is used to maximize the building's function, design, and space, and minimize time delays, material waste, and unforeseen consequences related to constructability issues. Understanding more about the building's design and materials, and sharing this information collaboratively between the architect and the trades will lead to a better informed design, better communication among all trades and parties involved, less errors and better productivity.



MEP and BIM

For MEP engineers, access to BIM is critical in planning building systems. Today's systems need to function faster, smarter, and smoother than ever before.

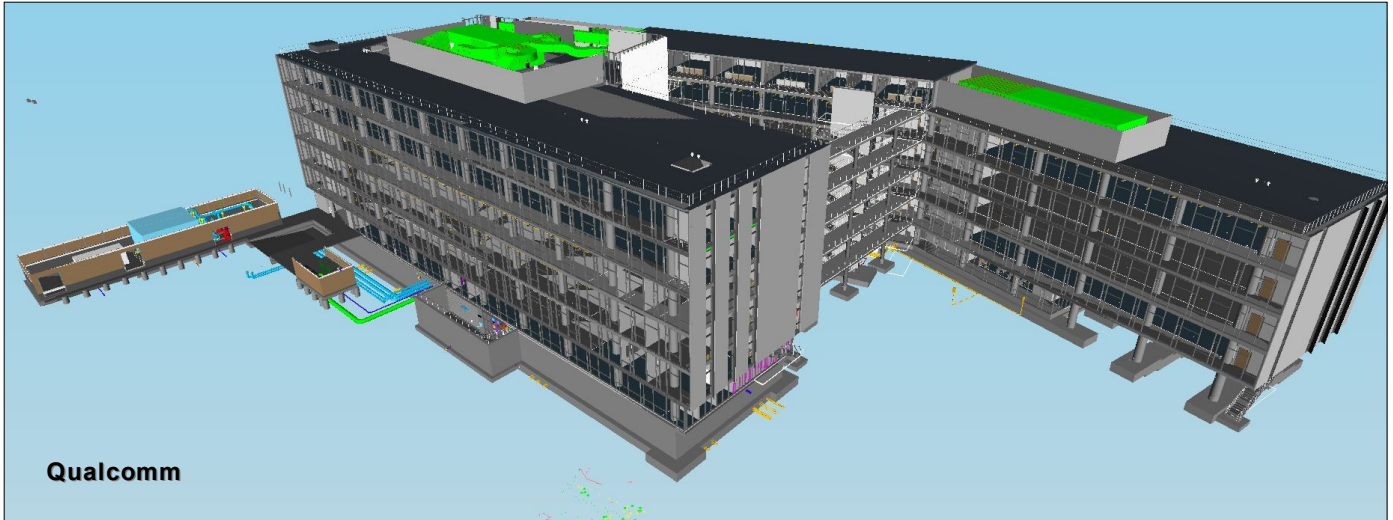
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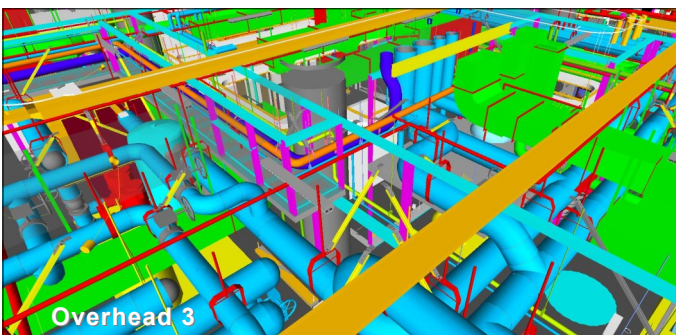
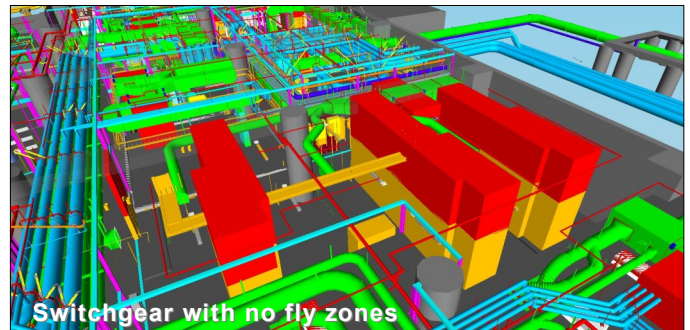
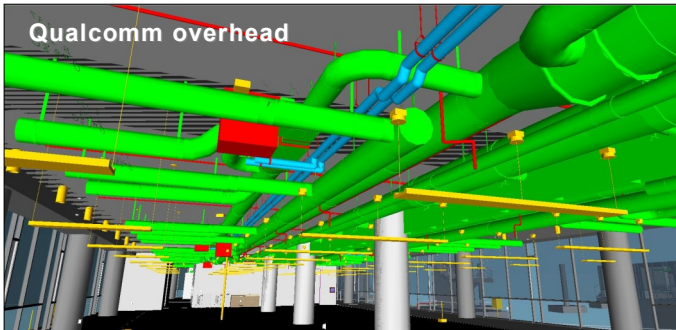
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Revit MEP BIM allows the AEC team to rework the design of the building's system until they are functional and best fit for the building. In this software, each component of the MEP system knows what it is, what it does, and how to perform with the rest of the building. The whole building design concept allows electrical engineers to track the power levels of the mechanical equipment. The software then calculates the electrical load requirements to best manage the various mechanical equipment throughout the building. Any change that is made to the building design in the software produces the response changes throughout the building. The intelligence in BIM software give MEP teams the opportunity to create a more energy efficient sustainable building.



The Good and the Bad of BIM

Utilizing BIM helps with planning, estimating, scheduling, materials, and productivity. Designers and constructors find BIM offers the opportunity to create geometrically complex designs while also troubleshooting spatial clashes and mitigating risk. However, it is not fail proof. While BIM models good design, it also models poor design. The experienced builder with knowledge of the buildings' functions and building code must be part of the design process to ensure the systems are functional and constructible. For example, although the HVAC ductwork is mapped out, it might or might not actually fit into the building

as designed. Collaboration from the design and preconstruction stages on forward among design professionals, experienced builders, owner/owner rep, and engineers will ensure the design, sustainability, and constructability of the building. As RFIs fly out and return, the BIM software is updated to include the new results, amassing a more logical, workable, and fluid design. Collaborating on the BIM model results in projects that have little to zero delays, minimal change orders, and marginal extra cost.

[\(cont'd on pg 3\)](#)

BIM for Estimators

Estimators can utilize the BIM's materials list as a reference point when developing quantity takeoffs, significantly reducing the time it takes to produce the estimate. The experienced estimator knows that material lists are one piece of the research that is taken into consideration and should not be the sole source of information when creating the estimate.

ASPE San Diego Meeting Information

On Tuesday, October 16th, Joseph Binning from MEPCor will present to San Diego ASPE members and guests on **The use of BIM in MEP Design and Cost Reduction**. MEPCor is a key player serving between the design team and the building team. They virtually create the building to scale in 3D which presents the opportunity to correct design flaws before construction starts. Using clash detection software, MEPCor confirms all utilities above and below ground can be coordinated to fit and function. Once the building model has been reviewed, assessed and corrected, installation drawings are created showing routing, elevations, depths, and sizes, greatly increasing productivity and reducing construction costs. "By utilizing this method, the contractors can realistically see drastic savings on both labor (shorter installation time) and a lower labor cost (more apprentices on the projects)." Binning stated.

Speaker: Joseph Binning

Joseph Binning started his construction career in 1978 as a Journeyman Electrician in Arizona. He was the first electrician in San Diego to model anything electrical in 3D while working on the Scripps Medical Facility TSRI-3030. He has a degree in BIM from the International Academy of Design and Technology in addition to a variety of certificates in software demonstrating his knowledge of and specialization in construction modeling technology.



He has since been part of the coordination process for notable projects in the construction industry, including Hospitals, Universities, High Schools, Elementary Schools, High Rise Office Buildings, High Rise Condominiums, Sporting Stadiums, Waste Water Treatment Plants, Government and Military Projects, Bio-Medical facilities, Manufacturing Plants, Prisons, Shopping Malls, Department Stores, Bank Buildings, Churches, Caltrans Projects, and Movie Theaters, just to name a few. He has primarily worked in the commercial construction field in his 42+ years of experience to date.

He has since assembled an extensive team of modeling professionals who specialize in the modeling and coordination of all assets of any project to a high level of detail including MEP trades modeling and coordination for both design and construction. His extensive experience has allowed him to be highly respected by his peers as a project review coordinator as well an MEP coordinator with an extensive background in producing innovative construction services and products to and for both small and large companies alike.

ASPE San Diego will meet Tuesday, October 16 at Hunter Steakhouse, 2445 Hotel Circle N., San Diego, CA 92108. Complete information can also be found on [page 1](#).

The presentation will cover:

- Basics of MEP design
- How BIM helps in MEP design process
- Common errors that occur with MEP design and installation
- BIM's impact on estimating
- Improvements in BIM

Cost: Members & Guests – \$40.00 per person; Students – \$25.00 per person

Binning advises, "It's widely accepted in the construction industry that as much as a 30% savings in scheduled time and labor can be gained with a pre-coordinated project, this also opens the possibility for prefabricated systems to be built as a single assembly off site and installed in one piece creating drastic savings in both labor hours and schedule hours. In such a competitive market, no company can afford not to utilize BIM."

Lisa Thibodeaux

ASPE San Diego Chapter #4 Programs Chair

Recap Article about the September 2018 ASPE Site Tour & Dinner Meeting for UCSD Tata Hall



by Frank Young, FCPE

Twelve members and construction colleagues gathered on September 18th to visit the newly completed Tata Hall for the Sciences, a seven-story structure to support research and teaching in the physical and biological sciences. The building is named in recognition of a \$70 million donation by the Tata Trust of Mumbai, India and will support the new Tata Institute for Genetics and Society. Mark Rowland and Brad Phipps, Project Managers with UCSD's Facilities Design and Construction, and Dan Lodge, Project Manager with McCarthy Building Companies, served as hosts for the Site Tour through the 70,000+ SF complex. CO Architects were the design firm for the \$110 million project which hopes to aid in the fight to eradicate malaria in India.

The attendees viewed a myriad of specialty laboratories, biology and chemistry teaching labs learning studios and classrooms, and faculty offices. Two important features of Tata Hall are the 175-seat auditorium and a unique, nationally recognized nuclear magnetic resonance core facility. We appreciate the efforts of the UCSD and McCarthy staff personnel in showcasing another fantastic building to the local ASPE Chapter.

Following the Site Tour, the group traveled to BJ's Restaurant & Brewhouse in the UTC area to join five other members for dinner. We enjoyed a variety of pizzas, spaghetti and meatballs, Caesar salad and alcoholic and non-alcoholic beverages to whet the pallet. Lively conversation continued about this particular project, as well as other topics of interest to the assembled estimating professionals.

We are offering a program on Building Information Modeling for the MEP trades during our October 16th dinner meeting. We invite mechanical and electrical subcontractors and other associated construction firms to take part and participate in the upcoming program. ■

Frank Young, FCPE
ASPE San Diego Chapter #4 Programs Committee

A SAD ANNOUNCEMENT

It is with regret and sadness that we announce the passing of San Diego Chapter #4 member **Anwar Hafeez**. Founder and President of SDC & Associates, Inc. since 1994, the firm has been known as a leading nationwide provider of construction consulting services. Their experience in government, commercial and residential sectors have handled over \$350 million in change orders and claims on \$1.4 billion worth of construction. Anwar was involved in landmark projects such as the San Diego Convention Center, the Los Angeles Central Library, and expansion of transportation facilities at Los Angeles International and Washington D.C.'s subway. He has presented numerous seminars on change orders and claims throughout the country. Our thoughts and prayers are with his family and company personnel.

THANK YOU! ASPE 12th Annual Golf Tournament



Ryan Wohlfarth, E

ASPE San Diego Chapter 4 would like to extend a BIG thank-you to all the players, sponsors, and volunteers for this year's golf tournament. With well over 80 golfers and nearly 30 sponsors, this event was a tremendous success! Proceeds raised benefit the ASPE San Diego Chapter 4 Scholarship Fund. For more information on the scholarship fund, please visit <http://www.aspenational.org/page/scholarship>.

This year's tournament was hosted on Friday, September 21st at Admiral Baker Golf Course and brought in over \$20,000. This would not have been possible without the help of all our sponsors:



- ◆ KHS&S
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- ◆ Sundt Construction
- ◆ Uponor
- ◆ Kitchell Contractors
- ◆ Countywide Mechanical Systems
- ◆ Ramos CS
- ◆ Nielsen Construction

I would also like to extend a personal thank-you to **David Luhm, Paul Chang, Frank Young, Venu Dorapally, Alicia Kovacs, Elizabeth Tague, Alex Renard, and Francisco Arceo**. The tournament would not have been a success without your help!

This is an annual event that we are already looking forward to next year, and we hope to see everyone involved back again!

Again, thank you to all those who golfed, sponsored, and volunteered for this event.

Sincerely,

Ryan Wohlfarth
ASPE San Diego Chapter #4 Golf Chair

Introduction:

Have you ever heard a statement so completely false – that moments later you absolutely agreed with?

“An Estimator is a Salesman”



Dan Kilcoyne, CPE

Brief Personal History:

- California Panel Systems is a panel fabricator that sells to panel installers - who in turn bid to GCs.
- I came into the office as Director of Estimating in 2009 – was a Field Foreman for 25 years prior to this.
- Immediately started converting our generated estimating documents to paperless.
- Organized the electronic file system – “Data on Demand” – 30 seconds access time or less.
- Built up a library of Excel estimating templates – self-populating / self-calculating.
- Adopted Bluebeam exclusively for project plans estimating – plan printing was entirely eliminated.
- Developed the “building block” approach to Trespa panel estimating.
 - Stacked panels within a skeletal virtual version of the product.
 - Quantities, dimensions, and extrusion requirement were automatically calculated.
 - Takes less time, is more accurate, and offers the customer a visual representation of the quoted panel scope.

Yet, we discovered that every awarded quote had one thing in common – even if it was developed with none of the above advancements (we still have departments and estimators that use pencil and paper).

The One Point of this Talk:

Every purchase order is the direct result of a plain old-fashioned follow-up phone call or a face-to-face meeting:

- I don't remember ever getting as PO by just hitting send on an email – the follow-up call was crucial.
- The most successful follow-up calls were when the actual estimator was the one following up.
- We coined the term “Sales Hat” to describe when an estimator was going to pick up the phone.
- There is a level of customer confidence that results from talking to the actual estimator – someone that has poured over the same plans and likewise struggled to extract the necessary info.
- The “sales” skill does not always come naturally, and must be learned like any other skill.
- You can easily say the wrong thing – and knowing the right thing to say and when takes practice.
- The goal is not to compel your customer to make a bad purchase, but rather to sincerely and accurately offer your proposal for your customer's consideration.

CONCLUSION:

Perhaps effort to learn the basics of honest sales communication should be part of an estimator's development?

Maybe even classes could be offered for Sales-related skills?

Ask a CPE: Q & A

Responses from Wrey Farrales, CPE—Senior Cost Manager, HL Construction Management



Wrey Farrales CPE

1. When did you get your CPE certification?

I had my certification on October 15, 2015.

2. What made you take the CPE certification?

I considered acquiring this certificate early on in my career. The title of CPE holds significance and recognizes me as a qualified and competent estimator. The certification process was an essential step in my career development.

This certification demonstrated my commitment to the industry and estimating profession.

3. How is it useful for you to have the CPE certification?

I have highlighted my CPE certificate as a bullet point on my resume. This reflects the highest form of professional recognition.

My resume includes my certificate and affiliations, and I have submitted my resume multiple times on RFP's and proposals, and it has been a part of my success in getting awarded contracts, based upon my resume.

4. What do you suggest to other estimators regarding getting certified?

I would highly recommend other estimators to pursue the CPE certificate, as it shows that you are a committed and highly educated and motivated person. It should build your confidence and reflects personal achievement.

Many companies and government agencies are starting to require these certificates.

5. Brief description of your certification process, estimating life and any other comments?

From my experience, the process was natural flowing as long as you know the basic principles of estimating. During my certification process – I did my review of the bylaws of the organization and all the regulations of doing an estimate. Doing the estimate itself was not too difficult as long as you understand the principle.

I have been fortunate to have worked with many well-known firms, and alongside competent architects and estimators on projects located in the Philippines, Hawaii, and Southern California. I think my certificate has been one small step to solidifying my advancement in the construction industry, and my exposure to award-winning proposals in the gaming, hospitality, education, and healthcare sectors.

If you have any questions, please contact John Heusner CPE (john.heusner@crbusa.com) or Venu Dorapally CPE (venuarch@gmail.com).

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FOR MORE INFO—CONTACT:

Treasurer: FRANK YOUNG, FCPE
Cell 619.980.4025; pancho77@cox.net
P.R. Chair: STEVE SCHRAIBMAN, CPE
Cell 619.252.4941; steve@arcor-inc.com



ASPE MISSION STATEMENT

**The American Society of Professional Estimators
is dedicated to the promotion of
the profession of estimating and to
the benefit of the construction industry.**

[Click here](#) for ASPE's CODE OF ETHICS.

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 in the following three member classifications.

- 1- **Estimator:** Shall be an active Construction Estimator in one or more of the construction estimating disciplines.
- 2- **Affiliate Member:** Shall be employed in a construction-related field.
- 3- **Student:** Shall be a full-time student actively pursuing a curriculum leading to a degree or certificate in a construction-related field.

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 Venu Dorapally CPE at 858.947.5197 or:

venuarch@gmail.com

San Diego Chapter #4 Calendar of Events



◆ **Tuesday, October 16, 2018 (5:15 PM Registration)**

ASPE San Diego Monthly Dinner Meeting

Program: The Use of BIM in MEP
Design and Cost Reduction

Speaker: Joe Binning, President
MEPCor, Inc.

In-House Dan Kilcoyne

Talk: California Panel Systems

Location: The Hunter Steakhouse
2445 Hotel Circle Place, San Diego
(West end of Mission Valley at the
Taylor Street off-ramp from I-8)

◆ **Friday-Saturday, October 19-20, 2018**

ASPE Southwest/Northwest Regional Meeting

Location: Hampton Inn & Suites
Tempe, Arizona

◆ **Tuesday, October 23 or 30, 2018 (5:30-7:30 PM)**

ASPE San Diego Monthly Board Meeting

Location: Offices of Sundt Construction
1550 Hotel Circle North, Suite 400
San Diego (Mission Valley)

◆ **Tuesday, November 13, 2018 (5:15 PM Registration)**

ASPE San Diego Monthly Dinner Meeting

Program: The Blue Book Building &
Construction Network—New Tools
to Help Contractors

Speaker: Dan Weaver
Business Development Manager
The Blue Book

Location: The Hunter Steakhouse
2445 Hotel Circle Place, San Diego
(West end of Mission Valley at the
Taylor Street off-ramp from I-8)

◆ **Tuesday, December 4, 2018 (5:30-7:30 PM)**

ASPE San Diego Monthly Board Meeting

Location: Offices of Sundt Construction
1550 Hotel Circle North, Suite 400
San Diego (Mission Valley)

◆ **Tuesday, December 14, 2018 (7:00 AM Registration)**

ASPE/CSI San Diego Joint Breakfast Meeting

Program: Real Estate and Construction
Forecast for 2019

Speaker: Alan Nevin, Director of Economic &
Market Research—Xpera Group

Location: Admiral Baker Golf Course Clubhouse
2400 Admiral Baker Way, San Diego
(Off Friars Road in Mission Valley)

Directory of San Diego Chapter #4 Officers and Directors



TECHNICAL COMMITTEES:

Certification:

John W. Heusner, CPE

Education:

Steve Schraibman, CPE

Standards:

Dan Luckhardt, CPE

STANDING COMMITTEES:

Chapter Awards

Frank Young, FCPE

National Awards

Steve Schraibman, CPE

Nominations:

VACANT

Communications—

Website:

Michael Moyers, CPE

Communications—

Newsletter:

Mark Olsen, CPE

Finance:

Frank Young, FCPE

Ways & Means:

Ryan Wohlfarth

Public Relations/

Calendar:

Steve Schraibman, CPE

Membership:

Venu Dorapally, CPE

Programs:

Lisa Thibodeaux

OTHER COMMITTEES:

Ethics:

Dan Luckhardt, CPE

Mentoring:

Frank Young, FCPE

Scholarships:

Dan Luckhardt, CPE

Outreach (formerly

Telephone):

Paul Chang, CPE

2017-2018 Chapter Officers

Office	Officer	Phone	Fax	Email
President	OPEN			
1st Vice-President	Steve Schraibman, CPE Arcor-Inc.	858.481.4494 619.252.4941-C	858.481.4146	steve@arcor-inc.com
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3rd Vice-President	Paul Chang, CPE Sundt Construction	619.321.4822 619.430.3361-C	619.321.4932	aspechapter4@outlook.com
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Treasurer	Frank E. Young, FCPE CSOS Consulting	619.440.5517 619.980.4025-C	619.401.7545	pancho77@cox.net
Immediate Past President	Michael Moyers, CPE Best Interiors, Inc.	858.737.7316 619.843.6962-C	858.737.7317	michael.moyers@bestinteriors.net
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2017-2018 Chapter Board of Directors

Director	Phone	Fax	Email
Venu Dorapally, CPE Kitchell Contractors, Inc.	858.947.5197		venuarch@gmail.com
David Luhm, E Countywide Mechanical, Inc.	760.238.3355-C		dluhm@countywidems.com
Mark Olsen, CPE Madsen, Kneppers & Associates, Inc.	858.597.0387 206.218.9653		molsen@mkainc.com
Ryan Wohlfarth, E Uponor	800.321.4739		ryan.wohlfarth@uponor.com

CONTACT ASPE SAN DIEGO CHAPTER

Phone: 619.749.1890 Email: info@aspechapter4.org

Chapter Website: aspechapter4.org National Website: aspenational.org

2018 Southwest / Northwest Regional

Agenda

October 19th & 20th, 2018





**AMERICAN SOCIETY
OF PROFESSIONAL
ESTIMATORS**

2018 ASPE Joint Southwest/Northwest Fall Regional Meeting

Host: ASPE Arizona Chapter 6

When: Friday & Saturday - October 19 & 20, 2018

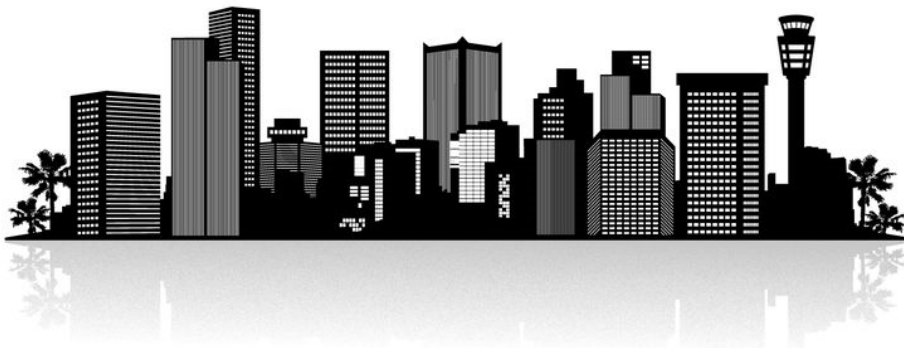
Where: Hampton Inn & Suites Phoenix / Tempe
Tempe, AZ 85281
480-467-2184

Reservation / Room Block: ASPE – 2018 NW/SW Fall Regional
Rate: \$124 + 14% Tax = \$141.36 / Night

Notes: (for hotel guests)

- * Complimentary shuttle to / from airport
- * Complimentary daily breakfast
- * Check-In: 3:00 pm
- * Check-Out: 12:00 pm

PHOENIX | SKYLINE



Questions? Contact Larry S. Lucero, CPE - llucero@bankerinsulation.com

Hosted by Arizona Chapter 6

October 19, 2018

Friday:

11:00 – 12:00 Meet & Greet

12:00 – 1:00 Lunch

1:00 – 1:45 Richard Goldman – Nucor/Vulcraft - Ecospan System

1:45 – 2:00 Break

2:00 – 2:45 Chris Pfeiff – BDS VirCon - Preconstruction modeling
and its effects on budget and scheduling 2:45 – 3:00

Break

3:00 – 3:45 Adam Stein - Principled Living: Integrity in who you
are, who you're not, and what beer you drink.

3:45 – 4:00 Break

4:00 – 4:45 Stephen Hulston – NOVO Development
Advancements in Estimating

5:30 Assemble in lobby for dinner at hotel
Catered by Si Senior New Mexican Restaurant

October 20, 2018

Saturday

7:00 – 8:00 Continental Breakfast

8:00 – 10:00 SW / NW Governors meeting

10:00 – 10:30 Break

10:30 - 11:30 ASPE Leadership Training

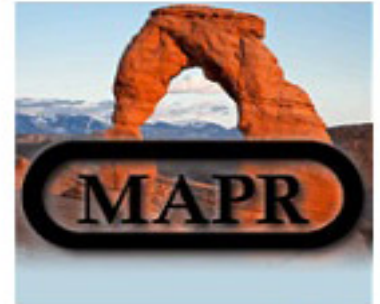
11:30 – 12:30 Lunch

12:30 – 2:00 Developing a Power Point
presentation for chapter modules

2:00 Adjournment

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BUILDING RELATIONSHIPS SINCE 1913

Introduction to Blueprint Reading

Let this basic subject enhance your career!

4 NIGHT CLASS—Jan. 21, 28 Feb 4 & 11, 2019 - 5-8 PM

Jackson & Blanc Training Room

7929 Arjons Drive, San Diego CA 92126

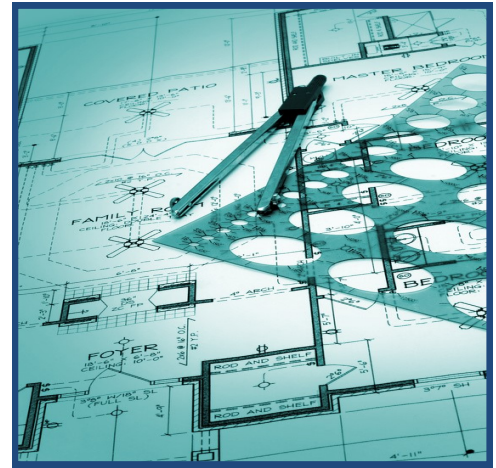


Construction blueprints serve as both an instruction manual and a map, showing how a project should be built by the construction team. Among other things, they portray the plans for the building, show finish requirements, illustrate layouts for mechanical and electrical scopes, and identify specialty and interiors work. People are often intimidated by drawings, and the process of interpreting the designers' intent. We hope to dispel that point of view during these 12 hours of class.

Instructor: Frank E. Young, FCPE

Topics to be covered will include:

- ◆ What are blueprints and their importance to the construction process
- ◆ Anatomy of a drawing
- ◆ Drawings assembled by discipline
- ◆ Types of drawings
- ◆ Plans, Elevations, Sections, Details, Schedules
- ◆ Isometric, Schematic and Other Drawings
- ◆ Drawings Used by Engineering Disciplines
- ◆ Use of Architect's and Engineer's Scales, Measurements
- ◆ Legend and Use of Symbols and Abbreviations
- ◆ Dimensioning Issues
- ◆ RFI's, RFC's and Responses from Contractors, Designers
- ◆ Use of drawings during the estimating process
- ◆ Common problems with drawings



REGISTER Online at: www.NAWICsd.org

Registration deadline: January 15

NAWIC Members: \$125.00

Non-Members \$175.00

Light snack will be provided at each class

Questions: email - sdwic@cox.net

NAWIC

The logo for the National Association of Women in Construction (NAWIC). It features a circular emblem with a quill pen in the center. The text around the quill reads "NATIONAL ASSOCIATION OF WOMEN IN CONSTRUCTION". The word "NAWIC" is written in large, bold, black letters to the right of the emblem.

Limited Seating!