

# THE CHANGE ORDER

The Official Newsletter of the  
**American Society of Professional Estimators**  
**Garden State Chapter 26**

Circulated to members of ASPE Garden State Chapter 26 – February 2011

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## FEBRUARY MEETING

Our next meeting is scheduled for **Tuesday, February 22**. Our guest speaker will be **Paul Watson, who will be speaking on the topic of “Industrial Hygiene Services”** see below for more information. Cocktails and hors d'oeuvres will be served at 6:00pm and our dinner meeting will begin at 7:00pm. The meeting will be held in a private room on the lower level of **Pal's Cabin, located at 265 West Prospect Avenue, West Orange, NJ** on the corner of Eagle Rock Road & Prospect Avenue, just north of I-280. Pal's phone number is (973) 731-4000.

## PRESIDENT'S MESSAGE

Let me be the first to welcome the new Executive Board that was formulated after the departure of Paul Calvacca this past December during the Christmas party. This Board is basically an interim Board with new members until the election in May 2011. We want to emphasize that everyone has the opportunity to join the Board. The selection process for nominees will begin at the February 22 meeting.

I want to thank Buck Lawrence for presenting Robert Sililia with his CPE Certificate that he achieved. Robert is the first of hopefully many to receive the CPE this year.

I would also like to thank our last two presenters Denis Boylan, AIA of Gilbane Co., business development in the construction industry for his presentation on “Are you selling a product or a service” back at our November meeting and Joseph Fattore at our January meeting for his presentation on Screen Wall Systems, informing us of the various types from conception to current day application. My goal is to present speakers with information that would be of interest to everyone. If anyone has any suggestions please let me know.

We had a terrific turnout, approximately 30 members present for the dinner meeting. I would love to see this continue for the balance of the year.

Respectfully Submitted,  
Peter Ruffini CPE  
President  
ASPE Garden State Chapter No.26

## FEBRUARY'S GUEST SPEAKER

Paul Watson, CIH, CSP, CET, CMC

Paul Watson is the National Practice Leader for ATC's Industrial Hygiene Services. This role provides a unique perspective on operations and technical issues that safety professionals face on a nationwide basis. Paul manages environmental health and safety services from ATC's Albany, New York, office. He is responsible for managing a staff of industrial hygienists, project managers, field technicians, and subcontractors; providing industrial hygiene, training, and safety consulting services; and managing large, annual industrial hygiene contracts.

Paul has just under 24 years experience. ATC is a full service Industrial Hygiene, Safety and Environmental Consulting firm, with 85 offices with over 1800 employees nationwide.

## November Meeting



Paul Calvacca, Denis Boylan and Peter Ruffini

# January Meeting



From left to right Joseph S. Fattore, A.I.A., Stephanie Staub and Peter Ruffini



Buck Lawrence  
presenting Robert Sililia  
with his CPE Certificate  
  
Congratulations Rob!

## CHAPTER NEWS

Please welcome Glenn Selover our newest chapter member!

We are always on the look out for help and new ideas, if you are a member and would like to get involved please ask a board member at the next meeting.

I would like to thank the following members for donating and supporting our chapter: Walter Hager, David Imhoff and Buck Lawrence.  
Also thanks to Mike Inga for running and everyone for purchasing 50/50 tickets at the membership meetings.

Walter Hager has new nametags for everyone. Wear them with pride but take them off before you leave, otherwise Walter won't be able to give them to you at the next meeting.

Our chapter web site has been reactivated. Please visit us at [www.aspe26.com](http://www.aspe26.com)

Please consider sponsoring our newsletter and website. The cost for members is only \$20 and \$50 for nonmembers. We will post your business card or other graphics for one year.

**IN THE BEGINNING THERE WAS AN ESTIMATE**

**“If one of you decides to build a tower, will he not first sit down and calculate the outlay to see if he has enough money to complete the project. He will do that for fear of laying the foundation and then not being able to complete the work; at which time, all who saw it would then jeer at him saying, that man began to build what he could not finish.” Luke 14/25-33**

Quote furnished by Mr. David Imhoff

**MEETING SCHEDULE**

<b>Jan. 25, 2010</b>	<b>Joseph S. Fattore</b>
<b>Feb. 22, 2010</b>	<b>Paul Watson, “Industrial Hygiene Services”</b>
<b>Mar. 22, 2010</b>	<b>David Kennedy, “Social and Business networking, employment and your next job”</b>
<b>Apr. 26, 2010</b>	
<b>May 24, 2010</b>	
<b>June 28, 2010</b>	
<b>July</b>	<b>No meeting</b>
<b>August</b>	<b>No meeting</b>
<b>September 27, 2010</b>	
<b>October 25, 2010</b>	
<b>November 22, 2010</b>	
<b>December 2010</b>	<b>Holiday party&amp; awards dinner (spouses and guests are welcome)</b>

**Future Guest Speakers**

We are always on the lookout for guest speakers. Suggestions for program topics and individual speakers are encouraged. If you have any ideas or individual names to share, please don't hesitate to contact Peter Ruffini.

# CERTIFICATION

Congratulations to Rob Sililia our newest CPE!

We currently have one member from chapter 26, Jeff Senholzi in the pipeline and one member applying for the next cycle.

Buck Lawrence, CPE, is the man to talk to regarding certification for Chapter 26 members. Any member interested in learning how to enter the next Certification Program cycle should contact Buck directly at (914) 443-5538 or email [blawrence@tishman.com](mailto:blawrence@tishman.com)

## Membership

All members are welcome to attend board meetings. Meetings are held the first Thursday of each month. Contact Bill Manfredonia if there is a certain topic you would like to discuss. Please submit it to him at least 24 hours prior to the meeting. All ideas are welcome.

Although our membership continues to grow, please make it your goal to bring in prospective members to our meetings. Guests can attend up to three meetings. First time guests are no longer eligible to receive complimentary dinner from the Chapter.

Should you know a member who is not receiving this publication, please contact me at [info@aspe26.com](mailto:info@aspe26.com) with his or her contact information and e-mail address and I will gladly have them added to the distribution list.

## Chapter No. 26 Board Members

President	Peter Ruffini
Past President	Bill Manfredonia
1 <sup>st</sup> V.P./ Communications Chair	Jeff Senholzi
2 <sup>nd</sup> V.P.	James Ratty
3 <sup>rd</sup> V.P.	Michael Zingaro
Secretary	Nancy Imhoff
Treasurer	Walter Hager
Membership Chair	Phil Drill
Certification Chair	Buck Lawrence
Director	David Imhoff
Director / Past President	Paul Calvacca
Program Chair	Peter Ruffini

# Employment Opportunities

## Several construction positions to fill in the New York City area.

Do you know anyone who fits below?

1. Project Manager in Southern, NJ who has Utility experience.
2. Sr. Accountant for a firm in Northern NJ
3. A Project Accountant for NYC.

Know anyone looking? Have them send their resume to me at [kennedyhr@yahoo.com](mailto:kennedyhr@yahoo.com).

## We are looking for an estimator who can do take offs for painting / paperhanging only parts.

We get most of our bid requests via e-mails. the prints are also e-mailed, therefore the estimator will need to be equipped to read the prints on the computer. If you have any suggestions and /or recommendations please forward them to me. Fax: 732-634-5015 Attn.: Kathleen Andrechick

## We are looking for an experienced executive to provide overall leadership to the national estimating team (40+ employees) in North America.

A key goal of this new role will be to drive the development of systems and processes within Estimating to begin supporting design-build delivery on a large scale.

Fax: 213-430-4698 Attn.: Matt N. Smart

## I have a client that urgently needs a hands-on Electrical Superintendent for a 2 year project in Staten Island.

The Electrical Superintendent will need to be experienced in installation of power, lighting, fire alarm, telecommunication, audiovisual and state of the art security systems for a new 5 story building.

If you know anyone that fits these requirements and that is in the job market, please have them contact me.

Thank you, Lisa Kalus [lisa@lisakalus.com](mailto:lisa@lisakalus.com)

## HVAC Estimator, Wayne, N.J.

### Required:

- 3 to 5 years experience w/ sheet metal (HVAC) estimating.
- Solid understanding of contract specifications and drawings – ability to determine scope of work and required content of a complete estimate.
- Ability to analyze data on the factors that impact costs and evaluate projected to actual costs.
- Strong computer skills (Excel, Outlook, Computerized Estimating).

### Plus (Not required)

- College Degree (Construction, Mechanical Engineering or Related).
- Mechanical Estimating Experience.
- Experience with Quote Express.

Please send your resume to Rich Weinman at [rweinman@kimmel.com](mailto:rweinman@kimmel.com)

# **Delta Construction Partners**

## **Electrical – Career Senior Estimator (Salt Lake City, UT)**

12 – 15 years experience (Union background preferred). Knowledge of hospitals, data centers, industrial and commercial projects. Field and General Foreman exp. preferred

## **Electrical – Senior Estimator (Miami, FL)**

10-15 years Exp. (large projects – Gov't, healthcare, Industrial ). At least \$1M – 20M+ electrical budget . Understands estimating process from beginning to end. Must be motivated to review specifications and have a full understanding of project / code and specs prior to creating take-off

## **Electrical – Senior / Chief Estimator (Syracuse, NY)**

10+ years experience as an Electrical Senior or Chief Estimator with projects of \$1-5M electrical budget. Must have experience estimating multi-family, hotels, retail, military housing, medical facilities and college projects.

## **Electrical - Chief Estimator (Infrastructure) (Queens, NY)**

15-20 years Industrial Sr. Project Management experience mandatory (field experience preferred), Exp. with roadway (street/traffic lights), Bridges (movable or large fixed bridges), Commercial (Water treatment plants / power), Transit (railways / signals / communication)

## **Electrical - Estimator (Dallas, TX) Entry level position**

Our client is looking for an electrical construction professional with a few years experience in the field who is looking for an office position estimating. Experience in Commercial (ground up), Light-Medium Industrial (Food/Beverage), Healthcare (Day Surgery / Patient Care), Mission Critical (Data Center).

## **GC – Chief Estimator (Minneapolis, MN)**

10 – 15 years experience as a General Contractor Chief Estimator, including a minimum of 5 years experience estimating government projects and project management background. Must have heavy civil as well as wastewater treatment facility experience. Experience with construction budgets of \$20M - \$50M mandatory.

### Electrical - Chief Estimator (Tampa, FL)

20+ years electrical estimating experience required. Experience with high rise condos, large multi-family, commercial, hospitals, medical facilities and industrial projects.

### Electrical Project Manager / Estimator (Tampa, FL)

5+ years successful estimating experience with a budget in the \$1- \$2M range. Must be able to effectively multi task, primarily between PM and estimating responsibilities. Must have a track record of successfully managing foreman on the job site

### Electrical - Sr. Estimator (Los Angeles, San Francisco, San Jose, CA)

Must have 10+ years in commercial / industrial estimating. Large project management including hospitals, medical facilities, data centers, hotels, retail and multi-family. Must have successfully won large projects in excess of \$5M.

### Electrical - Chief Estimator / Pre-Con Mgr (Austin, TX)

Ability to prepare estimates with narratives written by local code and estimated projects up to \$25M. Must have 5+ years conceptual estimating.

If you know of a construction professional that may be qualified for any of the positions above, please forward their name and contact information to [bob@deltaconstructionpartners.com](mailto:bob@deltaconstructionpartners.com). If we successfully place your referral we will donate a minimum of **\$1,000.00 to your chapter.**

## Special Thanks to Our Sponsors

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Senior Estimator

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### **Cost Calculations, Inc.**

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Sponsored ads should be submitted by a member of the ASPE with all the relevant information. So, if you want to advertise your company, hire someone, or you want to be hired, please let me know at [info@aspe26.com](mailto:info@aspe26.com).

**Remember to help your fellow members by networking!**