

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 – March 2011

MARCH MEETING

Our next meeting is scheduled for **Tuesday, March 22**. Our guest speaker will be **David Kennedy, who will be speaking on the topic of “Social and Business networking, employment and your next job”** 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

I wish to thank Paul Watson on his speech “Industrial Hygiene Services” and how it relates to an estimator coming across this topic for the first time. As we mentioned in the last News letter, it's time for re-election of the Board members, this is going to be comprised in two phases, first we will be issuing a nomination ballot for you to nominate any current chapter member including yourself – I have attached on the ballot form a fax # for Richard Lemere who will collect the nomination and verify that anyone nominate is interested and will serve a two year term. These ballots are due back to Richard no later than March 25 – once we have confirmed nominated individual interest on serving on the board – a formal election ballot will be issued by April 15 indicating who is willing to run for the various board positions. The election ballots are due back by May 13, the tally and the newly elected board member will be nonce at the May membership meeting on May 24. The swearing in of the new board member will be held on our regular June 28 meeting. I'm hoping all of you take the opportunity to serve on the board

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

MARCH GUEST SPEAKER

David Kennedy is a career-long Human Resources executive and consultant with extensive experience in higher education, insurance, commercial construction, manufacturing, aerospace, automotive, HVAC, energy, semi-conductor distribution industries. Having global, national, and local leadership experience in companies such as Bovis Lend Lease, Gilbane Building Company, and Pavarini McGovern, LLC, (A Structure Tone Organization Company), he directed Human Resources, Administration, and talent acquisition in several A/E/C firms. David has HR start-up, performance and change management, merger and acquisition experience as well.

Currently, David is consulting with higher education, recruiters, and providing expertise on a number of compliance subjects to companies in the construction industry. In December 2009, he finished a six month assignment at New York University School of Continuing and Professional Studies involving developing a new career services model and improving the SCPS brand to prospective students, graduates, and alumni.

He is a certified Interaction Management and Facilitation Skills instructor through Development Dimensions International (DDI) and is a former board member of the Society of Human Resources Management local chapter, the New Jersey Metro Employer Management Association. He holds a membership in the Society for Human Resources Management (SHRM), and is active in several local New York/New Jersey Chapters. David continues as an active member of the Labor Significant Interest Group (SIG) through HR/NY (SHRM Chapter).

David is a past speaker at several Construction Financial Managers' Association Symposiums (CFMA) on human resources, compensation planning, and workforce downsizing. He has also spoken at the New York University's Schack Institute of Real Estate and Construction Management Career Night for graduate students. David has provided career counseling to higher education students regarding management of their careers and job search through providing internships as well as volunteer counseling. In addition, David teaches in transition job search as a volunteer at several metro New York network groups. A frequent contributor of time, talent, and treasury, he has worked with Habitat for Humanity in Paterson, NJ on fundraising walks (past 9 years), and used his construction experience on work projects/building construction sites for them.

Holding a BS degree in Human Resources, he has completed post graduate work at Utah State University Jon M. Huntsman School of Business and the University Of Michigan School Of Labor Relations. David also is a former commissioned Officer in the US Army Corps of Engineers where he directed and oversaw numerous military post civil construction projects in the United States.

February Meeting



Paul Watson and Peter Ruffini



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

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.

Obituary

Ferdinand Joseph Maggiore 84

Highland Beach resident, 'Ferd' Maggiore, 84 passed away peacefully on Friday, February 4 at [Delray Medical Center](#) after suffering a stroke. Mr. Maggiore was born in Brooklyn, New York on November 11, 1926. He married Emeline Benassi in 1950 and moved to [Millington, New Jersey](#) in 1955 where he established a successful construction cost consulting firm, F.J.Maggiore and Associates. He has been a full-time resident of Highland Beach since the death of his first wife, Emeline in 1994.

Ferd was an active member of the [National Italian American Foundation](#) (NIAF), Il Circolo, the Italian Cultural Club of Palm Beach and St. Lucy's Parish, Highland Beach. His interests included opera and classical music. He was proud of his heritage and a tireless advocate for all things Italian. Ferd had an engaging personality, a fabulous sense of humor and will be remembered as a wonderful raconteur.

He leaves behind his devoted wife, Lucia, whom he married in 1996; his children: son and daughter-in-law, Anthony and Lisa Maggiore of [Norwalk, CT](#); daughters, Mary Ann Maggiore of [Fairfax, CA](#); Elizabeth Maggiore of [Mine Hill, NJ](#) and daughters and sons-in-law, Catherine and [Michael Walsh](#) of [Dunellen, NJ](#) and Chris and Andy Cocozzella of Darnestown, MD. He is also survived by 13 grandchildren and two sisters, Vickie Castiglione and Ann Marie Kvinge. Friends and family are invited to attend the Funeral Mass on Saturday, February 12 at 10:00 AM at St. Lucy's [Catholic Church](#), 3510 South Ocean Blvd, Highland Beach. A memorial service will be held at a later date at [Somerset Hills Cemetery](#) in [Basking Ridge, New Jersey](#). Donations may be made to Il Circolo Scholarship Fund, PO Box 2166, Palm Beach, 33480

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

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

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

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 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 st V.P./ Communications Chair	Jeff Senholzi
2 nd V.P.	James Ratty
3 rd 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.

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

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

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. 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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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.

Remember to help your fellow members by networking!