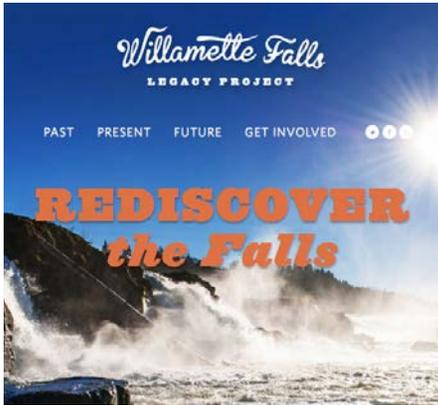


# The Northwest Recap



**Willamette Falls Legacy Project.**  
An in depth look at the over all project.

Page 3 for more details.

## Scope/Bid Letters

The Good-Bad-Ugly  
Page 4.

## And now a word for our NW Governor.

Page 7.




**CPC** | CONTRACTOR PLAN CENTER, Inc.  
5468 SE International Way  
Milwaukie, OR 97222  
503.650.0148  
www.contractorplancenter.com  
Certified WBE 1042

### Upcoming Events

**What's behind the proposed Riverwalk?**  
More details page 3.

**Check out other Construction Industry Related Organizations:**

ASPE groups on [LinkedIn.com](http://LinkedIn.com)  
[www.linkedin.com/groups/American-Society-Professional-Estimatorsnational-group-750797/about](http://www.linkedin.com/groups/American-Society-Professional-Estimatorsnational-group-750797/about)

A/E/C Industry Networking Group on [LinkedIn.com](http://LinkedIn.com)  
[www.linkedin.com/groups/E-C-Industry-Networking-Group-46976/about](http://www.linkedin.com/groups/E-C-Industry-Networking-Group-46976/about)

AAE Cascade - [www.aacei-cascade.org/](http://www.aacei-cascade.org/)

CSI Portland - [www.portland.csinet.org/](http://www.portland.csinet.org/)  
Check out CSI Regional Conference

NAWIC - <http://www.nawicportland54.org/>

### Volume 25 | Issue 7 | July 2015

#### IN THIS EDITION OF THE RECAP:

|                       |     |
|-----------------------|-----|
| Prez Snippet          | p 2 |
| July Program          | p 3 |
| Scope/Bid Letters     | p 4 |
| NW Governor's Message | p 7 |
| Job Hotline           | p 8 |
| Insight Team Building | p 8 |



## Prez Snippet



I write this final presidents message I'm wondering where the time went. I know I've only been in this seat a year it's been a crazy up and down year! Before I turn the reigns over I have to thank a few folks for their tireless dedication to this chapter. Steve Clapp, CPE of Lease Crutcher Lewis as First Vice President, Mike Flynn, CPE of Construction Estimating Services as Secretary, Robert Rivera of Washington County as Treasurer, Curt Kolar, CPE of Tri-met as our Programs committee chair, bylaws mentor, newsletter coordinator/editor (looking to retire from this), Jared Carkin of Hydro Temp Mechanical as our Membership chair (and raffle king), and Chana Frederick of S.D. Deacon as Certification chair. All these people, and their companies, help to keep our chapter viable and running smoothly. The members of the programs committee that help with planning and coordinating our monthly program meetings are Tony Rocci of Patriot Fire Protection, Steve Clapp of Lease Crutcher Lewis, Brad Johnson of "retired and loving it", and Jon Grastle of Hoffman Construction. Without this great crew of volunteers we wouldn't have a successful chapter! I almost forgot one: Samantha Jordan, of Emerick Construction, she does the electronic publishing of our monthly newsletter and helps us maintain our website

Thank you all. My next big move was to free up my time so that I can be a better mom to my kids. They are starting to become more involved in activities and my new duty is chief scheduler of our family's calendar. I know the incoming officers will keep this strong chapter running and I look forward to joining you from the audience for future programs!

Hester Troutman, CPE  
Chapter 54 Out-going President



I am looking forward to taking over the reins of the organization. We have a solid group of members who have created a viably organization in the Portland area. My goal is to expand membership, CPE enrollment, and become associated with other groups in the Portland area. Effective estimating skills are essential for any construction company to succeed. Our trade is important, but it seems we are in the background within the industry. I equate an estimator as a lineman on a football team.

The project managers and executives are the high profile quarterbacks and running backs. We estimators keep pounding on budgets and withstand the stress of bid day, while the PM and Supers get satisfaction of building the project. We estimators are a tough breed and we take pride in what we do.

I will be seeking assistance from outside the organization and within the organization. We need your help in doing the newsletter, arranging presentations, seeking new members, and getting your CPE credentials. My goal is to become one of the premier ASPE Chapters in the country. We cannot achieve that goal without you. Please think about what you could do for our great group of professionals.

Steve Clapp –CPE  
Chapter 54 Incoming President

## Officers and Chairs

### Columbia Pacific 2014 - 2015

#### President

Hester Troutman, CPE  
(503) 535-2637 hester@oregon-electric.com

#### 1st Vice President

Steve Clapp, CPE  
(503) 953-4425 steve\_clapp6501@outlook.com

#### 2nd - Vice President

Position Open!

#### Secretary

Mike Flynn, CPE  
(971) 279-5002 mikeflynn1730@comcast.net

#### Treasurer

Robert Rivera, C  
(503) 846-7849 rivera@co.washington.or.us

#### Past President

Chana Frederick, CPE  
(971) 832-3944 frederick.chana@gmail.com

#### Membership

Jared Carkin, E  
(503) 209-6048 JaredC@hydrotempmech.com

#### Programs/ Newsletter Editor

Curt Kolar, CPE  
(503) 962-8840 kolarc@trimet.org

#### Certification

Chana Frederick, CPE  
(971) 832-3944 frederick.chana@gmail.com

#### Publisher

Samantha Jordan  
(503) 777-5531 samanthaj@emerick.com

#### Advertising

Steve Clapp, CPE  
(503) 953-4425 steve\_clapp6501@outlook.com

Chana Frederick, CPE

(971) 832-3944 frederick.chana@gmail.com

#### Chapter General

PO Box 6661 Portland, OR 97228-6661  
aspechapter54@gmail.com  
aspe54.org



ASPE July Program

## Willamette Falls Legacy Project

*What's behind the proposed Riverwalk?*

*Featuring*

**Kathryn Krygier • Development Project Manager • Oregon Metro**

**When:** **Tuesday July 21, 2015**  
Social Time – 5:30pm • Dinner & Program 6:00pm

**Where:** University Place • 310 SW Lincoln, Portland  
\*\*\*Free parking – go to the hotel lobby and say that you are with ASPE \*\*\*

The awe-inspiring beauty of Willamette Falls is set to open to the public once again! A dedicated design team and Oregon City, Clackamas County, Metro, businesspeople and community advocates are working to bring the Falls back big time. Long-term plans call for public access to Willamette Falls, habitat restoration, cultural and historic interpretation and economic development on what was the Blue Heron Mill property.

Join us as Kathryn stirs our imagination of what can and will be will be a new way to experience our iconic water feature . . . and construction opportunities, of course! Check the link: <http://www.rediscoverthefalls.com/>

**\*\* This educational program qualifies for 1 CED hour for Oregon CCB license renewal \*\***

**Meeting Cost: \$35.00 with Reservation & Credit Card payment\***

\$45.00 via check at the door • Ask about Special Student Rates

**\*Reservation Deadline: Noon, Wednesday, July 15, 2015**

Includes Dinner – Meal is guaranteed only with reservation For Reservations: <http://aspe54.org>

If this does not take you to it, then look for, and click on, “July Program Meeting”

Questions or special circumstances: contact Curt Kolar 503-962-8840 [kolarc@trimet.org](mailto:kolarc@trimet.org)

**Cancellations:** (see The Fine Print below)

The Fine Print: if you reserve (online or otherwise) and do not attend and have pre-paid, thank you for your donation to our Society! OR you can send someone to the event in your place. No-show reservations not pre-paid, will be invoiced \$45.00 PLUS a \$15.00 processing fee. For known or potential special circumstances, contact Curt Kolar immediately.



## Scope/Bid Letters

### Scope/Bid Letters

#### The Good, The Bad and The Ugly

An abridged re-print of Chapter 54's March 2006  
Program Presentation by Jon Grasley, and David Stanley

Ideal (The Good) Scope Letter  
two pages max. – clearly indicating:

- Sent days in advance w/out \$ for review; prices delivered hours in advance of Bid Time
- License Number
- Certified M/W/BE, DBE, ESB, (with number); Union/ Non-Union
- Bond Rate
- Prevailing Wages (if required/applicable)
- Bidder's Complete Contact Info – Identified and available for clarifications on Bid Day
- Spec Sections Listed (stated "per Plans and Specs") Included
- Pricing Breakouts for Common Scope Overlaps; All or None?
- What's Not Included – with Optional Pricing if within abilities
- Furnish and/or Installed?
- Expectations and Assumptions, e.g. Mobilizations, Staging, Parking, Dumpsters, etc
- Addenda

#### The Bad and the Ugly:

#### Delivery / Timing

- Late or just minutes from Bid Deadline
- Excessive Pages of Clarifications
- Addressed to other GC

continued on page 5

**Madden Industrial Craftsmen, Inc.**  
**Contact: Ken Madden**  
**1-800-308-6424**

- Premier staffing service specializing in manufacturing and construction temporary staffing.
- Recognized leader in the Portland/Vancouver market for over 15 years...we're here to stay.
- Recipient of Austin Family Business Award; recognized in 2003 as one of Oregon's "Top 100 Best Companies to Work For".
- We're on your side! Give us a call to see how we can help.



**"Let MICI Do It"**

Scope/Bid Letters - continued

Estimator follow-up

- “Out of the Office”
- “Left for the Day”
- “Working On another Bid”

Format

- Fancy Logo or Small Print
- No Specs Indicated
- 20 Individual Specs Listed
- 30 Drawings Listed
- “All Addendum”
- Addendum not mentioned
- Non-essential info included, e.g., Letters of Reference, Org Chart, Insurance Certificates, Other Offices, etc.

Pricing

- Must “Hunt” to find
- Included In Base Bid or Ignored
- “5% Lower than your Lowest Bid”
- “Bid firm if Bid Results provided”

Excluded Work

- Integral With Trade or Partial Scope
- Lengthy Narrative of Included Work
- Work on Other Drwgs, e.g., Civil, Structural

*Comments? Should we add anything?  
Send your thoughts to the Editor  
Curt Kolar kolarc@trimet.org*

## KIMAX® Glass Drain and Vent Systems

- Low volatile organic compounds (VOCs)
- Will not burn or emit toxic fumes
- Maximum corrosion resistance
- Flexibility, adaptability, modularity
- Safe and simple installation
- Lowest life-cycle costs

Tubing  
**SCHOTT North America, Inc**  
 555 Taxter Road  
 Elmsford, NY 10523  
 Phone: +1 (914) 831-2200  
 info.drainline@us.schott.com  
 www.us.schott.com/drainline

**SCHOTT**  
 glass made of ideas



interiorTech



crawfordDoor

Your First Choice In Building Accessories Serving Oregon & Washington since 1947

LIVELY FIRE / SMOKE / EGRESS OPTIONS  
VIBRANT ARRAY OF DAYLIGHTING CONTROL SYSTEMS  
DYNAMIC OPERABLE / CUSTOM DOORS & WHOLE PARTITIONS  
COLOSSAL SELECTION OF SPECIALTIES & FURNISHINGS



**Our Pledge:**

We exist to meet the needs of our clients. We are committed to excellence by valuing our customers, providing quality products & services and exceeding expectations. We pledge our reputation to our clients, and we are determined to provide them the highest value for the construction dollars they spend. We are dedicated to Integrity, honesty and fairness.

Visit our Website: [www.interior-tech.com](http://www.interior-tech.com) And take a tour of our interactive Interior Tech City



**And now a word from our NW Governor...**

**It is again “that time of year”!**

We are in the midst of finalizing plans for the fall joint NW/SW regional meeting to be held in Seattle on October 2nd & 3rd.

Details to follow, but a preview of presentations are for Friday- Estimating using a BIM Federated model in morning and Construction Ethics in afternoon

There will also be a CPE technical paper presentation on Friday. It is anticipated that we will have ASPE CEU credits available for attending these presentations.

Mark your calendars to attend.

All details will follow later this month. We are looking for exhibitor/sponsors, so please assist as you can. Forward any interest to my attention.

Thanks and I look forward to seeing you this October.

Cheers,  
Tom Cole ASPE NW Governor

**Have something to share with the group?** New project, job opportunities, certifications? Let us know and we will feature it in the newsletter. Contact: Samantha Jordan - [samanthaj@emerick.com](mailto:samanthaj@emerick.com)

**Advertise With Us...** Contact Steve Clapp or Curt Kolar for information regarding business or special event ads[see [Officers and Chairs” Box at right]



**For more information,  
please visit ARC’s  
website or call today:**

**Phone: (503) 227-3424  
[www.e-arc.com](http://www.e-arc.com)**

**“Job Hotline”**

**Andersen has immediate Needs in Portland and Boise**

**Estimator** – Boise 5+ yrs experience, especially in CM/GC projects; proficient/familiar in the prevalent take-off and estimating software programs – including BIM. Excellent communication skills preferred.

**Estimator/Assistant** – Portland similar to above

Great team and benefits! Salary commensurate with experience. For full job descriptions contact Adele Henry, 541-602-2518, ahenry@andersen-const.com

2550 NW 25th Place • Portland, Oregon 97210  
**Custom Metal Fabrication and Welding**  
 Greg Madden Office (503) 226-3968  
 President Fax (503) 242-2446  
 E-mail: gmadden@madfab.com Toll Free 1 (877) 902-6424

**7 Team Building Insights**

Editor’s review of **Seven Insights For Collaboration** by Carol Kinsey Goman, printed in **Financial Post 4/8/2010**

Whether maximizing business profits or just wanting a harmonious volunteer enterprise, consider the following:

1. Collaboration is a leadership issue. In trying to capture and communicate the cumulative wisdom of a [team], collaboration is, first and foremost, a change in attitude and behavior of people [starting from the top down].
2. Collaboration is essential for fundamental change. Regardless of how creative, smart and savvy a leader may be, transformation of an organization, requires the brain power and commitment of others; that the participants be involved in the change from the very beginning.
3. Visioning is a team sport. Successful leaders cannot simply “command and control”. The power of a shared purpose and vision comes truly into play only when the employees/team members are actively engaged.
4. Diversity is crucial. Group members who “think alike” become insular in their ideas and reinforce each other’s predisposition. Diversity causes consideration of perspectives and possibilities otherwise ignored, exploring and supporting creative alternatives to meet challenges
5. Relationships are key. Rather than rush to “get to work.” the group needs time to get to know one another, to discover each other’s strengths and weaknesses, to build trust, and to develop a common understanding and vision for the project.
6. Trust is the glue. Team members are more inclined to effectively contribute if they believe that leadership is confident – through open communication [not just lip service] – in their reliability, integrity and honesty regarding “the mission”.
7. Body language matters. Be aware of your body: A leader’s verbal support for collaboration conflicts with his/her nonverbal behavior by using the wrong gestures (e.g.: “pushing away” with both hands). An audience/team will disregard the words and believe the body language.