



SAABE TIMES

A publication of the San Antonio Association of Building Engineers

June 2005

Mark Your Calendar—

JOIN US FOR OUR JUNE LUNCHEON

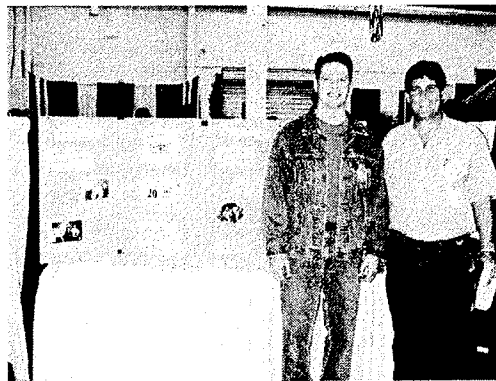
The next General Membership Meeting of the San Antonio Association of Building Engineers is set for 11:30 am on Wednesday, June 15. This month's sponsors and speakers are William Drakes and Jim Passage from 3M, who will be speaking on "The Benefits of Sun Control and Security Window Films." They will explain the energy savings possible when window films are used and the protection that those window films can provide.

The meeting will be held in the first floor Travis/Bowie rooms, to the right of the entrance. There is plenty of parking at the back of the restaurant. **Please make sure to check in at the front desk when you arrive.**

Please RSVP to (210) 408-1699 by Tuesday, June 14. PLEASE RSVP so we can be sure to have enough meals on hand!

We hope to see you there! ❖

"GET SMART" AT THE SAABE/SABOMA TRADE SHOW! THURSDAY, MAY 19



Chris Evans and Mike Halvorsen at the SAABE membership booth.

Sanitors ("Gilligan's Island") won for best booth.



Catherine Blossom and Andy Koppenhaver (Ed Flume Building Specialties) ham it up as Lucy and Ricky Ricardo of "I Love Lucy."



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See more Trade Show pictures online at www.saabe.org. Many thanks to EVERYONE who made this year's event such a success!

A Message from the President

by Bob Beal

Thanks Charlie and Tom

I would like to start by saying "thank you" to "the Charlie" for filling in for me in last month's "Message From The President." One thing I can say about my friend Charlie is that he has always come through in a pinch for his brothers and sisters in SAABE. Also thanks to Tom Lasater for filling in for me at the luncheon. If you did not know, I was having knee surgery. It was an old sports wound that I finally got tired of dealing with. It is funny how you do not realize how much pain you put up with until it is gone. I am still a little bruised up but it is not the sharp pain I was living with for the past several years. When I was a kid the surgery I had would have been a big deal but now you are out the door within a few hours with three holes and three stitches.

Trade Show

If you did not get a chance to catch the Trade Show this year, you missed out on a real good time. Thanks to all the folks at SAABE and SABOMA that sat on the Trade Show committees for a class "A" event. The vendors that provided the dollars for the food and the booths once again have put a great deal of attention on our trade. With out knowing it they made both SAABE and SABOMA stronger organizations. Also congrats to Sanitors. They won the "Best Booth" prize with their "Gilligan's Island" booth. It was pretty cool getting a lei from Ginger.

Chapter 10 Issues

Due to things beyond SAABE's control, it looks like Chapter 10 and its content are still up in the air. Conversation has it that our MET cards are safe. It is more a question of journeymen-to-apprentice ratios on jobsites, manufactured cable and its usage, and manufactured lighting systems. Due to the fact that our MET cards are also lumped into the whole mess, I am accepting a position on the committee that will determine rules on all of the above. If you are not sure of your position on MC cable, manufactured lighting, and journeyman-apprentice ratios, school up because I would like some opinions from our trade. It will help me determine where I will stand when it comes time to vote. Of course I will be representing our trade and the betterment of our properties but will have to consider its usage in all applications that have nothing to do with our trade in particular.

RSVPs are Important!

Please RSVP if you plan to attend the monthly luncheon. RSVPs are very important – they let us know how many meals to order! ❖

Lessons in life

I had a mishap I would like to share with you. While I was having my pre-operation exam for my knee, I received a call from my girl friend Shannon that honeybees were attacking my dogs. I have 3 little yappers (chihuahua/rat terrier mix). Two got away, but my favorite one ("Chili") was not as lucky. He was stung over 300 times. Shannon could not get to him because they started attacking her. By the time I got home, Chili was in shock and died a little later at the vet. Shannon's little boy was also outside, and the vet said the dogs probably saved him from being attacked. I like to look at things from all angles, and as sad as it was I was able to teach Trevor (4 years old) a couple of valuable lessons of life. First is that life is very precious. You see he could not quite understand what Shannon and I were crying about. And oh yes, I was crying. I am not too proud to admit it. So when I retrieved Chili from the vet, Trevor and I built a little cross out of wood and carved Chili's name in it. He helped me dig a hole, and we buried old Chili together. After we said a little prayer, Trevor went inside got Chili's dog dish and some bone bones, put it on his grave, and said it was for Chili in case he gets hungry before he goes to heaven. Talk about tears—I busted up. Overnight it rained a little and filled the dog dish with water; I guess the other dogs found and ate the bone bones. Trevor come running in and said that Chili ate his bones and God gave him some water. I do not have kids of my own but I love Shannon's son as if he was. He has taught me to be a better person all around. The second lesson he learned was **do not throw the dog's bone into a honeybee hive!!!!** Now you get the picture.

Conversion Factors

I thought it would be a good idea to network some technical info a time or two. I would like some of our members to contribute some fun facts relating to our trade. Some may be a little silly to our senior engineers but we can help our brothers and sisters that are just getting started.

Has your boss ever asked you how much A/C is needed to cool equipment in an interior office or room. There are other factors but here are some helpful tips that can get you close.

$$\begin{aligned} \text{Watts} \times 3.415 &= \text{BTU's} \\ 12000 \text{ BTU's} &= 1 \text{ Ton of cooling} \end{aligned}$$

Example: Small copy room has 3 copiers rated at 1400 watts each. Total 4320.

$$\begin{aligned} 4320 \text{ watts} \times 3.415 &= 14752.8 \text{ BTU's} \\ \text{So } 14752.8 \text{ BTU's} &\text{ divided by } 12000 = 1.2 \text{ tons} \end{aligned}$$

I will talk about how people and lighting affect the above example another day. ❖



Tech Talk #95: How Budgets and Proposals Can Fail

by The Charlie

Previously (*Tech-Talk #88-90*), the importance of preparing a "detailed" scope of work in regards to sending a RFP (Request for Proposal) for major repairs was illustrated. The importance of declaring the timeline the work is anticipated to occur was also addressed. For instance, if you are preparing proposals for your 2006 budget in August 2005, and the work is to be performed in August 2006, be sure and indicate your intentions on the RFP. This is needed to help reduce unforeseen increases which may occur between now and then due to materials, labor, etc. and at least give you some breathing room on your budget numbers. However, in an effort to secure the job, increased numbers are sometimes not included when projects are hard-priced in the early stages. When this occurs and the proposal is used for budget pricing, change orders may be soon heading your way (see *Tech-Talk #87*).

A trend noticed recently regarding being over-budget on a project is that the proposals used for 2004's budget were inaccurate, and the low bid was used. There was no room for any increases. Therefore, the projects came in over budget. If these increases had been due to the increased cost of metals in 2004 (i.e. copper and steel), this is a truly unforeseen instance, and this is one thing. We are going to address another.

After reviewing the conditions in which individuals found difficulty in performing the work within the amount budgeted, we found a common cause which could have been avoided. The budget failures in 2004 were due to the way budgets were prepared the previous year.

Many Property Managers/Landlords request three bids on a project. Collecting three bids is not that difficult and is often a way of life. However, on all the instances whereas individuals were going over-budget, hard-pricing was performed early on in 2003 for their 2004 budgets, and the low bid was used for their budget numbers. When the time actually came to perform the work, there were omissions on the low bid that were not noticed, or there were normal cost increases. Either way, this can cause a professional embarrassment.

Hard-pricing a year in advance in an attempt to ensure your budget numbers are on target can hurt you if not handled with great caution. First of all, it will get you close but it does not ensure the costs. If you absolutely have to provide hard costs early, have all your cards on the table, and if at all possible, do not use the low bid for your budget. Secondly, hard-pricing a year in advance is silly, but some still require this practice, so you will have to deal with it. Third, remember that most all proposals are time sensitive (i.e. this proposal is valid for 30 days). You will need to get a new proposal anyway to have one that is valid before execution can begin. This is not really the fault of the vendor; it is there to protect them as commodities and other associated costs can fluctuate, and to protect them from holding a price until someone decides to execute the proposal (one or two years later). Fourth, if the low bid was used for pricing, you were doomed from the start.

Soft-pricing for your budget can be very beneficial if used properly. However, you need to use caution here as well if all involved are not aware of what you are doing. A combination of soft-pricing early on and then applying hard-pricing would have reduced almost all the instances whereas individuals were over-budget on projects. Additionally, soft-pricing or padding the amounts can get you into as much trouble as everything else. Always check the depth of the water before diving and the tensile strength of the limb before climbing out on it!

There are also many different ways to have your RFP priced. These can be from basic, not to exceed, not to exceed but not limited to, time and material (T&M), T&M plus OH&P (overhead & profit), etc. Depending on what you are comfortable with, you can use these to your advantage or disadvantage (this will be for another day).

Next Month: Cooling Tower/Water Treatment 101

CHARLIE'S LAW: Never take life seriously. Nobody gets out alive anyway!

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Trade Show Prize Winners

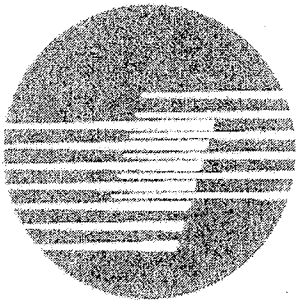
Grand Prize Winner: Hotel and Spa Getaway (\$1350) sponsored by RediFuel, won by Naomi Kiolbassa of REOC Partners

Second Prize Winner: Fishing Trip sponsored by Chemsearch, won by Parish Hebert of A-Bear Air Conditioning

Door Prize Winners:

- Best Buy gift card sponsored by Horizon Interiors, won by Monika Montoto of KellyUSA
- Dave & Buster's gift card sponsored by Accurate Pest Control, won by Lita Day of Methodist Healthcare
- Wash Tub gift card sponsored by Drash Consulting, won by David Sunderland of McMarr Properties
- Pappas Restaurants gift card sponsored by Firetrol, won by Veronica Rios of Alamo Towers
- Sea Island gift card and movie passes sponsored by Forum Office Complex, won by Pete Felts of Rector Management
- Lowe's gift card sponsored by Howell Crane, won by Joe Stewart of Trammell Crow
- Kohl's gift card sponsored by Initial Security, won by Doug Mann of Lillibridge Healthcare
- Paesano's gift card sponsored by Quality Painting, won by Ton Tedder of PMCA
- Alamo Draft House gift card sponsored by Nathan Alterman Electric, won by Melinda Felts of RM Crowe
- Academy gift card sponsored by Trane, won by J.C. Rodriguez of United Building Security
- Four Fiesta Texas passes sponsored by Service Mechanical Group, won by Tony Hawkins of XO Communications
- Pair of shoes sponsored by Red Wing Show Store, won by Carlos de la Garza of Koontz McCombs
- Best Guy gift card, a chair, and work gloves sponsored by Dulaney Exterior Solutions, won by Jeff Ackerman of Lillibridge Healthcare
- PF Chang's gift card sponsored by ABM Janitorial Services, won by Sharon Hampton of Trammell Crow
- Home Depot gift card sponsored by Amcon Controls, won by Dara Ackerman of Sanchez Investment Properties
- Biga gift card sponsored by Worldwide Pest Control, won by Diane Moreno of Northeast Baptist
- Texas Land & Cattle gift card sponsored by Western States Fire Protection, won by Ernest Lesa of REOC Partners

(Continued on page 5)



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Trade Show Prize Winners (con'd)

- \$100 cash sponsored by East End Glass Company, won by Tim Sifrit of Northeast Baptist
- Paesano's gift card sponsored by Ed Flume Building Specialties, won by Alfredo Teran of Forum
- Pappas Restaurants gift card sponsored by Hank Gray & Associates, won by Robert Andrews of Concord Property Corp.
- Digital camera sponsored by Holt Cat Power Systems, won by Kelly DeFonte of Transwestern Commercial Services
- Texas Land & Cattle gift card sponsored by Western States Fire Protection won by Rudy Cortez of Texas Cancer Clinic
- Blue Cactus Café gift card sponsored by Metroplex, won by Clara Rodriguez of Lillibridge Healthcare
- Olive Garden gift card sponsored by Munters Moisture Control, won by David Herrera of Endeavor Real Estate

Many thanks to our door prize donors! ❖

Vendors Wanted to Offer Training Sessions

SAABE is looking for vendors to offer lunchtime classes or seminars on topics of interest to building engineers. Our goal is to have a supplemental class on the last Thursday of every month (except November and December). Please contact Laura Bray (408-1699) if you'd like to offer a training session to SAABE members. ❖



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David Benavides and Humberto Trevino

Weston Properties
112 E Pecan, Suite 175
San Antonio, TX 78205
(210) 224-6868

Joanna Brechot

Texas Fifth Wall Roofing Systems
3300 Duke Rd.
Austin, TX 78724
(512) 926-3940
jbrechot@fifthwallroofing.com

Mike Alvarez

Trane
3650 Highpoint
San Antonio, TX 78217
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Bill Washkowski

Brooks Development Authority
8030 Challenger Dr.
Brooks City Base, TX 78235
(210) 536-5048

Moises Delgado

Koontz McCombs
1777 NE Loop 410, Suite 202
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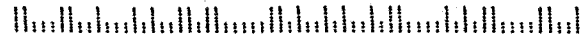
Charles Mikolajczyk, Jr., CBE-M
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SAABE TIMES June Issue

Final Thought:

"I don't know the key to success, but the key to failure is trying to please everybody."— Bill Cosby

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Laura Bray
 Association Manager
 (laurabray@braycommunications.com) 408-1699

Membership Luncheon

June 15, 2005

Time: 11:30 a.m.

Location: Alamo Cafe on 281

"The Benefits of Sun Control and Security Window Films"

Upcoming Programs:

Wednesday, July 20

Meeting Sponsor: ChemSearch

The *SAABE Times* is edited by Laura Bray and printed monthly for the San Antonio Association of Building Engineers by:



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