



SAABE TIMES

A publication of the San Antonio Association of Building Engineers

September 2018

Mark Your Calendar

The next General Membership Meeting of the San Antonio Association of Building Engineers is set for 11:30 am on THURSDAY, SEPTEMBER 20, 2018 at the Embassy Suites San Antonio Northwest, located at 7750 Briaridge, San Antonio, TX 78230.



FSG Lighting will be sponsoring and presenting at the August Membership Luncheon.

REMINDER: 2018 DUES MUST BE PAID TO ATTEND

RSVPs WILL NOT BE ACCEPTED AFTER MONDAY, SEPTEMBER 17TH AT 5:00 PM, PLEASE EMAIL SAABERSVP@GMAIL.COM TO SEE IF WE HAVE HAD ANY CANCELLATIONS.

If you must cancel your RSVP, please email our Association Manager at saabetx@gmail.com BY MONDAY AUGUST 13TH AT 5:00PM so we can cancel your meal. Cancellations received after this will be invoiced for the cost to attend.

Many thanks to our Vendor Sponsors!

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THANK YOU SAABE MEMBERS!

The SAABE Serves school supply drive was outstanding! We couldn't have done it without the help of EVERYONE.

Vendors, building engineers, property managers, and friends all came together and donated enough to provide school supplies for over 50 children at the Child Protective Services Nacogdoches unit. The case workers at the unit were beyond grateful! They said, "This is the most we have EVER received and it is going to make the kids so happy to have everything they need on their first day of school!"

To everyone that helped and donated to make this possible – THANK YOU! Your time and generosity has made a difference in our community and with the children of the future.

- Stacey Mercer SAABE Serves Chair



Above the Ceiling

by Robert Andrews, SAABE President

What a month August has been! School is officially back in session, which means our buildings are full of tenants back from vacation, and traffic is back to normal. One good note though is that the high temperatures are coming to an end. In another month we can all go back into energy savings, and outdoor projects mode. Hopefully you can breathe a sigh of relief that your HVAC system made it through without too many hiccups!

For those of you that aren't aware SAABE recently had the opportunity to speak at an Institute of Real Estate Management (IREM) Lunch and Learn. We were able to speak with approximately 30 Property Managers from around the city about the importance of team communication. This was a great opportunity for us to help build a bridge with our Property Manger counterparts to make our daily tasks run a little smoother. If you currently don't have a working relationship with your Property Manager please take a moment to walk into their office and sit down to chat. Discuss things you've noticed that you would like to fix around the building, concerns about one of your vendors, or even how your child has found a new way to make you shake your head in disbelief.

This time of the year is also the time for next year's budget making, so make sure to at provide a little input on things that will likely break to your PM. You likely have a crystal ball built into your head and know that the CWP that doesn't quite have the pressure that it used to, or the compressor that's got a new strange tone will soon let out all of its factory smoke and need to be replaced. On the flip side be able to provide a little feedback on how tenants are perceiving the building. Believe it or not they will likely express their true feelings to you before the PM. If the tenant needs to be shown a little love, help do it now. Tenant retention is important! Ownership is much more willing to cut a check for a new motor or carpet on a 90% occupied building then on a 60% occupied one.

While we are on the subject of budgets, make sure to put SAABE in the forefront of your mind. We have already started to fill up the calendar with new training opportunities for next year. Debbie Berryhill is hard at work getting new vendors involved with topics not yet covered, and David Ellis has some very interesting and unique First Thursday sessions on the way. If learning and networking is your thing SAABE has you covered!

See you at the next luncheon!



SAABE JOB BANK

Looking for a job? Know a great Engineer who will be a great asset to San Antonio building?



Check out the SAABE Job Bank on our website:
www.saabe.org.

Have a job position to fill? Email your job posting and contact information saabetx@gmail.com to get your listing on our website!

WANT TO SEE SAABE IMPROVE AND GROW?
HAVE SOME IDEAS ON WAYS WE CAN IMPROVE AND INCREASE OUR MEMBER BENEFITS?

GET INVOLVED! SAABE IS ALWAYS LOOKING FOR ENGINEERS AND VENDORS TO GET INVOLVED, PROVIDE FEEDBACK AND IDEAS FOR WAYS WE CAN MAKE OURSELVES BETTER!

Get Involved



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IMPORTANT MEMBERSHIP & LUNCHEON INFORMATION

by Pete Saucedo

Hello my fellow SAABE peers. I would like to talk about RSVP's and how they affect each and everyone of us as a organization. So when the send out the email blast about our general membership meeting we ask for you to RSVP before the cut off day and time.

This is to give Embassy Suites the count so they can prepare enough lunch's for all that have RSVP. We all know that things happen and you may not be able to attend after you have RSVP. We do pay for those lunches if you show up or not.

We started to track last year and found we had a lot of no shows that RSVP monthly. We pay roughly about 25 a plate. So if 10 members RSVP and don't show we lost 250. dollars a month. If we add that up at 9 months. 2,250.

This affects everyone not just the board or a certain individual. This is money from our organization that we throw away every month and year. So we ask that if you RSVP and are not able to make it that you let us know ASAP or try to find someone else to go in your spot.

We would like to have a happy hour or after hours event in the future but we can sub-stain this type of loss and put on extra event. So I put out a challenge let do our part as SAABE member to help reduce the number of no shows. We are tracking and keep names of those who do this multiple times. There is a 25. dollar to re-enter the general membership meeting that must be paid if you have more then one occurrence.

Thank you and hope to see you guys at the picnic and Happy Father's Day to all the wonderful dads.

The Education Corner

David Ellis, MS(LE), CBE-M(96) – Article SAABE 08-2018.10

[\(Questions or Comments\)](#)
[Effectual](#), [Driven](#), [Discerning](#) and [Usage](#)

What is the common [thread](#)?

It's about time!

8 Ways To Save Time

1. Finish simple tasks. Always complete easy tasks, like reading a memo — never switch between small projects. ...
2. Break up complex tasks. ...
3. Build willpower. ...
4. Develop Google discipline. ...
5. Keep a calendar, not a to-do list. ...
6. Pull, don't push. ...
7. Limit your choices. ...
8. Prep the night before.



There are many tricks to save time but the goal is to do additional and productive activities or something more, after all, all we have is time. Right?

The above list of 8 is the result when —“how to save time” is googled, at least on this date. (Over 3 billion returned)

I did not spend time filtering this information, but I passed #4 and feel I've passed #3, #5 I must, #7 I never do. What matters anyway? Does anyone really know?

Although the referenced article has points to consider for the “self”, it lacks application for business resource objectives. Hint, if you don't know the objective you're not asking the questions or you're too high on the totem pole. Yes too high on the totem pole, popular belief is that the 'leaders' are on the top of this pole, which is truly incorrect when talking about a totem pole—it's reversed, they hold everything up and are at the bottom.

So whose time is it really? Who is to make the time and share how they did it so others can join in with venture savings and reduced cost expenditures? It's us, and this can be very tricky. Some of you might have already worked your way out of a job, it has been done. It all depends on the [user](#) it is after all a hired canoe team building exercise until you're exercised out of that rotation for one reason or another. Everything is used for one reason if it's going to say in the canoe. Know that reason.

Most the time we may feel we are in our own canoe and projecting how long any trek/task should take, or when paddling the “Just take care of it” assignments and the like; we have all heard it and been given “orders” to do things which may not be the correct direction to oar with the issue. Some might find out the hard way as I've been told anyone can do it the easy way. What do you do, how do you do it? You will face this and your communications skills could right the situation if properly executed. Be worth your salt, your canoe will ride higher in the water.

Workloads started increasing with the [reduction of middle management](#) back in the late 20th century. With planning, communication, speaking skills and firm justification through explanation of any delinquencies which conflict with our employer's expectations there still are 'prospective' burdens to pass for recognition and advancement. But one should still have a clear understanding that outsourcing plays a key part of companies flattening and becoming leaner through the constant stream of time.

Our positions can be overly stressful and complexing when you're already time stretched with many working time lines, agendas, contractors, bids, proposals, quality assurance of numerous properties, different owners, clients, tenants, visitors or customers and then having to constantly change your days schedule to accommodate additional new tasks and requests in a less than predetermined and timely fashion. What's next?

Extra expectations grow on our plate due to the speed of light technologies, software application programs, the smart phone and the ever increasing access to mobile technology, Apps and their instant status, location/speed and data collection capabilities. Yes we have to be computer savvy and as proficient as we can.

But becoming the [QP](#) or [SME](#) will enhance our abilities to monitor, alert and insure contractors are performing at the required levels to meet our clients' or owners needs at the best value level available. We all can achieve these levels if we take all opportunities to grow into these classifications.

...continued on the next page

Education Corner, continued...

We are very similar to food inspectors which use science and math for the facts and then compare them to the code requirements in determination and path for proper corrective actions. Anyone in this field should come to the same conclusion in their area of objective expertise. This is powerful but few of us will ever become wizards of subjective materials when our work is for someone else. Always remember this and never guess.

At all times our communication skills will make or break our advancement in this field of work. Through time we all need to be able to speak confidently and clearly to everyone, anyone, to large or small groups and to lead meetings while being who you are. What better way is there to practice and learn but in front of your peers whom experience what you do at work?

We are coming up to elections here in a few months and I wish for all Building Engineers to consider running for the up and coming open positions on the board. There are four. And for those elected for a position please realize that it will be a challenging road and most importantly an opportunity to grow with SAABE and make a difference.

GET your CBE with SAABE!

SAABE 2018 now offers training sessions in many areas. Most every member should qualify to sport the CBE Certification, got yours? Visit our website SAABE.Org for more information.

***Don't have your membership shortened or your job end because of Tempus Fugit.** There are now training options to fill those gaps.

[Click](#) here and add your comments or just hit send if you read this article.

Call *David Ellis*, Education Director at SAABE today to help clear the way to your CBE!



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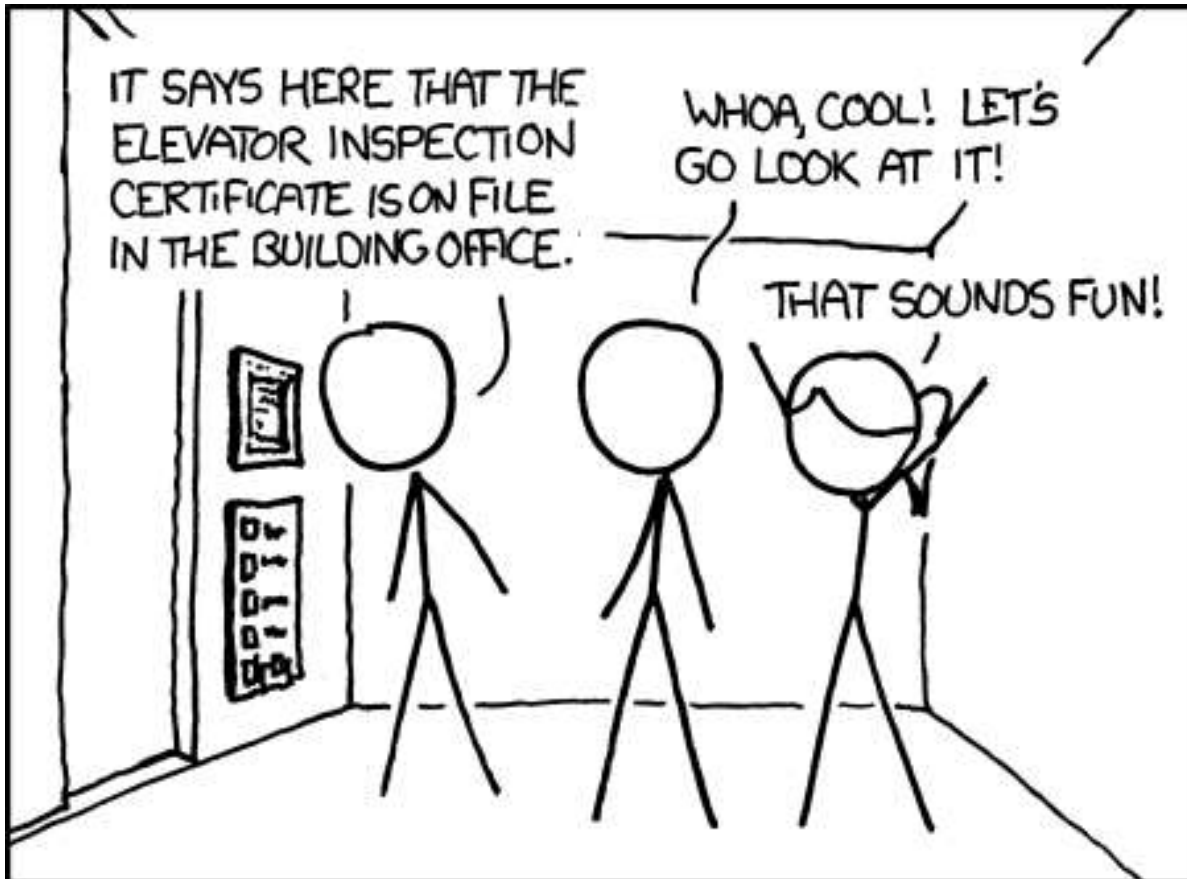


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David Ellis, MS^(LE), CBE-M(96) – Article SAABE 08-2018.3HPS
[\(Questions or Comments\)](#)

Understanding contractors and vendors; their sales department, account managers, service departments, front liners, service techs and how this helps you get the best value.

Having been a service contractor first liner and service tech for years with different global wide companies and then being on the receiving side as a building engineer I can attest to the following experiences, observations and outcomes.

General preliminary requirements:

New Work

When going out to bid set a pre-bid meeting within your RFP for ALL contractors AT the same time, include all insurance requirements or property rules and restrictions for work on the property for bidding the work in your request packet and go over the scope with ALL contractors at the same time at this meeting to clarify expectations. Specify open or closed bids as well, these rules are different and remember to include any response time requirements for warranty work or restrictions for the project.

Make sure you have a good written scope of work, any engineering plans or house defined drawings included with your request for proposal (RFP) or you will be inundated with questions from your employer about the wide price variances when you receive the bids.

Be sure that all BID change requests by bidders after their ‘investigative’ look/see, walk to the original RFP that are adopted/approved are sent to all bidders to enable them to make any needed adjustments to their pricing. Who wants lemons to melons?

Take note of each contractor’s time on their site evaluation to determine their bid. This could save you change orders due to bad planning and lack of time spent looking at the project.

Service Contracts

Understand that service companies have service contracts just to insure their employees have **hours; this is done to ‘level out’ dry times to keep from losing their work force. OR governmental rules and regulations for life and safety that requires it.**

Contract response time is key here. You should have reduced hourly charges, a ‘window’ of response time—and have more than one number for help. This is key and my biggest peeve.

Everything for new work applies here.

Let your contractors know that when you call, text or email you need a timely response—let them know what you expect to continue using them. They will respect your position and before long you will know **if they understood you. Do know that some contractors have the dice and you’re just stuck with them,** we all know who those are. After all considerations, the best contractors/suppliers are the ones that **act and respond when you call on them. If it’s parking lot gates, or anything to do with traffic control or access—good luck and call me please.**

SAABE 2018 now offers training sessions in many areas. Most every member should qualify to sport the CBE Certification, got yours? Visit our website [SAABE.Org](#) for more information.

***Don’t have your membership shortened or your job end because of [Tempus Fugit](#).** There are now training options to fill those gaps.

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Call *David Ellis*, Education Director at SAABE today to help clear the way to your CBE!

SAABE SPOTLIGHT

by Justin Titus

Roger Orozco
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Tell us about yourself.

I was born in San Antonio and shortly after my whole family moved out to California. I grew up in and around the Los Angeles area. After I graduated high school, my whole family packed up and moved back to San Antonio. Once I got to San Antonio, I started working for a framing company. In my free time, I framed the house that my parents were building. In 1981 I took a job with Alamo Heating and Air and eventually worked my way to become a residential installer. After three years I moved on and worked for a couple other Heating and Air companies. In 1987 I joined Beyer Mechanical. In my 29 years with Beyer, I had the opportunity to work in all phases of the Heating and Air Condition department and ended up as the manager of the Automation and Controls Department. 9 months ago, I decided to make a career change and joined the team at Worth and Associates.

Have you received any awards/recognition/special training?
While at Beyer, I won the Employee of the year a couple times. Also I went through many hours of specialty training with Carrier, Trane, Honeywell, and TCS and earned several different certifications.

How long have you been a member of SAABE?
I have been a member of SAABE for 1 month. I enjoyed my first meeting and the organization appears to be a great place to meet fellow engineers.

Family and Children?
I have a 30 year old son, and he works at Beyer Mechanical as a service /controls technician.

What hobbies keep you busy?
There are two things that I love to do in my free time, Golf and Fish. Several years ago, I obtained my captains license and ran guided trips in Aransas Bay, Corpus Christi Bay and Red Fish Bay.

What is the best vacation or favorite place you have ever been to?
When I was younger, the whole family went on a vacation to Lake Tahoe. Great family vacation.

Favorite quote/saying/song?
"Getting old is not for Sissie's"

If you could do anything you wanted and money was not a factor, what would you do?
I would buy a large ranch in the country to be around nature and live off the land.

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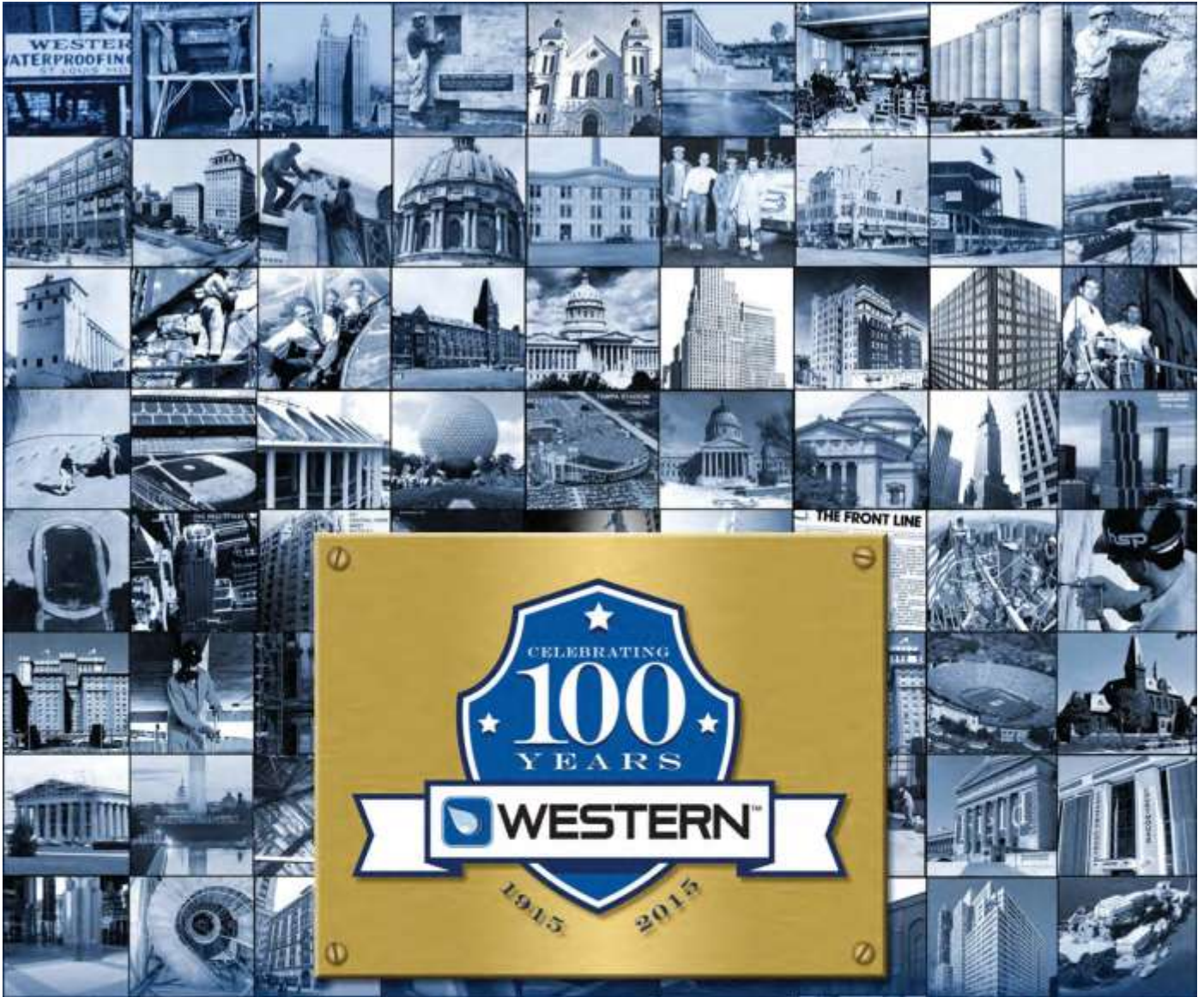
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San Antonio



Association of Building Engineers

SAABE TIMES
September 2018

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Final Thought:

*Education is the most powerful weapon which you can use to change the world.
-Nelson Mandela*

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