



SAABE TIMES

A publication of the San Antonio Association of Building Engineers

April 2009

Mark Your Calendar—

JOIN US FOR OUR APRIL MEETING!

The next General Membership Meeting of the San Antonio Association of Building Engineers is set for 11:30 am on Wednesday, April 15, at the Embassy Suites Hotel (7750 Briaridge Drive; northeast corner of IH-10 and Loop 410). The topic is "Advancements in Air Filtration," and the presenter is Will Fawcett. The meeting sponsor is Joe W. Fly Company, Inc.

Please RSVP no later than Monday, April 13, at noon. Late RSVPs and walk-ins will be placed on a standby list, and we will ask you to wait in the lobby until we determine the number of no-shows.

PLEASE NOTE: If you RSVP and do not attend, you will be invoiced. If you must cancel your attendance, please call Laura Bray at 408-1699 prior to the meeting so we can cancel your meal.

Please make sure to check in at the front desk when you arrive.

RSVPs are REQUIRED, so we can be sure to have enough meals on hand! ❖

SAABE GOING GREEN

This "Going Green" thing is a trend that is sweeping the nation and the entire globe, so SAABE is "jumping on the bandwagon."

Some members still receive a hard copy of the *SAABE Times*, because we do not have an e-mail address on file. SAABE wants to send as many newsletters as possible electronically (via email). If you are receiving a hard copy of the newsletter and would like to receive an electronic version, please provide Laura Bray with your e-mail address. Laura can be reached at (210) 408-1699 or laurabray@braycommunications.com. ❖

2009 SAABE/SABOMA TRADE SHOW!

Mark your calendar! The SABOMA/SAABE Trade Show is Thursday, May 14, at the Norris Conference Center (at Crossroads Mall) from 4:30–8:00 pm. This year's theme is "Around the World in Eighty Days!" There will be lots of great door prizes and good food. Come in costume, or come as you are, but do not miss this fun event!!

Booths are nearly sold out, and there are only a few tables left. If you're an associate member, the exhibitor information is on the SAABE website at www.saabe.org, or you can contact Laura Bray at 408-1699.

We're looking for food and door prize sponsors. This is a great way to get some name recognition for your company. See details below.

Vendors who are not exhibiting or providing sponsorships must pay \$100 to attend the show, whether they are members or not. This policy does not apply to spouses of managers/engineers/exhibitors who may work for a non-exhibitor as long as they do not attempt to market their products or services. As always, property managers and engineers/maintenance staff can attend at no charge. ❖

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A Message from the President

by Charles Mikolajczyk, Jr., CBE-M

To one, the glass is half-full. To another, the glass is half-empty. To a building engineer...someone used a glass twice as big as it needed to be!

This all has to do with perspectives. Like it or not, just like a thermostat tool...everyone's got one! Another perspective is to be inside the glass looking outward instead of vice-versa.

In today's economy, there are lots of perspectives. For instance, 401k programs have many perspectives. From the 4th Quarter of 2007 to the end of the 1st Quarter in 2009, many have seen decreases in their portfolio of around 50%. However, a decrease does not necessarily mean you "lost 50%." From another perspective, look at it this way...if you're still in the game and letting it ride, you did not lose any money. The only way you will "lose" money is when you sell it/trade it off for something more secure (i.e. transfer to another retirement vehicle). If you still have your money invested in what you had in the beginning...your money is still there, it's just that the units you purchased are not as valuable as they were in October 2007! Just as oil stocks took a plunge, they will come back soon enough. Oil stocks good also be a good thing to get into right now. Presently, crude is at \$50/bbl, it will soon be over \$100/bbl soon enough...just give it time. It may even go back to \$140/bbl before you know it!

Back to your retirements, look at it this way—say you had 10,000 units in October 2007 of a product that was valued at \$1/unit. Your portfolio was \$10,000 or 10,000 units. Now, you still have those 10,000 units but they are now only worth \$0.50/unit or \$5,000. First, remember that you will "only lose money when you sell it." Second, if you were buying \$200 worth of units each pay period back in 2007 you were getting 200 units. Today, you are getting 400 units for the same \$200. If you are still participating in the same plan, you are now buying twice the amount of units for the same amount of money. This means you're saving 50% on your present units, and, as long as they remain viable and reach points they were they were in 2007, you will make a 100% return on the money your spend today if the price per unit gets back to where it was in 2007. It is simple mathematics! This economic period we are in could be a

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goldmine of opportunities. It is your perspective in the course you take.

The kicker is, will the product or your investment vehicle weather the ride, and where exactly is the bottom? Also, there are no guarantees whether expressed or implied in this article...merely a perspective of another nature!

The Building Engineer of today needs to have many perspectives as well as maintaining an amount of diversity in that each element needs to be scrutinized from many angles. This can be applied to service calls as well as financial issues. How you respond to it is up to you.

Till next time...FISH ON! ❖



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Welcome New Members!

Welcome to the following new SAABE members! Please make sure to add their information to your 2008 SAABE Membership Directory.

<p>Jerry Dandeneau Frost Bank PO Box 1600 SA, TX 78296 • (210) 220-5026 jerry.dandeneau@frostbank.com</p>	<p>Frank DeWalt Reata Property Management, Inc. 219 E Houston St Ste 250 SA, TX 78205 • (210) 222-2100 fdewalt@reatares.com</p>	<p>Thomas Hoffmann NAI REOC Partners 200 Concord Plaza Ste 777 SA, TX 78216 • 210-388-2296 thoffmann@naireocpartners.com</p>
<p>Danny Luera Transwestern 3201 Cherry Ridge SA, TX 78230 • (210) 653-6270</p>	<p>Tony Norton Travis Commercial 745 E. Mulberry Ave #560 SA, TX 78212 • (210) 733-7850 tnorton@traviscommercial.com</p>	<p>Marcus Rocha Metroplex 12918 Delivery Drive SA, TX 78247 • 210-798-2992 mrocha@metroplex-control.com</p>
<p>Carl Tenney Travis Commercial Real Estate Services 5410 Fredericksburg Rd Ste 305 SA, TX 78229 • (210) 525-8421 ctenney@traviscommercial.com</p>	<p>Andrew Zaragoza, SMA Lincoln Harris, CSG 525 Oak Centre, Suite 120 SA, TX 78258 • 210-495-2188 azaragoza@lpc.com</p>	<p><u>New Address for Port San Antonio:</u> Port San Antonio 907 Billy Mitchell Blvd SA, TX 78226</p>
<p><u>Update Contact Info:</u> Jesse Alvarez Cushman and Wakefield jesse.alvarez@cushwake.com</p>	<p><u>Update Contact Info:</u> Leslye Hernandez Cram Roofing Company, Inc. leslye@cramroofing.com</p>	<p><u>Update Contact Info:</u> Paul McGee Lashley South Texas (210) 349-3251 pmcgee@lashleysouthtexas.com ❖</p>

IMPORTANT Note About Meeting RSVPs

The staff at Embassy Suites has been very accommodating to our growing group over the last few months. Unlike Alamo Café (our previous location), SAABE must call in a meal count on the Monday prior to the meeting. That's why we've been stressing the importance of RSVPs and timely cancellations. We **MUST** receive your RSVP no later than the **Monday prior to the meeting at noon**. Late RSVPs and walk-ins will be placed on a standby list, and we will ask you to wait in the lobby until we determine the number of no-shows.

If you RSVP and do not attend, you will receive a no-show invoice. If you must cancel your attendance, please call Laura Bray at 408-1699 by the **Monday prior to the meeting at noon** so we can cancel your meal. Cancellations received after this time will still be invoiced.

While we appreciate your call on Wednesday morning that you cannot attend, you will still be billed for the meal, since Embassy Suites has already prepared it for you.

If you have any questions, please feel free to call Laura Bray (408-1699) or any board member. ❖

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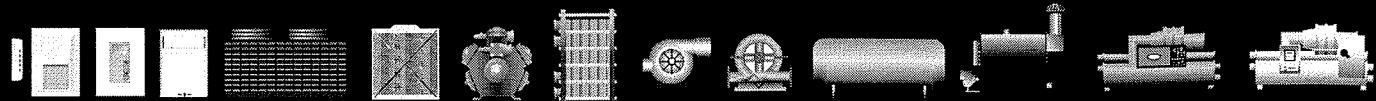
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March Lunch Summary

by Robert Andrews, Jr.

There were over 120 RSVPs for the March 2009 luncheon!

Last years BEOTY winner, Kyle Riggs, announced the finalists for this year's award. Congratulations to Mike Copp, Howard Newsome, and Tom Parrish for making it to the final three.

The SAABE board is also in need of some volunteers to fill a vacant spot. Currently, we are in search of an Education Director. If you or anyone you know would be interested in helping make SAABE a better organization, please contact one of the board members.

Dan Marsh (Hays Fluid Controls) spoke to everyone in attendance about the benefits of automatic control valves. As we all know, flow rates are affected by pressure. The higher the pressure, the higher the flow. This can be detrimental to the building's cooling and heating needs. An example was given of a facility trying to save energy by sectioning off a vacant portion of a building, and this led to hot and cold calls throughout the occupied spaces. Automatic flow control helps to keep the gallon-per-minute rate consistent, no matter what pressure is in the building. This, in turn, makes the entire HVAC system run more efficiently.

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For more information, contact Industrial Systems, Inc. at 493-4200, or search for dantheprojectman on www.youtube.com to see a demonstration of an automatic flow control valve in action.

Remember to send in your RSVP for the April 15 luncheon, "Advancements in Air Filtration" sponsored by Joe W. Fly Company, Inc. ❖

Vendor Representative Report by Allen Mangrum

I would also like to thank all of the vendors who have committed for 2009.

Below is the proposed luncheon schedule for the next six months:

<u>Date</u>	<u>Topic</u>	<u>Sponsor</u>
5/20/09	Hurricane Preparedness	Redifuel
6/17/09	Summer Social/Picnic	N/A
7/15/09	TBD	Lashley South Texas
8/19/09	TBD	KenTech
9/16/09	TBD	Gerloff
10/21/09	Mechanical Reps	TBA

In closing, please remember to RSVP!! I will also remind you that if you RSVP and do not attend without giving at least 24 hours notice, you will be invoiced. ❖



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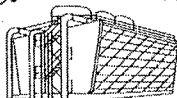
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• **How long in the building engineer trade?**

Actually, I have worked for SACU for ten years and started as a bank teller. I then moved to the new accounts department and worked with customers to establish checking and savings accounts. After eight years of working behind a desk, I started getting stir crazy and felt like I needed a change. Having many years of experience through my Army Reserve Engineering Unit, I felt like I had what it takes to fix and maintain the facilities for SACU. I am now a floating maintenance technician and help to keep the 18 branches we operate up and running. I have been a member of SAABE for 2 years.

• **As an Army Reservist, what experience has had the most profound effect?**

In 2004, my unit was deployed to Iraq on an engineering mission to maintain and improve conditions at the main base camp near Kuwait. In the year we were there, we made a lot of improvements to this base and made life much more bearable for our combat troops. One of the most significant projects we were involved with was repairing and extending the base runway. By the time

we left, planes were once again able to take off and land at base camp.

• **Any awards, recognition or special training?**

I have received some special recognition for timeliness in regards to correcting problems at SACU. However, the 13 years that I have been involved in the Army Reserve has provided me with training and education that is unavailable anywhere else. I have also been promoted to Sergeant and Team Leader of my unit.

• **Family/children?**

My wife and I have been married for seven years and have a seven year old son.

• **Hobbies/what do you enjoy doing during off hours?**

I enjoy any kind of outdoor activity, and I currently play co-ed softball for SACU. I also enjoy mountain biking, camping, fishing and spending time with my family.

• **How do you typically overcome a challenge?**

It is my philosophy that, if you do not know how to do something, you need to take the time to learn. However, if I am challenged by a situation that is under a time constraint, I will usually give myself a 30 minute window to figure it out. If after 30 minutes I am still stuck, I will then call for help. ♦

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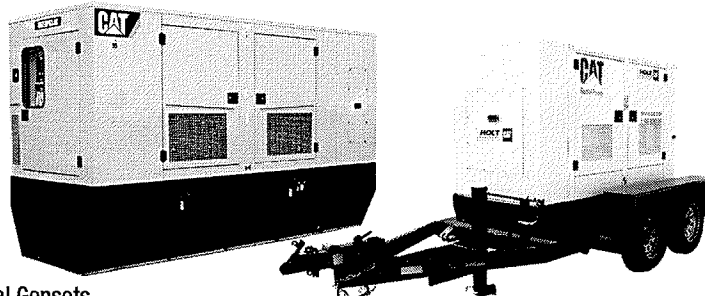
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SAABE Going Green Forum/Group

For those engineers who are involved with or interested in the Energy Star Rating Program or have moved onto the LEED-EB (Leadership in Energy and Environmental Design for Existing Buildings), this is the group for you. This forum/group has engineers and vendors that have experience with these programs and are available to assist you in getting started, answering questions or explaining different aspects of these programs. They are also familiar with energy saving ideas for power, HVAC, landscaping and recycling.

The group has recently developed its mission statement and plan. They are below.

THE MISSION

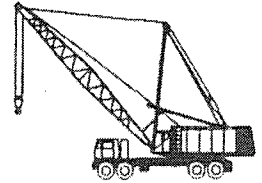
- 1) To assist and educate SAABE engineers on the many energy saving and conservation programs for lighting, water conservation, and recycling systems available to upgrade and update properties for greater profitability.
- 2) To inform SAABE engineers of these programs already completed on the properties in the San Antonio area and to open access to the engineers who have initiated the projects, the details involved, and the payback numbers.
- 3) To work with engineers who have begun the Energy Star program or the LEED – O/M (operation and maintenance) or – E/B (existing buildings) programs for assistance

(Continued on page 11)

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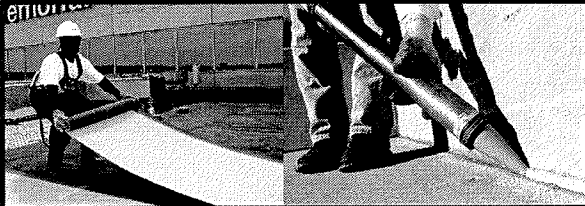
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in, education with, and encouragement with their completion.

4) To cooperate and work in concert with the SABOMA Green Committee to meet the 7 Point Challenge given by BOMA International with the first point a 30% reduction in energy consumption by 2010.

THE PLAN

1) Newsletter articles on areas of interest expressed to the Going Green Group.

2) Seminars to update and educate SAABE Engineers on current issues and topics.

3) Survey the SAABE membership for energy saving upgrades, lighting retrofits, water conservation programs, and other programs reducing energy consumption.

4) List engineers who have completed these programs along with details and payback for assistance to other interested SAABE engineers.

If you have any questions, please call Tom Lasater at 771-5824. For additional information visit www.energystar.gov www.usgbc.org.



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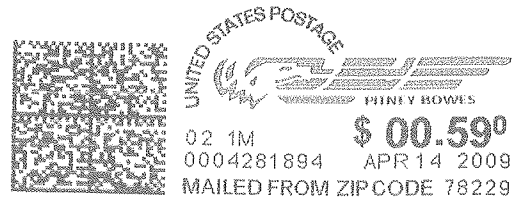
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SAABE TIMES
April Issue

Final Thought:

"Unquestionably, there is progress. The average American now pays out twice as much in taxes as he formerly got in wages." — H. L. Mencken (1880—1956)

2009 Board of Directors

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JR Uresti 2nd Vice Pres./SABOMA Representative	496-7400
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**April Membership Meeting:
 Wednesday, April 15**

"Advancements in Air Filtration"
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**Upcoming Program:
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