

ESTIMATOR



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PRICE ESCALATIONS - WHAT CAN YOU DO?

By David A. Senter

With significant increases in the cost of raw materials over the past several years, including gas, steel and petroleum-based products, clients often ask whether fixed price contracts can be adjusted to account for significant, unexpected price increases. A Federal Court in North Carolina recently addressed that specific issue. The Court considered a case in which a general contractor and a structural steel supplier had entered into a fixed price contract for structural steel for a Fayetteville State University ("FSU") project. During the course of the project, the price of steel increased substantially and the supplier sought a price adjustment from the general contractor. The general contractor refused and the supplier ceased work on the project. As a result, the general contractor was required to purchase steel materials from another supplier in an amount far in excess of the original supplier's contract price.

The supplier's only defense was that "its performance should be excused under the doctrines of frustration of purpose and impracticability." Simply put, the supplier was looking for relief because it had to supply steel at a price which was much higher than it had estimated at the time it entered into its contract with the general contractor.

The Court noted that under the "impracticability" doctrine, a supplier may be excused from performance "if performance as agreed has been made impracticable by the occurrence of a contingency the non-occurrence of which was a basic assumption on which the contract was made." In order to succeed using this defense, a supplier must establish the following elements.

1. The supplier's performance was impracticable;
2. The impracticability was due to the occurrence of some contingency which the parties expressly or impliedly agreed would discharge the supplier's duty to perform;
3. The supplier did not assume the risk that the contingency would occur; and
4. The supplier seasonably notified the general contractor of the delay in delivery or that delivery would not occur at all.

Significantly, the Court noted that "increased cost alone will not satisfy the requirements of this defense." However, under the Uniform

Commercial Code (a set of laws governing the sale of goods) a "severe shortage of raw materials or of supplies due to a contingency such as a war, embargo, local crop failure, unforeseen shutdown of major sources of supply, or the like" would be sufficient." Even if one of these events occurs, a supplier cannot use this defense unless it has "employed all due measures to assure himself that his source will not fail."

The Court noted that under the "impracticability" doctrine, a supplier may be excused from performance "if performance as agreed has been made impracticable by the occurrence of a contingency the non-occurrence of which was a basic assumption on which the contract was made."

"Frustration of purpose" (which is like impracticability but is a creature of case law) excuses performance where a "fortuitous event supervenes to cause a failure of the consideration or a practically total destruction of the expected value of the performance." This defense does not apply in circumstances where the "frustrating event was reasonably foreseeable" because one of the purposes of this doctrine is to grant relief where "the parties could not reasonably have protected themselves by the terms of the contract against contingencies which later arose."

The FSU steel supplier contended that "market conditions caused an unprecedented and unforeseeable rise in steel prices during 2004 frustrating its purpose." How many times have you heard that

argument, thought about that argument, or actually made that argument?

Unfortunately, the steel supplier did not produce "any facts which would indicate that the parties expressly or impliedly agreed that a significant rise in the price of steel would" excuse its performance.

Further the steel supplier could not establish "any reason behind the price increase, such as a shutdown of major supply sources or war." Instead, it appeared that the price increase was merely the result of a fluctuation in the market and that was not sufficient to relieve the supplier of its fixed price contract obligation.

The Court went on to recognize that the supplier could have protected itself from a price increase by inserting a provision in the contract, such as a ceiling on the price. As you may know, some industry form documents contain such provisions. For example, "ConsensusDocs 200.1, Amendment No. 1, Potentially Time and Price Impacted Materials," allows the contracting parties to set a baseline price for identified materials and provides a method by which price adjustments are calculated in the event of market fluctuations. Further, our

Continued on Page 2

President's Corner

By Wade Tippet, National President



Hello fellow P.C.E.A. members I am getting good news from chapters that membership is on the rise. This is ultimately one of my bigger goals, as well as other areas. My hat is off to all chapters, I know how hard you all work to make this happen and you have proved that hard work pays off. The warm days of summer have all but passed; maybe as things wind down and as we move into fall and winter it will allow us more time to focus on chapter duties and goals.

Some chapters take off for the summer months and are ready to get started on building on areas where they left off. Most chapters by now have had their annual golf outings to raise money for the Ted G. Wilson Scholarship Foundation and or local scholarships, and have done really well. Let me take this time to thank all chapters that had functions that I have attended, as always, they have been great.

As we move forward into the last quarter of this year let's continue to get all reports in on time and complete, this is a very important area of

the P.C.E.A. I would like to see our long range planning committee working on areas that we could grow in, this is very vital as to the future of this organization; I have some thoughts in this area and would entertain any suggestions from members. Taylor Wyant and his convention committee are working feverishly on the 2009 National Convention plans, and at present have come up with some great ideas and plans, details will come later.

Please continue to e-mail me of any upcoming events in your chapters; I still have plans to get around to visiting more chapters as time allows me to. Let us not let down our guard in the area of education, it is and will remain one of the most important areas to continue the growth and future of this organization. In closing a very busy time of the year is almost upon us, let us not get too busy to forget what all of this really means. It is my wish that you all continue to be successful, healthy, and safe.

I hope each of you have a wonderful holiday season and may God continue to bless you and your families.

A. Wade Tippet
National PCEA President

Price Escalations

continued from page 1

Construction Practice Group has assisted clients in drafting their own price adjustment contract provisions. The most appropriate time for agreeing on such a provision is at the time the contract is entered into, not after the price has skyrocketed or taken a nose-dive.

In summary, absent contractual language to the contrary, fixed price contracts are not subject to adjustment merely because of market fluctuations in the price of raw materials. The party seeking relief from a contract price must show some unforeseen contingency such as "war, embargo, local crop failure, unforeseen shutdown of major sources of supply, or the like." The risk/benefit of a contract provision allowing for adjustment in the event of price fluctuations should be carefully considered at the time the contract is entered into.



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Chapter Reports

Charlotte Chapter

National Director Rick Meacham reports that this fall has brought great programs and great fundraisers to the Charlotte members. In September Spencer Colvin of SBS Associates in Atlanta gave a presentation on new requirements for fire rated doors, glass and glazing and how the industry is addressing them. In lieu of their October membership meeting, they held their annual golf outing, organized by Duff Regan. Thanks to Duff and his committee they had nearly 100 golfers and raised over \$4,000 for their scholarship fund. Great job Duff! Also in October they hosted their 2nd Annual Chili Cook Off. With 7 contestants and 100 attendees, including National President Elect, Gail Chapman and her husband Chris, this event, Under the leadership of Butch Yarbrough raised \$1,380. They are now busy selling tickets for their annual raffle for a trip to Mexico. Rick also told of a conversation that he had with a gentleman that was a past recipient of one of their scholarship awards. He now owns a construction consulting business and plans to attend the next PCEA meeting and is interested in joining. It's great to see your efforts rewarded!

Triangle Chapter

Stephen Newbern reports that their recent Twenty Third Annual Educator of the Year Appreciation Night was a great success. The featured speaker was Dr. June Atkinson, North Carolina State Superintendent of Public Instruction. They are getting in gear with a membership contest offering a top cash prize of \$500 for the lucky person that sponsors the most new members. With a very successful fall golf tournament behind them, they are now focusing their fundraising efforts on the 50/50 raffle to be held at their March membership meeting. Tickets are only \$5 each and you have a chance to win a pocket full of cash! Proceeds from both fundraisers will benefit their educational scholarships.

Central Virginia Chapter

National Director Gene Moore reports that our friends in Lynchburg have had excellent speakers at their fall meetings. In September Steve Smith with Enviro Safety Services gave a good program on what local OSHA inspectors are targeting and gave insight as to what PCEA members can do to stay out of their gun sights. Joseph Heddings, chief building inspector for Campbell County presented a very informative program in October that was well received by all in attendance. They welcome all members to come visit them on the third Thursday of the month at Oakwood Country Club if you happen to be in the area.

Piedmont Chapter

Phil Spangler reports that although everything seems to change in one week; the time, the weather, and the leader of the country; things are moving along quite nicely in Upstate South Carolina. They continue to attract visitors and guests to their functions and the "buzz" around town about PCEA remains extremely positive. Their team effort, lead by President (and first time dad) Brian Miller, along with active participation from the board and support from membership seems to be paying off. They continue to focus their membership recruitment efforts on GC's and Heavy Specialty Sub Contractors first, and as they have joined, they have benefited from others wanting to be part of the

growth. They have unveiled a new website -www.piedmontpcea.org - thanks in huge part to newsletter editor Marty Hawkins and President Brian Miller. In September they hosted a LEED AP workshop that sold out over a month in advance. With 55 people in attendance it was a huge success on all accounts - not to mention they cleared over \$6,000 after all expenses! They are hosting a second workshop in January and already have 21 spots reserved. They also recently hosted their 31st annual golf tournament that attracted 112 golfers and raised a record \$12,000! Their meetings have been successful as well. Topics have included the economic overview and forecast of upcoming projects in the area; a presentation on Timberline Software presented by Chris Wirtz with CIS in Charlotte and Professor Greg Corely from Clemson University; and a presentation of the OnScreen takeoff software. They are looking forward to co-sponsoring with several other area construction associations, the 2nd Annual Industry Wide Christmas Social at a local hot spot in downtown Greenville.

Fayetteville Chapter

Our friends in Fayetteville are very excited and doing well on increasing membership and friendships in the construction community. National Director Don Jessup reports that their newsletter has taken on a new look and is packed full of great information. Their fall golf tournament was well attended and raised \$2,000 for scholarships. Their steak night/Texas Hold 'em tournament was a fun filled event that brought out the best in all that attended. Kudos to master chef Dan Dodd for a wonderful job! They are in the final stages of planning their Christmas Party which is always a lot of fun. If you would like to visit, plan to be at Logans Steakhouse on Skibo Road on the second Thursday at 6:00pm. They would love for you to join them.

Columbia Chapter

The Columbia Chapter continues to have a great year. Richard Reid reports that member interest, monthly meeting attendance and new members continue to climb, which they are grateful for considering the present economy. They held their fall outing and membership campaign with a low country boil at Congaree Hunt Club on October 9th followed by their fall golf tournament on the 10th. Golf chair Larry Kingery and his crew organized a great event with 19 teams raising a record \$5,000. Lead by President Chris Royster, the Columbia Chapter is taking renewed interest in making their chapter more appealing to prospective members and all are becoming more involved. They are making plans for an auction and possibly a skeet shoot in the Spring. They invite you to come join them on the second Thursday of the month at 6:00 pm at the Clarion Hotel, 1615 Gervais Street in Columbia.

Coastal Plains Chapter

National Director Don Howard reports that thanks to the rain gods interfering with a three day down pour, the folks in the Coastal Plains Chapter were able to squeeze in their fall tournament at Brook Valley Country Club. He reports that it was a huge success. In October, Michael Ward, Major Gifts Officer with East Carolina University came to accept a \$5,000 check for the Williams/Kruger Foundation at ECU. Dr. Kruger, who will retire as Chairman of the School of Construction

Welcome New Members

Charlotte Chapter

Mark Hubbard	Thomas Concrete
Jim Myers	Walbridge Southeast, LLC
Ben Pruitt	Choate Construction
Keith Rossi	R.T. Dooley, Inc.
Mike Williams	Cox & Schepp, Inc.

Coastal Plains Chapter

Rodney Cole	E.R. Lewis Construction Co., Inc.
Michael Mercer	S.T. Wooten Corporation
Mark Renfrow	Precision Walls, Inc.

Columbia Chapter

Maria Bargas	SM&E, Inc.
Heyward Brabham	Brabham Fence Company
Bill Price	Hurri-Bolt NA
Tony Reddish	W.B. Guimarin & Company
Ricky Whisenant	Elite Millwork & Cabinet

Fayetteville Chapter

Daryl Bowen	Ready Mix Concrete Company
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Orlando Chapter

Robert Barron	Hensel Phelps Construction
Becky Boyce	Self O Sunshine
Lawrence Casperson	Mapp Construction
Brian Doonan	Atlantic Concrete Washout
Steve Farrier	United Wall Systems, Inc.
Paul Furey	Walt Disney Imagineering
Janet Gallacher	LDI Orlando

Orlando Chapter (continued)

Bryan Grassing	Bergelectric
Tracy Lapp	Wilcox & Associates
Bill Lawson	Progressive Plumbing
Chris Rust	Ultra Commercial Contractors
Chris Stephens	Prince Land Services
Dan Wilson	Sunshine Landscapes & Hardscapes
Curtis Yoder	United Wall Systems, Inc.

Piedmont Chapter

James Braswell	Langston Construction Company
Terri Costill	Emory Electric
Tim Cutliff	1st Class Painting & Remodeling
Jason Edmonds	Ashmore Brothers, Inc.
Tommy Johnstone	Creative Builders, Inc.
Charles Klelier	Spectrum Interiors of SC, Inc.
Dabney Maides	Ron's Building Materials
Bill Majeed	Able Constructors, Inc.
Brian Neal	SYS Constructors
Evan Sowell	Langston Construction Company
Manfred Sprenger	Szabo Steel

Triad Chapter

Mike Gillette	Associated Sprinkler
Jeff Hall	New South Construction Supply
Jamie Lee	The Blue Book of Building & Construction
Ashley Snead	Goria Enterprises
Trampus Stanley	Honeycutt Electric, Inc.
Matt Weiland	ABCO South Electrical Const. & Design
Tom Young	Adams Products/Oldcastle

Coastal Plains Chapter Member Honored

GREENVILLE, NC - (10/16/08) - A local organization has made an investment in the future of East Carolina University's Department of Construction Management. On Wednesday, October 15, 2008, at its monthly meeting, the Coastal Plains Chapter of the Professional Construction Estimators Association (PCEA) presented a \$5,000 check to Dr. Douglas Kruger. The donation will benefit the Kruger-Williams Society, a foundation set up to endow the program in their honor.

Kruger and Sue Williams, an administrative assistant in Construction Management, will retire in June 2009 after devoting more than 60 combined years of service to East Carolina and the Department of Construction Management.

Jim Parker, a construction management alum and current president of PCEA Coastal Plains Chapter, said Dr. Kruger made an impact on him during the numerous classes he taught. Additionally, he said when he ran into Sue Williams 16 years after graduation, she still remembered his name.

"Dr. Kruger and Mrs. Sue have built the construction management into one of the top five programs in the country," said Parker, also an

estimator for WIMCO General Contractors in Washington, NC. "Each member of our chapter has benefited personally and professionally for their efforts and this is a chance for us to show our appreciation."

The overall goal of the Kruger-Williams Society is raise \$6 million dollars to operationally endow the construction program. Among the ways in which this money will be used includes, but is not limited to Student Activities, Student and Faculty Research Opportunities, Faculty and Staff Development, and Improving Learning Capabilities in and out of the classroom

"I have been associated with the PCEA Coastal Plains Chapter since 1991, and it's a great group of people" said Kruger. "We have always looked at our program as a family. Every year it gets bigger and better, but the people, our students, faculty and alumni, are what is the most important to our success."

Since the foundation began a few months ago, the Kruger-Williams Society has already raised more than \$43,000 with hopes of eclipsing the \$1 million mark before their retirement in June 2009.

2009 Sponsorship Program Announced

National Sponsorship Chair, Ron Kiser, announced the details of the 2009 National PCEA Sponsorship program. The program has been designed to integrate advertising opportunities that will give your company exposure throughout the year! Contact the National Office for more information.

Gold Sponsorship

\$5,000

- Corporate Logo on all Convention Literature and Conference Signage
- Head Table Seating and Public Introduction at the Breakfast Business Meeting
- Head Table Seating and Public Introduction at the Annual Awards Dinner
- Special Recognition at the Past President's Reception
- Special Recognition at the National Presidents Ball
- Special Recognition at the Incoming Officers Reception
- Special Recognition at all Seminars
- Opportunity to supply promotional items to all convention attendees
- Sponsorship of One Tee Box at the Golf Tournament
- Banner Advertisement with Reciprocal Link on the PCEA Website
- Full Page Advertisement in the PCEA National Membership & Resource Directory with Special Recognition as a PCEA Sponsor
- Half Page Advertisement in the PCEA National Newsletter (1 issue)

Silver Sponsorship

\$3,000

- Corporate Logo on all Convention Literature and Conference Signage
- Special Recognition and Public Introduction at the Breakfast Business Meeting
- Special Recognition at all Seminars
- Opportunity to supply promotional items to all convention attendees
- Half Page Advertisement in the PCEA National Membership & Resource Directory with Special Recognition as a PCEA Sponsor
- Half Page Advertisement in the PCEA National Newsletter (1 issue)

Bronze Sponsorship

\$ 2,000

- Corporate Logo on all Convention Literature and Conference Signage
- Special Recognition at all Seminars
- Opportunity to supply promotional items to all convention attendees
- Half Page Advertisement in the PCEA National Membership & Resource Directory with Special Recognition as a PCEA Sponsor
- Business Card Advertisement in the PCEA National Newsletter (1 issue)

Event Sponsor

\$ 1,000

- Exclusive signage at Sponsored Event
- Opportunity to supply promotional items to all convention attendees
- Corporate Logo on all Convention Literature and Conference Signage
- Business Card Advertisement in the PCEA National Newsletter (1 issue)

Seminar Sponsor

\$ 500

- Table Top Display at the PCEA National Convention Vendor Exhibition Showcase
- Sponsorship of one 45 minute seminar at the PCEA National Convention showcasing your Product/Service
- Corporate Logo on all Convention Literature and Conference Signage

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Chapter Reports

CONTINUED FROM PAGE 3

Management in June has been a chapter member since the early nineties. His secretary, Sue Williams will also retire in June. Dr. Kruger has held several offices within the Chapter and will be greatly missed when he retires and moves to Florida. Congratulations Dr. Kruger! Don also reports that plans are well underway for their Christmas



Party to be held on December 6th. The Coastal Plains Chapter has made a commitment to strengthen their chapter, regardless of the current economic conditions, and challenge all other chapters to join them.

Catawba Valley Chapter

Randall Williams reports that Chapter members Mike McGhinnis and Robert Hoyle made a trip to the Columbia Chapter Low Country Boil in October. Special thanks are extended to Gail Chapman, Bill Barton and Allan Duncan for the great food and warm hospitality. Randall and Chapter President John Walker joined their fellow Chapter members to participate in the Columbia Chapter golf tournament. It was a great day and they already plan to attend again next year. The Catawba Valley Chapter held its Annual Kenneth N. Houston Memorial Tournament in October, sponsored by Hoffman & Hoffman Building Technologies. Despite the bad weather, they had 91 golfers in attendance and raised over \$7,000 for their scholarship fund. Their November meeting will be a special 30th Anniversary celebration. All Charter members and Past Chapter Presidents have been invited to attend. Program director Kelly Pulliam is putting together a surprise presentation. They invite fellow PCEA members to join them for their annual Christmas party on December 12th. Randall reports that they have many talented karaoke singers in their chapter. Randall went on to further report that "talent" in this particular case, is defined as being drunk and tone deaf. December is also when they will hold their

fundraiser for the for Sipe's Orchard Home. Donations and gifts will be collected at the Christmas Party.

Orlando Chapter

National Director Alfredo Barrott reports that their membership stands at 107 members strong and growing. In August they held a panel discussion focusing on current market conditions, bid strategies, pros and cons of negotiated jobs vs. hard bid jobs, and promising market sectors during a recessed economy. Orlando Mayor Buddy Dyer joined them in September to educate them on the projects planned for the area, the property tax referendum and the economic strength of Orlando. In October they hosted a LEED certification class that raised \$4,000. At the October membership meeting architect Dan Farmer enlightened them in the upcoming slow down in the commercial construction market as it relates to the financial burden that has been placed on the U.S. economy. They are looking forward to their fall golf tournament and Christmas party, both to be held in November. All in all, they are having a great year thus far!

CSRA Chapter

Since his last report, National Director Alva Gaskin reports that they have had very informative speakers at their meetings. September's speaker was Bear Shelton, VP of BLUWOOD South, followed by Jason Lynn and Dan Stansberry with Daikin AC of America, and Dan Hall with Baker Distributing, who presented them with great insight into the new Daikin HVAC technology available to the commercial market. Their November speaker will be wealth management guru, Chuck Lanier. He will talk about the impact that recent economic and political issues will have on current and future personal and business finances. Plans are underway for their Christmas Gathering as well as their scholarship golf tournament. They continue to work on improving their efforts to attract new members with new meeting programs and fresh ideas. They would greatly appreciate suggestions from fellow chapters. All are welcome to join them on the 2nd Thursday of each month at 6:00pm at Ryans Steakhouse on Bobby Jones Expressway in Martinez, GA.

Gearing up for Convention 2009

By Taylor Wyant, 2009 National Convention Chair

April 29, 30, May 1 & 2, 2009 - My friends, these are the dates for our 2009 PCEA National Convention at the beautiful Sea Trail Resort in Sunset Beach, NC. Mark your calendars NOW!!!

This is going to be a convention like none before. In the past, we have always all been in a single hotel location. Not in 2009. Sea Trail is a massive resort community that includes a 60,000 SF convention center, several restaurants, three 18 hole golf courses and many other activities. Instead of a single hotel room, we will be staying in efficiency type accommodations. Each unit includes a full kitchen area and additional living space. We will not be on the beach, but it is only a 5 minute shuttle ride away. We will not be in the hustle, bustle and traffic

of Myrtle Beach but excellent restaurants and shopping are only a few minutes away and for those of you who enjoy major malls, theme parks and other major activities, they are less than 30 minutes to the south and historic Wilmington is about 30 minutes north.

For additional information, check out their website at www.seatrail.com or call any member of our convention committee.

See ya' at Sea Trails!!!

Taylor Wyant

Editor's Notes

By Melissa Swanson, National Newsletter Editor



In Deepest Sympathy

Past National President and Charlotte Chapter member, **Keith Middleton**, lost his son Jon B. Middleton to cancer on September 8, 2008. Please keep Keith and his wife Sandy in your thoughts and prayers.

Anna Margaret Shepard Gaskin, mother of Past National President and CSRA Chapter member, **Alva Gaskin, Jr.**, passed away on September 13, 2008. Please keep Alva and his family in your thoughts and prayers.

Ernest Haskel Smith, father of Piedmont Chapter member **Tom Smith**, passed away on September 23, 2008. Please keep Tom and his wife Helen in your thoughts and prayers.

Piedmont Chapter member **Bob Sloan** lost his battle to cancer on November 12th. Bob will be greatly missed by all who knew him. Please keep his wife Beverly in your thoughts and prayers.

Thank You Notes Received

Dear Ms. Lybrand:

As summers ends and the start of the school year draws near, I'd like to thank PCEA and the Ted G. Wilson Scholarship Foundation for awarding me the 2008 Ted G. Wilson Memorial Scholarship. The scholarship award was an answer to prayer and will greatly help my family and I finance my education at Clemson University.

I just finished my second summer working for Brasfield & Gorrie in Orlando and this scholarship makes returning to Clemson more financially manageable. I will be working two construction related part time jobs this year to help supplement this scholarship and reduce the amount of student loans I need to take out.

Again, I can't thank you enough for this gracious scholarship. I am honored to be the South Carolina recipient of this award and I look forward to applying for it again in the Spring.

Sincerely,
Appling S. Wells, V

Dear Foundation:

I am honored and grateful that you selected me as the North Carolina recipient of the Ted G. Wilson Memorial Scholarship. I wanted to share with you my appreciation as I pursue my Construction Management Degree at East Carolina University.

Sincerely,
Alexander M. Irvin

Dear Kim,

Keith and I would like to thank everyone for the beautiful floral arrangement sent on behalf of National PCEA. During a time of sorrow, we learn how much our friends really mean to us. Thank you for your kindness and sympathy. It was deeply appreciated.

Love,
Keith and Sandy Middleton

Health and Happiness

Charlotte Chapter member **Jack Edwin** suffered a heart attack on November 4th. Please keep Jack in your prayers as he continues to improve.



Dennis & Martha admire their newest family member

Past National President and Columbia Chapter member **Dennis Childs** and his wife Martha became proud grandparents again on September 30, 2008. George Abram Thomas weighed in at 7 lbs 8 ounces. Dennis and Martha's daughter, Brandi, and her husband Ron also have a 3 year old daughter, Amelia. Congratulations Dennis and Martha!

Congratulations are also extended to Piedmont Chapter President, **Brian Miller** and his wife Elizabeth on the birth of their first baby! Garrett Michael Miller was born on October 9, 2008 and weighed 6 lbs, 8 ounces. Congratulation Brian and Elizabeth!



Proud dad, Brian, holding his future estimator, Garrett Michael

Dates to Remember

February 20, 2009

PCEA National Board Meeting
Charlotte, NC

April 29-May 3, 2009

PCEA National Convention
Sea Trail Resort
Sunset Beach, NC

National Membership Contest Underway

National Membership Chair, Don Howard, has decided to repeat the National Membership Contest from last year because of its popularity and effectiveness. The details are as follows:

1st Place
(Minimum 10 New Members)

Paid Convention Registration +
2 nights hotel room (Room
Only)

2nd Place
3rd Place

Paid Convention Registration
1 Night Hotel Room (Room
Only)

So start recruiting! You could attend the National PCEA Convention in Sunset Beach, NC at a substantial savings!!!

"Be the change you want to see."

Ghandi

ESTIMATOR

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Melissa Swanson, Editor

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