Professional Construction Estimators Association of America, Inc. (PCEA) was chartered in 1956 with 35 members from various construction disciplines in Charlotte, North Carolina. Some of the Charter members remain active today. During our early years, members rallied together to exchange ideas, promote educational endeavors and high ethical standards, while simultaneously developing new friendships. Under the leadership of Charlotte’s early presidents, the members set forth many goals to promote and support the industry while expanding the voluntary association. As a result of these efforts, a second chapter was formed during 1958 in Greensboro, North Carolina (now called the Triad Chapter). The Raleigh-Durham Chapter (now called the Triangle Chapter) followed behind in 1963. Subsequent chapters were formed in Virginia, North Carolina, South Carolina and Georgia and Florida. Vern W. "Bill" Helms of the Charlotte Chapter was elected as our first National President in May 1975 during the first annual convention at Myrtle Beach, South Carolina. Since then, PCEA has grown to almost 1,000 members with twelve chapters in five states. Current goals include active expansion to other market areas.

PCEA members have always been active in the promotion of construction education for the betterment of the industry. Each chapter individually coordinates, develops and establishes programs to assist and enhance the educational endeavors in their community while pursuing the educational goals of membership. PCEA Chapters support educational programs ranging from, but not limited to, scholarships to local students, endowed scholarships at several Universities, providing construction instructors, purchasing equipment for use in technical training and introducing construction as a trade to "at risk" students.
Officers and Board Members for 2018-2019

Members Corner
Dedicated to our members and family
If you, or you know of someone having personal or health issues please let me know, so their needs can be noted.

Please keep the following members in your thoughts and prayers;

- Our Soldiers and Sailors near and far
- Uncle Frank

Contact
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Position: President
Email Address: rdegnan@mapdoors.biz

Adam Blalock
Position: President Elect
Email Address: adam@blairduron.com

Thomas Von Cannon
Position: 2nd Vice President // News Letter Editor
Email Address: tavoncannon@vscfs.com

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Position: Secretary
Email Address: chrisk@jdbc.com

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Position: Treasurer
Email Address: Kevin.sherron@coreandmain.com

Kevin Sherron
Position: National Director
Email Address: kevinsherron70@gmail.com

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Email Address: rick@mr-dirt.com

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Email Address: pmccaffrey@mcdonaldyork.com

Above are the Officers and Board Members working for you.

PCEA Triangle Chapter 3 Scholarships:

PCEA recognizes that one of the greatest problems facing our industry is a shortage of interested and well qualified employees at all levels. To that end, our mission is to extend Scholarships to persons interested in pursuing a career in the construction Industry.

The following Scholarships are funded by the PCEA Triangle Chapter fundraisers and events. (Please see a Faculty Representative at these schools to receive an application).

PCEA Member Dependent Scholarship
The PCEA Member Dependent Scholarship is available to immediate family members of PCEA members in good standing. The recipient of this Scholarship does not have to be pursuing a degree in the Construction Industry.

North Carolina State University

University of North Carolina at Charlotte

East Carolina University

Wake Technical Community College

Vance Granville Community College
New Member’s Corner

We are expecting several new members this month;
We need more new Members! Invite your colleagues, Customers and vendors to
join our group of professionals!

Help Wanted?
Do you need to add staff for your growing backlog?
Advertise !!!

Need help?
⇒ Let our newsletter work for you.
⇒ Know Someone that needs a job?
⇒ Get them noticed, Lets Help our Contractors fill those voids
For our Local Triangle Chapter of the PCEA to grow and flourish we need to continue to bring in new members. The very best way to grow our membership is through the word of mouth of an active membership.

Since our founding in 1956, the PCEA has had but one goal to raise the professionalism and competence of our membership in support of the Construction Industry.

We do this in several ways.
I. By providing educational opportunities for our members.
II. Offering online accredited training at a reduced cost to our members.
III. Monthly presentations, during our monthly meetings, by professionals who have support roles for the Construction Industry or professionals who have interesting subject matter relevant to current events.
IV. Monthly News Letter that provides construction related articles, amusing factoids, and a format that allow for promoting Construction Businesses through paid advertising.
V. Member Dependent College Scholarships Opportunity

We offer our support to you and your business, either through your membership or through our paid advertising. Either way you will gain access to our membership opportunities, or direct access to our members and readership throughout the southeastern United States.

Our Organization has Members and readership in North Carolina, Virginia, South Carolina, Georgia, and Florida.

We are hopeful that by reading this note and the attached copy of our most recent Triangle Chapter News Letter, that you would choose to join our organization as a paid member or at the very least, advertising your business, or employment needs in our monthly news letter.

Your paid membership or paid tax deductible advertising supports the local Triangle Chapter’s annual Scholarships and ongoing educational activities.

Full Page Advertisement Free for Firm making a presentation for the monthly meeting
Full Page Advertisement Free with Paid New Membership.

<table>
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<tr>
<th>Description</th>
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<tr>
<td>Full Page Advertisement per Year (12 Issues)</td>
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<td>Quarter Page Advertisement per year (12 Issues)</td>
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<td>Quarter Page Per Issue</td>
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<tr>
<td>Include Link to your Company News Letter Per Year (12 Issues)</td>
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Memorial Day is the for the remembrance of the fallen Heroes and those that served and those who continue to serve in our Country’s Armed Forces.

The Army, Navy, Marines, Air Corps, Air Force, Coast Guard, and Merchant Marines all have played a role in protecting the Freedoms we all enjoy today.
In remembrance of Memorial Day Thank you Roger Shearin and the members of our group for your Service as a Vietnam Veteran and the more recent Wars we have had and are fighting now. As we use to say He / She came “Out of the Shit”.

I've asked the membership for pictures of their time in the service I have not received any in the two years I've been asking for them.

Please notice there are no Patches and or insignia on any of the uniforms. Everything and everyone was Sheep Dipped when entering Laos and Cambodia.

As you may know there were more bombs dropped in Vietnam than there was deployed in all of world War II. What you may not know is that there were more bombs dropped in Laos that there were dropped in Vietnam.
Technology is on the rise in the construction industry, with an increasing number of construction companies deploying an array of leading-edge technologies across the project lifecycle. While traditional construction software has failed to solve construction’s productivity problem, mobile technology solves the two primary pain points driving digital transformation in the construction industry. Mobile construction apps not only reduce risk and help construction professionals maintain their bottom line, but also help teams communicate and share documents both in the field and office.

- The high return on investment construction professionals can expect from mobile technology
- How to craft a strategy to increase technology adoption within your organization
- How to determine the ROI from your investment in mobile construction apps
Construction-technology use cases span the entire project life cycle.

**Digital design:** Assist with document control and integration as design progresses from sketches to construction documents.

### Preconstruction

- **Estimating:** Automate and improve the accuracy of bid estimates
- **Construction relationship management:** Provide dashboard for business-development pipeline
- **Market intelligence:** Gather and analyze information gathering from past projects and competitor performance
- **Marketplace:** Create a platform for stakeholders to prequalify, evaluate, and select partners

### Construction

#### Design management
- Visualize drawings and 3-D models on site, on mobile platforms
- Update blueprints in the field with markups, annotations, and hyperlinks

#### Scheduling
- Create, assign, and prioritize tasks in real time
- Track progress online
- Immediately deliver work plan and schedule to all workers

#### Materials management
- Identify, track, and locate materials across the supply chain

#### Field productivity
- Track crew deployment in real time
- Manage project staffing across skilled trades
- Track on-site productivity at a trade and worker level

#### Equipment management
- Track and manage construction-equipment fleets

#### Quality control
- Inspect remote sites through pictures and tags shared through app
- Update and track live punch lists across projects to expedite project closure

#### Contract management
- Update and track contract-compliance checklist
- Update records for all client and contractor communication regarding contract terms
- Track vendor prequalification and liens and manage payments

#### Performance dashboard
- Monitor project progress and performance
- Provide automated dashboards created from field data
- Generate manpower updates and view past reports on handheld devices

#### Document management
- Upload and distribute documents
- Search all projects across phases
- Share information across sites

#### Safety
- Track and report safety incidents across the job site
- Alert workers on safety procedures and provide tips live

### Enterprise-resource-planning systems

### Operations and management

- **Work-order management**
- **Remote monitoring of building systems**
- **Predictive analytics for system management**
- **Mid to small project management**
- **Asset management with an ongoing record of facility performance and maintenance backlog**

McKinsey&Company
Construction Technology

Technology is shaping the world with everything from electric cars to hyper loop. But when it comes to the real estate construction industry, it is still underserved by technology. The construction industry contributes over 4% to the U.S. GDP, and it needs to adapt to new technologies in order to automate processes and decrease dependencies on manual labor.

However, the breakthrough technologies to make construction more efficient that have hit the market within the past five years have primed the industry for disruption. Below, read three of these technologies that are going to shape the way we approach building in the future.

Robotics

No industry is as labor-intensive as construction. Since construction sites are uncontrolled (open) environments, it is most difficult to incorporate robotics, unlike in closed industrial environments. However, construction activities such as bricklaying are so repetitive and labor-intensive that the use of robotics is helpful to not only reduce costs, but also maintain quality and precision.

Very recently there have been breakthroughs in robotics for construction. One such pioneer product is the semi-automated mason — "SAM" — a bricklaying robot designed and engineered by Construction Robotics. It's the first bricklaying robot commercially available and doesn't actually replace a traditional mason. Rather, it works in collaboration with a mason, increasing their productivity up to five-fold.

Zak Podkaminer of Construction Robotics stated, “Construction will benefit from robotics in work that is dangerous, is repetitive, and where heavy lifting is required. [In] high precision work such as complex designs and patterns, robotics will provide a significant time savings allowing for more digital fabrication and provide architects more creative flexibility. “While just the thought of machines replacing humans sounds alarming, the technology of collaborative robotics that can work alongside humans in order to prevent accidents and save lives is one I'm happy to see is likely here to stay.

Drone Imagery

A good site analysis is the foundation required before any construction project can be started. In parts of the developing world, access to high-quality imagery via Google Maps is a struggle that increases the dependency on a manual workforce to gather on-site data before construction. Especially when it comes to retrofitting an old building or adding solar panels to an existing building, good-quality images captured by machine can reduce a lot of human hours spent measuring a building.

Enter drone photography. The use of drones in construction allows users to map a site and create two-dimensional as well as three-dimensional images. Since most of the advanced drones use a coordinate-based system, it is possible nowadays to achieve absolute accuracy in measurements, although it is expensive.

Deep Chakraborty, CEO of ENACT Systems, stated, “While the use of drones is proliferating now, the construction industry lacks good software platforms and tools that can process such images rapidly and simplify the analytical activity.” Drone-image processing software programs are already simplifying image usability, and vertical-specific software platforms are now adopting the use of such drone image processing to simplify workflows for solar field professionals. The next two to five years will bring more sophistication to the use of drone imagery in construction.

Digital Project Collaboration Tools

While the world is closer to a paperless and fully digital management structure, quite a lot of the construction industry is still maintaining physical binders, logging responses in Excel, using fax machines and picking up the phone for even the smallest exchanges of information.

Project collaboration tools are transforming how the construction industry operates by making communication between various parties seamless, with some tools also offering a centralized storage of all project related files. Dustin DeVan, CEO of Building Connected, stated, “Before the hammer hits the nail, hundreds and sometimes thousands of businesses communicate with one
Climate Change

Pouring through four decades of satellite data, climate scientists have concluded for the first time that humans are pushing seasonal temperatures out of balance—shifting what one researcher called the very “march of the seasons themselves.”

Ever-mindful of calculable uncertainty and climate deniers, the authors give “odds of roughly 5 in 1 million” of these changes occurring naturally, without human influence.

Like homicide detectives, climate scientists are continually sifting through evidence looking for what they also call “fingerprints.” Over the years, they’ve teased out the human signal from Earthly noise in annual and decade-spanning temperature records, marine chemistry, rapid Arctic change and more.

What they discovered is an uneven pace of seasonal change in the atmosphere above the Northern and Southern Hemispheres’ temperate zones. While warming is famously global, summers in the troposphere are heating faster than winters, in a way physics would dictate if greenhouse gases were the culprit. The satellite data and computer models for seasonal temperature change used by the study agree with each other even more closely than they do when gauging average annual temperature.

Ben Santer, an atmospheric scientist at Lawrence Livermore National Laboratory and the study’s lead author, likens the temperature results to a wave washing up on a beach. For every year in the 38-year satellite record, the team captured the monthly temperature lows (troughs) and highs (crests). In the early years, the “waves” came in small. By the end of the data set under study, 2016, the waves crashed ashore with higher troughs—and much higher crests.

It’s “one of the things that is most noticeable in everyday life.”

The study, published Thursday in the journal Science, also calls attention to a persistent disconnect between findings that attribute warming to humanity, and how the same research has been characterized in testimony before the U.S. Congress.
Santer’s newest paper comes during a busy week for climate politics, as several Republicans back a resolution opposing carbon taxes, another Republican congressman preps a long-shot carbon-tax bill, and several research groups led by Columbia University’s Center on Global Energy Policy publish studies of new scenarios analyzing U.S. pricing of carbon dioxide emissions.

Climate models are famously imperfect. The authors indicate where simulated warming has been known to outrun actual temperatures, the focus of much attention in recent years. They walk briefly through several possible explanations, and dismiss concern among some scientific critics that models overestimate how fast the world will warm.

“The claim that overestimation of warming is solely due to a large error in climate model sensitivity has been tested elsewhere and is not credible,” the authors write.

In the end, five of six satellite data sets show that the warming signal has risen above the natural noise, according to the research. Changes miles above the ground are part of the same puzzle visible from your kitchen window.

“There are a lot of observations that the seasonal cycle is changing, and it is also one of the things that is most noticeable in everyday life with trees flowering earlier,” said Friederike Otto, an associate professor at the University of Oxford’s Climate Research Programmed. “But so far this has been tricky to disentangle formally Santer has previously referenced congressional hearings in peer-reviewed journal articles, dedicating a May 2017 article in Nature Scientific Reports to fact-checking claims made by then-U.S. Environmental Protection Administrator Scott Pruitt in a written supplement to his confirmation hearings.

“To me when incorrect claims are elevated to the level of formal congressional testimony and are part of the Congressional Record, then it is important to address them,” Santer said and with high statistical significance from natural variability.”

Santer sees the work as an uncomfortable reminder of the overall climate trend. “The piling on of evidence is worrying me,” he said. “This is the kind of stuff you don’t want to be right about.”
Toolbox Talks for OSHA Safety and Health

Toolbox talks are an easy way for foremen and supervisors to supplement the OSHA training efforts of their company or organization, and to keep safety front and center in their workers' minds. These short pre-written safety meetings are designed to heighten employee awareness of workplace hazards and OSHA regulations. They are not intended to take the place of formal OSHA safety training for workers, but to supplement it.

Here are a few tips to keep in mind when conducting a toolbox talk for your workers:

- Read the toolbox talk to yourself a couple of times before you hold the actual meeting with workers. That way you will be more familiar with the content to be covered and therefore less apt to stumble while reading to the group.
- Try to hold the toolbox talk in an area that is free of noise and other distractions. If the workers cannot hear you talking, or are distracted by other activities in the area, they won't be focusing on your talk.
- Speak clearly and directly. Mumbling or reading too fast makes it difficult for the workers to understand you. Just take a deep breath, and then speak clearly and at a natural pace.
- Use a prop when possible to help you keep the workers' attention. If you are giving a toolbox talk on setting up a portable step ladder, have one set up nearby so you can point out things as you read the toolbox talk. To really drive home a point, have an unlabeled container you found on the jobsite available when giving a toolbox talk on OSHA's hazard communication standards about labeling requirements.
- Always give workers an opportunity to ask questions at the end of the toolbox talk. Don't make snide remarks to employees who do ask a question, as this will discouraging others from asking questions later.
- Always document your toolbox talks. Even if certain OSHA standards do not require documentation of safety training, it can't hurt to have the information about the topic, the trainer, the date, and names of the workers on file.
- Last but not least, practice what you preach. Nothing makes a trainer lose credibility faster than to have a worker see them doing something that violates the safety precautions that were covered in a previous toolbox talk. Always set a good example.

Free Toolbox Talks

The free toolbox talks provided below on this website are available for you to download and print at no cost for use within your company or organization. They are not to be used for commercial gain, nor can they be republished on any other website or in any document without our explicit permission.

A new toolbox talk will be published on this site each month. Each topic selected is generic enough to be applied to many different work environments (construction and general industry). While the information contained in each toolbox talk is believed to be accurate, remember that these toolbox talks are not intended to take the place of formal OSHA training, they are only intended to supplement the mandatory training and help maintain awareness.

You are responsible for checking the OSHA training requirements for construction and/or the general industry training requirements to determine the actual training that must be provided to your workers. OSHA Training Services Inc. cannot be held liable for the content in, or misuse of, these generic toolbox talks.

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Note: Do you appreciate these free toolbox talks? If so, please help increase the visibility of this resource on the internet by clicking the Facebook "LIKE" button and/or the Google +1 button located at the bottom of this page. Thank you.
I was quite pleased to have as our guest speaker Mr. Roger Shearin. Roger works for VSC Fire & Security as one of our Safety Managers, at VSC Fire & Security the same Company I represent.

You would be hard pressed to find anyone more qualified to discuss Construction Safety. Roger has spent many years accruing Safety Certifications / to have the credentials to teach, train and investigate and prevent onsite safety issues.

Whether it’s a pre-mobilization site review, developing safety pre-work plans, Task Plans, Developing a Hazard Analysis, or recommending and implementing a procedure to perform hazardous task, Roger is our go to person.

Roger has been in the Fire Protection Industry approaching 50 years. Yes you read that correctly, 50 years. I've known Roger for over 42 of those years. It is hard to imagine anyone who is more qualified to represent the Fire Sprinkler Industry than Roger Shearin. Roger was born into the trade, His Father, Uncles, Cousins and his son all have worked within the industry. Working with Roger through the years, we were not always known for our safe work habits. We thought we worked safe, because we thought we knew our limits. Ladders, walk boards, 5 gallon buckets, pallets, ladders on top of rolling scaffolds, suspended over the side of buildings on ropes, were all just things we used to get to where we needed to be to hang sprinkler pipe. When those were not handy we climbed the steel or hung from the bar joists to get our pipe in the air. Using the building structure as a jungle Gym to get our job done.
To see Roger live to speak about safety is amazing! That being said, Roger has adapted and realized that we were not invincible, we were just damn lucky. When we were coming up in the trade, if you knew a sprinkler man that had been doing the work for 30 years and could stand up straight, or walk without a limp he had to have worked in the office. Any sprinkler man who has worked in the field has an indelible mark on him. It’s a stubborn streak of pride, a kink in his back, a hitch in his stride, He’s a Damn Sprinklerman!

At least that’s what they called us on the job! Where’s the Damn Sprinkler Man? Who put that pile of pipe in the floor, Must be the Damn Sprinkler Man! Water on the floor, I’ll bet it was that Damn Sprinkler Man! Finger Print on the ceiling tile, It had to be that Damn Sprinkler Man!

We have been called many things. But we have never been called; Late, Lazy, Weak, Meek or Mild. Because we were the Damn Sprinklerman!

Several years after I met Roger We used to kid him about when he once stated “Pipe is My Life”. Roger continues to teach and train others, and I’ll bet when no ones around He steps up on a ladder, a 5 gallon bucket, a pallet and hangs a piece of pipe or two because; he’s a “Damn Sprinkler Man”.

There that is a little bit about my friend and fellow Sprinkler Man, Mr. Roger Shearin. Just a note to let you know he has lived through what many would not do for a living, for any amount of money.

I could talk for hours about what we’ve done and seen, but its not for the ears and eyes of the Squeamish or weak of heart.

On to Rogers Presentation, he spoke of safety and the need to keep records. Records of training, records of maintenance of equipment. He spoke of cost associated with safety. The need to include those cost on every project.

Companies that do not include those cost to maintain a safe work environment, a trained work force runs the risk of a work place loss, an injury of loss of life. If you’ve spent any time on a construction site we’ve all seen things on a job site that didn't look quite right. If stood out and caught your attention did you bring it up to someone’s attention. The real cost of safety is when you don’t anticipate or plan for a safe work day.

That’s when someone gets hurt. You have an employee who is out of work, non productive and possibly injured for life. If you are not doing your part to create or maintain a safe work place, you are part of the problem and not part of the team that must work together to get everyone home just the way the came to work, except being tired and a lot dirtier, if you’re a “Damn Sprinkler Man”!

In remembrance of Memorial Day Thank you for your Service as a Vietnam Veteran. As we use to say he came “Out of the Shit”. Just to get back in the crap doing sprinkler work!
Ryan Introduces Mr Roger Shearin Representing VSC Fire & Security
Roger is Passionate in his presentation of Safety on the Job Site

If you are not preaching Safety, no one is going to think it is a priority. If your job can’t afford the safety equipment, and training, Your Job certainly cannot afford a loss due to unsafe actions, and the subsequent law suits.

Roger States Safety is a Team Effort, Safety Starts in the Office, and extends onto the job site. If your Office Managers do not reinforce Safety, your Field Staff will not implement and work on site with Safety as a priority.

Safety is not a option it is the Law.

You owe it to yourself and your employees to plan and implement a safe work environment every day on the job.
In Closing, Roger stated that Safety begins with Sales. If you are not making allowances for safety onsite in the estimate sheet, you put at risk the Men and Women working on the job. When you don’t put safety into your Budget, you’re putting your Company at risk.
June 14-2018 PCEA Social  Durham Bulls, enjoy an evening at the ballpark
**Gwinnett Stripers at Durham Bulls**
7:05 PM Durham Bulls Athletic Park, drinks and hot dogs provided.
Tickets are limited so please reserve your spot with RSVP. Please come out and join your professional associates with your wife / husband or significant other.

October 5-2018  PCEA Sporting Clays at Drakes Landing, **PCEA Fundraising Event**  3146 Chalybeate Springs Rd, Fuquay Varina, NC 27526
June Membership Meeting @ Casa Carbone
Network Distributors, Inc.
Commercial Lumber & Plywood Supply
Fire Retardant, Pressure Treated & Untreated
NETWORKLUMBER.COM
177 Lake Wheeler Road, Raleigh, NC 27603
919-832-4443 networklumber@bellsouth.net
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With over forty years of professional experience in all types of Water Based Fire Sprinkler Systems, Gaseous Fire Suppression Systems, Fire Alarm, and Air Sampling Systems. One call will take care of all of your Fire Protection Needs. Let my experience work for you. No one will work harder to earn your business, than VSC-Fire & Security and Me!

Respectfully,
Thomas A. VonCannon
TAVonCannon@VSCFS.com

Advertise your business card on this page for $100 per year. Contact Thomas VonCannon for information.