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

<table>
<thead>
<tr>
<th>Contact</th>
<th>Position</th>
<th>Email Address</th>
</tr>
</thead>
<tbody>
<tr>
<td>Ryan Degnan</td>
<td>President</td>
<td><a href="mailto:rdegnan@mapdoors.biz">rdegnan@mapdoors.biz</a></td>
</tr>
<tr>
<td>Adam Blalock</td>
<td>President Elect</td>
<td><a href="mailto:adam@blairduron.com">adam@blairduron.com</a></td>
</tr>
<tr>
<td>Thomas Von Cannon</td>
<td>2nd Vice President // News Letter Editor</td>
<td><a href="mailto:tavoncannon@vscfs.com">tavoncannon@vscfs.com</a></td>
</tr>
<tr>
<td>Chris Kelley</td>
<td>Secretary</td>
<td><a href="mailto:chrisk@jdbeam.com">chrisk@jdbeam.com</a></td>
</tr>
<tr>
<td>Kevin Sherron</td>
<td>Treasurer</td>
<td><a href="mailto:Kevin.sherron@coreandmain.com">Kevin.sherron@coreandmain.com</a></td>
</tr>
<tr>
<td>Kevin Sherron</td>
<td>National Director</td>
<td><a href="mailto:kevinsherron70@gmail.com">kevinsherron70@gmail.com</a></td>
</tr>
<tr>
<td>Glenn Hessee</td>
<td>At Large Director</td>
<td><a href="mailto:ghessee@talbertbuildingsupply.com">ghessee@talbertbuildingsupply.com</a></td>
</tr>
<tr>
<td>Wally Mills</td>
<td>At-Large Director</td>
<td><a href="mailto:wally@stwcorp.com">wally@stwcorp.com</a></td>
</tr>
<tr>
<td>Rick Embrey</td>
<td>At Large Director</td>
<td><a href="mailto:rick@mr-dirt.com">rick@mr-dirt.com</a></td>
</tr>
<tr>
<td>Patty McCaffrey</td>
<td>At Large Director</td>
<td><a href="mailto:pmccaffrey@mcdonaldyork.com">pmccaffrey@mcdonaldyork.com</a></td>
</tr>
</tbody>
</table>

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 pursing a degree in the Construction Industry.

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
- Kevin Sherron Knee Surgery

North Carolina State University

University of North Carolina at Charlotte

East Carolina University

Wake Technical Community College

Vance Granville Community College
Regular Meeting Minutes
Triangle Chapter
Professional Construction Estimators
Association of America, Inc.
March 15, 2018
Regular Meeting Minutes

March 15, 2018

Regular Meeting Minutes
Meeting held at Hooters, Morrisville, NC. Attendance: 15 Members and 4 Guests.

This month’s meeting was a NCAA Watch Party and Social. Members were encouraged to bring a guest. All regular monthly business was suspended.

Chapter Officers nomination ballots were distributed for review, to be voted on at the April Members meeting.

Meeting was adjourned around 8:30 PM when unfortunately, the NC State Wolfpack had lost their opening round match up.

Next Meeting
Respectfully submitted,

Chris Kelley
Chapter Secretary
New Member’s Corner

We are expecting several new members this month; Both members will be representing Skanska Construction Company

- Todd Elfont – Skanska Construction Company
- Sandy Gray – Skanska construction Company

Help Wanted?

Use the PCEA newsletter to advertise your needs.

Include Link to your Company News Letter Per Year (12 Issues) $ 25.00
Help Wanted Adds 1/2 Page “Help wanted Adds” (Per Issue ) $ 00.00
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 through out 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.

<table>
<thead>
<tr>
<th>Advertisement Type</th>
<th>Duration</th>
<th>Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>Full Page Advertisement per Year</td>
<td>(12 Issues)</td>
<td>$500.00</td>
</tr>
<tr>
<td>Full Page Per Issue</td>
<td></td>
<td>$300.00</td>
</tr>
<tr>
<td>Half Page Advertisement per year</td>
<td>(12 Issues)</td>
<td>$300.00</td>
</tr>
<tr>
<td>Half Page Per Issue</td>
<td></td>
<td>$250.00</td>
</tr>
<tr>
<td>Quarter Page Advertisement per year</td>
<td>(12 Issues)</td>
<td>$200.00</td>
</tr>
<tr>
<td>Quarter Page Per Issue</td>
<td></td>
<td>$ 50.00</td>
</tr>
<tr>
<td>Include Link to your Company News Letter Per Year</td>
<td>(12 Issues)</td>
<td>$ 25.00</td>
</tr>
<tr>
<td>Help Wanted Adds 1/2 Page “Help wanted Adds”</td>
<td>( Per Issue)</td>
<td>$ 00.00</td>
</tr>
</tbody>
</table>
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
2017 was a big year for technology innovation in the construction industry, and that pace is unlikely to slow in 2018. This is good news for companies that embrace technology to improve cost, safety, efficiency, and quality of construction.

If you plan to be among the leaders, here are 7 construction technology innovations to watch in 2018.

1. Virtual Reality

Virtual reality has finally made its way out of the gaming industry fully into the (pun intended) real world. Winter Construction used 4D virtual reality models to fully immerse owners and other stakeholders in the environments of planned construction during planning and design stages for major projects including an airport hotel and a zoo parking and entertainment complex.

In both cases, walking stakeholders through a fully interactive immersive experience prior to finalizing plans allowed them to win buy-in and produce plans that fully met expectations. It also allowed them to work around unique conditions including the schedule needs of zoo animals and views of aircraft take-offs and landings.

While virtual reality has previously been the domain only of the most cutting edge organizations, it is becoming increasingly mainstream, and increasingly in demand from owners. 4D environments allow construction companies to plan every aspect of the construction project, improving everything from safety to efficiency, and delivering a more consistent and quality final product.
2. Augmented Reality

While virtual reality allows users to “walk” through 3D and 4D model environments without actually moving their feet, augmented reality allows users to walk through real 3D environments, with their feet, while gathering and/or viewing additional real-time information about that environment.

For instance, a new iOS app called MeasureKit allows users to point their phone or iPad at an object or building component, and interact with that component through the screen in three useful ways: Measure, level, and place objects. Here’s a video of how MeasureKit works:
3. Wearable Technology

The construction site has never been safer than it is today, and we think it’s only going to get safer with the introduction and mainstreaming of wearable technology. Companies like Triax offer wearables that track where workers are on the job site, alert them in real time of potential hazards, and identify when someone has tripped, slipped, or fallen, so help can be sent right away.

We think there will be more and more products like Triax available, and that companies who take advantage of them will become more and more in demand, especially as the industry begins to develop benchmarks for safety that become part of the bid process.
While we’re on the topic of safety, take a look at some of the past year’s innovations in machine learning, and their implications for the new year. Smartvid.io, for instance, aggregates visual data from the job site and intelligently analyzes it for a variety of purposes including safety, quality, progress tracking, and marketing.

Smartvid.io constantly analyzes photos, videos, and other visual data coming from the job site, and looks for safety violations (failure to use PPEs, for instance), as well as tagging items by room and associating them with plan data. This allows folks in the job trailer or the office to quickly find visual information about the site without having to sort through masses of data. Additionally, it makes it easy to identify visual data to use for marketing purposes.

We think technologies like Smartvid.io are going to transform the way companies do business in 2018, by making existing data more accessible and easier to use to improve everything from quality and timelines to safety and marketing.
Prefabrication is hardly a new innovation in itself. The construction industry has been using prefabrication in various applications for decades. However, new technologies are making the benefits of prefabrication easier to access, and changing the way the construction industry integrates prefab into the process.

For instance, ManufactOn provides a mobile technology that provides complete visibility into the prefabrication process, so that anyone involved in the project can see what is being manufactured, where it is the process, and when it will be delivered. A new integration with BIM 360 Docs will make it possible to view that information in one workflow from beginning to end of the design and build process.

We predict that companies who take advantage of these technologies to streamline and increase their use of prefabrication will gain competitive advantage in 2018.
Often, the difference between a successful construction company and a struggling construction company lies in your ability to manage risk. Predictive analytics is about to make risk management much easier.

In 2017, BIM 360 Project IQ ran beta tests with leading edge companies to see how much we could help them manage their risk through the use of predictive analytics. Project IQ analyzes data from subcontractors, materials suppliers, design plans, and the site itself to analyze risk factors based on historical data. It provides a dashboard where GCs can identify which elements of their project are highest risk and need attention, and allows them to drill down to see the reasons for the risk assessment. Project IQ learns both from past data and from how the GC interacts with the information it provides, in order to continuously provide better and more accurate risk assessments.

We expect Project IQ to roll out to the wider industry in 2018, and we predict it's going to massively improve how its users manage their risk.
7. Connected Job Sites

Communication delays between the job site, trailer, design office, and engineering can be costly and aggravating. In short, a disconnected job site can quickly burn up your profits.

Fortunately, job site connectivity is catching up to becoming easier and easier to achieve. With a connected job site, everyone on the site has access to up-to-the-minute drawings and documents, and holds the ability to file RFIs and issues in the palms of their hands. Likewise, everyone in the trailer and design and engineering has immediate access to everything that is happening on the job site.

Communication around RFIs and issues is reduced from days or weeks to mere hours or minutes. Mistakes due to miscommunication are nearly eliminated. And change orders and rework are significantly reduced. We think very few construction companies will thrive in 2018 without moving toward the connected job site.
China fires back against US steel, aluminum tariffs with WTO complaint

- China has filed a complaint with the World Trade Organization (WTO) over President Donald Trump's steel and aluminum tariffs, according to the Associated Press.
- As part of its challenge, the Chinese government is arguing that the 25% tariff on steel and the 10% tariff on aluminum violate international trade laws. China reportedly churns out steel and aluminum in quantities that outstrip demand, leading some of the country's trade partners to accused it of dumping its stock at prices low enough to harm their economies. The U.S. imports a relatively small amount of steel and aluminum from China, but the WTO complaint is seen by some economists as a way for China to assert itself in what looks to be an escalating trade war with this country.

- If the U.S. and China can't resolve the dispute on their own within 60 days, a panel of trade experts could be called upon to issue a ruling in the matter.

As China and the U.S. go toe-to-toe over steel and aluminum tariffs and other trade discrepancies, some U.S. construction stakeholders have already reported seeing as much as a resulting 10% uptick in material prices.

And while U.S. steel companies will benefit from the new duties, small domestic manufacturers already say the tariffs are harming their businesses. Since the extra charge falls on raw steel, small businesses that source their materials from abroad in order to produce rebar and other products are paying higher prices, which they then pass on to their customers. In an unexpected twist, some metal fabricators have reported losing customers to businesses based in other countries that don't impose such hefty tariffs.

According to Archinect, the biggest tariff-related impact will be felt in the structural steel industry, but it will be minimal. Raw material makes up about 30% of the cost per ton of structural steel used for steel-framed buildings and should add, in most instances, less than 1% to the total cost of construction.

But U.S. steel production, according to Archinect, could have trouble keeping pace with demand as they ramp up capacity. In addition, contractors and subcontractors will face uncertainty as they price out material for upcoming work. Many will increase the amount of their bids to compensate for the likelihood of price fluctuations, but that issue should not be a long-term one.

China produces steel and aluminum at levels that exceed demand. Its trading partners argue that it then sells the metals at exceedingly low prices that negatively impact jobs in their own countries.

China plans to implement $3 billion worth of tariffs on U.S. products that were seen as retaliation for Trump's tariffs.
Toolbox Talks for OSHA Safety and Health

Boxtalk 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.

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.

Get Adobe Reader - Free Download
April membership meeting
Was held at
Croasdaile Country Club.

Croasdaile is conveniently located within minutes of downtown Durham, Duke University and the world-renowned Duke Medical Center, fifteen minutes from Research Triangle Park and twenty-five minutes from RDU International Airport.

Our April Meeting was relocated to Croasdaile Country Club for our presenter Mr. Dudley Willis. The change in venue besides being convenient for Mr. Willis, provided a nice area to accommodate our larger than normal gathering. Mr. Willis, provided information on the Duke University building processes. I hope each of you enjoyed the presentation and found that as interesting as I did. Much thanks to the building professionals at Duke University. And in particular to Mr. Dudley Willis and Mr. Paul O Manning for donating their energy and time to the local Triangle Chapter to the PCEA.
Mr. Dudley Willis provided an insightful presentation based on the work of the Duke University Project Management Team.

We promised you a great presentation and a lot of information, and Mr. Willis did not disappoint. The information provided on his work and role in developing a Duke University presence in China was very interesting.

Dudley Willis, Assistant Director of Project Management, who handles all of our Housing and Student Affairs projects and also our Duke Kunshan Campus having spent two years in China for Duke.

Mr Willis detailed some of the upcoming and current projects in the works both on campus and off campus.

This was a rare opportunity to hear and learn what opportunities are upcoming in the Duke Project Development Group that Mr Willis is part of. Duke has a history of working with the community and to using local Contractors to build added buildings and renovate older buildings.
Ryan Introduces our Guest Speaker Mr Dudley Willis
April 12-2018 Triangle Chapter Monthly Meeting Starting @ 18:30

Guest Speaker Dudley Willis, Assistant Director of Project Management, who handles all of our Housing and Student Affairs projects and also our Duke Kunshan Campus having spent two years in China for Duke. He will speak to our group on current and upcoming projects.

**Croasdaile Country Club** in Durham for our April 12 Membership Meeting.


April 12-2018 Vote for Officers and Board Members—Get involved!

May 17-2018 Triangle Chapter Monthly Meeting Starting @ 18:30 at Casa Carbone.

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.

**Surf & Turf?**

October 5-2018 PCEA Sporting Clays at Drakes Landing, PCEA Fundraising Event 3146 Chalybeate Springs Rd, Fuquay Varina, NC 27526
May Membership Meeting Back to Casa Carbone
PCEA Triangle Chapter 3 Member Business Card Advertising Support Our Member Businesses

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
126 American Way, Fletcher, NC 28732
828-376-3727
331-2 Metro Circle, Wilmington, NC 28401
910-762-4002

Steve Newbern
Commercial Sales Manager
3101 Hillsborough Road
Durham, North Carolina 27705

Contact Info:
Office: 919-286-5561
Fax: 919-286-0103
Cell: 919-622-6493
Email: snewbern@talbertbuildingsupply.com
Web: www.talbertbuildingsupply.com

Space For Rent
Customers will not call
If they don’t know who to

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

Respectfully,
Thom Von Cannon

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!

VSC-FIRE & SECURITY
YOUR WORLD. PROTECTED.

TAVonCannon@VSCFS.com