



TRIANGLE TAKE-OFF

Professional Construction Estimators Association - Triangle Chapter #3
www.PCEA-Triangle.org

Mission Statement

The Professional Construction Estimators Association of America, Inc. has as its purpose to promote and improve the construction industry through education of the Association's membership, through the continuing education of construction professionals and craftsmen. The Association will work to define and encourage high ethical standards of conduct among its members and will promote the fraternity of the construction industry through social interaction.

Letter from the President

Members,

Thank you all for your support during my tenure as President of the Professional Construction Estimator Association – Triangle Chapter. My main goal when I was nominated to this position was to grow the membership. Seemed easy enough, then Covid hit, and we all struggled one way or another.

As an association we couldn't expand on our membership because we couldn't have meetings or social events. We tried Zoom but that was sure to doom us all. However, during this tumultuous period, we were able to expand on our endowments, scholarships and charity while waiting for the world to come back around. Our websites on a national and chapter level were brought into the 21st century. And we are finally starting to see more new members join as people look for a friendly face to do business with. We need to continue to tell our friends, and cohorts in the construction industry about our great organization. Make a great first impression, educate everyone on our associations formalities and find new ways to showcase, attract and engage potential new members.

As I look back, I see struggles we overcame and a spirit that won't quit. Your individual contributions and continued dedication to this group shows on a national level as we are viewed as a powerhouse to other chapters. In the future, we are going to collaborate more with other chapters to help grow the organization as a whole. In order to do this, we need everyone's help. Many hands make light work and everything in con-

struction is heavy. We have a great board of directors this coming year and we look forward to bringing the Bill Helms, Chapter of the Year award back to our chapter.

Respectfully Submitted:
Adam Blalock
President, National Board, PCEA
President, Triangle Chapter Board, PCEA
In coming Secretary, Triangle Chapter Board, PCEA



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Monthly Meeting Guest Book

May 2022

Sun	Mon	Tue	Wed	Thu	Fri	Sat
1	2	3	4	5	6	7
8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28
29	30	31				

Upcoming Events

- **May 9th:** Triangle Chapter Board of Directors Meeting. Location: J. D. Beam, Inc. Office @ 6:30 PM.
- **May 19th:** Triangle Chapter Membership Meeting at Milton's Pizza & Pasta (8853 Six Forks Road, Raleigh, NC 27615). Social starts at 6:30 pm, and Dinner and Speaker at 7:00 pm. Please bring a guest.
- **May 30th:** MEMORIAL DAY! Take this day to remember all the brave men and women that have paid the ultimate price for our country.

Next Month Events:

- **June 6th:** Triangle Chapter Board of Directors Meeting. Location: J. D. Beam, Inc. Office @ 6:30 PM.
- **June 16th:** Triangle Chapter Membership Meeting at Casa Carbone Ristorante (6019-A Glenwood Avenue, Raleigh, NC 27612). Social starts at 6:30 pm, and Dinner and Speaker at 7:00 pm. Please bring a guest.
- **June 17th:** National PCEA Board Meeting at 4824 Parkway Plaza Blvd, Suite 115, Charlotte, NC

June 2022

Sun	Mon	Tue	Wed	Thu	Fri	Sat
			1	2	3	4
5	6	7	8	9	10	11
12	13	14	15	16	17	18
19	20	21	22	23	24	25
26	27	28	29	30		

PCEA Code of Ethics

PCEA Code of Ethics

This Association expects that the following rules shall guide the acts of each of its members.

Members shall...

- ◆ Be guided in all relations by high standards of integrity and fair dealing
- ◆ Uphold before the public at all times the dignity of the profession generally and the reputation of the Association
- ◆ Avoid and discourage exaggerated and unwarranted statements
- ◆ Refuse to undertake work believed to be unprofitable to the principle without first advising of the improbability of successful results
- ◆ Uphold the principal that unreasonably low prices frequently result in inferior and unreliable work.
- ◆ Refuse the loan of their name to any questionable enterprise
- ◆ Be conservative in estimates, reports, testimony, etc. in connection with the promotion of any business enterprise
- ◆ Not engage in any project which is contrary to law or public welfare
- ◆ Not falsely or maliciously injure directly or indirectly the reputation, prospects, or general welfare of another
- ◆ Not attempt to conceal oversights or errors to lessen responsibility of mistakes
- ◆ Present contracts that are sound and fair to all parties; contractor, principal and owners
- ◆ Treat with the strictest confidence the prices, sub-bids and other information furnished by sub-contractors and suppliers
- ◆ Not divulge any business secrets or confidential knowledge of principal's business affairs
- ◆ Under no circumstances be guilty of undignified or questionable professional conduct or behavior that could unfavorably reflect upon the Professional Construction Estimators Association and/or the Association's individual members

PCEA Triangle Chapter #3 - Membership Directory:

Brian Armstrong
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Professional Construction Estimators

Association of America

Chapter #3 Triangle Area

PO Box 18701

Raleigh, NC 27619



APPLICATION FOR MEMBERSHIP

Name			
Employer		Title	
Nature of Business			
Primary Duties			
Education			
Work Experience			
Business Address			
Business Phone		Fax No.	
Billing Address			
E-Mail Address			
Circle Committees of Interest	Training	Education	Socials Special Events
Applicant Signature		Date	

For this application to be considered, Sponsor must personally Sign, and present or mail application to Membership Committee. SIGNATURES ONLY. DO NOT TYPE OR PRINT. SPONSOR AND REFERENCES MUST BE MEMBERS IN GOOD STANDING.

SPONSORED BY: _____
 REFERENCE : _____
 REFERENCE : _____

INITIATION FEE \$150.00
 TO BE SUBMITTED WITH APPLICATION Make check payable to "PCEA Triangle Chapter 3"
 Tiered Dues Schedule
 \$420 for first member, \$395 for second member, \$370 for third member, \$345 for four or more members. Dues are billed annually in May

FOR MEMBERSHIP COMMITTEE

ACCEPTED AS MEMBER _____ YES NO DATE: _____

CLASSIFICATION CODE: _____

May Chapter Meeting—Speaker Highlight

This month's speakers are from Hilti, Inc. to talk about the Safeset Chemical Anchors Installation. Below is a quick Bio of the speakers and some information on the products.

Adam Reinhold has been in the construction tools and supply business for 23 years. Adam joined Hilti in 2006 to be an Account Manager for the Electrical trades. Adam spent time on the Hilti Technical Services Team as a Fire Protection Specialist, serving as a technical resource for Clients, Specifiers, and Inspectors in Virginia and North Carolina. Adam has currently been a Regional Sales Manager for Eastern North Carolina for the past 7 years.

Adam Giere has spent the last ten years in the industry, with Hilti. With a bachelor's Degree from the University of Toledo, Adam began as an entry level Hilti Store Representative, moved to territory sales, and has now transitioned into a managerial role with the organization. Over the course of this time, he has worked with contractors across multiple trade work types across the Mid Atlantic. He most recently acquired a Master of Business Administration from University of North Carolina at Pembroke.

Ed Hornbeck joined Hilti in 2017 as an account manager in the Raleigh Durham area. Ed has worked with contractors across multiple trade types and is currently focusing on General Contractors and Concrete Contractors. Before Hilti he spent 20 years in various roles within the paper industry before transitioning into construction. He has two children (ages 4 & 6) and working for Hilti has given him the flexibility to spend quality time with them.

Mariella DeLuise joined Hilti in 2011 as a Store Representative. She moved into a Territory Management position in 2016 to work with Interior Finishing contractors in the Raleigh Durham Area. She holds a Bachelor Degree in Architecture and a Master's Degree in Marketing. Before Hilti she worked 8 years in the construction industry in her country.

SET YOUR ANCHORS EASIER, FASTER AND SAFER

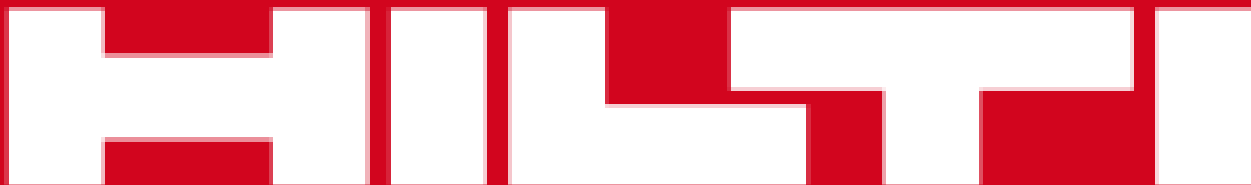
The next generation of the Hilti SafeSet system helps improve the additional steps of anchor installation

Make the toughest of jobsite conditions work for you. Experience the perks of the first and fully cordless anchor setting system that helps ensure faster and more reliable anchor installation every time.

- Save up to 60% on installation time by eliminating hole cleaning with the VC 140 "vac pack" and a Hilti Hollow Drill Bit—the only system designed to work in damp concrete without load reduction.
- Take the guess work out of proper mortar injection with the HDE 500 Smart Dispenser that communicates the proper dispensing dosage and lets you know when a replacement is needed.

In other words, the SafeSet system is a faster, easier and safer way to set anchors.

<https://www.hilti.com/content/hilti/W1/US/en/business/business/productivity/safeset.html>

The HILTI logo is displayed in a large, bold, white font against a solid red background. The letters are blocky and highly legible, with the 'H' and 'I' being particularly prominent.



Professional Construction Estimators Association - Triangle Chapter

Volume 59, Issue 4

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PCEA Membership Benefits

- Fellowship and interaction with Colleagues in the Construction Industry
- Industry related guest speakers and programs
- Recognition of Professional Excellence, Integrity, and Ethics
- National Membership Directory with Membership Contacts from All Chapters of PCEA
- Chance to connect with your colleagues and competitors.
- Your Opportunity to make a Contribution to the Construction Industry
- Training Seminars
- Leadership Training and the tools to excel as Professionals
- Promote Construction as a viable Career to Students in Construction Related Curriculums
- Fundraising activities & events that support our Scholarships at East Carolina, NC State, UNC Charlotte Vance– Granville Community College, and Wake Technical Community College to support the future of the Construction Industry

2021–2022 Triangle Chapter Board of Directors

President: Adam Blalock
ablalock@brockcontract.com

President-Elect: Anthony Luise
estimating@armypaint.com

1st Vice President: Jim Mattocks
jim@jdsprinkler.com

2nd Vice President: Vacant

Treasurer: Kevin Sherron
kevin.sherron@coreandmain.com

Secretary: Chris Kelley
chrisk@jdbeam.com

National Director: Kevin Sherron
kevn.sherron@coreandmain.com

At-Large Director: Tom Von Cannon
tom@jdsprinkler.com

At-Large Director: Rick Embrey
rick@mr-dirt.com

Non Voting Positions:

Education Chair: Anthony Luise

Newsletter Editor: Chris Kelley