



May 2012

News Update

The Newsletter of the UpCountry South Carolina Section,
AACE International

President's Message

Members,

This is the end of the 2011/2012 year for our AACEI section. New officers have been elected for the 2012/2013 year and I want to thank them for volunteering to keep our Section moving forward.

I also want to thank this year's officers for all of the contributions they made this year and to all of you that have attended our meetings. Your officers have participated in identifying potential presenters and have worked hard to make sure that we have had interesting and relevant presenters/topics for our section meetings. We hope that you have enjoyed these presentations and we will continue to look for topics and presenters that should be interesting and maybe entertaining.

And as mentioned by our May presenter, if you have ever considered being a consultant or starting up your own business, it is very important that you be certified in your area of expertise. Prospective clients, and even employers, need some sort of validation of your training, knowledge and experience in order to justify making a decision to hire you or to make an investment in you. Certifications, whether they be associated with AACEI, ASPE or PMI, are an asset to you and should be considered a part of your career development plan. Although certifications are up in most Sections, our section has not had a single person certified in about 2 years. So if you are interested in any of the AACEI's certifications, I suggest that you talk to me or to any of our certified professionals. Our Section has considered holding educational Section meetings in order to help those of you that might be interested in taking a certification test, but we have felt that there is insufficient interest. So let us know if you would be interested.

All the best for the coming year. We will continue to have meetings this summer, so stay tuned for the notices.

Enjoy your Summer and Be Safe, Bob Boyd

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Bob Boyd, CCE, CEP, PSP
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(chrisswanson@hotmail.com)
- Vice President
Eric Marcantoni, EVP
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- Secretary
Becky Spencer, CCC
- Treasurer
Sharon Owens
- Certification Chair
Stan Ellzey, CEP
- Website Editor
Becky Spencer, CCC
- Membership Chair
Becky Spencer, CCC
- 2010 – 2012 Directors
Janna Frasher
Walter Manning, CEP
- 2011 – 2013 Directors
Jeff Bannister, CEP
Steve Schnee
- Newsletter Editor
Bob Boyd, CCE, PSP, CEP
- Scholarship & Student Outreach
Chair
Bob Boyd, CCE, PSP, CEP
- Awards and Elections Chair
Becky Spencer, CCC

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Section Announcements

Certification!!

AACEI offers 6 certifications.

1. Certified Cost Technician (CCT)
2. Certified Cost Consultant (CCC) / Certified Cost Engineer (CCE)
3. Planning and Scheduling Professional Certification (PSP)
4. Earned Value Professional Certification (EVP)
5. Certified Forensic Claims Consultant (CFCC)
6. Certified Estimating Professional (CEP)

For descriptions and requirements regarding each of these certifications go to the AACEI web page (<http://www.aacei.org/educ/cert>). And for educational literature to help you with these exams, visit the AACE Online Bookstore (<http://www.aacei.org/technical/ppg.shtml>) where you can order Professional Practice Guides, Recommended Practices and other AACEI merchandise.

In recognition for those Section members that have AACEI certifications, we will now have an Honors Roll. The following Section members hold certifications and can be considered Subject Matter Experts, available to help you if you have any questions.

HONORS ROLL

<i>CCE / CCE</i>	<i>PSP</i>	<i>CEP</i>	<i>EVP</i>
Chris Swanson	Donald McDonald	Robert Boyd	Doug Findley
Donald McDonald	Robert Boyd	Jeff Bannister	Eric Marcantoni
Robert Boyd	Doug Findley	Walter Manning	Manan Vakil
Doug Findley		Stan Ellzey	
Becky Spencer			
Glen Joseph Colaco			
CFCC			
Doug Findley			

Please contact Stan Ellzey (stanellzey@charter.net) if you have any questions or need assistance regarding any of the certifications or workshops mentioned above.

The next certification exam is currently scheduled for:
 July 21, 2012 – Location of test is Greenville, SC
 December 8, 2012 – Location of test is Greenville, SC

Deadline to sign up for a certification exam is 60 days prior to the above test dates. If you want to take the test in Greenville, please contact AACEI, one of our officers or our Certification chairperson.



AAACE International's Meetings and Conferences!!

Time is running out if you plan to attend AAACEI's 56th annual meeting in San Antonio, Texas. Early registration ends June 8th. The theme of this conference is "A Fiesta for Total Cost Management". It will be held from July 9th thru July 11th. Visit the aacei website to see the Schedule of Events and the Daily Schedule with a listing of the Technical Program. Abstracts of the technical papers being presented are available for review.

UpCountry South Carolina Section's Website!!

Please visit our web site that is being maintained by Becky Spencer. It contains some job postings for those of you that are unemployed. Feel free to provide feedback to Becky or Bob Boyd on comments/ideas that you believe would enhance the website.

<http://upcountry-aacei.org/welcome.html>

Section News!!

The section meeting in April had a great turn-out with 20 persons attending. The persons running for Section officer positions were announced. Voting will be through Survey Monkey, an on-line service. More instructions plus a url link was issued after the meeting. Voting will occur in April.

The section meeting in May had a good attendance with 13 persons attending. The section was told that two of our three applicants for the Competitive Scholarship program were winners. Kathryn Gasparro and Kristen Doolittle, both from Clemson and majoring in Civil engineering, won \$5,500 and \$2,000, respectively. Congratulations to our local college students. The results of our section election was announced and is shown below.

President: Eric Marcantoni

Vice-President: Janna Mullinax

Secretary: Becky Spencer

Treasurer: Sharon Owens

2012 – 2014 Board Members: Stan Ellzey and Donald McDonald

June's meeting is planned to be a social event, a Thursday night baseball game at Fluor Field. Exact date plus a calendar of our future meetings is shown at the end of this newsletter.



April 2012 UpCountry SC Section Meeting Recap

The UpCountry SC Section meeting was held on April 10, 2012 at Jacobs' Office. Our guest speaker was Mr. Jim Owens. He is Senior Director of Fluor's Metals Business Group. He has over 30 years in the global aluminum industry, serving in senior positions within Alcoa, BP/Arco, Rio Tinto Alcan and Fluor. His experience ranges from plant operations and maintenance to management of major EPCM projects.

Jim's presentation covered the mining of bauxite to production of alumina, aluminum and aluminum products.
4 tons of Bauxite → 2 tons of Alumina → 1 ton of Alumina

88% of the bauxite mining areas are in South America, West & Central Africa and Australia. It is estimated that there are over 30 billion tons of world bauxite reserves. 84% of the alumina refinery production sites are in South America, Asia, Australia and Europe. 82% of the aluminum production plants are in Asia, US, Europe and the Middle East. By 2015, aluminum production capacity growth will occur primarily in China, India and the Middle East.

The production of aluminum ingots (smelting process) from alumina requires a lot of electricity, approximately 13.8mw of electricity per kilogram of alumina. 70,000lb ingots are typically produced at the smelters and shipped to the aluminum rolling mills. The current price for Aluminum on the London Metals Exchange is at \$1.15/lb or \$2300/ton.

Just over 44 million tons of aluminum is consumed annually, primarily for the Transportation (Aerospace and Automotive), Construction and Packaging (Beverage Can) Industries. Consumption of aluminum will shift from the US and Europe to China/India over the next 20 years. By 2030, it is expected that Asia will consume 66 percent of all aluminum being produced. This growth in consumption will require the construction of approximately 17 alumina refinery plants, 37 alumina/aluminum smelters and 22 aluminum rolling mills.

This concluded the presentation and Bob Boyd thanked Jim Owens for an interesting and informative presentation. A copy of the presentation is available upon request.

Jim Owens & Bob Boyd



Section Meeting Attendees





May 2012 UpCountry SC Section Meeting Recap

The UpCountry SC Section meeting was held on May 15, 2012 at Jacobs' Office. Our guest speaker was Mr. Justin Bowers.

Justin is a young entrepreneur who began a personal trainer business several years ago in Greenville. He talked about why he chose this business (personal reasons) and what he has done to build his business.

First started working as a personal trainer in a gym. He was forced to become self-employed when the local gyms changed their business relationships with their personal trainers. Because of this change, he primarily drives to people's homes.

He has modified his pricing as necessary during this past recession in order to attract clients. People are more apt to pay for services when the price is \$49/hr vs. \$50/hr. His clients are required to be within 30 minutes driving time of his home in order to service more clients. He also works at home instead of having a business office in order to keep overhead costs down. But he hopes to have his own studio one day.

He has primarily used the internet as a means to build his business and client base. He has changed his website almost yearly to market himself better. He started out using Craigslist but has moved to Twitter and Facebook for advertising purposes. Changes are based upon technology and experience gained from testing various marketing methods. He has learned that dominating the "front page" of Google is very important. Video testimonials are also much better than written testimonials. He finds that publishing a newsletter is helpful in attracting new clients (keeps reminding people about your services). He has also learned that it is necessary to maintain a good public. So it is important to dress the part, stay clean, keep the car clean and to practice what he preaches.

His current focus is on attracting corporate clients, in order to maintain a more constant source of revenue. Individuals are more prone to cancel weekly classes or to quit after a few sessions. Business picks up after the first of the year and declines during the year.

He also described some of the mistakes he has made and corrected. Some of them include:

- Letting clients direct the training (need to always be in charge)
- Trying to get too fancy or complicated (need to keep it simple)
- Always go above and beyond what your job requires

This concluded the presentation and Bob Boyd thanked Justin Bowers for an interesting and informative presentation. A copy of the presentation is available upon request.

Bob Boyd & Justin Bowers





2011/12 Meeting Schedule for AACE UpCountry SC Section

<i>Description</i>	<i>Day of Week</i>	<i>Date(s)</i>	<i>Presenter & Topic</i>
UCSC Dinner Meeting	2 nd Tuesday	14 June 2011	Ward Lambert – Harper, Lambert & Brown What a Lawyer Wants in an Expert
UCSC Social Meeting	2 nd Thursday	14 July 2011	Ball Game Drive vs. BlueClaws
UCSC Dinner Meeting	2 nd Tuesday	09 Aug 2011	Bob Boyd – Fluor Solar Power – Solar PV Plants
UCSC Dinner Meeting	2 nd Tuesday	13 Sep 2011	Christel Allen – A ² Consulting,LLC I-385 SCDOT Project
UCSC Dinner Meeting	2 nd Monday	10 Oct 2011	Mark Spencer – LS Power Topic – An Owner’s Perspective
UCSC Dinner Meeting	2 nd Tuesday	08 Nov 2011	Tour of Clemson University’s International Center for Automotive Research (ICAR)
UCSC Social Meeting	2 nd Saturday	10 Dec 2011	Christmas Social Gathering at Donald McDonald’s house
UCSC Dinner Meeting	3 rd Tuesday	17 Jan 2012	Donald McDonald – Fluor “Is Float Ownership Relevant Today”
UCSC Social Meeting	3 rd Wednesday	17 Feb 2012	Hockey Game – Bi-Lo Center Greenville Road Warriors vs. Toledo Walleye
UCSC Dinner Meeting	2 nd Tuesday	13 Mar 2012	Paul Mannion Topic – Importance of Project Controls to the Financial Success of a Contractor
UCSC Dinner Meeting	2 nd Tuesday	10 April 2012	Jim Owens – Fluor Topic – Presentation on Aluminum Mills
UCSC Dinner Meeting	3 rd Tuesday	15 May 2012	Justing Bowers – Entrepreneur Topic – Starting a Business in Greenville
UCSC Social Meeting	3 rd Thursday	21 Jun 2012	Baseball Game – Fluor Field Greenville Drive vs. Charlotte Stone Crabs
UCSC Dinner Meeting	TBD	TBD	Greg Garvey – Conducting Project Health Review
UCSC Dinner Meeting	TBD	TBD	Tour of GE’s Facility
UCSC Dinner Meeting	TBD	TBD	Future Presentation on How to Prepare for the CCE exam
UCSC Dinner Meeting	TBD	TBD	Potential Joint Meeting with NCMA