

# Perspective of the Construction Community



**CONSTRUCTION ACTIVITIES DO NOT ONLY INVOLVE A  
TIMELINESS ISSUE, BUT ONE OF GREAT EXPOSURE.  
THE PROJECT MUST BE DONE ON TIME AND WITHIN  
BUDGET**

**....OR HEADS MAY ROLL....LIVES LOST!**

# PERSPECTIVE OF THE ARCHITECT/ENGINEER

THE POOR  
DESIGNER....HELD  
HOSTAGE...AGAIN.  
THE CLIENT HAS  
ALREADY STOLEN  
WHAT LITTLE  
PROFIT WE HAD IN  
THE JOB...

NOW THE EVIL  
CONTRACTOR HAS  
BEGUN TO STEAL  
WHAT LITTLE FEE  
(AND DIGNITY) WE  
HAD LEFT.



**PERSPECTIVE  
OF THE OWNER**

**THE OWNER ALWAYS  
TAKES IT IN THE END.**

**THE BUCK  
STOPS  
THERE....RIGHT!**

**I CAN IMAGINE THAT THIS FEELING OF BEING  
“OVER A BARREL” IS TIRESOME.**





An aerial photograph showing a severe multi-car pileup on a multi-lane highway. Several vehicles are involved in a tangled mess of metal and debris, with one car appearing to be crushed. A red crane is positioned on the road to the right of the accident, likely for recovery operations. The surrounding area is green grass.

# **THE “LAYOVER” DESTINATION**

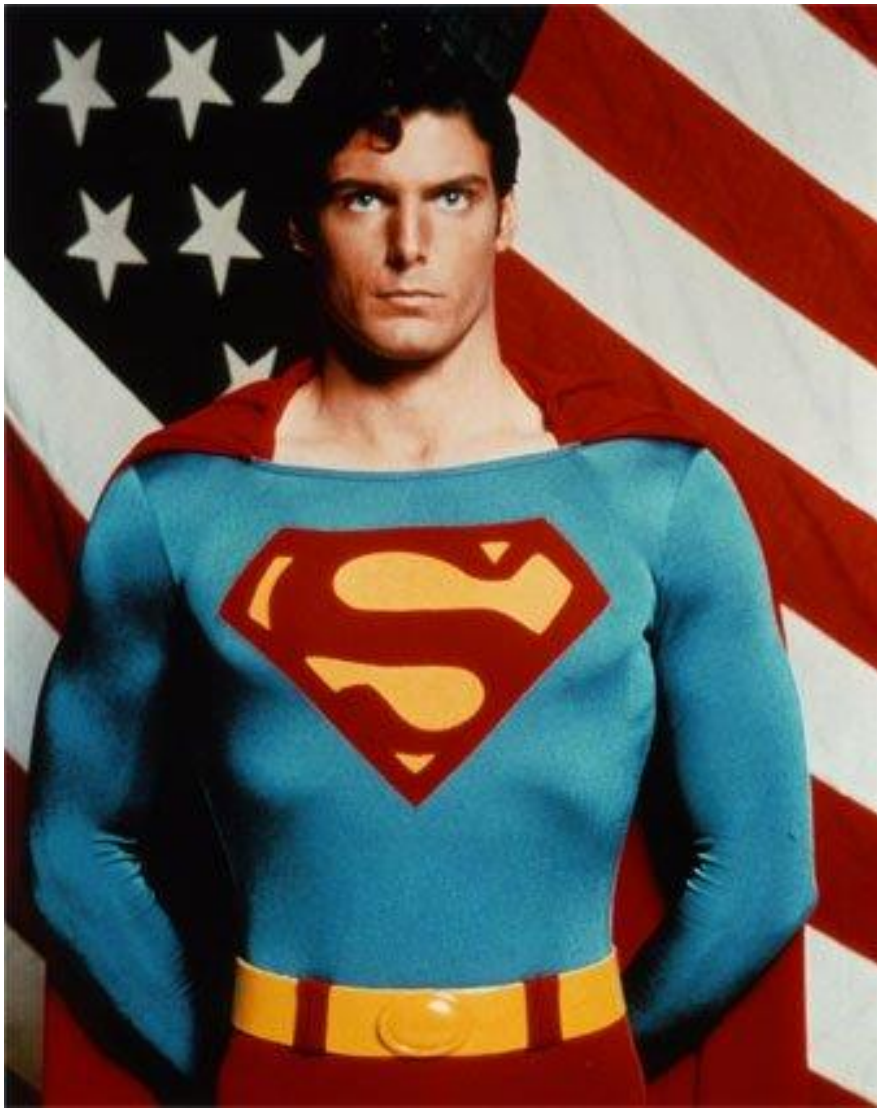
**IS THERE ANY  
DOUBT IN  
YOUR MIND  
THAT THE  
RECIPE  
DESCRIBED  
ISN'T HEADED  
HERE?**

# THE FINAL DESTINATION



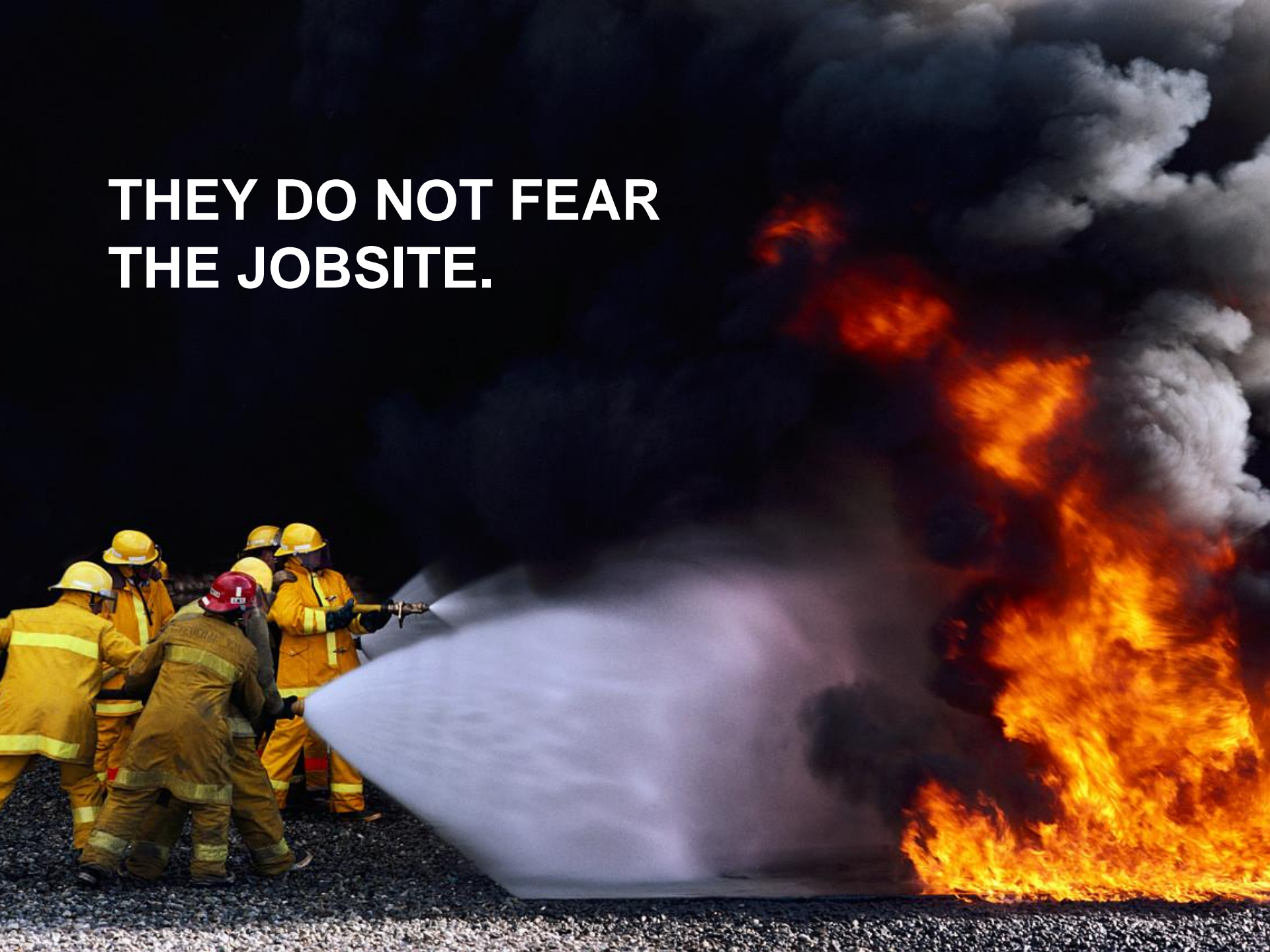
**AND  
ULTIMATELY  
HERE?**





**THE ANSWER TO MANY OF THE PROBLEMS FACING YOUR  
FIRM TODAY CAN BE RESOLVED BY THIS  
SUPERHERO... CA DUDE/DUDETTE....**

**THEY DO NOT FEAR  
THE JOBSITE.**





BUT.....

THERE IS ONE  
THING THEY  
ALL DO SEEM  
TO FEAR.....

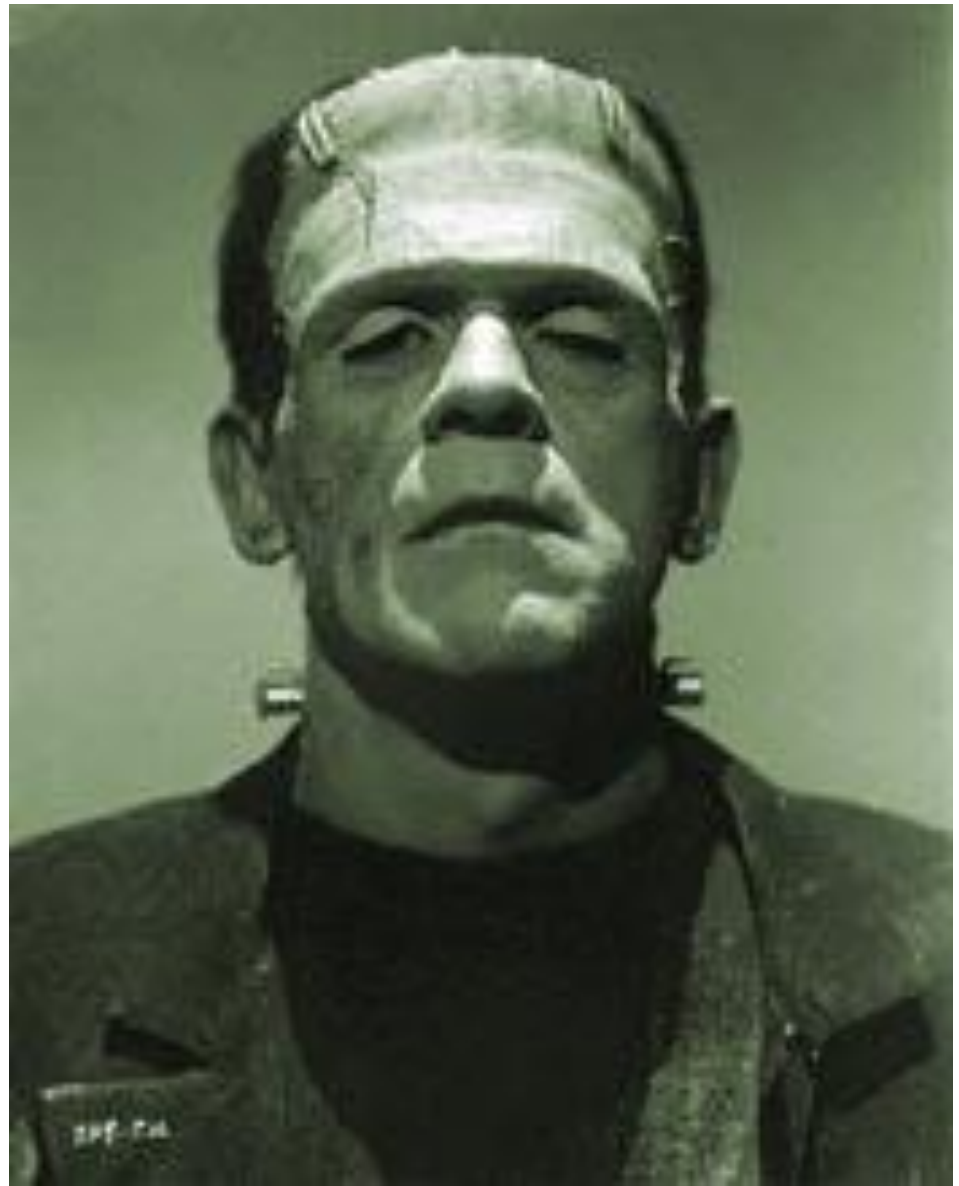




**I HAVE A FRIEND  
WHO IS AN  
ATTORNEY....MY  
FRIEND'S NAME IS  
RICHARD.....**

**PARTICULARLY IN  
THE CONSTRUCTION  
PHASE.....**

**“WE ALL LIVE IN  
FEAR OF RICHARD”.**



**WE MUST BECOME MORE ENGAGED AND INVOLVED  
DURING THE CONSTRUCTION CONTRACT PHASE.**

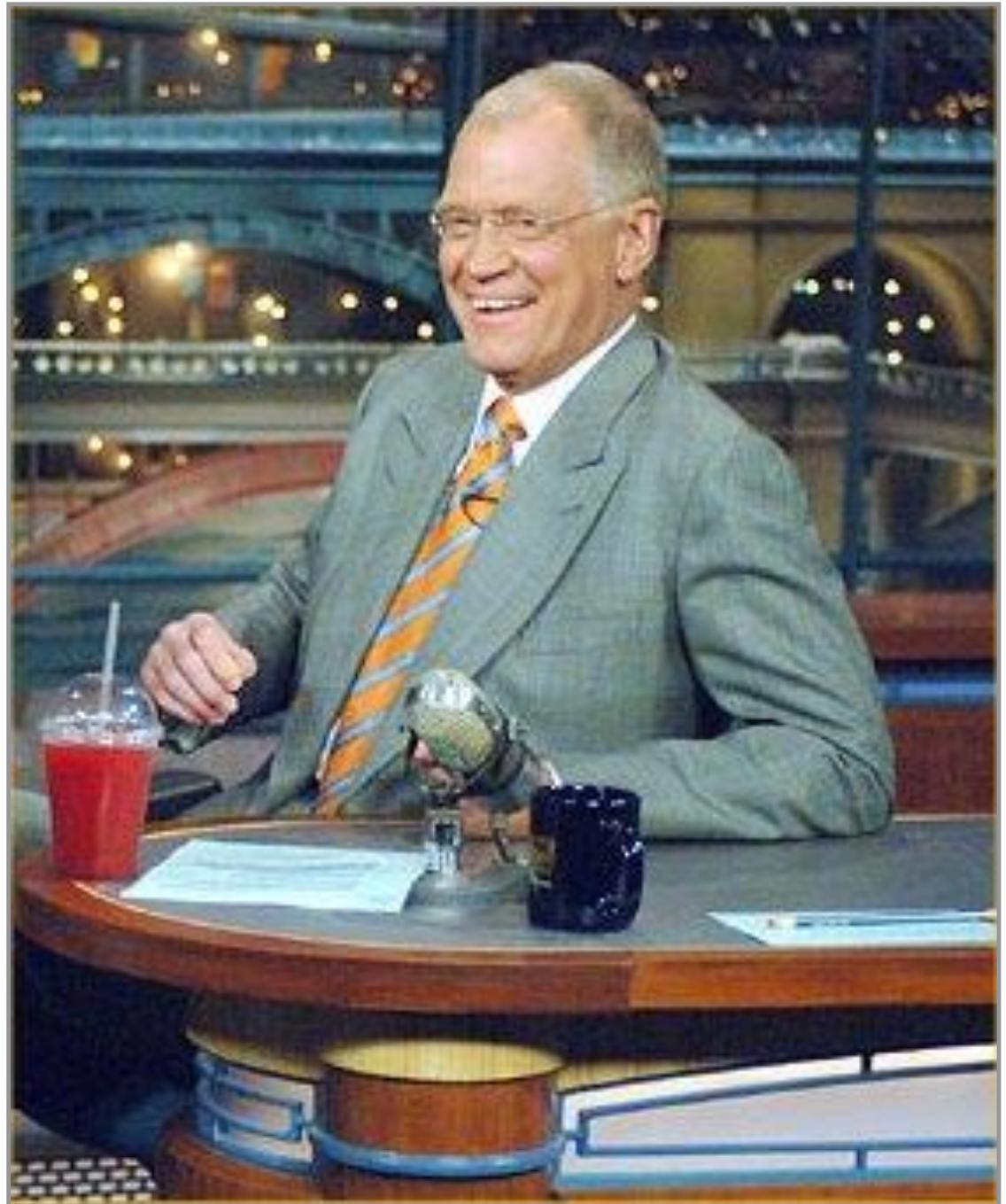


LOVE AND  
HAPPINESS  
MUST BE  
EVIDENT

**TO PLAGIARIZE  
MR.  
LETTERMAN.....**

**JIM'S  
“TOP 10  
CONSTRUCTION  
CONTRACT  
ADMINISTRATION**

**BEST  
PRACTICES”**





# TOP TEN CONSTRUCTION CONTRACT ADMINISTRATION

## **BEST PRACTICES**

TEN

HAVE FUN



**DON'T TAKE YOURSELF SO DAMN  
SERIOUSLY!**





**SPEND SOME TIME HAVING FUN.....  
WORK RELATED OR NOT.....  
IT MAY SOUND SILLY....  
BUT DON'T FORGET TO PLAN TIME FOR FUN!**

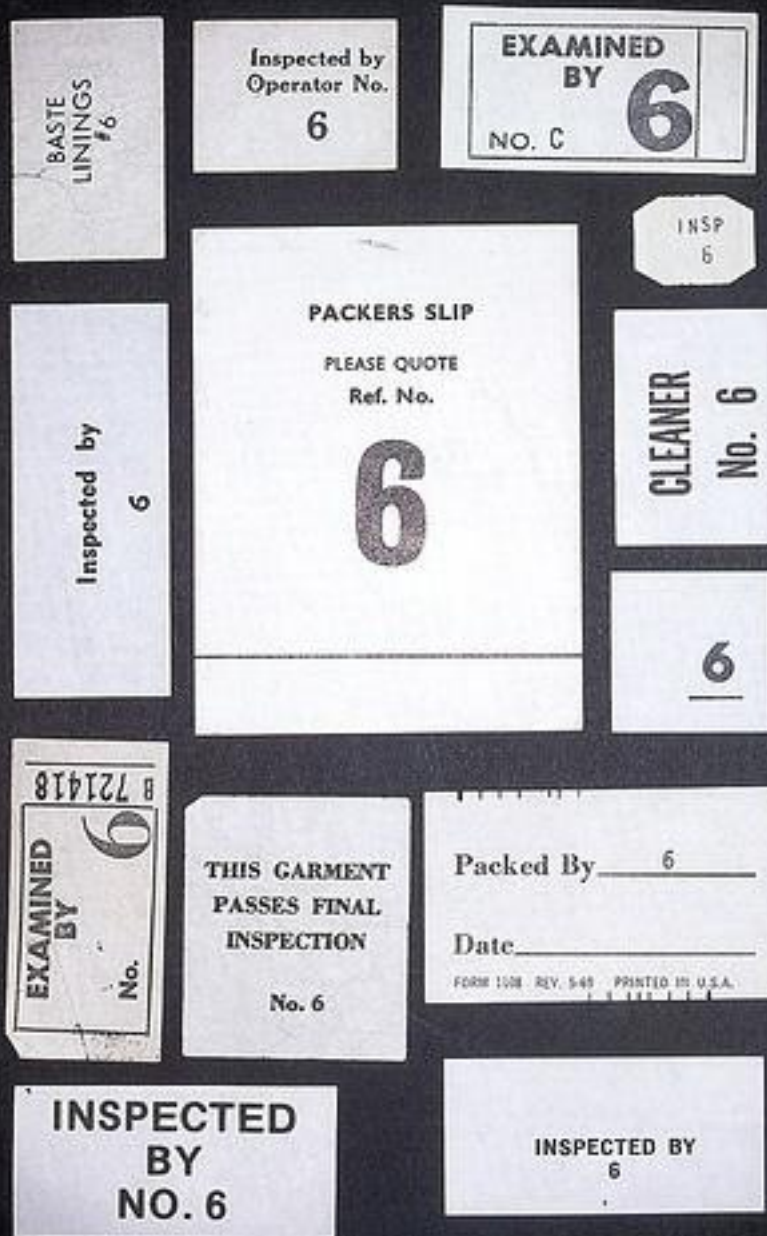
NINE

REMEMBER YOUR  
PANTS POCKET

QC IS SIMPLE, IN YOUR CONTROL,  
AND IS PAINLESS.







QUALITY CONTROL  
REVIEW OF  
PROJECT  
DOCUMENTS IS SO  
IMPORTANT.

IT IS SO CRITICAL TO  
DO PRIOR TO  
ISSUANCE OF PLANS  
AND SPECS FOR  
BIDDING.



BE SURE TO USE THE WHOLE PROJECT TEAM WHEN  
DOING THE QC.  
DO MULTIPLE PHASE QC.  
ALWAYS INVOLVE THE OWNER IN THESE SESSIONS.

**EIGHT**

**TEAMWORK  
CREATES WINNERS**





THE BEGINNING OF CONSTRUCTION IS AN  
EXCELLENT TIME TO REGROUP THE TEAM.

THE PRE-BID CONFERENCE....MAKE IT  
MANDATORY. IT'S A GREAT TIME TO "TRY  
OUT" THE GROUP OF POTENTIALS.

THE PRE-CONSTRUCTION CONFERENCE IS  
THE NEXT SHOT AT SETTING THE TONE.....





**THE PRE-INSTALLATION CONFERENCE....WHAT IS  
EXPECTED NOW THAT YOU ARE A “STARTER”.  
HAS EVERYONE AT THE TABLE READ THE SPECIFICATION  
SECTION?**



**INDIVIDUALS DO NOT ACCOMPLISH THE SUCCESSFUL  
PROJECT.  
SUCCESS TAKES A TEAM FOCUSED ON A COMMON GOAL.**



WHEN YOU NEED TO BE THE MOTIVATIONAL SPEAKER.....

**DO IT !**

WHEN YOU NEED TO  
BE THE  
DISCIPLINARIAN.....

**DO IT !**

WHEN YOU NEED TO  
TAKE THE BLAME.....

**DO IT !**

WHEN YOU NEED TO  
BE THE FALL GUY AND  
TAKE THE HIT.....

**DO IT !**

WHEN YOU NEED TO SIT ON THE SIDELINE AND CHEER...

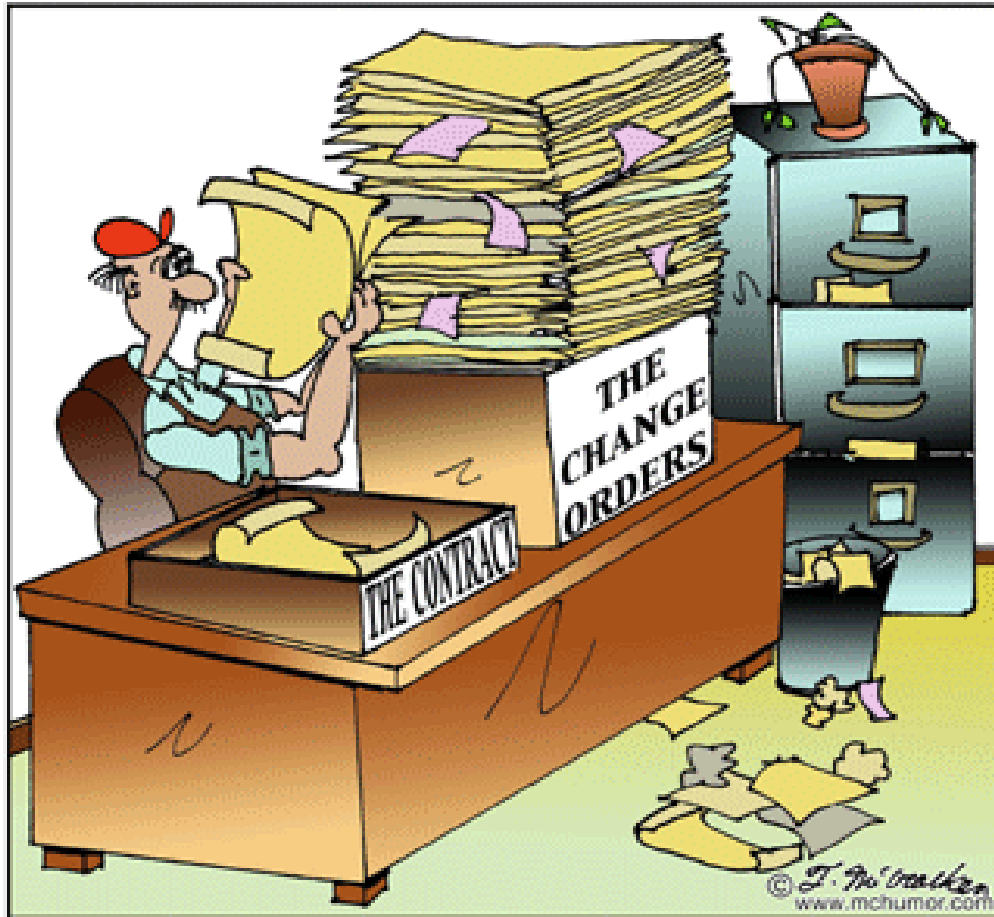
**DO IT !**



# SEVEN

HOLD COSTS IN  
CHECK

# **MCHUMOR** by T. McCracken



**DOES THE  
TERM  
“PAY ME  
NOW OR  
PAY ME  
LATER”  
RING ANY  
BELLS?**



ARE YOU  
AFFECTING  
THE  
MOMENTUM  
OF THE  
PROJECT  
WITH DELAY IN  
RESPONSES?



WHAT IS THE COST OF THE OWNER NOT  
GETTING THE FACILITY QUICKLY?

DO YOU REVIEW THE PAY APPLICATIONS  
CLOSELY....FOR PROPER PERCENTAGES OF  
COMPLETION OF WORK IN PLACE?



ARE THE  
MARKUPS ON  
THE CHANGE  
ORDERS IN  
AGREEMENT  
WITH YOUR  
SPECIFIED  
ALLOWANCES?

SIX

**ADMITTING  
MISTAKES IS  
ETHICALLY SOUND**



**HOW IS THE  
PROJECT LIFE  
DISCONNECTED  
FROM THE  
TRUTH....**

**NOT AT ALL.**



**THE MOST PROFESSIONAL FASHION IN WHICH  
WE CAN ACT .... IS HONESTLY**



**IS HONESTY THE EXPECTATION?  
IS IT PROFESSIONAL?  
YES !**



**WHEN YOU STEP UP AND ADMIT YOU WERE  
WRONG....YOU ARE FAR BETTER OFF....**



**LOOK TO  
YOUR TEAM  
FOR SUPPORT,  
DIRECTION  
AND HELP.**



**NEVER FORGET THE OPINION YOU HOLD OF THOSE WHO  
HAVE “STEPPED UP” WITH ACCEPTING RESPONSIBILITY IN  
YOUR PAST**

**JUST AS IMPORTANTLY...THE OPINION YOU HOLD OF  
THOSE WHO DIDN'T STEP UP...AND DON'T FORGET HOW  
YOU REMEMBER THEM.**

**FIVE**

**LOOK AT AND USE  
THE DOCUMENTS**

**THESE DRAWINGS  
AND HAVE THE BULLETIN DRAWINGS  
REVISIONS (ENDS, AMENDS, E.C.S)  
APPROVED.  
HAVE BEEN ADDENDA MARKED....**





**DOCUMENTATION OF THE ACTIVITIES  
DURING CONSTRUCTION IS CRITICAL....**



**FOUR**

**THINK ABOUT  
THE END**

**SOMEONE  
ONCE  
SAID.....THE  
DEVIL IS IN  
THE DETAILS.**

**THIS SHOULD  
BE YOUR  
MANTRA AS  
YOU DEVELOP  
YOUR PLANS.**





**YOUR PLANS DON'T NEED TO LOOK GOOD. YOU ARE THE ONLY ONE WHO CARES ABOUT THAT.**

**DOING COMPLICATED  
BUILDING COMPONENTS IN  
DETAIL IS NOT FUN....**

**BUT THAT IS WHERE THEY  
ARE NEEDED THE MOST.**

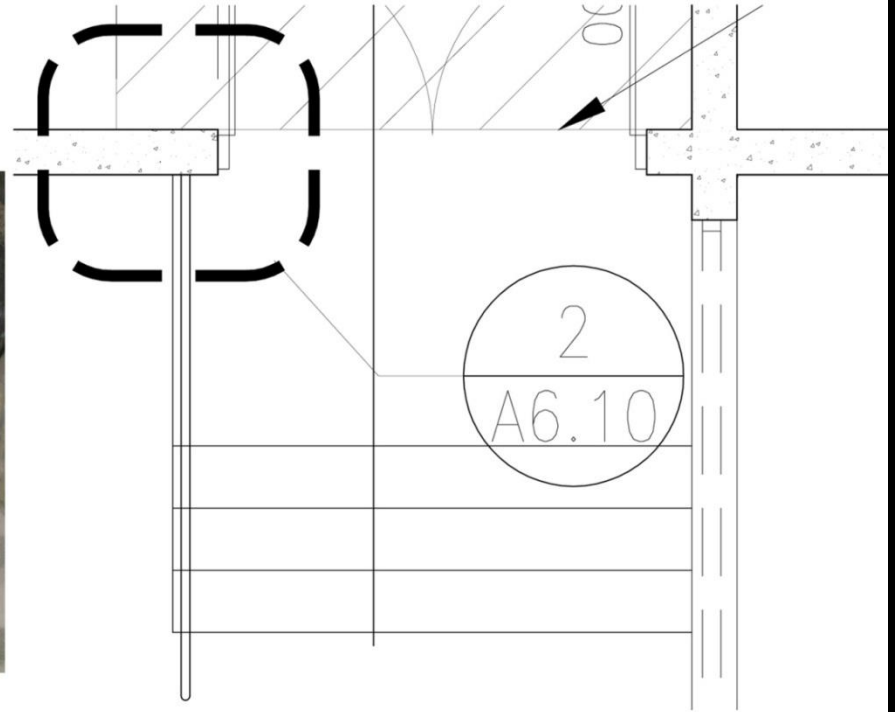
**SO.....THE DETAILS LEAVE A  
LOT TO BE DESIRED....**

**IF SO....  
JUST REMEMBER....**

**YOU MUST FIGURE THEM OUT  
BEFORE THEY GET DONE  
INCORRECTLY.**







**SPEND TIME WITH YOUR SUPERINTENDENT  
LOOKING THROUGH THE DOCUMENTS.**

**THREE**

**TIMELINESS IS  
NEXT TO  
WONDERFULNESS**

# MCHUMOR by T. McCracken



"The only thing I can figure is that McWit Construction actually finished a job on time."

PATIENCE IS A  
VIRTUE THAT IS  
TESTED EACH  
AND EVERY DAY.

WE ALL  
APPRECIATE  
THE RESPECT  
OTHERS GIVE  
US OF OUR  
TIME.....

**WE MUST GIVE  
IT BACK.**

SET A SCHEDULE (MUTUALLY  
AGREED TO AND HONEST)  
ABOUT REVIEW AND RETURN  
OF DOCUMENTS.





**COMMUNICATE TO  
THE GC WHEN  
YOU GET BEHIND  
SCHEDULE ON  
YOUR REVIEW.**



**TWO**

**JUST PLAIN  
LISTEN**

CLOSE YOUR MOUTH  
(ONE)



OPEN YOUR EARS  
(TWO)



YOU WILL LEARN MORE THAN YOU KNOW.



**NERVES SPEAK LOUD  
AND CAN'T TAKE THE SILENCE.**

**WHEN THERE IS A PROBLEM  
IN THE FIELD...**

**ASK "WHAT WOULD YOU DO  
IN A CASE LIKE THIS".**





**AN ATMOSPHERE OF “COLLABORATION” ADDS  
VALUE AND SECURITY TO THE ANSWERS AND  
SOLUTIONS YOU PROVIDE TO THE TEAM.**

ONE

COMMUNICATION  
IS EVERYTHING

**PEOPLE SAY  
THINGS IN AN  
EMAIL THAT  
THEY WOULD  
NEVER SAY IN  
PERSON....**

**I HATE THE  
STUFF.**



**CALL THE  
SUPERINTENDENT.**

**TALK ABOUT  
SOMETHING THAT IS  
NOT THE JOB.**

**CALL THE PROJECT  
MANAGER.**

**CALL YOUR  
CLIENT.....OFTEN.**

**MAKE FRIENDS  
WHEREVER YOU CAN  
ON THE SITE.**

**SHARE YOUR STORIES.**





**BUT MOST  
IMPORTANT,  
DON'T FORGET  
BEST  
PRACTICE  
NUMBER  
TWO....**

**LISTEN MORE  
THAN YOU  
TALK.**



WHAT YOU ASKED FOR....



WHAT YOU GOT....





WHAT YOU ASKED FOR....



WHAT YOU GOT....



“NEVER DOUBT  
THAT A SMALL  
GROUP OF  
THOUGHTFUL,  
COMMITTED  
CITIZENS CAN  
CHANGE THE  
WORLD.

INDEED, IT'S THE  
ONLY THING THAT  
EVER HAS.”

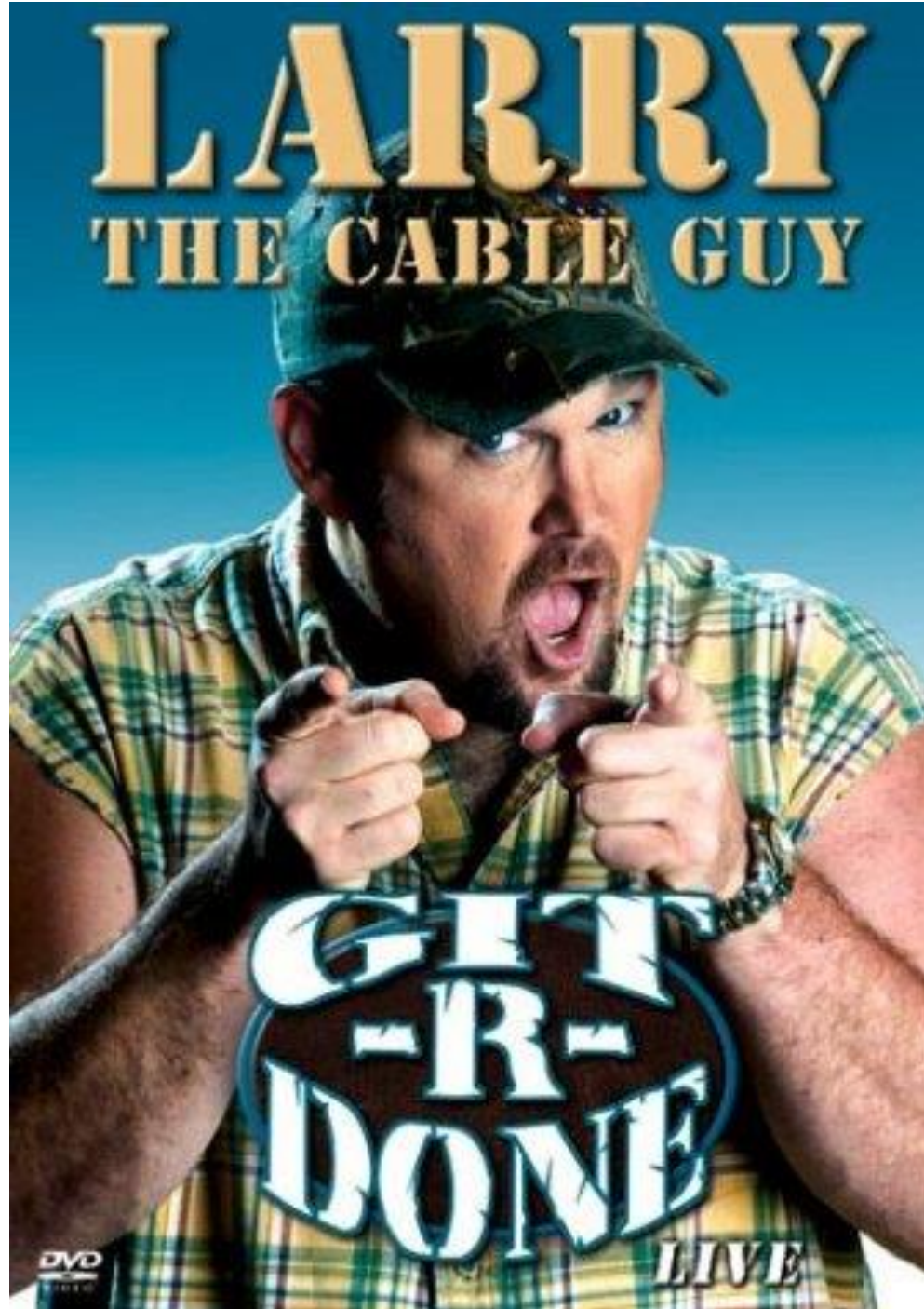
-MARGARET MEAD





# LARRY

## THE CABLE GUY



# THANK YOU!!



James E. Rains, Jr., FAIA, CSI  
Rains Studio, PA