

2009 Spring Issue



Franklin Square Hospital Center Expansion
Baltimore, Maryland

A Structurally Sound Decision

HILLIS-CARNES
ENGINEERING ASSOCIATES



TECHNICALLY *Speaking*
Newsletter

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Topping Out

Get a sneak preview of the Franklin Square Hospital Expansion project as it completes another milestone.



Q&A Session

Learn what Vice President, David Buddemeyer, has to say about Hillis-Carnes' current Business Development strategies.



Before & After

Join Project Manager, Frank Garcia, as he Confined Space Industrial Team explores the Calvert Cliffs Nuclear Power Plant project.



Cheers to a Milestone

See how Hillis-Carnes celebrated 20 years of engineering excellence.



Q&A Session

Zweig White Wants to Know

By: David J. Buddemeyer, Vice President

The dedicated team of writers and researchers at ZweigWhite are constantly interviewing business leaders across the U.S. and abroad to keep you informed on the latest news, trends, and economic outlook. On May 12th, Vice President David Buddemeyer, was asked to answer a few questions posed by the Editor regarding Hillis-Carnes' business development strategies in the current market.

1 *When entering new markets, what BD strategies did you implement? Did you hire someone specifically for the new market? Did you provide training to BD staff/entire firm?*

The beauty of our business is that we provide a portfolio of services that are valuable to a wide range of client types and market segments. In short we are able to go to the "work" and successfully present our services and capabilities. This has been a tremendous benefit in our present economy. When the business began in 1989, our primary customers were track home builders, small developers and small commercial contractors. Over the next two decades, we expanded into commercial building market, large municipal projects and transportation work. Our 1st large project was the Baltimore Ravens stadium which was constructed in the late 1990's. In 2007, following a process that took over 18 months, we landed a segment of the Intercounty Connector, a 22 mile highway designed to relieve traffic congestion in the densely populated Maryland counties that are presently being serviced by I-495 and I-270. In both instances, we had hired experienced Business Development individuals who

spearheaded the marketing effort that helped us capture the business. These individuals were technically savvy, understood the procurement process in their respective market segments, and also had professional contacts that were critical to the procurement of the work.

New Construction is the engine that drives our business. Simple question we ask ourselves regarding new work include:

- What is going to be built and where?
- What entities are involved?
- Who are the designers?
- Where is the financing coming from?
- What do we know about the local geology?
- Have we completed other projects in the area?
- What entity(s) will we eventually be contracted with?

Once the target project has been identified, we go to all the sources and determine what the time line is and what we have to do to participate. A significant amount of the research is obtained by calling and asking relevant questions with the primary goal of identifying the decision-maker(s). The process can be both arduous and at the same time very rewarding. A great deal of valuable information can be obtained in the process. Our Business Development staff are skilled "interrogators" who understand how to ask layered questions.

continued >>

Office Locations

Our offices provide a full range of services including: exploratory drilling & geotechnical engineering, environmental assessment & precondition surveys, construction inspection & materials testing, structural & forensic engineering, and specialized construction services.

Corporate Headquarters

10975 Guilford Road, Suite A
Annapolis Junction, MD 20701
Phone 410.880.4788 Fax 410.880.4098

Maryland Offices

4959 New Design Road, Suite 107
Frederick, MD 21703
Phone 301.662.2522 Fax 301.662.5575

10228 Governor Lane Blvd., Suite 3007
Williamsport, MD 21795
Phone 301.582.4662 Fax 301.582.4614

421 Snow Hill Road
Salisbury, MD 21801
Phone 410.749.0940 Fax 410.749.2815

12200 Billingsley Road, Suite 200
Waldorf, MD 20602
Phone 301.638.1824 Fax 301.632.2086

43925 Commerce Avenue
Hollywood, MD 20636

10999 Red Run Boulevard, Suite 214
Owings Mills, MD 20601
Phone 410.902.0013

Delaware Offices

19 Ridgely Street
Dover, DE 19901
Phone 302.744.9855 Fax 302.744.9160

31 Blevins Drive, Suite C
New Castle, DE 19720
Phone 302.325.3160 Fax 302.325.3163

Virginia Office

14155 Sullyfield Circle, Suite A
Chantilly, VA 20151
Phone 703.817.1106 Fax 703.817.1170

Pennsylvania Office

25 Decibel Road, Suite 201
St. College, PA 16801
Phone 814.231.0552 Fax 814.231.0695

NEW! Caribbean Office

P.O. Box 169W, Bridgetown, Barbados

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2 How do you decide which BD initiatives to implement?

Internally we have begun to formally train Project Managers, Division Heads and Branch Managers to become more proactive "marketers" and improve their customer services skills. We meet bi-weekly to update progress, discuss issues, and review calling methodologies. We have created a platform where experiences, ideas, and questions can be freely exchanged.

This has been a challenge as many engineers and technical types are not accustomed to "selling" and in some cases are very resistant to making calls to people they do not know. Although progress has been slow, the efforts have resulted in a number of new contracts.



3 How successful have your BD efforts been? How do you measure success?

Primarily by how much work we win. However, it is important to try to measure if we are reaching new contacts and presenting our offerings. In this sense I feel we have been tremendously effective as we have successfully expanded into new markets. We are presently pursuing BRAC work and large transportation markets. We are of the understanding that a significant

amount of "stimulus" funding is designated for public works and transportation projects. There is a large amount of this type of activity at Ft. Meade, Ft. Detrick, Aberdeen Proving Grounds and northern Virginia. Even though the competition is formidable we will continue to tenaciously pursue the work.

If you would like to share your company's success strategy or discuss a joint-venture partnership, please contact David Buddemeyer at 443-867-6336 or dbuddemeyer@hcea.com.

Topping Out

Franklin Square Hospital Expansion

By: Nicole Andrews, Director of Marketing & Sales



On April 17th, Hillis-Carnes was invited by Bovis Lend Lease to attend the Topping Out Ceremony of the Franklin Square Hospital Center's Patient Tower and Emergency Department Addition.

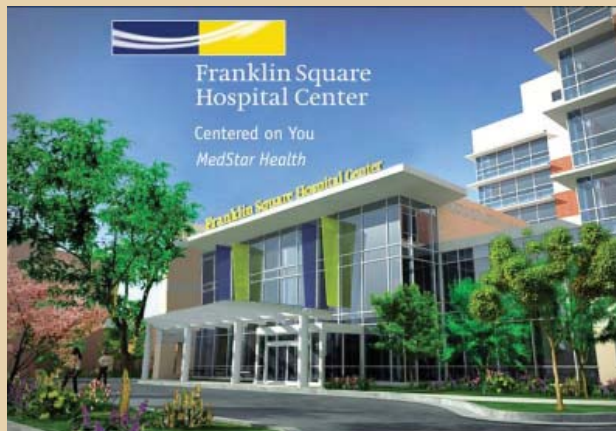
The expansion of the hospital included a nine story patient tower (336,567 SF), a new dock addition (1,210 SF), and a new power plant (18,000 SF). Originally contracted in 2007, Hillis-Carnes has been providing construction monitoring and testing services throughout the development that included backfilling and compaction, cast-in-place concrete, unit masonry, and structural steel. Additional services include the monitoring of auger cast pile installation and the application of sprayed on fireproofing. The Hillis-Carnes team for this project included Engineering Technician, Aaron Stephenson, Project Manager, Bobby Noll, and Structural Steel Inspector, Bryan Hines.

When asked how Hillis-Carnes has performed on the project, Bill Hahner of Bovis Lend Lease replied,"

(L-R) The Hillis-Carnes Team: Structural Steel Inspector, Bryan Hines; Director of Operations, Tim Hill; Engineering Technician, Aaron Stephenson; Project Manager, Bobby Noll

Hillis-Carnes has been a valued team member on the Franklin Square Hospital Center Patient Tower and Emergency Department Addition. Their professionalism, prompt reporting and ability to offer innovative, yet reasonable solutions to problems have been very much appreciated throughout the project." Hillis-Carnes also worked alongside Bovis Lend Lease at the Ritz-Carlton Residences in Baltimore and the Performing Arts Center at Georgetown University in Washington, DC. Stephen B. Catts, the Director of Lillibridge, offered the following comments: "As the Owner's Project Manager for the Franklin Square Project, we have been very pleased with the work and service provided by our team from Hillis-Carnes. In every case their folks have been timely and responsive to the needs of our construction manager,

Bovis Lend Lease. As I track reports generated from various tests and inspections, it is apparent to me that the Hillis-Carnes team is upholding the strong trust we place in them while still working effectively with the construction team. We are very pleased to have Hillis-Carnes on the project and say a big 'Thanks!' for a job well done."



Questions? Comments?
Ask the editor at nandrews@hcea.com
Download this newsletter at:
www.hcea.com/newsletter.asp

editor 

Before & After

Confined Space Industrial Team at Calvert Cliffs

By: Frank Garcia, Project Manager



Before (November, 2008)

Hillis-Carnes was contacted by Calvert Cliffs facility personnel to participate in the remediation of a 35+ year old sanitary wet well pump rail system that had been deteriorating to a state where it had become all but inoperable. In brief, the rail system allows the pumps to be raised and lowered for service and replacement. The Calvert Cliffs contract required replacement of the entire rail system which provides support to 3 grinder pumps. The work required a confined space monitored work environment.

In December, Hillis-Carnes Confined Space / Utility Inspection / Vac-Con Services teamed up with Fluid Solutions Incorporated (FSI) to provide industrial construction services at Calvert Cliffs Nuclear Power Plant located in Calvert County, MD. Our team, led by Mike Shanaberger included Jimmy Weber, Steven Lescalleet and Colin Shanaberger.

This "special" confined space team worked under extreme conditions inside of the Wet Well Pump Vault to remove and replace the mechanical components. Mark Near and Rob Krone of Fluid Solutions Inc. provided the expertise in Pump, Hardware and operations of the wet well components in addition to working on-site alongside Hillis-Carnes' team.

Completion of this work within a time sensitive schedule was crucial to plant operations. Brenda Nuse with Calvert Cliffs, along with Rob Krone (FSI) complimented the Hillis-Carnes Team on a "job well done".

The Hillis-Carnes Confined Space Team, along with other certified Hillis-Carnes field personnel, provides a variety of industrial services including: confined space inspections, vac truck services, vault cleaning, manhole cleaning, storm drain maintenance and much more.

For more information, please contact Mr. Frank Garcia at 443-324-0714 or fgarcia@hcea.com.

After (December, 2008)



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10975 Guilford Road, Suite A
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Cheers to a Milestone

Celebrating 20 Years of Engineering Excellence

This year marks Hillis-Carnes' 20th Anniversary. As we started from humble beginnings in 1989 we chose remain consistent with our roots and held a casual celebration at Boordy Vineyards' Reds, Whites, and Bluegrass outdoor festival to celebrate this wonderful achievement on April 26, 2009.

Boordy Vineyards is Maryland's oldest family run winery. Established in 1945, Boordy is owned by the R.B. Deford family and is situated on their 230-acre farm in the Baltimore countryside, fifteen minutes north of the Baltimore beltway.

To show appreciation to both Rich and Bill, the employees of Hillis-Carnes collectively contributed towards the purchase of a pair of crystal wine glasses etched with a commemorative 20th anniversary logo. Hillis-Carnes would like to take this opportunity to thank the many wonderful Clients who have helped to make Hillis-Carnes so successful over the past 20 years.