

# American Society of Professional Estimators Orange County Chapter 3

**EDUCATION**  
ETHICS  
STANDARDS  
CERTIFICATION  
**FELLOWSHIP**  
PROFESSIONALISM



---

**Wednesday, September 13, 2017**

**Networking/Social — 5:30-6:00 p.m.**  
**Dinner & Program — 6:00 p.m.**

Ayres Hotel  
325 Bristol St., Costa Mesa, CA

**Cost - \$45.00 if RSVP and Pay by the Monday before the meeting**  
**\$50.00 after prepay deadline – pay at door**

Includes: Salad, Lemon Cake, coffee/tea  
Choice of entrée: Marsala Chicken, Grilled Salmon or Mushroom Ravioli

[REGISTER HERE](#)

\* If the “register here link” above does not work, go to <http://www.aspe-oc3.org/09132017.html>  
**Pay on line with PayPal or credit/debit card!**

---

## **“Introduction to ICF’s: Product and Industry Overview”**

**Presented by Randy Daniels, Fox Blocks**

**Western United States Major Products Commercial Business Development Manager**



Talking Points Include:

- Insulated Concrete Form (ICF) Product History
- ICF Industry Current Status & Growth Patterns
- ICF Manufacturers, Types, Competitive Analysis
- Where it Works Best and Where It Doesn't.
- Sample Projects Overview
- Benefits
- Costs to Install, Competitive Bids, Installing Subcontractors

Randy is currently employed by Fox Blocks, a division of Airlite Plastics Corporation, the world's quality leader of manufactured ICF's. He has 18 years of ICF technical sales experience and 30 plus years in the concrete industry. His background includes CA C-8 Concrete Contractor, multiple Redi-Mix positions and he has delivered consulting services as subject matter expert for technical and sustainable concrete applications. Randy is an accredited negotiation and meeting facilitator.

In 1998 the NRMCA and Southern California Ready-Mix Association appointed Randy as a presentation “point-man” responsible for introducing Insulated Concrete Forms to the Southern California architectural and engineering community. He has a passion for “Green Building” and is a proud member of the USGBC.