

THE BLAME GAME

CONSTRUCTION DEFECTS: Prevention, Resolution, And Risk

March 27, 2002



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THE PRESENTERS

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Sr. Consultant & Principal - with 25 years experience he specializes in project & construction management, partnering facilitation, dispute management programs, mediation and management training.

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Executive General Adjuster / Vice President - began his adjusting career in 1959. He specializes in the handling of complex commercial losses, including construction defect and builder's risk.

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BRUCE FONG

Kaiser Permanente

Senior Project Manager of Design & Construction, NW Region - over 20 years experience in strategic planning, campus planning, life cycle cost analysis, building standards development and project management.

AGENDA

The “Blame Game” has now taken root in the construction and capital projects industry. Many experts believe that what we have seen is the onset of what will become an avalanche of trouble for facilities owners and their construction service providers.

- 8:45 Introduction: Case Study Examples**
 - Jeff Busch, Pinnell♦Busch, Inc.
- 9:15 How Contracts Determine Responsibility**
 - Darien Loiselle, Schwabe, Williamson & Wyatt
- 9:45 Break**
- 10:00 Trends In Insurance Coverage & Claims**
 - Dick Porterfield & Bruce McDonald, Maxson Young Assoc.
- 10:45 How Owners Can Reduce or Eliminate Construction Defects**
 - Bruce Fong, Kaiser Permanente
- 11:15 The Ten Keys You Need to Know - to Know About Construction Defect’s Potential Impacts**
 - All Speaker Panel moderated by Jeff Busch

12:00 Close & Lunch

CASE STUDY EXAMPLES

Jeff Busch

PINNELL ♦ BUSCH, INC.

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Health Issue

Debate continues over Sick Building Syndrome

By Stephanie Dunaway
for the IBC Magazine

*T*hey're everywhere.

What sounds like a line from a grade B science fiction fantasy movie is actually real life. No matter where you go, microscopic spores of bacteria and mold float unseen in the surrounding air. Most of the time, they don't cause a health problem.

But take those same spores and seal them behind a wall in a house or commercial office building. Add a dose of moisture, the kind of wetness that might seep in through a roof or along a windowpane. Let it sit for 48 hours, or longer, and you've got the main ingredients for Sick Building Syndrome: a condition that allegedly can cause potential illnesses— from headaches and rashes to more severe, long-

specific illness or cause and they fade shortly after the occupants leave the building.

Back in the 1960s and early 1970s, Sick Building Syndrome was non-existent as a phrase in the English language. Then, in 1976, 166 people attending an American Legion conference at the Bellevue Stratford Hotel in Philadelphia became ill with a form of pneumonia. Twenty-nine of those people died. The cause was traced to spores from a bacterium that traveled through the hotel's ventilation system. And the illness— Legionnaires' Disease— soon became the buzzword that coined the notion that a condition in a building could make people sick.

In the 1980s, the public also became aware

that asbestos and lead in buildings posed health hazards to occupants. More recently, formaldehyde vapors from carpets and paint and mold have been named as culprits in Sick Building Syndrome.

The syndrome has been attributed, in large part, to the past trend of creating more airtight, energy-efficient buildings, a response to the energy shortage in the 1970s. But drastically reducing the amount of fresh outside air entering commercial buildings— from 15 cubic feet per minute per building occupant to 5 cubic feet per minute— building owners managed to cut back on the energy used to heat and cool structures.

But they also, unwittingly, created conditions that cut down on airflow and trapped mois-

But does Sick Building Syndrome really exist?

... the public is answering "yes" to the question, a trend that's heralding a wave of lawsuits targeting the building industry.

coughs and headaches to rashes and fatigue. They may have trouble concentrating. The symptoms, however, cannot be linked to a

Bridges

OUTDATED JOINT DESIGN WAS KEY TO MILWAUKEE SPAN'S FAILURE

A TRIPLE WHAMMY OF obsolete standard design techniques, traffic stress and cold Wisconsin weather snapped structural steel in a Milwaukee highway bridge last December; the state Dept. of Transportation says in a report released April 10. Repairs to the Hoan Bridge, to be completed by next winter, will be cheaper than had been anticipated at \$16 million.



BUCKLED Girder failure caused 4-ft dip in bridge, says state.

On Dec. 13, a crack in a bridge girder started at the joint assembly. "It traveled the length of a vertical I-HI steel I girder, at the speed, and with the sound, of a gunshot," says DOT spokesman Les Faland. Made brittle by the cold temperatures, three horizontal girders supporting the bridge buckled. On Dec. 28, using sequential explosions to avoid damage to a nearby bridge pier and utility building, crews brought down the failed approach span (ENR 1/15, p. 17) so that a team could study why two main girders cracked and created a 4-ft dip in the roadway.

"In all my years of investigating bridge failures, I have never seen one like this," says Lehigh University's John Fisher, one of the investigating engineers. In the final report, investigators exonerated the quality of steel and workmanship used to build the bridge in 1971.

But the team, which also includes the Federal Highway Administration and New York City-based Lichtenstein Consulting Engineers, says a lower lateral connection joint assembly on the bridge triggered the Dec. 13 failure. "The joint assembly at this point was

den, catastrophic failure" caused them, not long-term fatigue. The FHWA engineers, using a computer model to study the failed connection joints, concluded that the use of overlapping welds may have contributed to the failure. But the bridge materials and construction methods "conformed to quality standards at the time the bridge was built," they said. December's unusually heavy snows and colder temperatures also played a role.

State officials had earlier pegged the repair costs at \$19 million to \$41 million, assuming that the bridge's three girders would have to be completely replaced. But now the work will entail replacing demolished bridge parts and replacing about 300 joints similar to ones that failed with newer, tougher design standards and reinforcing.

Bids on the project will be let in May. President George W. Bush and Transportation Secretary Norman Mineta assured the state they would seek federal funds for the work.

DOT officials say the failure, the first of its kind encountered in the U.S., could have "a national and potentially

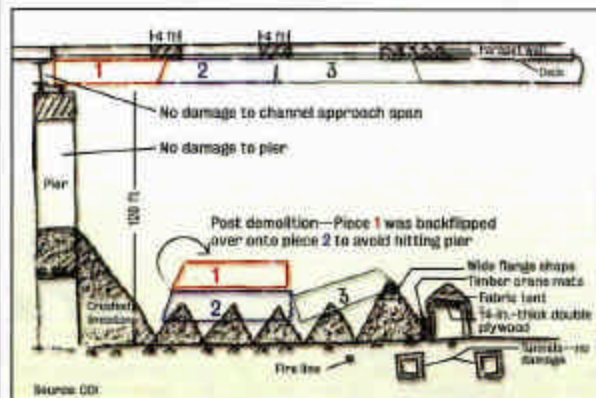
posed south side freeway that never happened. After years of being called "the bridge to nowhere," it saw increased traffic thanks to the opening last year of a new parkway cutting through the south side of the city. But, DOT officials don't believe the actual change in vehicle volume played a significant role in the failure.

By Erik Gunn

“This type of joint assembly, . . . was a typical design practice when the bridge was built 30 years ago.”

Bridges

FATIGUE, BRITTLE FRACTURE LIKELY CAUSED MILWAUKEE SPAN FAILURE



EXPLOSIVE BACKFLIPS Failed span removal scheme avoided damage to bridge pier.

PROMPTED BY THE FAILURE OF AN approach span of Milwaukee's Daniel Webster Hoan Bridge, the state's Dept. of Transportation is reviewing more than 20 other "fracture-critical" steel bridges with two and three-girder designs. No significant problems have been found so far, reports Finn Hubbard, WisDOT's structural design supervisor in Madison.

On Dec. 28, using sequential explosions to avoid damage to a nearby bridge pier and utility building, crews brought down the failed approach span. The demolition opens the door for forensic experts, assembled by WisDOT, to determine why two main girders cracked and created a 4-ft dip in the roadway. Sections of the failed span are on their way to Lehigh University, Bethlehem, Pa., and the Federal Highway Administration's Turner-Fairbank Research Center, Martinsburg, Va., for detailed analysis.

Investigators will scrutinize material and welding integrity, along with design elements such as lateral

bracing details, says Hubbard. The lateral bracing, which forms a series of K-shaped networks in plan view, is unique for bridges of this type, he adds, noting that X-bracing is more common.



SEQUENCED FALL Bridge span was dropped in three segments.

By Andrew G. Roe

K-bracing, along with a gusset plate attached at the bottom of the girder, may have produced out-of-plane bending, says Balu Sivakumar, chief engineer in Lichtenstein Consulting Engineers, New York City, an investigator. "It was probably a combination of fatigue and brittle fracture," with sub-zero temperatures a contributing factor, says Sivakumar.

Repair costs are still unknown, but sources say the span could reach several million dollars. The span in question carries traffic northbound. WisDOT may open southbound lanes, on a separate structure, to two-way traffic this spring, says Hubbard, and reconstruct the northbound bridge in one-to-two years.

Controlled Demolition Inc., Phoenix, Md., dropped 130 ft of the 217-ft-long span in three segments delineated by the original failure point and additional slots cut in the deck. Crews used over 600 lb of shaped charges, detonated milliseconds apart, to bring down 300-plus tons of steel and concrete. The scheme "backflipped" one segment onto another to avoid damaging the pier. "None of our projects goes exactly as planned, but this was as close to a 10 as we're going to get," says Mark Lotzmann, CDJ president.

A Milwaukee Metropolitan Sewerage District building beneath the damaged span was also spared. Contractors Lambda Construction Co., Black River Falls, Wis., and Zenith Tech Inc., Waukesha, Wis., surrounded the building with crushed limestone and protected the roof with a plywood and geotextile cover.

Damage was minimal, other than debris that landed in clarifier tanks, potentially clogging tanks, pipes and pumps, says Mark Kus, MMSD spokesman. "There is going to be a lot of maintenance in the next few months," he says.

The span failure occurred Dec. 13 in a southerly approach of the bridge, which carries Interstate 794 traffic over the Milwaukee Harbor near Lake Michigan (ENR 1/3-8 p. 15). After finding full-depth cracks in two of three, 19-ft-deep main girders, WisDOT abandoned repair plans.

The 3-mile-long bridge, designed by HNTB Corp., was completed in 1974, says W. Scott Ruten, officer in charge of HNTB's Milwaukee office. Declining to speculate on failure causes, he notes: "The structure has been in service for decades." □

Bridges

WORK BEGINS TO HALT SWAYING OF LONDON'S PEDESTRIAN CROSSING

... officials say that the structure meets design codes, but an unpredicted live loading type caught them unaware.

reduction," says Roger Ribóllil Smith, an Arup director. The firm is negotiating with Taylor Devices Inc., North Tonawanda, N.Y., to supply the viscous dampers, while a German firm is expected to provide the tuned mass. A short list of firms has formed to bid for installation work, due to start next month.

Neither the bridge owner, Southwark Borough Council, nor its cofinancier, the Millennium Bridge Trust, will help fund the project. "We are not going to reveal who will pay," says a trust spokeswoman. The other project players are Arup, City of London

months of investigation, including full-scale load tests. Arup engineers believe the swaying is triggered by chance footfall correlation that was amplified by synchronized footsteps with the deck movement.

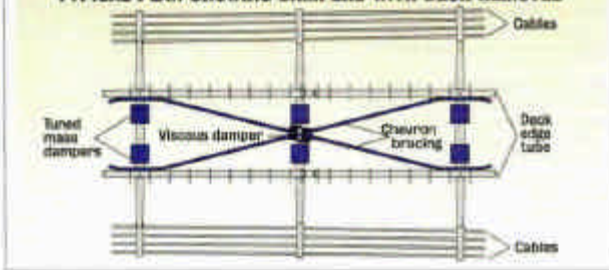
"As the amplitude of the motion increases, the lateral force imparted by individuals increases, as does the degree of correlation between individuals," said the engineers in a note to U.K. and French structural groups last fall. "This frequency 'lock-in' and positive force feedback caused the excessive motions observed at the Millennium Bridge." Engineers urge revision in design codes to account for the swaying phenomenon. U.K. codes "do not adequately cover synchronous vertical excitation arising from groups or crowds of pedestrians under normal usage," they claim. "Such loading can be significantly greater



Such loading can be significantly greater

The British Standards Institution is expected to decide ... if code changes are needed.

TYPICAL PLAN SHOWING DAMPERS WITH DECK REMOVED



One day in 1981, a tugboat was stuck in the mud. The tugboat was stuck in the mud with sand. The tugboat was stuck in the mud with sand. The tugboat was stuck in the mud with sand.



Stadiums

SEATTLE MARINERS WANT MONEY FROM DESIGNER AND CONTRACTOR

THE SEATTLE MARINERS say they are dropping their attempt to



were more than \$33 million in change orders. A \$32 million

\$100 million in cost overruns at two-year-old Safeco Field and will pursue legal claims against the construction team.

The Public Facilities District, the stadium owner, says redesigns and plan errors and omissions caused more than \$81 million in unanticipated costs.

tive Howard Lincoln says the team will pursue claims against the designers and the contracting joint venture. "Our fans were saying to us, 'If you want to go after the contractors have at it, but don't go after the taxpayers,'" says Lincoln. "We certainly

GAME PLAN Team changed mind about cost overrun strategy.

"Our fans were saying to us, 'If you want to go after the contractors have at it, but don't go after the taxpayers,'" says Lincoln. "We certainly

is the nature of run-and-gun projects like this one that design is always trying to catch up to construction," says now-retired NBBJ Principal Dave Hodemaker, at the time of Safeco Field's completion.

NBBJ Principle-in-Charge Dennis

The 45,600-seat ballpark was rushed through 27 months of construction and opened on time in July 1999,

CONSTRUCTION DEFECTS: THE NEW RULES OF THE GAME



The construction industry has finally come of age — it has its own malpractice attorneys and self-appointed "experts" who earn a living finding fault with the work of builders.

In the two previous issues of *NW Builder*, Paul Finker explored the question of Construction Defects (CDs) from the perspective of the insurance industry. Finker used "The Gathering Storm" as a metaphor for the CD phenomenon. Attorney Paul Gary now tackles the same issue with a new metaphor evolution.

By their nature, storms build and then unleash their energy. Storms ultimately dissipate. The rise in the level of CD claims, certainly as compared with 10 years ago, does reflect a growth of energy, much like a storm. However, Gary asserts that, unlike a storm, CD claims will never dissipate. CD claims are now permanent fixtures in the landscape, and as a builder, you confront a stark choice: evolve, or die.

By Paul R. Gary

WHY DO YOU THINK YOU ARE SPECIAL?

American manufacturers, transportation companies, software companies, doctors, accountants, and lawyers have all seen a dramatic rise in lawsuits over the last 15 to 20 years. The flag and insula of lawsuits apparently are now as necessary to international events. If you have never heard of the woman who sued McDonald's because her coffee was too hot, I'll buy you a cup myself — provided you sign an injury waiver first. Americans know all about suing lawsuits to seek the relief to which they believe they are entitled. Elected officials are never going to deny their constituents the opportunity to do so.

Over the same time, residential construction has come into its own as a major American industry. The sale price for individual homes has increased dramatically. Americans have been told for years that their home is the largest investment they will ever make and that their neighbors all report selling their homes for big profits.

To meet demand, houses now must incorporate more elaborate designs and components than ever before. The increased use of subcontractors and con-

stant introduction of new, often synthetic, building materials has telescoped working with unfamiliar materials to challenging designs. Stringent energy codes have sealed homes, trapping water. Houses cost more, but at the same time it is more difficult to insure quality, coordinated construction throughout the structure.

Buyer expectations are high and, like the rest of us, they are more willing to sue. Builders have become more financially substantial targets. The atmosphere surrounding the storm had been here for some time.

The infrastructure of an entire construction defect litigation industry has been built.

Then a series of catalysts appeared, turning this potential anomaly. Naming but a few, defective plastic pipe, composite siding, and now EIFS have caused many millions of dollars in change orders.

CONSTRUCTION DEFECT CLAIMS ARE HERE TO STAY

Even with all this, I suggest the most serious danger for individual builders is to think that the industry will work its way through the latest claim crisis and that the era of frequent construction claims will pass — a return to a "safer" time.

That won't happen.

The volume of construction defect (CD) activity has created specialists that have come to depend on CDs for their living. I can tap into a pool of dozens of CD consultants, "experts" if need be, in Oregon alone. The number of attorneys specializing in CD has multiplied. Flyers are being hung on doors of EIFS homes by inspec-

tion services. Plaintiff attorneys are sending out direct mailings, soliciting CD cases. The "infrastructure" of an entire CD industry has been built.

At each of these individuals' (work-room) time in CD litigation, he/she lays out his in other business. These are people with mortgages, children, and all the other things that represent needs in American life. Right now, there is an EIFS "unogs-herd." It is the current attraction and is satisfying much of those needs for construction attorneys and experts. But, every expert and attorney engaged by a homeowner to investigate and prosecute the relevant EIFS claims will also require often and investigate any other "problems." There are at least two reasons for this: to serve the homeowner client, all existing claims must be brought — and, of course — to make the case bigger.

It is possible that EIFS litigation will substantially conclude within the next five years, assuring the dynamic systems works. But, do you think the attorneys and experts will happily go out of business? Not a chance. The individual's economic motivation will be matched by the growth in his/her CD expertise. That energy is already being channeled into other construction issues, ranging anywhere from drainage to roofing to indoor air quality (IAQ).

DEFINING CONSTRUCTION DEFECTS AND "THE VINCE LOMBARDI EFFECT"

Part of the problem is the chaotic nature of a "construction defect." What is a CD, anyway? In California, which is further down the same road, a CD is something that an expert identifies as a CD. The only way to counter such an allegation is to hire defense attorneys and defense consultants who will say that the same defect is not a CD. Currently, in Oregon, more claims are focused on assigning responsibility for things that have caused actual damage. In California, this tradition has been left behind and plaintiffs are litigating things

Liability Disclaimers Lead Way As Digital Age Issues Weigh In

“if you are an architect putting information on a project Website, are you establishing a duty of care to people with whom you have no contractual relationship?”

... disclaimers coming with electronic documents [from design firms] that say that there is no guarantee that this is what was sent,”

On the day of the bid, the software allegedly malfunctioned 19 times, displaying the message: “Abort: Cannot find alternate.”

by William G. Krizan

The Supreme Court of Washington last year told Minneapolis-based building contractor M.A. Mortenson Co. Inc. what it didn't really want to hear: after critical estimating software malfunc-

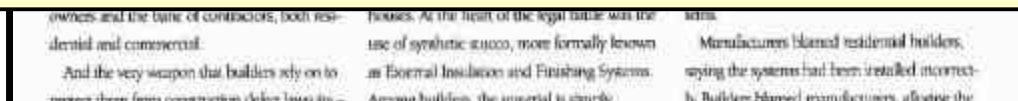
tioned, the contractor's bid was rejected and was returned on the first morning of the program. Software installed the program and had three

works in King County Superior Court, alleging breach of implied and express warranties.

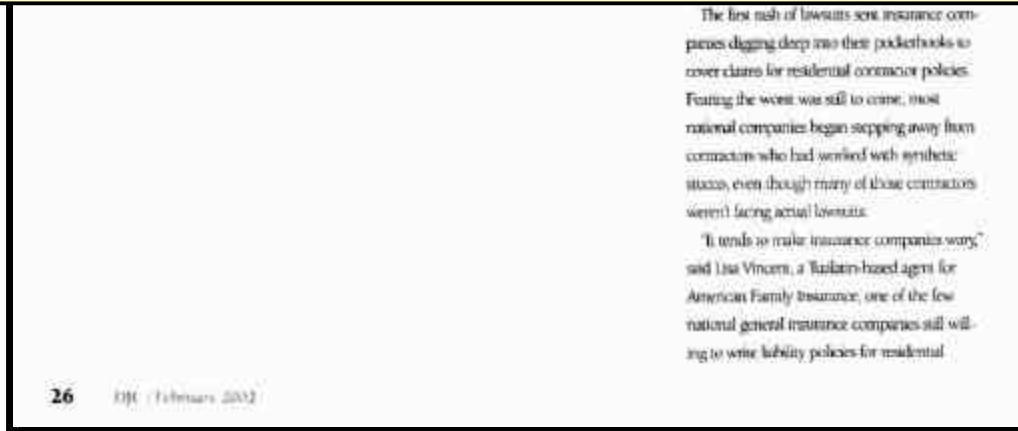
According to court documents, a Timberline internal document dated May



But contractors who have handled projects using synthetic stucco are finding their liability insurance is being cancelled,



“Almost any contract we see carries an exclusion for synthetic stucco,”



LEGAL

Engineer Did Not Illegally Practice Architecture

An engineer who placed his seal on plans for the renovation of a building for offices did not engage in the practice of architecture and should not have been fined by the state architects' board, a Pennsylvania court ruled.

Charles Bowser, a Philadelphia lawyer, hired Harold Murray, of Murray Drafting Services, to survey a building

engaged in the practice of architecture without a license. The board concluded that Rosen and Murray had engaged in the unauthorized practice of architecture, and imposed a civil penalty of \$1,000 against Rosen and \$300 against Murray. They appealed to the Pennsylvania Commonwealth Court, arguing that the services they rendered on the project

The court agreed, holding that the architects' law and the engineers' law should be read in tandem,

... there is indeed an overlapping of the professions, and neither one establishes a clear, mutually exclusive, delineation between the two."

building permits. Architect Charles Lomax agreed to manage the project, but Bowser decided Lomax's fee was too high. Instead, he hired Robert R. Rosen, a professional engineer, who applied his seal to the plans.

When Lomax learned that an engineer had sealed the design documents, he filed a complaint with the Architects Licensure Board, asserting that Rosen and Murray had

engineering.

as defined in the statute, permits engineers to design buildings and engage in construction planning and management. The fact that the practice of architecture encompasses the same activities does not diminish the sphere of the practice of engineering." As Rosen never held himself out to be an architect, the court concluded that the services he provided were within the practice of engineering. *Rosen v. Bureau of Professional and Occupational Affairs*, 763 A.2d 962 (Pa. Cmwlth. 2000).

Contractor that Met Specs May Have Duty to Warn

The fact that a highway contractor used specified materials would not protect it from liability for a motorist's death if the contractor knew that the specified materials were dangerous before it signed the contract, a federal court has ruled.

On Dec. 21, 1998, Deborah Engelhardt was killed in a car accident while driving on U.S. Highway 65 in Faulkner County, Ark., when another vehicle hydroplaned and collided with her car. The stretch of highway where the accident occurred was part of a 6.3-mile section that had been resurfaced by Rogers Group Inc. under a contract with the Arkansas State Highway and Transportation Dept.

The administrators of Engelhardt's estate sued Rogers, charging it with negligence in using the wrong type of asphalt mix to resurface the highway, and in failing to warn the driving public and the Highway Dept. of the dangerous road conditions it created. They also argued that Rogers was strictly liable for supplying an unreasonably dangerous product, the road.

Rogers asked the federal trial court to grant judgment for it before trial. Rogers asserted that it was protected by the "acquired immunity doctrine," because it used the type of asphalt mix—Type III—that was specified by the highway department. The doctrine states that a contractor for a gov-

ernmental body that performs its work according to the contract is not liable for injuries caused by the work unless the contractor is negligent or guilty of a wrongful act.

Type III asphalt sometimes causes hydroplaning in heavy rains and is designed for potholes, parking lots, low-volume roads and overlays, according to the U.S. District Court for the

Eastern District of Arkansas. It ruled that Rogers had no duty to warn the public of the potential danger created by the resurfaced highway because Rogers' contract did not require it to do anything after it completed the resurfacing. The court also ruled that the resurfaced highway was not a product, and so was not covered by product liability law.

However, the court allowed the Engelhardt estate to proceed with its negligence claim against Rogers. Even though Rogers used the asphalt that was specified, the court held that the "acquired immunity doctrine" would not protect Rogers if, as the estate claimed, Rogers

knew before it signed the contract that Type III sometimes causes hydroplaning when used on heavily traveled highways. The court ruled that the estate had the right to try to prove its allegation against Rogers. *Engelhardt v. Rogers Group Inc.*, 132 F. Supp.2d 757 (E.D. Ark. 2001).

The "acquired immunity doctrine" would not protect Rogers if it knew there was a danger.

The responsibility for errors and omissions in construction contract

documents traditionally has been tied to the party that drafted the documents.

The owner or the owner's architect/engineer usually prepares the contract documents, including contract language, drawings,

these options for mitigation not only lessen the likelihood of disputes but also increases the chances for a financially successful project.

accepts the responsibility for the substitutions.

- Read the entire contract and specifications in a whole and in detail. Include a review by the project manager, technical specialist and the cost/schedule control manager who will perform the work. Identify and evaluate all referenced specifications and drawings.

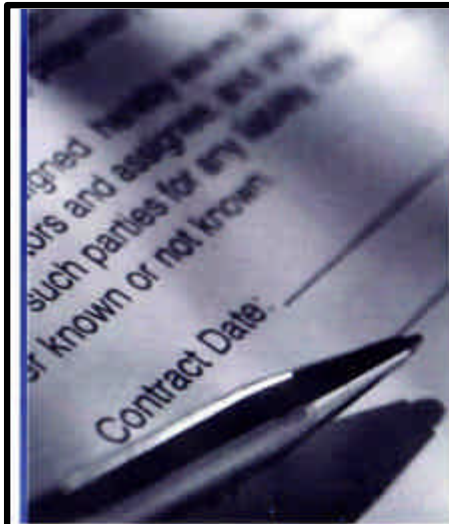
but disclaims the warranty of the accuracy of such information. Document all findings of the site investigation and rely on these findings in preparing the bid.

- Document the basis for bid including all assumptions, bid clarifications, reservations and pre-award meetings with the owner. Preserve a copy of

- Provide letters of timely notice for all cost increases and schedule delays resulting from problems with the drawings and specifications.
- Do not deviate from the drawings and specifications without a written change order.
- Obtain design approvals from the owner before purchasing and installing materials.

The owner impliedly warrants to the contractor the accuracy and suitability of the documents.

An experienced contractor cannot, however, consciously overlook patent defects or rely on this implied warranty when it knows or should know that such documents could not produce the desired end result.



Defective And Deficient Contract Documents

By ANDREW AXELSON, P.E.
and RICHARD J. LOGO, P.E.
of APC Construction Engineering, LLC, Chicago, Ill.

quately define the work to be performed. There exists, however, a critical and costly difference between a normal incidence of errors and serious design flaws causing substantial delays and cost increases.

Contractors have opportunities to mitigate the problems resulting from defective and deficient contract documents. Awareness of

the work. Failure to seek clarification for an obvious problem may make the contractor liable for its erroneous interpretations and may prevent the contractor from recovery of its damages for a subsequent requested change.

- Do not volunteer to replace defective specifications except on the condition that the owner

cover language or disclaimers insisted on by the owner are general. If unsuccessful, provide sufficient contingency for specific disclaimers in the bid. Elect not to bid the project if the risks are unreasonably high.

- Conduct independent site investigations of conditions that the owner provides as information

site specifications and remedying problems.

Contract Performance

Problems will develop during contract performance. The following guidelines should be followed to assure equitable recovery of the contractor's damage.

- Seek clarification as soon as the need becomes apparent.

problems will occur.

A clearer understanding of the contractor's requirements and risks, however, will result from careful consideration of these options for mitigation and may prevent the project from being completed in the courtroom.

For more information, contact Andrew, (607) 859-0201 or ax@jlr.com.

February 2002

www.abc.org

Responsibility for Computer-Aided Defects: CAD in the Construction Industry

Paul M. Lurie

- Our society uses computers for critical tasks, despite defects that would be intolerable for other purchases.
- Computer tools may have latent bugs that can produce anomalies.

Modern Western society has not eliminated building failure . . . the bigger projects made possible by computer design also result in more expensive fixes.

Computer tools will not eliminate the chance of design of construction defects, but they may alter the distribution of such risks.

newer bridge did not collapse, it certainly failed in its purpose. Although analyzing the cause of problems has improved, their failures still involve a great amount of

programs often are downloaded from the Internet, and a knowledgeable salesperson may not even be involved in

for to their insurers. Noncontractual remedies other than insurance may depend on forum shopping by economically injured parties. These technological impacts are discussed in detail below.

Paul M. Lurie is a lawyer with the firm of Schiff Hardin & White in Chicago, Illinois.

- Experienced construction professionals conducting checking, estimating, and planning used the big picture overview provided by traditional blueprints. Will information coming in electronic snippets from places such as Internet project websites provide the same visual prompts to ensure the quality of checking and takeoff?

- The market for computerized tools is consolidating, and economies of scale are reducing tool prices. Such price cutting stifles competition based on providing a better way



MOLD GROWTH IN THE HOME AND IN THE COURTROOM

Mold litigation would not be a period of minor mold. That time has now come and contractors, insurers, and defense attorneys are dealing with it. Just as stigma damages became all the rage in the 1990s, mold-related damages are the *cause celebre* of the plaintiff construction bar.

Mold litigation has reared its ugly head in Oregon construction cases. Our Courts still require a causal link between toxins and bodily injuries, but Courts from other states have been more lenient with sick plaintiffs.

Brief Primer On Mold

A recent Time magazine article depicted a homeowner burning down her home in central Oregon after mold was located on the interior of the siding. This drastic measure, though sensational, is not the only means in which mold

homeowners should share in some responsibility. Juries will be less sympathetic to the homeowner who allows the problem to fester.

With respect to the bodily injury claims, causation between the mold and the disease is an absolute necessity. Correlation of disease and the mold is not sufficient and the plaintiff has the burden of establishing that the mold in the home, as opposed to other environmental or biological factors, was the cause of the injury. In Oregon, the Supreme Court requires that the plaintiff's expert testify that a scientifically valid methodology was followed to establish the causal link. Furthermore, the Court must decide whether there is a scientifically valid connection between the causal agent (the mold) and the diseases. So far, results from other states on this issue have been mixed.

Those defending mold-related claims have a heavy burden in convincing a juror that the presence of mold does not justify the complete removal and replacement of the entire exterior siding and expensive interior repairs.

and remediation modesty and the growing number of mold-related lawsuits. Toxic mold, such as *Stachybotrys* and *Aspergillus*, is alleged to cause minor adverse physical effects, such as irritation of the eyes and minor respiratory distress. It is the rare case where the homeowner suffers severe adverse health problems as a result of toxic mold.

Mold Litigation

Mold claims in construction defect suits have two components: (1) the cost of remediating

Washington Supreme Court made it easier for first party insureds to recover dry rot decay claims and awards, including their attorney and expert witness fees.

In *Panorama Village Condo. Owners v. Allstate Ins. Co.*, the Washington Supreme Court defined "hidden decay" as that term applies to insurance policies that cover "collapse" of a building caused by hidden decay. The Court held that "hidden" means "out of sight" and ruled that

Bumpier Road to Finish Line

Constructing buildings has gotten more difficult in 20 years since the Hyatt walkway collapse

On July 17, 1981, two suspended walkways spanning the atrium lobby of the Hyatt Regency Hotel in Kansas City, Mo., collapsed abruptly onto an unsuspecting crowd of more than 1,000 attending a "jam" dance. The walkway failure killed 111 people, injured 118, shattered the lives of hundreds more and sent shock waves through the nation and especially the building community. The hotel tragedy has become the last 20th Century's low watermark against which all other botched buildings are compared.

The 20th anniversary of the Hyatt misfortune is an appropriate time to take stock of the current state of building construction in the U.S. What has changed, for better or worse, since the devastating failure? Is building quality in the ascendant or not, and why? What needs to be fixed?



Consultant Emile W. J. Troop: "Do you think the quality in building construction is improving?" Design professional: "Yes."

Troop: "Really?" Design professional: "Of course. It has to be improving. It can't get any worse."

Engineer Emile W. J. Troop, a steel design and construction consultant based in Canton, Mass., thinks the quality of "routine" buildings has eroded over the past 20 years. He blames the owner-developer as much as anyone.

"You cannot get a quality construction project if no one has ample time to do it right the first time," says Troop. "The routine building construction project today is quick and cheap. If we don't change the owner's mindset about building its home in a day, construction quality will continue to suffer."

E-MAILS, ROUNDTABLE SHAPE REPORT

This special report on building quality is based on a combination of e-mailed responses to ENR's request for industry comment on enr.com, traditional reporting and information gathered at an in-person roundtable held April 20.

Owners are not sympathetic. "Time is money and there is less time available to do anything," says John Pierce, principal in charge of space and infrastructure for owner Morgan Stanley Dean Witter, New York City. "Our users work in Internet time," says Pierce, and "construction is a bricks-and-mortar

Iron James H. Prosser, PDC Inc. Consulting Engineers, Anchorage

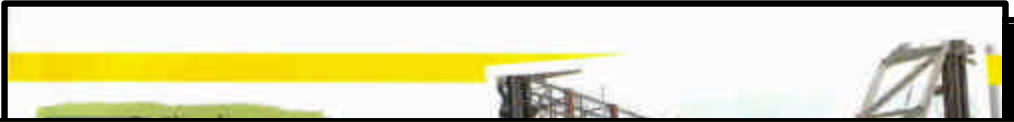
This was the subject of a conversation I had with a contractor over dinner last night. It was his opinion the construction landscape shifted dramatically with the introduction of the design clarification/verification request, also known as a request for information. He went on to explain the introduction of the formal written process substantially created an adversarial atmosphere among all parties responsible for project construction. It slowed the process by imposing a circular route to clarify issues in place of direct voice-to-voice or face-to-face questions and answers between parties seeking the information and those able to provide it.

The contractor even went so far as to admit it offered him an avenue to increase his contract amount. All he had to do was submit a sufficient number of DRIFs and that would be groundwork for claiming the change documents were deficient. If he used this process to swamp the management team, he could achieve successful claims for delay as the process bogged down in paperwork. In short, he used the technique as a way to shift risk back to the owner, contract management company and the design team.

As a design engineer, project manager and now recovering principal regularly designing facilities and processes, I hard to agree with his assessment. It seems the administration of construction has changed from focusing on how to provide the best project for the owner and/or holder to providing the most detailed written documentation possible so the lawyers have it available later when disputes begin.

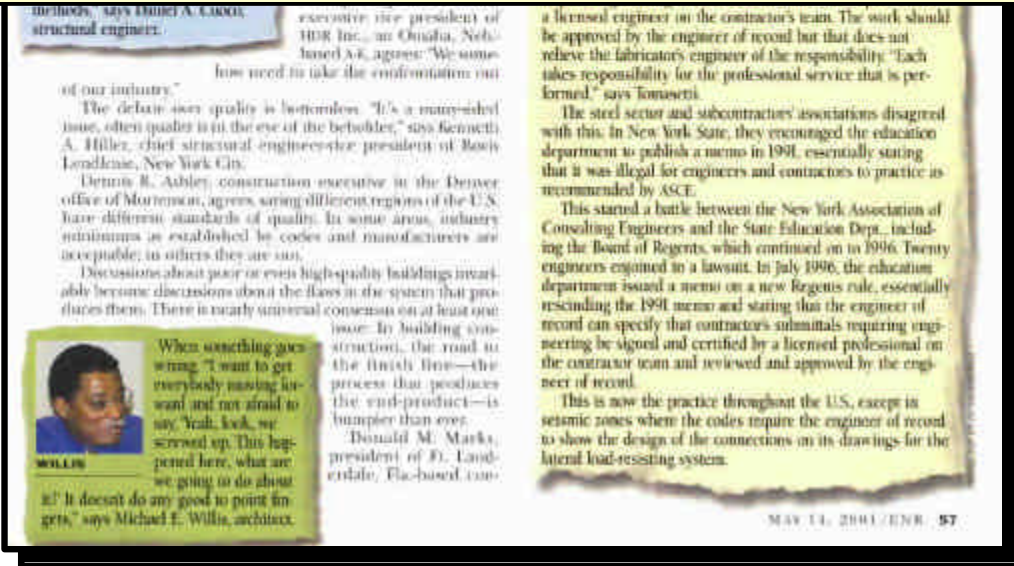
I am still a believer that better designers, better documents and better projects will be produced when the team that starts a project works along with all the other team members until the project is completely finished. If that traditional approach were still in place today, there would be more "hey-oi" and the search for ways to eliminate or shift risk would not play such an important role.

I believe the quality of construction suffers whenever the object of the process becomes something other than providing the best project achievable. It is not impossible, though cumbersome by all, to construct a quality project—even one that has been "supposed" from top to bottom. It takes a lot of experience for owners and/or holders to demand better and faster designs and construction schedules while instituting a process with inherent opportunities for delay.



It's not uncommon for a constructor to agree to an unreasonable schedule to secure a contract. In many instances, "nobody [on the team] thinks the schedule can be made,"

"But does anybody say it? No. Because you want the job." So the blame game for botching buildings continues: It's the owner's fault. It's the user's fault. It's the contractor's fault. It's the economy's fault. It's society's fault. It's even the designer's fault for producing incomplete and inaccurate drawings.



WILLIS says **THOMAS A. CARROLL**, structural engineer.

executive vice president of HDR Inc., an Omaha, Neb.-based A/E, agrees: "We sometimes need to take the confrontation out

of our industry."

The debate over quality is bipartisan. "It's a bipartisan issue, often quality is in the eye of the beholder," says Kenneth A. Miller, chief structural engineer-vice president of Bach/Landman, New York City.

Dennis R. Abley, construction executive in the Denver office of Mortenson, agrees, saying different regions of the U.S. have different standards of quality. In some areas, industry minimums as established by codes and manufacturers are acceptable; in others they are not.

Discussions about poor or even high-quality buildings invariably become discussions about the flaws in the system that produces them. There is nearly universal consensus on at least one issue: In building construction, the road to the finish line—the process that produces the end-product—is blunter than ever.



WILLIS

When something goes wrong, "I want to get everybody meeting forward and not afraid to say 'Yeah, look, we screwed up. This happened here, what are we going to do about it?' It doesn't do any good to point fingers," says Michael E. Willis, architect.

Donald M. Marks, president of D. Landerslate, Fla.-based contractor,

is a licensed engineer on the contractor's team. The work should be approved by the engineer of record but that does not relieve the fabricator's engineer of the responsibility. "Each takes responsibility for the professional service that is performed," says Tomasetti.

The steel sector and subcontractors' associations disagreed with this. In New York State, they encouraged the education department to publish a memo in 1991, essentially stating that it was illegal for engineers and contractors to practice as recommended by ASCE.

This started a battle between the New York Association of Consulting Engineers and the State Education Dept., including the Board of Regents, which continued on to 1996. Twenty engineers enjoined to a lawsuit. In July 1996, the education department issued a memo on a new Regents rule, essentially rescinding the 1991 memo and stating that the engineer of record can specify that contractor's submittals requiring engineering be signed and certified by a licensed professional on the contractor team and reviewed and approved by the engineer of record.

This is now the practice throughout the U.S., except in seismic zones where the codes require the engineer of record to show the design of the connections on its drawings for the lateral load-resisting system.

SPECIAL REPORT QUALITY



SUTTLE

Universities still do not understand Marketing 101. If they would apply the very marketing principles that we have to apply to stay in business, they would find students to feed into their schools, says James H. Suttle, engineer.

effort and human resources required by developers and owners to obtain a quality product is increasing.

At the U.S. General Services Administration, which has \$7 billion to \$8 billion in public projects ongoing at any time, the concern is about the means to the end. "We have a process

that's generating problems of scheduling and budget," says Robert C. Hixon Jr., director of GSA's Center of Construction and Project Management, Office of the Chief Architect, Washington, D.C.

Joe T. Magnusson, chairman-CEO of structural engineer Skilling Ward Magnusson Barkshire, Seattle, says, "Eventually, the contractor gets [the primary structure] right or we don't sign off on it. But how linear is the process to



OUT OF WHACK Nursing home addition dismantled in Brooklyn.

get to the acceptable structure?" he asks. "It's not a quality game," he says.

Most contractors have become obsessed with winning the game rather than building the job, charge designers. The reason are manifold. Fast-tracking, which was making its debut in the late '70s, is rapidly losing out to super-fast-tracking or "super-speed" schedules. Budgets are tighter than ever. Claims and fear of litigation are more pervasive than a generation back, so record-keeping rules. "Ten years ago, I didn't know what a request for information was," says Hilet. "Now it is a plague."

Project delivery systems, such as construction management-at-risk and various forms of



"Document coordination is often poor or nonexistent."

Material advances improve constructability, performance

The quality of most concrete used in building construction has greatly improved over the past 20 years, says James M. Shilstone of The Shilstone Cos. Inc., Dallas. This is largely a result of industry-led research by the highly competitive concrete admixture and cementitious additive industries.

Shortly before 1980, strength was limited to 5000 psi but the industry now routinely produces 8000 psi. Concrete shrinkage and permeability

... new steel compositions have been developed, ASTM 592 and ASTM 690, 50 and 65, which allow for better control over the specified strength and ductility of the steel as well as the ability to specify higher yield strengths, such as 65 ksi.

Much of this knowledge was gained from Federal Emergency Management Agency-sponsored research, as a result of Los Angeles 1994 Northridge quake. The FEMA-sponsored research, prepared by the SAC Joint Venture, provides recommendations for new steel moment-frame buildings. This will result in improved reliability of these structures to resist earthquake ground-shaking, says Hoover.

... (even) five years ago. They are stretching the envelope all over the place.

And the building team is still grappling with the best ways to utilize technological tools only dreamed about 20 years ago.



ASHLEY

"We do not consciously say we're going to have poor quality, but due to our fast-paced society we want [things] now, and have programmed ourselves to accept less" as long as we can justify a lower cost or faster time frame, says Dennis R. Ashley, contractor.

... more complex and sophisticated buildings — packed with computerized building management systems, computers and telecommunications equipment, back-up power and heftier HVAC ...

“Twenty-five years ago, we had more rectangles; we had consistency,”


From Chip Osano, Osano Project Management Consulting Inc., Pasadena, Calif.

Part of many quality problems is subjective perception and judgment, sometimes flawed and distorted by emotion. Excluding not-and-not fraud, generally one party believes the work is acceptable; the other party believes that the specs are not met.

We need quick, trustworthy, intelligible solutions to these jobsite disagreements. Rather than spending three months of an 18-month project debating the quality of the present panel's finish, and whether or not the panel will need to be replaced, we field practitioners need the resources to invoke an arbitration decision quickly, fairly and respectfully with the project's needs.

We need a "...speedy remedy which would dispose of the controversial matters in a business-like manner...a quick and fair, final and complete disposition of the business trouble with the least-possible expense, by someone in whom [we] ha[ve] confidence and who understands the nature of the controversy and the business in hand." So said the annual report of the Committee on Arbitration, Chamber of Commerce of the State of New York, May 2, 1929, p. 7; as quoted in "The Business Man's Opinion," University of Pennsylvania Law Review, p. 150, at a 1934 symposium concerning arbitration.

The Internet and e-mail have provided easier and quicker access to inspection, how can there not be quality problems on the job-



FARRELL

In the past, "we would hand pick the top two on the C&S team. We now go to the second and third tiers of the team to make sure we get the best possible resources to execute the job," says Thomas D. Farrell, developer.

form, lack mentoring and supervision.

"If workers are not properly qualified; if the construction schedule is unreasonable; if the construction documents are incomplete, inaccurate or ambiguous; if there is a lack of qualified oversight and

“That’s a very huge problem in the industry because there is time to do only 90% of the work instead of 100%.



MARIS

...a supervisor was able to handle a crew of 20, 25 or 30. Now, there are seven or eight workers to one supervisor," says Donald M. Maris, concrete contractor.


contractor, F&G Mechanical Corp.

Paul A. Bellis, managing partner of mechanical-electrical-plumbing consultants, Atkinson Koven Feinberg Engineers, New York City, says,

In the current climate, "we are finding that engineering students are not getting 10 job interviews," says Duerst. "They are getting 10 job offers. And they are not looking for \$30,000 or \$40,000 a year. They start to make a lot [more] money, and they don't know anything" because they don't yet have any field experience.

A dearth of unskilled labor means a need for more super-

The General Services Administration’s three-year-old Construction Excellence Program is a direct descendant of its widely applauded Design Excellence Program, which involves selecting outstanding A-Es to design . . .




take over.

Further complicating the situation is a critical shortage of qualified designers and construction workers by an era of extremely high production. There is a "paucity" of people with five to 10 years of experience, says Davis' Hiltner. Entry-level employees, assigned tasks that they are not prepared to per-

...the past performance of contractors, involves partnering; gives timely and reasonable response to contractor questions, and includes construction peer review to check relationships, processes and procedures early on. Projects are also tracked throughout construction and the buildings evaluated after completion.

As with Design Excellence, GSA grants awards for outstanding projects. "We issued our first construction excellence awards about six weeks ago," says GSA's program director Robert Hixon. "We think we are moving in the right direction," he adds, to develop solid teams that can be used again on subsequent GSA projects.



FINER

MAV 14, 2001/ENR - 59

FA Interfaces are neglected.

From Das Forward, Huer Daniel, Russia

Overall quality of construction, compared with 25 years ago is much poorer. I find that the factor we try to build the better the quality. Das we have seems to be worse than right work schedule. The designer has contributed to that because everything is cost, cost, cost and forget quality. They don't realize that clients are really looking for quality and not cost. Quality pays for itself. There is also not enough emphasis on building commissioning using qualified people. The labor force overseas is putting USA out of work, big time. Educated, smart and still a part of the company, not a number.

delivery systems, including design-build and its variations, solve some problems and create others, especially if not properly executed, say sources.

GSA has tried them all but it hasn't found the "silver bullet yet," says Edward Feiner, GSA's chief architect. All delivery methods present the same issues of budget and schedule, he adds.

When up against pieces that are too high, GSA cuts scope rather than quality, he adds.

Troup has issues with design-build, saying it is really "build-to-design," under the fast-track system. "Owners think it's great—a single source of responsibility. [But] are public safety and the owner's goals well served when the leader of the project is not under

under the gun to meet an unreasonable budget and schedule?" he asks.

From an engineer's perspective, design build is very risky, says Thomas G. Thomann, senior project manager with ORB Corp., Wayne, N.J. Contractors often want the engineer to commit to a job based on spotty information. That can backfire, he says.

The key to design-build is to have a design team as an equity partner, says Underpinning's Mackenna. "That means...you are at risk like the rest of us."

What about a designer's conflict of interest between guarding public safety and being at risk? "We are certainly in the infancy of design-build," says Mackenna. "There's a lot of evolution [ahead] before it's truly a smooth procurement process."

Design-build may not be perfect, but it is definitely more popular than the low-bid procurement approach. "On many low-bid awards, the contractor brings a claims consultant to the job table on day one to try to recover the money left on the table," says IJA's Cosco. In those cases, more attention is given to building a case for a claim than it is to construct



MISSING REBAR - year old garage in Queens collapsed.



BERNOLD

process-based planning—planning the actual operation at the site level—not only increases productivity but also the quality and safety of the work, maintains Leonard E. Bernold, director of the Center for Construction Technology & Integration at North Carolina State University, Raleigh. It also results in "lean construction," he adds,

which minimizes waste at the resource level.

Bernold bemoans the fact that planning software developed for construction has mainly benefited upper-level or activity-based scheduling and not site-level operational planning. But he says that at least 15 years ago, the manufacturing sector was implementing automated process planning software, which he believes can be adapted for construction site-level planning.

There are great opportunities, says Bernold, in integrating CAD with a computerized process planner that would generate detailed site-layout, labor and equipment plans utilizing a company's expert rules.

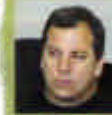
Bernold says he built a system for rebar placement and integrated it with AutoCAD. To take it even a step further, the same CAD data that helps the different engineering disciplines to avoid interference conflicts in 3-D can be downloaded over digital phone lines into robotic equipment that uses smart sensors and tools to do high quality work at an unprecedented level of accuracy, consistency and speed.

to be a system of checks and balances" to prevent the owner or the contractor from cutting corners, says Gerard P. Brady, a construction lawyer with Melby, Brady & Goodfriend, White Plains, N.Y.

Troup says it's common to have inspection agents on the site who barely have a high school education. He maintains that owners should hire the project's designers of record to implement a quality assurance (QA) program, for they are most familiar with the construction documents. The design professionals should report directly to the owner and the building official, says Troup.

He supports codifying QA requirements as a way to force owners to pay for the service. Toward this end, he is on a committee that is writing chapters on structural testing and special inspections for the new model building codes, the International Building Code and the upcoming code developed by the National Fire Protection Association.

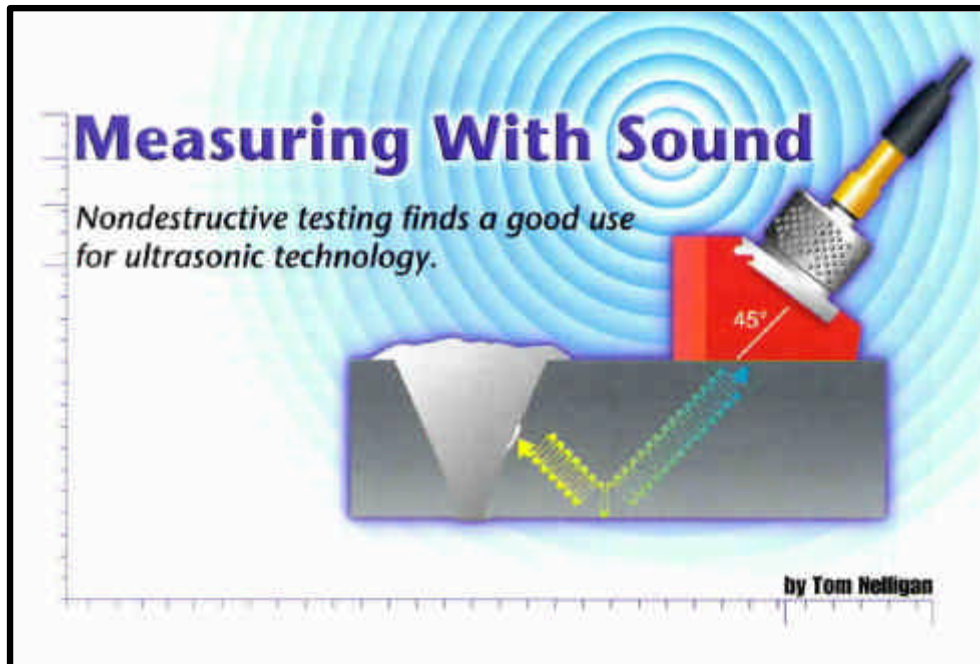
"I don't know if we are going to be successful," says Troup. "Because this represents a major change in the whole testing and inspection thought process on the part of building officials



ZAHNER

Using the 3D digital files were a big aid in the Experience Music Project. They enabled the players to identify conflicts and other problems before areas they got built, says A.

William Zahner, architectural metal fabricator.



FLAW DETECTORS

Using the same sound reflection principles, ultrasonic flaw detectors look for echoes that result from cracks, voids or other discontinuities in a test piece.

The quality control world has used ultrasonic instruments for more than 50 years, ever since the first commercial instruments were introduced during the 1940s. These early instruments were offshoots of sonar technology developed during World War II. Small, portable NDT instruments optimized for a variety of test applications became common during the 1970s. Later, advances in microprocessor technology during the 1990s led to the current generation of highly sophisticated microprocessor-based digital instruments.

Ultrasonic mechanical vibrations occur at frequencies higher than the limit of human hearing, which is approximately 20 KHz. Most industrial ultrasonic testing is performed at frequencies between 500 KHz and 20 MHz, although frequencies down to 50 KHz and up to 200 MHz are used in some specialized situations. In general, NDT using higher frequencies will create a greater resolution of thin materials or small flaws, and lower fre-

quencies will create a greater resolution of thin materials or small flaws, and lower fre-

Ultrasonic Pulse Reflecting Off A Test Piece's Surface



Quality Digest/November 2001 33



Insurance Update



There's Mold in Them Thar Hills

To trial lawyers these days, the words are virtually interchangeable. "Mold is Gold!"

jury awarded a family \$32 million against their homeowners' insurance company for improperly handling a water intrusion claim. The jury found that the mishandling led to the formation of toxic mold in the family's \$3 million Texas mansion. You can be sure a settlement of that size has attracted the attention of plaintiffs' lawyers across the nation.

Another high profile individual has joined the fray. Remember Erin Brokovich, the crusader portrayed in Julia Robert's recent Oscar-winning movie? She bought a large home, and soon realized that she and her children were frequently ill with headaches, respiratory ailments, and other complaints. She discovered her home had toxic mold growing in it, and is using her status as a well-known activist to call public attention to the problem. She claims that she can't live in the house because of the threat to her family's health, she can't sell because of disclosure laws, and she can't afford to fix the problem. She's going after the home's previous owner (who is the brother of actor Tom Selleck) and the homebuilder.

Any remodel contractor can tell you that mold in buildings is hardly a new phenomenon. However, in recent years, with energy-efficient air-tight construction methods, strains of so-called "toxic mold" such as stachybotrys, have come to the forefront. This green-black, sticky fungus produces toxic spots that

cause irritation, and are often the sites of toxic mold.

Not only institutional construction is under the microscope. Public buildings suffering from "sick building syndrome" are also the focus of claims. Suits are being filed against contractors and their subs, architects, engineers, building owners and property managers. In Western Washington, a Bainbridge Island school teacher brought suit against a general contractor and architect for personal injuries resulting from exposure to toxic mold. The teacher claimed construction defects led to water intrusion, allowing the mold to proliferate. (*Fulgum vs Merrit Construction Co.*) The general contractor, in turn, sued several of his subs, including the mason, glazier, roofer, and sheet metal sub. On the east side, high school teachers and students brought a class action suit. Their claims were not only for mold-related personal injuries due to construction defects and faulty designs, but were also for violations of their civil rights.

Whether the existing liability insurance will cover these claims is often subject to the interpretation of policy language by the courts. For instance, the pollution exclusion in many policies says that there is no coverage for the discharge of pollutants "into or upon (and) the atmosphere or any water course or body of water." Thus, some courts have ruled that the exclusion does not apply to any pollution occurring inside the walls of a building,

which is not.

As their insurers face the potential for lowering losses, contractors need to be aware that restrictive language and exclusions will appear on many policies. Therefore, more investigation is required when reviewing a subcontractor's liability insurance. For example, the Certificate of Insurance may indicate \$1 million of general liability insurance, but likely will not show if all claims related to mold are excluded. Similarly, EPLS exclusions, or perhaps very high deductibles, will, in effect, mean the other party is self-insuring some or all of the risk. Is the subcontractor financially able to fund that exposure? If not, what risks are the general contractors who hire them facing? The same is true of subcontractors and the subs under them. Dealing with an agent knowledgeable in construction risk management is, therefore, vitally important.

Finally, as if the news about the hard insurance market, beleaguered reinsurers, and the September 11 impact isn't dreary enough, you can be sure the rash of mold claims will further drive up the cost of your insurance. Budget for those climbing costs. Until regulatory relief and definitive judicial decisions emerge, the uncertainty will prevail, with one exception: If the Brothers Grimm had lived today, children might well be reading about Rumpelstiltskin with a low degree spinning mold instead of hay into gold!

Judy Kapp is a partner at Wolf, Anchor,

The same factors that led to the staggering numbers of construction defect suits for property damage are at work in the bodily injury mold claims.



Insurance Update



The Honeymoon is Over

By Julie Rapp

Someone defined "honeymoon" as that brief span of time between the "I do's" and

for a "return to basics" has been sounded in bonding company circles.

this climate. Any "reduction" strategies suggested by your CPA need to be fit-

... a great many contractors will encounter some overall surety tightening ...

• Frequency and severity of losses experienced by bonding companies in recent months (can you say "Enron?")

• Some long-time surety reinsurers have simply left the business.

• Corporate decisions have led some insurance companies not to participate in bonding in the future.

value of some contractor investment portfolios, both corporate and personally owned.

- The still-to-be-quantified impact of the September 11 attacks

In the glory days of the '90s, sureties gave up many of their time-tested safeguards. For instance, personal indemnities of construction company owners were occasionally waived. Bond rates were relaxed, dramatically so in some cases, and those relaxed rates were even extended to marginal accounts as well as preferred ones. Many sureties began allowing internal preparation of 6-month interim statements instead of by an outside CPA. In evidence was a general relaxation of required working capital ratios and other time-honored underwriting tools. Moreover, the funeral call

if possible, with the surety's regional overseers who may approve some of your bonds). Share your projections about your coming work seasons, and learn what the surety will need to support your desired program. If you contemplate any change in your operation or territory, want to make a major purchase, or add a subsidiary, signal your plans well in advance. That way, you can make decisions that will assure your bonding company's continued support.

Now more than ever, the contractor who values his surety relationship will recognize the necessity of accurate, timely job costing and financial reporting. There is already less tolerance for declining working capital, weak profiles, overdue financial reporting, or out-of-control expenditures and bonuses in

tern relationship pays the greatest dividends. You'll find the same to be true of your efforts with your surety. Thus, there's much truth in this little verse from an unknown poet:

*Should couples end in surety? Ask
Oliver about their honeymoon?*

*No, give them time to let the why's and how's
To their fulfill your marriage woes.*

Julie Rapp is a partner in Wolf, Justice, Rapp, a Spokane, Wash.-based insurance and bonding firm specializing in the needs of contractors. She has nearly 30 years of experience both as a bond representative from a major surety company and as an insurance and bonding agent. She can be

Bonding

TIGHTENING UP SURETY BOND TERMS

The days of easygoing surety bond terms are coming to an end as underwriters and their reinsurers book losses with increasing frequency and severity. As insurers and reinsurers tighten up, small and medium-sized contractors accustomed to waiving the personal indemnity clause in surety agreements once again literally may be betting the house by pledging to cover any losses with their own money.

Competition left many underwriters to waive the personal guarantee through which contractors pledged their primary residence as security.

"We had gotten away from personal guarantees," says J. William Erickson, a Rochester-based attorney who works with contractors and sureties. "That could be coming back."

Surety underwriters had enjoyed a decade of unparalleled success during the economic boom. But it now appears to be coming to an end as underwriters are seeing losses from \$10 million to \$40 million that cut into healthy profits. Preliminary net losses in 2000 have spiked to \$767 million, up from \$675 million in 1999, while total premiums written on all forms of surety have fallen to \$5.11 billion from \$5.4 billion, according to the Surety Association of America, a trade group. "We are able to see that the loss ratio is creeping up," says Robert Duke, director of underwriting. About 60% of all surety business is construction-related.

The changes in the surety market come at a time when financial institutions of all types are re-evaluating their construction customers. In the surety business, the change involves a return to basics that is more of an adjustment than an upheaval. "For the most part, successful contractors won't notice a change," says Mark C. Vonnahme, president of CNA Surety, Chicago. It collected premiums on contract surety of \$161.5 million last year.

According to another insurance executive, tougher underwriting standards will frame new limits for contractors. Companies that had been able to bond \$50 million worth of work may find that they can only bond \$30 million or \$40



BETTING THE HOUSE Higher losses could result in more personal guarantees.

million and that it will be more expensive.

Small contractors are defaulting at a rapidly rising rate, says Erickson. In the portion of his law firm's practice that represents sureties, contractor defaults in 2000 were up 30% over 1999 and are likely to jump another 30% in 2000. Most involve employees of 100 or fewer. "They hand in the keys and say, 'I can't do it; I can't make payroll,'" he says.

Surety bonds are written on a different basis than property and casualty insurance policies, where premiums are based on an anticipated level of loss. Surety, in contrast, is based solely on the contractor's credit and reliability. The fees that contractors charge are based on the idea that the insurer never will have to go into its own pocket to cover losses.

But losses have been picking up and the ranks of eager, volume-oriented insurers have been thinning. Frontier Insurance Group Inc., Rock Hill, S.C., stopped writing new surety bonds last August as it slipped into financial disaster and its rating was downgraded, says a spokesman. Agents are working to replace Frontier's continuous bond forms, which the company will honor

Frontier has not yet filed an annual report for 2000, and it reported a net loss on its surety operations of \$13.6 million in the first nine months of 2000, compared to a \$20-million profit for the same period of 1999. "It's been a good business up until recently," says a spokesman, and the claims aren't astronomical, he adds. Another company, Anwest Insurance Group Inc., recently restructured its surety operations and put a new executive in charge of contract surety to improve profitability. Says President John Serago, "Our financial performance over the past 12 months has not been acceptable."

Reinsurers have been seeing tougher terms for renewing their agreements with sureties. At least two reinsurers have withdrawn completely from contract surety, say industry sources.

Contractors won't be able to shop around for the best bargains as much as they had been. Instead, this year should be devoted to nurturing existing relationships, says CNA's Vonnahme. "If you're getting support from a bank or insurance company, this is the time to build on it," he says.

By Richard Korman

HOW CONTRACTS DETERMINE RESPONSIBILITY

Darien S. Loielle



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THE TEN KEYS YOU NEED TO KNOW -
TO KNOW ABOUT CONSTRUCTION
DEFECT'S POTENTIAL IMPACTS

Panel Discussion

THE TEN KEYS

- B** Hire quality and experience - prime contractors and subcontractors, vendors, insurance, and legal.
- B** Think ahead and identify exposures and plan how to handle them.
- B** Policy holder needs to fully understand insurance coverage, and contract to identify insurance needs and additional named insured.
- B** Clear and accurate, high quality specifications, by spending a bit more time up front.
- B** Be extremely cautious with new building systems.
- B** Document the execution of the project - including early identified defects/fixes and errors/omissions.
- B** Follow contract protocol.
- B** Keep open lines of communication between all parties to avoid and solve problems.
- B** Consider not only the facility initial construction costs but also its life cycle costs when making decisions.
- B** Stay educated - be aware of new trends.

