

The logo features the letters 'CRS' in a bold, dark green, sans-serif font. The letters are slightly shadowed to give a 3D effect. To the right of the letters is a dark green 3D cube icon, also with a shadow effect.

**Clare Randall-Smith**  
& ASSOCIATES LIMITED

**COST CONSULTANTS  
SINCE 1969**

**SPECIALIZING IN  
MECHANICAL  
& ELECTRICAL**

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## INTRODUCTION

*CRS combines  
true depth  
of experience and  
expertise with  
integrity,  
team collaboration  
and a client first  
attitude.  
This is just  
the right  
combination  
to get the cost  
consulting results  
you are  
looking for*

We are Clare, Randall-Smith (CRS) a cost consulting company, specializing in mechanical and electrical.

CRS has been serving the construction industry worldwide since 1969. During this time, we have completed over 5,000 projects, the majority of which are valued in the multi-million dollar range. The magnitude of these assignments, coupled with our in-depth specialization has made us a company with unparalleled mechanical and electrical costing expertise.

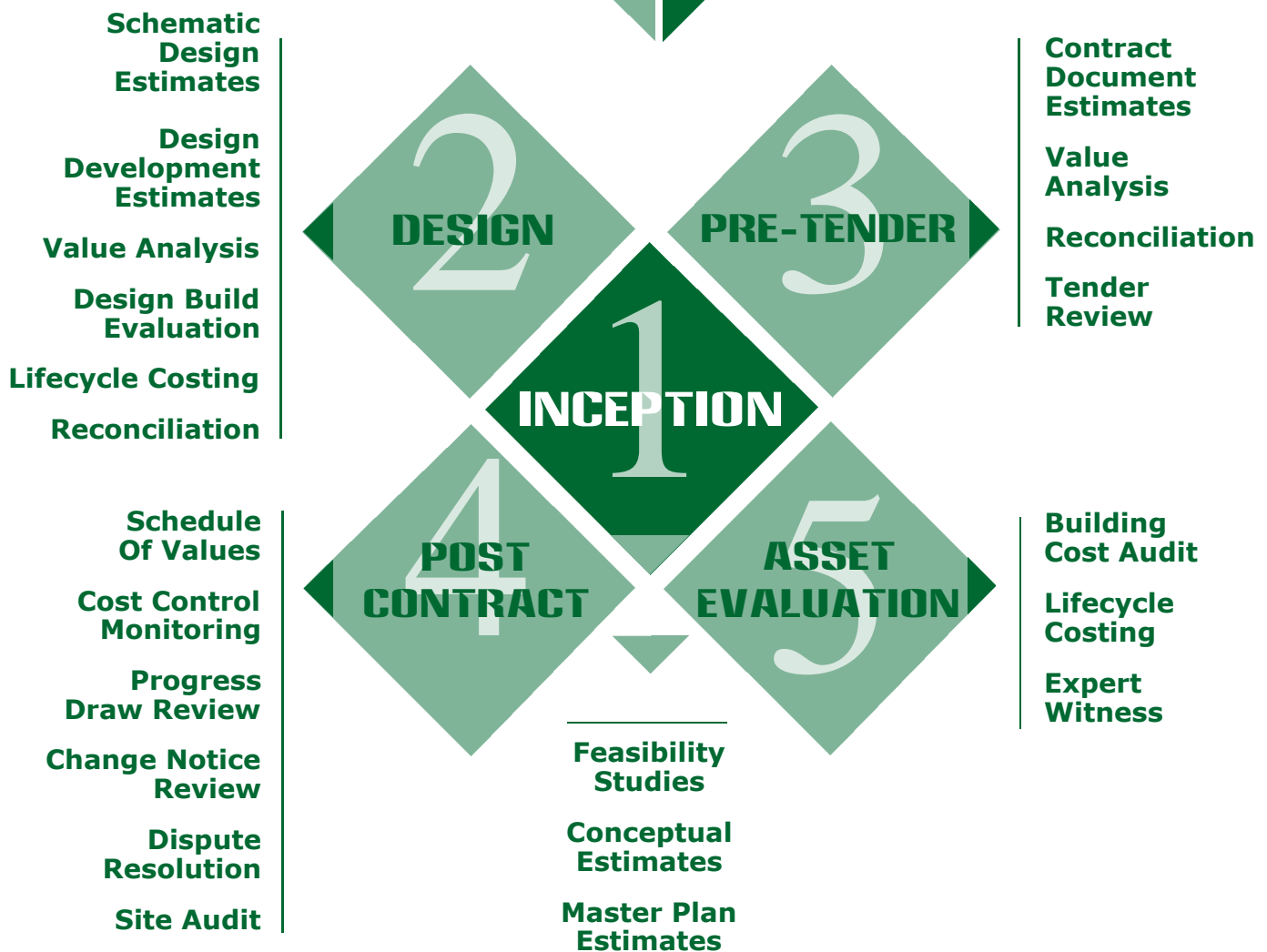
Through our depth of knowledge and solid worldwide experience, we have developed a number of effective and innovative approaches to estimating, value analysis, and cost control monitoring. Our range of services allows us to support our clients from inception to working drawings while controlling cost through every stage of a project's life cycle. Design teams and owners appreciate our ability to accurately and quickly cost projects and produce detailed estimates.

At the 100% completion stage, our clients are confident their expectations of the mechanical and electrical trades are as realistic as possible.

We also provide clients with ongoing post contract support, by assisting with bid analysis, sub-trade reconciliations, monitoring of change notices, monthly progress draw reviews and project closeout.

Should a client require architectural and structural cost estimating, in addition to mechanical and electrical, we provide this specialization through one of our well-qualified affiliates having that specific construction sector expertise.

## SERVICE PORTFOLIO



SERVICE  
PORTFOLIO



## 1. INCEPTION

*Creation  
of the building  
concept by the owner,  
architect and/or  
engineers*

**Feasibility Studies:** Study the feasibility of construction projects. This includes an analysis of construction costs, operating and maintenance costs, site servicing and cash flows. Working with other market specialists, the cost consultant advises on feasibility studies analyzing commercial returns, profitability, financing arrangements, land acquisitions, revenue forecasts and market analysis

**Conceptual Estimates:** Estimate probable costs, consistent with what is known about the project, typically without drawings. Estimates are based on accumulated experience and historical data from similar projects.

**Master Plan Estimates:** Estimate planned stages of future development over a long term, such as over the next 25 years, including future cost projections for labour and materials

SERVICE  
PORTFOLIO



## 2. DESIGN

*Documentation  
that represents  
the physical  
appearance  
of the buildings  
to be developed or  
redeveloped*

**Schematic Design Estimates:** Provide an estimate based on schematic drawings that show the approximate shape, size and location of the proposed construction as well as a brief outline specification. This estimate identifies individual costs of each functional element and their relationship to the whole construction project. This enables the client to judge the economic viability of not only the entire project, but also each section, so that future changes can be made with the full knowledge of their effect on the original budget. It is reasonable to expect multiple alternative solutions.

**Design Development Estimate:** Develop an estimate following the selection of a basic design and preliminary drawings. This service provides advice on cost implications of alternative design solutions and suggests solutions that keep the design within its target budget. It is reasonable to expect an estimate at various milestones.

**Value Analysis:** Make recommendations, as part of the design team, on how to maintain program/design requirements to achieve budget.

**Lifecycle Costing:** Evaluate equipment and operation costs over its life expectancy

**Reconciliation:** Work with the design and project teams to reconcile the scope of work and construction budget

SERVICE  
PORTFOLIO



## 3. PRE-TENDER

*Providing  
supportive  
documentation to  
facilitate  
the upcoming  
tendering process*

**Contract Document Estimates:** Evaluate contract documents and provide a final cost estimate that will be used for tender document review

**Value Analysis (VE):** Make recommendations on achieving all design objectives with less expensive solutions

**Reconciliation:** Work with the design and project teams to reconcile the scope of work and construction budget

**Tender Review:** Assist the owner, architect, and/or engineer in evaluating the contractor responses

SERVICE  
PORTFOLIO



## 4. POST CONTRACT

*Contracts  
have been  
reviewed and  
awarded.  
Buildings  
are under  
construction*

**Schedule of Values:** Review the schedule of values submitted by the contractor, and in conjunction with design team, and the client, recommend changes, adjustments and acceptance.

**Cost Control Monitoring:** Prepare, at regular intervals, statements showing the current expenditures to date incorporating all change orders authorized and indicating the anticipated final cost.

**Progress Draw Review:** Verify, at regular intervals, progress draws, to establish percentage of completion

**Change Notice Review:** Initiate and maintain procedures for evaluating change notices and negotiate adjustments for the owner.

**Dispute Resolution:** Assist in disputes by bringing objective cost data to the parties involved and acting as an expert witness if required.

**Site Audit:** Verify that materials specified are in evidence and establish percentage of completion, for the purpose of change notices, progress draws, cash flow forecasting and deficiencies.

SERVICE  
PORTFOLIO



## 5. ASSET EVALUATION

*Expert  
evaluation  
of existing  
building costs.  
and services*

**Building Cost Audit:** Assess the value of a building, and the components within, for building replacement costing, resale analysis, taxation purposes and reserve funds studies.

**Lifecycle Costing:** Evaluate equipment and operation costs over its life expectancy

**Expert Witness Reports:** Provide professional opinion to be used in resolving a dispute



## CRS PROFESSIONALS

### EDUCATION

Construction Engineering  
Technologist / Management -  
George Brown College  
Toronto Ontario

Award for Outstanding  
Achievement and Leadership –  
George Brown College

Awards for Excellence –  
George Brown College

Awards for Excellence – Ontario  
Institute for Quantity Surveyors

### PROFESSIONAL MEMBERSHIPS

Canadian Institute of  
Quantity Surveyors

Ontario Institute of  
Quantity Surveyors

Association of Advancement of Cost  
Engineers (AACE)

Ontario Association of Certified  
Engineering Technicians &  
Technologist

Construction Specifications Canada

### GIL MATHIEU, PQS Principal Mechanical Quantity Surveyor PRESIDENT



### PROFESSIONAL EXPERIENCE

Gil Mathieu has been involved in the construction industry since 1975.

Before joining Clare, Randall Smith & Associates Limited, Gil started out in general construction and then acquired 10 years experience as a welder / fitter at such companies as Ford Motor Company and Procor Limited.

Turning his attentions to a more challenging career of quantity surveying & construction management, Gil joined the firm in January of 1996 as a Professional Quantity Surveyor (PQS).

Gil consistently demonstrates his abilities in pricing projects from the conceptual to the tender stages. He has an extensive background in cost control, change notice and progress draw review, and value engineering. Gil was appointed President in 2006.

Gil Mathieu has been involved in a wide variety of interesting and challenging projects including airports, apartment buildings, casinos, colleges, community centres, courthouses, government buildings, hospitals, hotels, laboratories, libraries, museums, office buildings, performing arts centres, pharmaceutical facilities, recycling facilities, schools, sports venues and universities.



## CRS PROFESSIONALS

### EDUCATION

Ontario Electrical Apprenticeship  
- St. Clair College  
Windsor Ontario

Numerous Industry Specific  
Seminars and Training Sessions

### PROFESSIONAL MEMBERSHIPS

Interprovincial Electrical License

### LARRY VIDINOVSKI

Senior Electrical Quantity Surveyor  
MANAGER, ELECTRICAL DEPARTMENT



### PROFESSIONAL EXPERIENCE

Larry Vidinovski has been involved in the construction industry since 1990.

Before joining Clare, Randall Smith & Associates Limited, Larry started out in general construction acquiring valuable estimating experience along the way, eventually accepting a position with a large electrical contractor as the head project estimator.

Now focusing on a career in quantity surveying & construction management, Larry joined the firm in May of 2009 as a senior electrical quantity surveyor.

Larry consistently demonstrates his abilities in pricing projects from the conceptual to the tender stages. He has an extensive background in electrical estimating, cost control, change notice and progress draw review, and value engineering.

Larry Vidinovski has been involved in a wide variety of interesting and challenging projects including airports, apartment buildings, casinos, courthouses, government buildings, hospitals, hotels, laboratories, libraries, manufacturing facilities, office buildings, performing arts centres, schools, sports venues and universities.



## CRS PROFESSIONALS

### EDUCATION

Bachelor of Science in Thermo-Fluid  
Mechanical Engineering, University  
of Science and Technology - Iran

Bachelors Degree specializing in  
Mechanical Engineering  
(University of Toronto Evaluation)

Computer Programmer Analyst –  
CDI College of Business and  
Technology, Toronto, Ontario

### PROFESSIONAL MEMBERSHIPS

Canadian Institute of  
Quantity Surveyors

Ontario Institute of  
Quantity Surveyors

Ontario Association of Certified  
Engineering Technicians &  
Technologists

### SARAH MADANI, B.Sc., PQS SENIOR MECHANICAL QUANTITY SURVEYOR



### PROFESSIONAL EXPERIENCE

Sarah Madani has been involved in the  
construction industry since 1986.

Sarah arrived in Canada with ten years  
experience as a project coordinator and mechanical design engineer in  
Iran, and since joining Clare, Randall-Smith & Associates Limited in March  
of 1999, she has attained the designation of Professional Quantity  
Surveyor (PQS).

She has extensive experience in various types of projects at all levels of  
design. With her design and estimating background, Sarah Madani is the  
senior PQS in our mechanical division.

Sarah Madani has been involved in a wide variety of interesting and  
challenging projects including airports, apartment buildings, casinos,  
colleges, community centres, copper manufacturing facilities, government  
buildings, hospitals, hotels, laboratories, libraries, museums, natural gas  
industry, office buildings, performing arts centres, pharmaceutical  
facilities, recycling facilities, schools, sports venues, water treatment  
plants and universities.



## CRS PROFESSIONALS

### EDUCATION

Dalian University of Technology  
Mechanical Engineering Bachelors  
(including honours)  
Dalian, China

Several Industry Related Courses  
And Seminars, Toronto, Ontario

### PROFESSIONAL MEMBERSHIPS

Canadian Institute of  
Quantity Surveyors

Ontario Institute of  
Quantity Surveyors

### YUCHENG (BOB) NING, CEC SENIOR MECHANICAL COST CONSULTANT

#### PROFESSIONAL EXPERIENCE

Bob Ning has been involved in the construction industry since graduating with honours in 1991.

Before his association with Clare, Randall Smith & Associates Limited, Bob started out as a mechanical designer in China for 13 years.

After immigrating to Canada in 2004, Bob began his estimating career with State Mechanical in early 2005. Joining CRS in June 2007, Bob contributes his extensive mechanical knowledge to our team.

Bob Ning has been involved in a wide variety of interesting and challenging projects including airports, automotive factories, central plants, colleges, condominiums, control centres, government buildings, hospitals, hotels, laboratories, libraries, mixed use developments newspaper plants, office buildings, oil tank farms, petroleum and water pumping stations, schools.





## CRS PROFESSIONALS

### EDUCATION

Electrical Engineering Technician  
Sir Sanford Fleming College  
Peterborough, Ontario

Electrical Engineering Technologist  
Sir Sanford Fleming College  
Peterborough, Ontario

### PROFESSIONAL MEMBERSHIPS

Canadian Institute of  
Quantity Surveyors

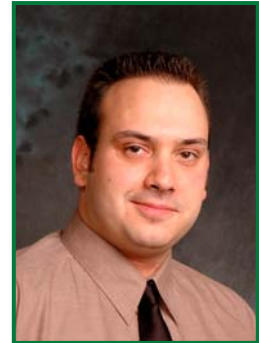
Ontario Institute of  
Quantity Surveyors

Ontario Association of Certified  
Engineering Technicians &  
Technologists

Association of Advancement of Cost  
Engineers (AACE)

Young Construction Executives Club  
(Toronto Construction Association &  
The Construction Institute)

### DARREN WATCHORN, PQS INTERMEDIATE ELECTRICAL QUANTITY SURVEYOR



### PROFESSIONAL EXPERIENCE

Darren Watchorn has been in the construction industry since 2001.

Before joining Clare, Randall-Smith & Associates Limited, Darren gained knowledge and a strong understanding in the fundamentals of electrical and electronic designs. Darren possesses a strong background in solving analytical problems and applies his knowledge of electrical systems on a multiplicity of designs.

Darren joined Clare, Randall-Smith in 2002 as a junior electrical quantity surveyor, and after developing the basic skills, attained the level of intermediate in 2003. Darren has the designation of Professional Quantity Surveyor (PQS), and continues, in this capacity, to acquire new skills and further develop his knowledge of quantity surveying.

Darren Watchorn has been involved in a wide variety of interesting and challenging projects including airports, apartment buildings, casinos, colleges, community centres, hospitals, laboratories, libraries, office buildings, performing arts centres, pharmaceutical facilities, recycling facilities, schools, and universities.



## CRS PROFESSIONALS

### EDUCATION

B.Sc. in Industry Management  
Engineering  
Shanghai Institute of Electric  
Power, P.R. China

Professional Networking Program  
Seneca College, Toronto, Ontario

Mechanical Estimating Certificate  
George Brown College,  
Toronto, Ontario

### PROFESSIONAL MEMBERSHIPS

Canadian Institute of  
Quantity Surveyors

Ontario Institute of  
Quantity Surveyors

### CAROL XING, CEC INTERMEDIATE MECHANICAL COST CONSULTANT



### PROFESSIONAL EXPERIENCE

Carol Xing has been involved in the cost consulting field since 1995.

Before joining Clare, Randall Smith & Associates Limited, Carol gained eight years of estimating experience in thermal power plants valued up to US\$10 Billion, and mechanical estimating experience on projects ranging in value from \$7,000 to \$4,000,000 in the industrial, commercial and industrial sectors.

Carol joined CRS in June 2005, attained the designation of Construction Estimator Certified (CEC). She consistently contributes her estimating experience, enthusiasm, and superior computer skills to our team.

