

Yerkes

Associates

West Chester, PA

WHAT'S NEW THIS SPRING?



File photo from Sunoco Logistics

Sunoco's Mariner East 2 Pipeline Yerkes Brings a Unique offering to Municipal Assistance

By Nick Cirilli, PE

If ever there was a project that requires more than the customary knowledge of storm water and land development ordinances and regulations, it is **Sunoco Logistics' Mariner East 2 Pipeline**. The 350 mile pipeline from Ohio through West Virginia and Pennsylvania will transport Liquid Petroleum Gases (LPG) from the Marcellus and Utica Shale regions of North-Central United States to the Marcus Hook, PA terminal, crossing more than **2,700 separate properties** and **100 municipalities** in the process.

Also, soon to be final this coming April, **Cirilli Associates, Inc.** will officially have acquired **Yerkes** bringing together a unique offering of industrial, institutional and structural capabilities to Yerkes' already strong Municipal and Private services.

The Pipeline presents an opportunity for the two companies to showcase that unique offering. **Fred Pondo, PE**, Chief (**Cirilli**) Associate, will coach and direct the reviewing teams. **Pondo** brings (17) years of experience with BP Oil, including experience in refinery and product distribution systems, manufacture of flaring and combustion systems, and consulting on BP's European refining

and distribution network strategy.

Pondo along with **Fran Greene, PE**, (**Yerkes**) Project Manager, and a team of municipal and land development professionals, will be responsible for review of the project, not so much for compliance with municipal ordinances, but identifying the impact of the project on the residents as it traverses through and near to private properties.

They will be working with Sunoco Logistics to identify and ensure that residents know when the pipeline will cut across one's driveway, possible disruption of traffic, hours of work, and other basic inconveniences of construction.

The project went through an extensive permitting process with the Pennsylvania Department of Environmental Protection and other agencies, and is regulated for safety by the U.S. Department of Transportation's Pipeline and Hazardous Materials Safety Administration. For more information, see

<http://www.landscapes2.org/pipeline/ProjectsMariner.cfm>

or Sunoco Logistics' projects website, www.sxlpipelineprojects.com.

"It is not about deficiencies in the plans, in fact a review of the plans reveals Sunoco Logistics' thoroughness and sensitivity in the design. Visualizing the impact of any project is difficult to do when looking at the engineered plans if you do not know what you are looking for. Our review is about making sure the Municipality understands the impact at the resident level, and suggesting ways to minimize that impact", says **Pondo**.

If Two People are Alike.... Engineering Creativity and the Client

By **Nick Cirilli, PE**

During one of our summer fishing trips with my (late) Father; I remember complaining (to him) about how different I was from my wife (of less than one year). "I like the window open, she closed; I like onions, she hates onions".

Yikes, what a difference a wedding makes, I complained!

My Dad, never one of many words, a bright, first-class machinist, having survived WWII; a decorated, Battle of the Bulge War hero, just looked up at me and said:

"Nick, if two people are alike – one's unnecessary". (1)

Wow! It hit me like a ton of bricks – a lesson in **diversity**. It made me think differently not only about marriage, but about every aspect of life. Instead of drawing lines of who's right and who's wrong, or hiding behind one's own opinion. I truly believe;

"Everybody's behavior makes sense to them".

"People are not difficult – just different".

Valuing differences, and not hiding behind a particular point of view: when embraced, it motivates one **to want** to work together, and **to want** to let the opinions (of all) lead to the best solution for a client.

It was an **irrefutable law** handed to me that is the essence of technical problem-solving.



Fred Pondo, PE (Chief Cirilli Associates), Stephen Carreon, EIT (Design Engineer), Frank Newhams, MCP (Zoning Officer & Sr. Building Code Official) & Fran Green, PE (Project Manager)

I find myself explaining our work team approach to clients with those words ringing deep inside: (if two people are alike...).

Engineers **are** problem-solvers first and foremost. As with every problem lies complexity. Establishing assumptions, identifying variables, and interpreting regulations. All critical yet subject to one's own personal opinion and biases. Not to mention, we all have "**blind spots**".

Blind spots are a natural part of us (2). Things we simply don't see in any given problem. It has nothing to do with intelligence or competency; it has everything to do with being a human being. So, should it surprise anyone when Psychologists conclude:

"We found that groups of size three, four, and five outperformed the best individuals and attribute this performance to the ability of people to work together...." (3)

In discussions with clients; cost-benefit is always a concern as it should be. When asked about the best cost for the *best-most-creative* solution, my reply; "A problem warrants nine (9) hours, no matter how it is sliced. Which gives you the better product; (1) engineer working nine (9) hours, or (3) engineers for three (3) hours each in a **positive team environment**? Three times three (3 x 3) is **greater than** one times nine (1x9).

Valuing differences gives the client the *best-most-creative* solution money can buy.
If two people are alike – put one on another team.

References:

(1) This writer could not find the exact quote to give specific credit. However, similar quotes have been said by various individuals, but not exactly as quoted herein. For example racecar driver Larry Dixon has a similar quote. "If two people were exactly alike, one of them would be unnecessary." Read more at: <https://www.brainyquote.com/quotes/quotes/l/larrydixon185870.html>

(2) There are many articles on the subject. For example: (a) *Blind Spots: Why Smart People Do Dumb Things* Paperback – April 3, 2007 by Madeleine L. Van Hecke (Author), (b) "The Bias Blind Spot: Psychological Dynamics and Social Consequences", presented by Emily Pronin, Princeton University, The Center for Behavioral Decision Research at Carnegie Mellon

(3) "Effects of Group Size", Patrick Laughlin, Erin Hatch, Jonathan Silver, and Lee Boh, University of Illinois at Urbana-Champaign; *Journal of Personality and Social Psychology*, Vol. 90, No. 4 from Science Daily website article; <https://www.sciencedaily.com/releases/2006/04/060423191907.htm>

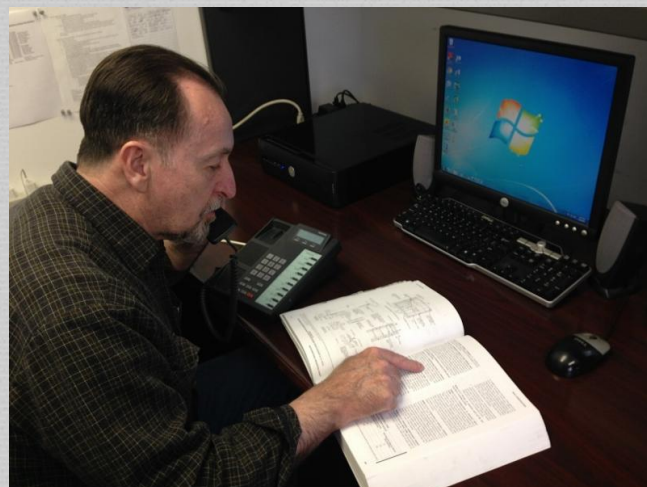
Code Enforcement - Can Title Influence Behavior ?

By Danielle Stoltzfus & Nick Cirilli, PE

Are some Code Enforcement Officers bullies? Does their title influence a bully-type behavior?

If it does, why does this play out? Could it be avoided? A contractor (here on the East coast) is not required (by law) to know the intimate details of the code. Nor is the homeowner, nor is the Municipal Manager. Did I forget to mention the licensed architect or engineer?

A licensed Code "Enforcement" Officer **is required by law** to know those intimate details. They have earned that right having passed their rigorous exams to obtain such credentials.



Joe Lavelle, Building Inspector, researching the 2009 International Residential Code to ASSIST a contractor

And yet the title of this hard-earned licensed professional is "Enforcement" officer. Could title influence behavior? The Free Dictionary defines Enforce as: "obedience to enforce a law; to support by force". (<http://www.thefreedictionary.com>)

Wow!, pretty harsh language, but a Code Enforcement Officer, pretty much has those duties. We at Yerkes truly believe that a change in perspective, can change his/her delivery in the discharge of their duties.. Recall, the contractor is not expected nor probably does not know the many, many details of the code.

Thus if the Officer approached the contractor with the attitude of ASSISTING to comply with the Code, ones communication would be more in align with helping and teaching a contractor the areas of deficiency in his/her work.

"Proper job titles and descriptions can reinforce the kind of behavior that is expected from people"....and everyone should be warned because job titles don't come with benefits only. There are serious drawbacks as well." Jurgen Appelo, <http://switchandshift.com/how-exciting-job-titles-can-influence-performance>

We at Yerkes do believe the real mission of Code Officers is to Assist in the full and complete compliance of the code. Many contractors, and home owners do not violate the code intentionally, they just don't know. Yes, there are always some who do so intentionally, not the point of this article.

"Everybody's behavior makes sense to them".

Interested in Code Assistance, do not hesitate to contact us at dstoltzfus@yerkes-assoc.com or ncirilli@comcast.net

A Reflection on the Yerkes Journey

by John Yerkes, P.E., P.L.S



Next year will be my 56th year with Yerkes Associates. (The Company will be 143 years old.) In 1874 the Garrigues brothers started a land surveying firm in Bryn Mawr, PA. In 1900 my grandfather Milton Yerkes, purchased the firm and expanded the services to include Civil Engineering. My father joined the firm in 1936. After graduating from Bucknell University with a Civil Engineering degree in 1961, I joined the firm. After working as a survey crew chief, junior engineer, senior engineer, after twenty five years, I proudly became president of the firm.

In addition to my administrative duties, I was a land surveyor, engineering designer, and consultant and was also elected Chester County Surveyor. As a matter of history, I can remember drafting plans with a pen and ink on linen, surveying with my grandfather's transit and a steel tape, and making calculations with a book of tables and a calculator.

Now we use computers, robotic survey instruments, plotters, G.P.S. (Global Positioning Systems), and construction prints from AutoCAD. This past great recession hurt us as it did many other firms. Fortunately we recovered and are currently expanding our operations. *When Nick Cirilli (Cirilli Associates, Inc) assumes full ownership, I am pleased that the Company will remain as Yerkes Associates Inc and I am extremely confident (in Nick) that Yerkes will continue to grow.* Expected to be finalized this April, 2017, Yerkes Associates Inc will become a wholly owned subsidiary of Cirilli Associates, Inc.



For additional information about Yerkes services, please visit our website, www.yerkes-assoc.com LinkedIn or Facebook page



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