
SPAR Scuttlebutt

January 2015

Happy New Year!

We hope your holidays were cheerful, joyous and with peace. It has been a good time to reflect on our achievements as well as our lessons learned.

We also hope the New Year brings good health, prosperity and fulfills a promise of a better world.

Canadian Surface Combatants

SPAR recently provided cost estimating support services to Lockheed-Martin Company who is studying a variety of different design options for the future Canadian Surface Combatant ("CSC"). SPAR uses its successful estimating cost model suitable for a range of naval vessels from patrol boats to cutters, frigates and destroyers.

Canadian Offshore Fisheries Science Vessel

SPAR was awarded additional cost and schedule review services for the Canadian Offshore Fisheries Science Vessel ("OFSV") by the Canadian Coast Guard. The Canadian Government is planning to build three of these vessels at the recently upgraded facilities of Vancouver Ship Yards.

On another account, SPAR has been accepted to be listed on the Request For Supply Arrangement ("RFSA") in order to support additional services that may be needed by the Canadian Coast Guard.

Foreign Security Patrol Vessels

SPAR provided cost estimates for the engineering and construction of five different designs being offered by five different shipbuilders from five different countries. The project, managed by the Raytheon Corporation, UK, included estimating differences in labor rates, material costs and shipbuilding productivity between those designs.

Bollinger Buys SPAR Cost Model

Bollinger Shipyards in Lockport, LA recently purchased SPAR's estimating cost model suitable for a range of naval and coast guard vessels from patrol boats to cutters, frigates and destroyers. Training of Bollinger's estimating personnel was provided via interactive WebEx over the Internet.

SENESCO Upgrades its Tug Boat Estimating Cost Model

SENESCO of Kingston, RI received upgrades to its tug boat estimating cost model. The upgrades included improvements in features providing estimates for cleaning and painting.

SPAR's Life Cycle Cost Models

SPAR has completed major upgrades to its life cycle cost estimating software. The LCC features have been expanded to include charts showing both annual and cumulative cost estimates for total life cycle costs, from construction through operations, maintenance, upgrades and modernization and finally decommissioning and disposal.

In addition, for multi-ship multi-delivery acquisition programs, other charts show similar annual and cumulative cost estimates for the full life cycles of all vessels included in the acquisition program.

A revised [presentation](#) of these new features can be viewed from SPAR's web site.

"Over 40 Years of Providing Planning & Production Management Systems to Shipyards"

Problems Connecting Microsoft "Project" to PERCEPTION Remedied

PERCEPTION is SPAR's shipyard database system that integrates most shipyard business functions: cost estimating, planning and scheduling; material purchasing and production control; labor work orders and time charge management; and earned value cost and schedule performance reporting and forecasting.

PERCEPTION has utilized special features for linking Microsoft "Project" to the PERCEPTION database. These features have enabled PERCEPTION to electronically transfer shipyard "Project" schedules into PERCEPTION's database as well as automatically transfer schedule changes and updates managed by PERCEPTION back to "Project" for schedule re-evaluation and forecasting. This interface has been available for versions of "Project" prior to its version 2007.

Then, for version 2007, Microsoft introduced features that discouraged it being linked to other software products, PERCEPTION included.

Now, however, Microsoft re-instituted the interfacing features to its 2013 "Professional" version of "Project" so that PERCEPTION can once again link with it.

On-Line Software Demos & Training

SPAR has provided a series of on-line software demos and training exercises to shipyards in Asia, India and within the U.S. using the WebEx system over the Internet. WebEx provides a very clear and responsive transmission of on-line demonstration and training details, video and audio features between SPAR staff and shipyard personnel.

Cost Estimating Services

SPAR provides cost estimating services for ships: new construction, ship repair, maintenance, modernization and for life cycle operations. SPAR has developed various cost models that address the requirements of all these activities. SPAR has provided independent cost estimates for design agents, shipyards, shipping companies, and for government agencies (U.S. Navy, USCG and for MARAD and Canadian Coast Guard).

SPAR's cost estimating includes assessments of cost risk from technical, design and engineering, build strategy and shipyard management and production performance considerations.

SPAR's more recent cost models provide various options for minimizing life cycle costs via selections of alternative ship systems, changes in ship mission/operations requirements, and differences in build strategies. These cost models generate estimates of

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cost implications for maximizing material readiness and achieving or exceeding service life.

Cost model options also are available for estimating costs and benefits of various "green" sub-systems that can be included in the design and operation of the ship.

SPAR Associates, Inc.

SPAR has been providing shipyard production planning and management control software since 1972. In addition to its software products, SPAR offers a variety of support services, including custom software design and development; training and software maintenance services; independent cost estimating; supplemental shipyard planning and scheduling services; and management consulting to various interests in the marine industries.

We are always available to address whatever questions that you might have. Your success is ours.

SPAR Management Changes

SPAR has announced the semi-retirement of Laurent (Laury) Deschamps, who now assumes the duties of Senior Consultant. Charles R. Greenwell has been elected President of the company.

Laury was the founder of SPAR in 1972 and continues to

participate in various aspects of company business as well as its research and development efforts.

Mr. Greenwell, a valued employee since 1989, has outlined an ambitious business plan to address a successfully growing business both domestic and international.

SPAR **Publications**

SPAR offers free downloads of its software user manuals, user tutorials and product/service presentation from its web site www.sparusa.com.

In addition, SPAR has the following publications available for order to help shipyards plan and manage their operations:

- **"Estimating Coating Costs for Ships: Simple Methods for Estimating Ship Surface Areas"**
(US\$50.00)
- **"Planning New Construction & Major Ship Conversion"**
(US \$75.00)
- **"Shipyard Cost Estimating"**
(US \$125.00)
- **"Guide for Shipyard Material Control"**
(US \$75.00)
- **"Full Implementation of a Shipbuilder's Earned**

Value Management System (EVMS)" (US \$75.00)

- **Comparing Methods of Measuring Progress, Earned Values & Estimates at Completion (EAC)"** *FREE*
- **"Expanded Modularization, Ship Design & Construction"**
(US \$75.00)

All publications are available in pdf file format via electronic mail.

Publications requiring purchase are processed on the web site via PayPal.

If you have corrections to your address or would like to add a name to our mailing list, please complete the following form and **Send To:** SPAR Associates, Inc.- 927 West Street- Annapolis, MD 21401,USA

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