

REALITY CHECK

Issue 5, Volume 01 – 02

DELAWARE CHAPTER "75" ASPE

FEBRUARY, 2002

ASPE Mission Statement

The American Society of Professional Estimators serves construction estimators by providing education, fellowship, and opportunity for professional development.

www.aspede.org

~and~

www.aspenational.org



Stop By And Check It Out!!!

More Inside...

January Mtg. Minutes...

3rd Annual Golf Outing Info...

Feb. 13th Meeting Pictures...

Thank you, Sid Numerof...

Classifieds...

REALITY CHECK is published by the American Society of Professional Estimators Delaware Chapter, Inc. which is solely responsible for its content.

FEBRUARY Presidents Message

ASPE, Delaware Chapter has worked hard over the last three years to build this worthwhile professional organization. It appears to me that attendance at meetings over the past couple of months has declined. This is, in part, due to the fact that there was a breakdown in the faxing system used to notify members of the date of the meeting. Please note that these meetings are always on the second Wednesday of every month. I also realize that we all have many professional and personal obligations. But, I feel that this organization is a worthwhile professional organization. You owe it to yourself and your career to belong to professional organizations such as this to network and gain knowledge of updates in your area of expertise. Please continue to make the time to come to these meetings. If you have ideas for innovative programs please let us know. We are open for suggestions. Remember, this is your organization. The board members would like to plan programs that will help you to advance your career.

One popular and successful event sponsored by the ASPE is our annual golf outing scheduled this year on **June 6, 2002.** We are currently working on a location along with prizes and awards. If you have any ideas regarding this event please contact Beth Anne Fylak and Jim McLaughin. Our goal is to have over a hundred golfers participate this year.

We are very proud to have the DTCC students involved at our monthly meetings. Let's keep up the good work.

Bruce J. Gollicker
ASPE Delaware Chapter President

JANUARY MEETING MINUTES...

Submitted by: Ed Alexander

The Monday, January 14, 2002 meeting of the Board of Directors of the American Society of Professional Estimators, Delaware Chapter was held at Bancroft's 4th St. office. Hoagies, sodas and cookies were served for dinner.

Board Members in attendance:

Bruce Gollicker, Chairman
Ed Alexander
Jeff Coopersmith
Wilson Davis
Buzz Kingsley
Wayne Shannon

Other Attendees:

Joe Connelly, newsletter editor
Rob Anderson, Fax Manger

Due to childcare problems, Fred Gschweng came early and downloaded his reports and comments to Ed Alexander who presented them at the meeting.

The meeting was opened at 6:03PM. A quorum was present.

Old Business:

- 1) **Dates for the board meetings** for the rest of the fiscal year 2002 are: Feb 13th after the regular meeting, March 18th at Bancroft, Apr 10th after the regular meeting, May 13th at Bancroft, June 20th after the golf outing, and Jul 10th at Bancroft.
- 2) **Strategic Planning:** The strategic plan has not come to pass. Board needs to create a plan.
 - a) **Action Item:** Bruce to condense IFMA strategic planning format and e-mail to board and committee members by February 1st.
 - b) **Action Item:** Special strategic Planning meeting from 5:00PM to 5:30 PM Wednesday Feb 13th, prior to the Membership Meeting at the Hilton. It is only 1/2 hour, so be sure to be on time
- 3) **Education:** One of the three approved Academic Assistance candidates has already submitted grades for reimbursement.
 - a) **Action Item:** Jeff to verify submission and pay according to rules.
- 4) **Student Chapter:** The board has decided to have all students participate in the regular chapter business. Delaware will work with the local college student organizations but will not start a separate ASPE student chapter.
- 5) **Action Item:** Bruce to coordinate with school advisors.
- 6) **Electronic Camera:** Board approved an increase in the amount allocated to buy an electronic camera to from \$750 to \$900.
 - a) **Action Item:** Fred to purchase camera.
- 7) **Financial Audit:** Bruce advised that audit of the books for the first two years, by a CPA, would be presented at the next board meeting.
 - a) **Action Item:** Bruce to present audit report at February board meeting.
- 8) **Plastic Name Tags:** Information needed on costs, quantities and lead times.
 - a) **Action Item:** Jerry Doherty to advise board.
- 9) **Publicity:** Board would like to publicize the May meeting on "Electronic Bidding". This meeting will be publicized through ASHRAE, CSI, DCA, ABC and any other construction organization possible.
 - a) **Action Item:** Fred to publicize in as many media as possible.
- 10) **Shirts:** Wayne brought in samples of shirts and pricing. Board to discuss further at next meeting the overall feasibility of making and selling shirts.
 - a) **Action Item:** Wayne to fax out additional pricing/quantity info before next meeting.
- 11) **Banner:** Wayne priced a vinyl banner 18" high by 60" long, with grommets.
 - a) **Action Item:** Wayne to get info on colors and logos for next meeting.

- 12) **Newsletter:** Congratulations to Beth Anne Fylak and Joe Connelly for producing outstanding issues of **Reality Check**.
- 13) **CPE:** ASPE Delaware needs to orchestrate a drive to have the state recognize CPE's as the persons qualified to produce conceptual estimates for state projects over about \$500,000.
 - a) **Action Item:** Bruce to talk to Jerry Doherty, Mike Gioffre, Don Logan and Larry Lewis to start the ball rolling.
- 14) **Golf Outing:** Beth Anne Fylak and Jim McLaughlin have gotten pricing and ideas for Hartfeld and another course. It is time to get the golf outing organized and all information ready for a vote at the February meeting. Faxing out an overview to the board, prior to the meeting, would be advantageous. Non-player needed to be involved in the process.
 - a) **Action Item:** Beth Anne and Jim prepare info for board meeting.
 - b) **Action Item:** Beth Anne, Rob and Fred prepare fax, newsletter, publicity and media push to publicize golf outing.

New Business:

- 1) **Fax Committee:** The board approved up to \$500 to purchase a copy of WinFax to be mounted on the Paul A. Nickle computer for Rob to use for the fax bounce.
 - a) **Action Item:** Rob to purchase and install WinFax.
- 2) **Program:** Sid Numeroff will speak on Electrical Estimating at the February 13th meeting.
- 3) **Treasurer's Report:** ASPE's bank account has a current balance of \$9,287.23. Ron Deptula won \$10 from the 50-50 raffle at the January meeting and graciously donated the winnings back to the Chapter. Get your company noticed and get a special mention at the monthly meeting and in Reality Check by supplying additional raffle prizes. Suggested prizes are: sports tickets, shirts, hats, booze, discount certificates, etc.
- 4) **Website:** Website is excellent but needs updating with current newsletters, etc.
 - c) **Action Item:** Fred to update website
 - d) **Action Item:** Bruce to find Fred some help with the website.
- 5) **Awards:** Ed Alexander agreed to chair the awards committee.
 - a) **Action Item:** Ed to e-mail committee to-do list before meeting.
 - b) **Action Item:** Ed to have Awards Program details copied for February meeting.
- 6) **Questions for Members:**
 - a) Would a roster of members, indexed by member and company, be a handy tool for networking?
 - b) Would an ASPE breakfast meeting be of value to the members?
 - c) What would make ASPE Delaware more meaningful/useful to the members?
 - d) What programs would you like to have at future meetings?
- 7) The meeting was adjourned at 8:05 PM.

ASPE DE CHAPTER "75" "3RD ANNUAL SCHOLARSHIP GOLF OUTING!"

Thursday, June 6, 2002

**MEMBERS & FRIENDS
WELCOME**

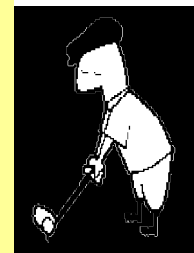
**Σπρινγφιελδ Χουντρψ
Χλψβ**



FUN IN THE SUN!

Come join Chapter "75" for a day of golf, contests, food, raffles, prizes and much more...on June 6, 2002.

**FUN!
FUN!
FUN!**



**WIN
A
CAR!**

More details to follow...

Electrical Estimating for the Non-Electrical Estimator

Thank you, Sid Numerof!

By: Joe Connelly

ASPE Chapter 75 would like to thank Sid Numerof of Chapter XX for being our guest speaker at our monthly chapter dinner meeting held on Wednesday, February 13, 2002. Sid who owns and operates his own estimating company shared with us the basic principals of electricity (watts = volts x amps). Years ago single phase electrical systems were the norm, time passed by and during war time where copper was in short supply an early innovator developed a way to produce more current through smaller wire thus a three-phase current was born.

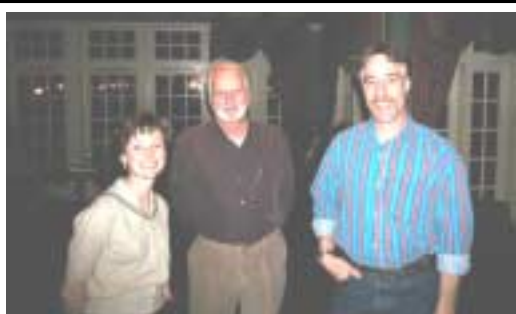
Sid touched on electrical estimating from the conceptual stage where the type of building along with use and occupancy are considered. From that the electrical service can be sized.

As with other disciplines electrical systems have their own components and subcomponents ranging from switchboards and panels, motors, conduit and wire, bus duct and cable tray and so on. All of these components are taken-off, priced and labored as part of the estimate.

Mr. Numerof emphasized the importance of reading the specifications including the general and special conditions, as there may be items that would directly impact your scope of work. Make sure you understand the big picture before a bid is submitted.

In closing Mr. Numerof conducts an electrical estimating seminar during the ASPE National Convention and we thank him for visiting our chapter. By the way, Sid asked us what trade has the lowest workman's compensation premiums? The answer is electricians because they tend to be very careful around their work.

Pictures of meeting on February 13, 2002, Christiana Hilton...



Dedicated to Improving the Skills of Construction Estimators...

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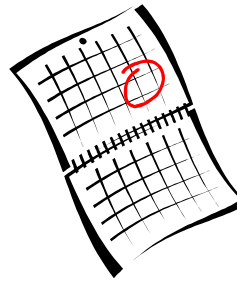
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Tony Ricciardi, Fax Committee
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Jim McLaughlin, Golf Committee
jimmcl@uwco.net

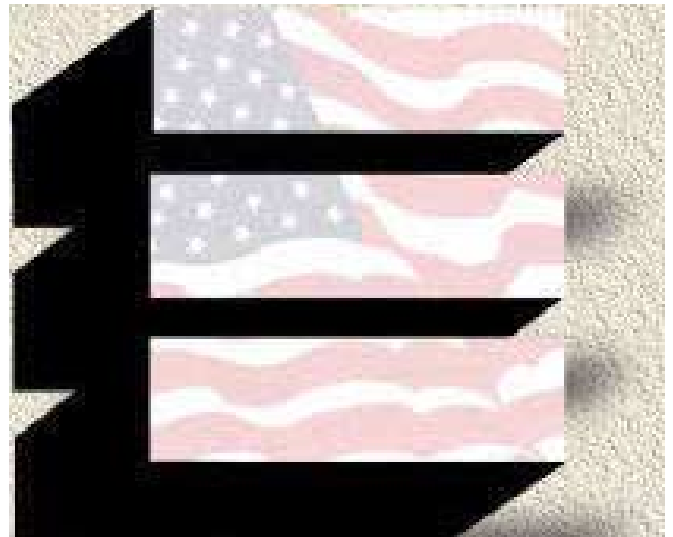
Joe Connelly, Newsletter Committee
Joe.Connelly@mdavisinc.com



**UPDATE
YOUR
CALENDARS**

Meeting Notices...

- March 13, 2002 - Dinner Meeting
Christiana Hilton
"How To Motivate a Contractor"
Board meeting to follow
- April 10, 2002 - Dinner Meeting
Christiana Hilton
"Claims Resolution"
Board meeting to follow



«Classified»

Miken Commercial Builders Inc. is seeking an experienced Construction Estimator to work in the New Castle office.

If interested, please contact...
Kathy Bear @ 302-656-2556 or
kbear@mikenbuilders.com

Got Something to Say? We want to hear your editorials, comments, and stories. For membership, please submit it to Bruce Gollicker, Bohemia River Consultants, fax (410) 620-3952.

Deadline for submission is the last Friday of the month

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Information Update

To help us improve getting information and invitations out to members, as well as non-members, please take a couple of minutes out to help us update our data base.

We are trying to improve on reaching everyone that would like to know what's going on with our local Delaware ASPE Chapter, or attend our monthly dinner and seminar meetings.

Please take a couple of minutes to fill in the information below, and fax or e-mail it to: Rob Anderson at 302-453-4493(fax), randerson@panickle.com(e-mail).

Name:

Company:

Address:

Phone:

Fax:

E-Mail:

Your response is much appreciated.
Thank you!

FOR IMMEDIATE RELEASE

January 22, 2002

The Blue Book of Building and Construction Announces American Society of Professional Estimators as Newest BB-Bid Affiliate Partner

Westchester, NY- The Blue Book of Building and Construction has announced The American Society of Professional Estimators (ASPE) as the newest BB-Bid Affiliate Partner. The partnership gives Association members access to The Blue Book's free online services directly from the www.aspenational.org home page.

The BB-Bid Affiliate Program establishes partnerships between The Blue Book and various organizations to enhance productivity and profitability with BB-Bid, The Blue Book's free online bidding and procurement system. "ASPE provides leadership, fellowship, education, certification, standards and ethics to professional estimators since 1956. The Blue Book and BB-Bid are strong resources for the professional estimator committed to profitable, timely project delivery" said Vern Smith, Corporate Accounts

Since 1913, The Blue Book has played a central role in forging business relationships by networking buyers and sellers of construction and building-related products and services. "This will be a profitable and mutually beneficial partnership for both parties. I'm pleased that The Blue Book is recognizing ASPE. The Blue Book and BB-Bid are invaluable resources for any contractor," said Joe Majewski, National President of ASPE.

For more information on the BB-Bid Affiliate program, please contact Kristin Wolinsky, Marketing Communications Specialist at 800-431-2584 ext. 387 or kwolinsky@thebluebook.com.

About The Blue Book...

The Blue Book of Building & Construction offers the most comprehensive database of regional directories in the construction industry. With over 1,000,000 pre-qualified company listings, it is the most accurate, up-to-date source of contractors, suppliers and service providers working within the building and construction industry. Last year, nearly 600,000 copies were distributed free of charge to buyers and specifiers of construction related products and services throughout the U.S.

BB-Bid, the industry's first online bidding, communication and procurement tool, was released in 1999 and is available free of charge at www.thebluebook.com. BB-Bid provides unlimited access to The Blue Book's pre-qualified vendor database – offering construction professionals a more efficient, functional and profitable tool for doing business online.

About The American Society of Professional Estimators...

The American Society of Professional Estimators began in 1956 and serves construction estimators by providing education, fellowship, and opportunity for professional development. ASPE encourages a wide range of educational activities that provide learning experiences for estimators at all experience levels. For more information on ASPE benefits, visit www.aspenational.org or call 301-929-8848.

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“LIGHTENED PERSPECTIVE”

Written by Andy Rooney. Enjoy!

Submitted by: Ed Alexander

I've learned.... That the best classroom in the world is at the feet of an elderly person.

I've learned.... That when you're in love, it shows.

I've learned.... That just one person saying to me, "You've made my Day!" makes my day.

I've learned.... That having a child fall asleep in your arms is one of the most peaceful feelings in the world.

I've learned.... That being kind is more important than being right.

I've learned.... That you should never say no to a gift from a child.

I've learned.... That I can always pray for someone when I don't have the strength to help him in some other way.

I've learned.... That no matter how serious your life requires you to be, everyone needs a friend to act goofy with.

I've learned.... That sometimes all a person needs is a hand to hold and a heart to understand.

I've learned.... That simple walks with my father around the block on summer nights when I was a child did wonders for me as an adult.

I've learned.... That life is like a roll of toilet paper. The closer it gets to the end, the faster it goes.

I've learned.... That we should be glad God doesn't give us Everything we ask for.

I've learned.... That money doesn't buy class.

I've learned.... That it's those small daily happenings that make life so spectacular.

I've learned... That under everyone's hard shell is someone who wants to be appreciated and loved.

I've learned.... That the Lord didn't do it all in one day. What makes me think I can?

I've learned.... That to ignore the facts does not change the facts.

I've learned.... That when you plan to get even with someone, you are only letting that person continue to hurt you.

I've learned.... That love, not time, heals all wounds.

I've learned.... That the easiest way for me to grow as a person is to surround myself with people smarter than I am.

Dedicated to Improving the Skills of Construction Estimators...

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Size	(1) Month	(3) Mths	(6) Mths	(9) Mths	(1) Yr
Business Card	\$7	\$20	\$38	\$54	\$70
(2) Bus. Card	\$13	\$38	\$68	\$95	\$120
1/3 Page	\$20	\$60	\$105	\$150	\$190
1/2 Page	\$26	\$80	\$140	\$195	\$240

Wanted: Additional raffle prizes. Wouldn't it be nice if we had 2nd, 3rd, etc. prizes for our monthly raffle? Some suggested items are sports tickets, shirts, and hats, booze, discount

Delaware Chapter ASPE
P. O. Box 3515
Greenville, DE 19807-0515

**We know you're busy,
So as a reminder.....**

Unless otherwise noted, *Chapter meetings* are the **Second Wednesday** of each month.
Board Meetings are the **Second Wednesday** of each month.

**Deadline for submission
to the Newsletter is the last
Friday of each month.**

www.aspede.org

American Society of Professional Estimators



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