

REALITY CHECK

Issue 5, Volume 01 – 02 ~ ASPE DE CHAPTER “75”

MARCH, 2002

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PRESIDENT’S MESSAGE

Bruce J. Gollilcker
ASPE Delaware Chapter President

Mark your calendars for **June 6, 2002**, for our 3rd Annual Golf Outing and Fund Raiser for ASPE, Chapter 75. This year’s event will be held at Springfield Country Club in Springfield, Pennsylvania just 35 minutes from Wilmington, DE. Starting tee off time is 9:30am. A barbecue, complete with contests and prizes, will follow in the afternoon.

We are in need of some volunteers who aren’t playing golf to help with the day’s events. If you know of anyone who is interested in volunteering please let us know. Please support our organization and turn out for a day with your fellow estimators and contractors.

Anyone interested in having their company sponsor a golf hole or in donating prizes please contact Beth Anne Fylak with M Davis at 302-998-3385, or e-mail her at beth.fylak@mdavisinc.com

ASPE Delaware Academic Assistance Program is accepting application for our tuition reimbursement program for the September school year. This program has been established to promote and foster full time or part time higher education in estimating or construction related fields i.e., engineering, construction management, and trades such as carpentry, plumbing, and masonry. If you would like to apply contact B. Gollicker or Ed Alexander.

Finally I would like to thank Wayne Shannon and Rob Anderson for their efforts in arranging the dinner meeting and guest speakers the last few months. The attendance has been extraordinary.

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

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@panicke.com(e-mail).

Name:
Company:
Address:
Phone:
Fax:
E-Mail:

Your response is much appreciated.

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

Dedicated to Improving the Skills of Construction Estimators...

March Meeting Minutes By: Jerry Doherty

The March meeting for the general membership of ASPE Delaware Chapter 75 was called to order at 6:30 pm, March 13, 2002. A quorum was recognized.

The meeting was well attended by the general membership. Total attendance was 55. A special thanks to the faxing committee.

Opening remarks were made by Delaware Chapter president Bruce Gollicker.

ASPE Chapter Business

ASPE Chapter president, Bruce Gollicker, stated that the next ASPE general membership meeting will be held at 5:30 pm on Wednesday, April 10, 2002 at the Christiana Hilton. The program will be a discussion on claims resolution

Jeff Coopersmith, Finance, reported the current account balance of \$9,287.23, excluding the March general meeting proceeds.

The ASPE Delaware annual golf outing date has been set. The date will be June 6, 2002, and will be held at the Springfield (Pa.) Country Club. All members are encouraged to attend and sign up as many guests as possible.

Program

Chapter President, Bruce Gollicker, introduced Mr. Don Logan, from Tighe, Cottrell & Logan, P.A., as the guest speaker for the evening. Mr. Logan's presentation was titled "How to Motivate Non performing Subcontractors". A special thanks goes out to Don, who always seems to make time to speak to ASPE Delaware.

The general meeting was adjourned at 8:05 pm



Bruce Gollicker, President
bgollicker@msn.com

Mike Gioffre, 1st VP

Jim Connell, 2nd VP
jconnell@barclaywhite.com

Wayne Shannon, 3rd VP
wshannon@disabatino.com

Jerry Doherty, Secretary
jdoherty@ediscompany.com

Jeff Coopersmith, Treasurer
jeff@bc-const.com

Ed Lupinek, 1st Director
lupineke@jaed.com

Fred Gschweng, 2nd Director
f.gschweng@waymanfireprotection.com

Buzz' Kingsley, 3rd Director
kingsleyf@jaed.com

Wilson Davis, 4th Director
wdavis@polarmechanical.com

Chris Coliukos, Sr., 5th Director
coliukosc@jaed.com

Rob Anderson, Fax Committee Head
randerson@panickle.com

Tony Ricciardi, Fax Committee
tricciardi@NCBldrs.com

Jim McLaughlin, Golf Committee
jimmcl@uwco.net

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

Thank You ~ DON LOGAN **By: Joe Connelly, CPE**

A special thanks to Donald Logan with Tighe, Cottrell & Logan for speaking to our chapter this month on the topic of “*Motivating Subcontractors that are not Performing.*” Mr. Logan, an experienced Construction Law Attorney shared with us important information relating to the rights and responsibilities of those who have entered into a contract for a construction project.

Don expressed the importance of “documentation”. This applies specifically to field reports. Our front line supervisors need to understand the importance of the accuracy of a field report or job journal. If a claim arises on a project these documents can be submitted as an exhibit, therefore it is important to have clear accurate records noting any discrepancies that may impact performance.

Know what your contractual obligations are prior to signing a contract. Look for clauses that may render you with no recourse should the job go bad. Know the difference between “paid when paid” vs. “paid if paid.” Mr. Logan mentioned instances where the General Contractor may have paid his/her Subcontractor, and the Subcontractor never paid his/her Suppliers – hence the General Contractor or Owner may end up paying for services more than once.

The importance of documentation seemed to be the common thread throughout the discussion. This is particularly important with correspondence with the bonding company. There are rigid requirements to be followed when working with a performance bond, especially if trouble arises on a project and the correct steps were not followed. The insurance that the bond provides

could be withdrawn, hence ending up your financial obligation.

Claims resolution can be an

expensive process depending on the financial risks coupled with a party’s willingness or unwillingness to resolve a dispute. The methods can range from Mediation (least expensive – best results) to Litigation (most expensive – time consuming). Common sense and communication are keys to minimizing claims. Checking egos in at the door doesn’t hurt either.



Keep an eye out for your invitation to our 3rd Annual Golf Outing on, **June 6, 2002**

ASPE Delaware Chapter Treasurer’s Report

By: Jeff Coopersmith

Our bank account at Wilmington Trust has a current balance of \$7,416.58.

Michael Stevens has been awarded \$486.50, becoming the first student to receive reimbursement through our Academic Assistance program.

No changes have been enacted to the by-laws.

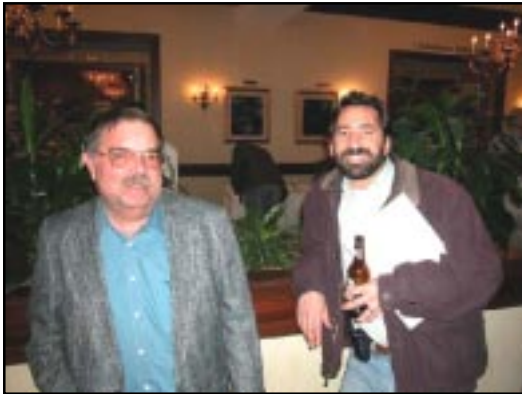
A huge \$56 was won by March’s winner of the 50-50 raffle.

Get your company noticed and get a special mention at the monthly meeting and in Reality Check by supplying additional raffle prizes. Wouldn’t it be nice if we had 2nd, 3rd, etc. prizes for the raffle? Some suggested items are sports tickets, shirts, hats, booze, discount certificates, etc.

**Pictures of Members & Friends
at the March 13, 2002 Meeting:**



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Above: (L-R) Dave French, A&F Products Inc.;
Ken Kirschner, Wilmington Glass



Above: (L-R) Chris Coliukos, Jr.; Tim Panchak;
Rich Murphy



Above: (L-R) Geoff Reichelt, Guardian; Larry Beers,
Alpine; Dan Wiant, Shureline



Above: (L-R) Sonny Telford, Radius;
Rick Rettig, Merit Mechanical



Above: (L-R) Jim Connell, Barclay White Skanska;
Will Malone, W.S. Malone Co.



Above: (L-R) Randy Daniels; Mike Boyle;
Kevin Cooke; Frank Barba

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.

Meeting Notice for ~ *April 10, 2002*

**Dinner Meeting:
CHRISTIANA HILTON**

Speaker: Todd Breck - The Breckstone Group
Topic: Concrete Repair Estimating

**Board Meeting to follow...*

<u>ASPE Delaware Chapter Advertising Rates</u>					
<u>Size</u>	<u>(1) Month</u>	<u>(3) Mths</u>	<u>(6) Mths</u>	<u>(9) Mths</u>	<u>(1) Yr</u>
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
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