

# REALITY CHECK

Issue 6, Volume 01 – 02 ~ ASPE DE CHAPTER “75”

APRIL, 2002

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## *ASPE Mission Statement*

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

## **PRESIDENT’S MESSAGE**

**Bruce J. Gollilcker**  
**ASPE Delaware Chapter President**

I would like to encourage all of the members to help support our Third Annual Golf Outing, being held on June 6, 2002, by raising funds for a great cause. This event is a chance for a wonderful day outdoors with friends and other construction professionals.

We need your help by either attending or participating in the activities at our Third Annual Golf Outing on June 6, 2002 at the Springfield Country Club, Springfield, PA. We need sponsors to contribute \$125 dollars per hole or \$150 for two holes. If you’re not playing golf we need people to work during the outing by providing beverages and food on the course. The proceeds from this Golf Outing are used to support our Scholarship Fund. If you interested in participating in this event, contact Beth Anne Fylak at M. Davis at (302) 998-3385 or Jim McLaughin at Union Wholesale Company. Our goal is to have 100 golfers at this years outing. Time is running out, and we need your support to accomplish the goal.

Delaware Chapter ASPE has opened the nominations for new board member officers for new business year starting in July of 2002 to June of 2003. The nominations will close May 15, 2002, and ballots will be sent out to all the membership. The results shall be announced at the June 6, 2002 dinner meeting. Contact Wilson Davis of Polar Mechancial if you are running for an office.

Our Chapter has come a long way in just three short years so take the time to participate in our success by joining a committee or running for an office.

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

## **APRIL MEETING MINUTES**

**By: Ed Alexander**

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### **April 2002 General Membership Meeting Minutes**

The April meeting for the general membership of ASPE Delaware Chapter 75 was called to order at 6:38 pm, April 10, 2002. A quorum was recognized.

Opening remarks were made by Chapter President Bruce Gollicker who commented that ASPE really is a unique opportunity for those in our industry who want to advance their careers through continuing education, networking with others, fellowship and service to our industry. Bruce then started the round-robin self-introduction process. There were 35 members and guests.

### **ASPE Chapter Business**

ASPE Chapter president, Bruce Gollicker, stated that the next ASPE general membership meeting, on Wednesday, May 8, 2002, will start with "Attitude Adjustment" at 5:30 pm and dinner at 6:30PM, at the Christiana Hilton. The program will be "On-Line Bidding as practiced by DuPont. The speakers will be Ms. Debbie diOssi of Dupont speaking for the owner and John Gooden of M. Davis speaking for the contractors.

Ed Lupinek, Certification Chair, presented new Certified Professional Estimator certificates to the following new CPEs: Al Krusheski and Wayne Shannon, chapter 3<sup>rd</sup> VP. Ed presented a renewed Certified Professional Estimator certificate to Jeff Coopersmith, chapter treasurer.

**GOLF OUTING  
REGISTRATION  
FORMS AND  
SPONSOR FORMS  
ARE DUE...  
MAY 6, 2002**

Bruce discussed the June 6<sup>th</sup>, 3<sup>rd</sup> Annual Scholarship Golf Outing. It will be held at the Springfield Country club in Springfield, PA, just across the DE/PA border. The Golf outing costs \$125 a person. Companies can sponsor a hole for \$125 for one sign or \$150 for two signs. The chapter needs non-players to help organize and run the event. The shotgun start will be at 9:30AM. There will be a prize of a new car for the first person to shoot a hole-in-one on the 18<sup>th</sup> green. It should be a nice day to play or be out helping.

The winner of the 50-50 raffle was Beth Anne Fylak's baby, \$33.00. Beth Anne is the Reality Check editor and has been responsible for the new/improved newsletter.

Bruce opened the nomination process. Wilson Davis of Polar Mechanical will be the chief teller and will receive nominations by fax at 302-994-2668 until the May meeting. Thereafter, Wilson will e-mail ballots to all

*April Meeting Minutes cont'd...*

members. Ballots are to be returned to him by e-mail or fax to him by May 31st, 2002. New officers will be announced at the June Scholarship Golf Outing.

**Program**

Wayne Shannon, Program Chair, introduced our guest speaker, Todd Breck, architect and professional engineer, from the Breckstone Group, Inc. Todd gave a very interesting and enlightening talk on how to estimate the cost of Renovating Concrete. His talk included details and project pictures of bad concrete, its repair and/or replacement. He included detailed handouts explaining the various types of concrete, how to repair it, how to use unit prices, and problems his company encountered on the project. He also explained the lessons he learned from this and other projects. The program was comprehensive and well received. Bruce presented Todd with the traditional chapter plaque of appreciation

Bruce reminded the board member there would be a short board meeting right after the membership meeting.

The general meeting was adjourned at 8:25 pm.



**DELAWARE  
CHAPTER 75**

**MEET CHAPTER  
#75 BOARD  
MEMBERS**



Bruce Gollicker, President - By Laws  
[bgollicker@msn.com](mailto:bgollicker@msn.com)

Mike Gioffre, 1<sup>st</sup> VP - Planning

Jim Connell, 2<sup>nd</sup> VP - Membership  
[jconnell@barclaywhite.com](mailto:jconnell@barclaywhite.com)

Wayne Shannon, 3<sup>rd</sup> VP - Program  
[wshannon@disabatino.com](mailto:wshannon@disabatino.com)

Jerry Doherty, Secretary - Archives  
[jdoherty@ediscompany.com](mailto:jdoherty@ediscompany.com)

Jeff Coopersmith, Treasurer - Finance  
[jeff@bc-const.com](mailto:jeff@bc-const.com)

Ed Lupinek, 1<sup>st</sup> Director - Cert./Cont. Cert.  
[lupineke@jaed.com](mailto:lupineke@jaed.com)

Fred Gschweng, 2<sup>nd</sup> Director - Website  
[f.gschweng@waymanfireprotection.com](mailto:f.gschweng@waymanfireprotection.com)

Buzz Kingsley, 3<sup>rd</sup> Director - Standards  
[kingsleyf@jaed.com](mailto:kingsleyf@jaed.com)

Wilson Davis, 4<sup>th</sup> Director - Welcoming Nomination  
[wdavis@polarmechanical.com](mailto:wdavis@polarmechanical.com)

Chris Coliukos, Sr., 5<sup>th</sup> Director - Ethics  
[coliukosc@jaed.com](mailto:coliukosc@jaed.com)

Ed Alexander, Past President- Awards Committee  
[eda@bc-const.com](mailto:eda@bc-const.com)

Rob Anderson, Fax Committee Head  
[randerson@panickle.com](mailto:randerson@panickle.com)

Jim McLaughlin, Golf Committee/Outing  
[jimmcl@uwco.net](mailto:jimmcl@uwco.net)

Joe Connelly, Newsletter Committee  
[Joe.Connelly@mdavisinc.com](mailto:Joe.Connelly@mdavisinc.com)

**“Business is a lot like a game of tennis – those who serve well usually end up winning.”**  
- Anonymous

## **Todd T. Breck – Breckstone Group**

### **“How to Estimate the Repairs in Structural Concrete”**

By: Joe Connelly

ASPE Chapter 75 would like to thank Todd Breck AIA, P.E., with the Breckstone Group, Inc. Wilmington, DE for speaking at our April 2002 Chapter Meeting. Mr. Breck and his firm specialize in the design and construction management of building envelope restoration projects.

The model project presented during the discussion was a high rise condominium. There was moderate to severe concrete deterioration throughout the structure. This included the balconies, interior floors, stairwells and some exterior walls. The level and cause of deterioration has to be determined during an inspection.

As with any type of estimate some type of quantification must be utilized as a basis for accurate pricing. The method of estimate depends on the timing/urgency of the repairs and the available scope. The model project utilized a combination of lump sum and unit pricing. The unit price basis of estimate is selected when the extent of the work cannot be calculated upfront. The unit price descriptions below are some utilized during this project.

- Partial depth slab repair. = \$/sf
- Full depth slab repair. = \$/sf
- Rebar cleaned & recoated = \$/lf
- Re-caulk at window sills = \$/lf

General conditions costs such as engineering, mobilization, demobilization rentals, scaffold, trailers, etc. were handled as a direct cost with a negotiated mark-up.

For more information regarding this type of work refer to the International Concrete Repair Institute (ICRI).

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**CONGRATULATIONS TO OUR NEW CPE's!**

**Al Krusheski**

**Wayne Shannon**

**And...CONGRATULATIONS TO OUR  
RENEWED CPE!**

**Jeff Coopersmith**

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## **TIME IS RUNNING OUT!**

By: Bruce Gollicker



**Help the ASPE Scholarship Fund and promote business. Sponsors are still needed for the golf outing at Springfield Country Club. I challenge you to find sponsors who are willing to contribute \$125 dollars per hole or \$150 dollars for two holes for the Annual Golf Outing on June 6. The deadline for sponsors is May 6, 2002. Please use the contacts that you have from other organizations and in your daily business. Remember the proceeds support our ASPE Scholarship Fund. Thank you in advance for your support.**

### **Free Market/On-Line Bidding**

Come join us on on **May 8, 2002** to learn about the new trend in procurement of contracting services - Free Market/On-Line Bidding. Our speakers will be Deborah A. DiOssi (Buyer, DFS Sourcing) who shall represent the owners perspective, and John Gooden (VP, M. Davis & Sons, Inc.) who shall represent the contractors perspective.

This is one you don't want to miss!

**Where: Christiana Hilton  
Time: 5:30 p.m. ~ Cocktail Hour  
6:00 p.m. ~ Dinner Meeting**

Submitted by: Joe Connelly



Dedicated to Improving the Skills of Construction Estimators...

JUNE 6, 2002

# ASPE DE CHAPTER "75" "3<sup>RD</sup> ANNUAL SCHOLARSHIP GOLF OUTING!"

Springfield Country Club  
Springfield, PA



MAIL FORM & PAYMENT TO:

Ms. Beth Anne Fylak  
M. Davis & Sons, Inc.  
200 Hadco Road  
Wilmington, DE 19804-1000

For any questions, contact ~ Wayne Shannon @ (302) 652-3838

We know you're busy,  
So as a reminder!

Unless otherwise noted, *Chapter meetings* are held on 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.**

### ASPE Delaware Chapter Advertising Rates

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 2<sup>nd</sup>, 3<sup>rd</sup>, etc. prizes for our monthly raffle? Some suggested items are sports tickets, shirts, and hats, booze, discount

**Delaware Chapter ASPE  
P. O. Box 3515  
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