



REALITY CHECK



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Delaware Chapter ASPE

JUNE 2001

Bruce Gollicker, Editor, Pyro-Tech Fire Protection

ASPE Mission Statement

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

Officers & Committees 2000-2001

President	Ed Alexander, CPE	Planning
1st V P	Mike Gioffre, CPE	Education
2nd V P	Jim Connell, CPE	Membership
3rd V P	Bruce Gollicker	Newsletter
Secretary	Jerry Doherty, CPE	Legal/Archive
Treasurer	Jeff Coopersmith, CPE	Finance
1st Director	Ed Lupinek, CPE	Certification
2nd Director	Wayne Shannon	Program
3rd Director	Buzz" Kingsley	Standards
4th Director	Rich Murphy	Ethics
5th Director	Anne Jacobi	Publicity
	Tony Ricciardi	Faxing
	Jim McLaughlin	Golf Outing
	Wilson Davis	Welcoming
	Fred Gschweng	Internet

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

June 2000 President's Message

Time flies when you are having fun!

It has been over two years since 24 estimators met at the DCA offices to form the Delaware Chapter, #75 of The American Society of Professional Estimators. I have been honored to be your president. I have also been blessed with an outstanding team of officers, directors, committee chairpersons and individual members.

In these two years, we have gained and held our membership strength, conducted regular monthly meeting with exceptional speakers and some of those meetings were joint meetings with ASHRAE and CSI, established a Scholarship Assistance Program, held two fund raising events which have netted close to \$2,000 for our

scholarship program, will hold our Second Golf Outing on June 21st, helped eight of our members (with more to come) become Certified Professional Estimators, hosted an East Region Conference, helped the national Standards Board, produced a world class newsletter more than eight months a year, helped other chapters with their newsletters, produced a draft standard with examples and preset information for starting new chapters, created a standard membership database for ASPE chapters, and created an outstanding website - aspede.org - which is available to other chapters as a model.

All of these accomplishments are a direct result of the teamwork of your officers, directors, committee chairpersons and individual members who have worked extremely hard to accomplish these objectives.

As we approach our third year as ASPE Delaware, I know each of you will continue to work and support your new officers to build even a stronger and better chapter.

Thank you for your support,

Ed Alexander, CPE

ASPE Delaware Chapter President

UPCOMING EVENTS FOR 2001

June 2001 Golf Outing & Awards Banquet

July 2001 No Meeting

August 2001 No Meeting

September 12, 2001 John McMann Presents "State Government and Construction"

October 10, 2001 "Requirements for Building Permits/Inspections"

November 14, 2001 "Hazardous Material Abatement"

December 12, 2001 Ken Jester Presents "E.I.F.S.- Some new developments in the industry"

Dedicated to Improving the Skills of Construction Estimators...



Specifier's Notebook: Blending Project Design and the Internet

Robert Defeo and Michael Lorenz, P.E., Kling Lindquist, Philadelphia
Consulting-Specifying Engineer- May 2001 -- 5/1/01

Computer-aided design (CAD) can range from simply creating two-dimensional documents for engineering deliverables to generating complete three-dimensional (3D) computational database models of design intent. In either case, the Internet can increase the usability of CAD information in a variety of ways, from making documentation more interactive to sharing intelligent information among project-team members. **Project Web sites and Web collaboration**

One method to enhance CAD interaction is the use of **extranets**, or **project-specific Web sites**. Project-specific Web sites allow the project team to have a central document repository for posting project progress and interacting with project information, including CAD documentation.

Project-specific Web sites are, however, limited in helping maximize project-team collaboration. These sites also introduce certain risks with regards to project security. In addition, the management of project-specific sites entails increased administrative responsibilities. The appropriateness of this option, therefore, is dependent on the cost of getting the necessary knowledge and the hours required to develop and maintain the site—as well as the cost incurred for the Web space.

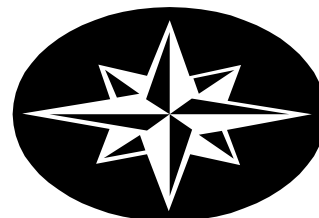
Another method of combining CAD and the Internet is to use a **Web-collaboration site** that can further enhance CAD interactivity. A Web-collaboration site is a remote -server location where project information can be stored. These sites, which are owned and maintained by a variety of companies, are readily available for project use. In general, these sites are prestructured for a project and can be edited to meet a project's specific needs.

The tools available within a Web-collaboration site can improve the interaction among project-team members. These tools include: viewing CAD files and other documents, redlining CAD and non-CAD documents, document control, workflow capabilities and increased security features. In addition, if the CAD graphics contain intelligent data, this information can be extracted from the CAD file and used in a variety of ways, including material takeoffs, equipment sizing, schedule generation, automatic specification development, calculations and quality assurance. This information can then be shared using the tools available on a Web-collaboration site. The cost associated with this option is usually a nominal monthly fee, depending on the storage space required for the project. **Keys to success**

Each design team's particular objectives can help determine the best Web-collaboration method for a project. For example, if the needs are to share document progress with limited interactivity and security, an extranet or project-specific Web site may be a good choice. If more intensive collaboration is required—such as advanced viewing tools, redlining tools, interactive request-for-information logs, electronic bid submission, interactive design between branch offices or increased security tools—a prestructured Web-collaboration site can meet those needs.

One important thing to keep in mind is that the success of any Internet venture is often dependent on the **available bandwidth** at participating firms. Bandwidth should be a consideration for all team members involved in constructing and accessing the Internet site. A better connection to the Internet should increase the efficiency of a project and, more specifically, improve interaction with large CAD files. **Looking to the future**

The future promises more comprehensive **portals** that define a location for all information—a "one-stop shopping" area for a project. Additionally, a few examples of tools that can come with better Web technology and should enhance project administration include: advanced 3D CAD-model viewing; selected data extraction and linking from the CAD model; vendor interaction for pricing and specifications; equipment downloading and linking; material availability; and constructability input from subcontractors. In the meantime, considering design-team capabilities and project goals can help to optimize the combination of CAD and the Internet



Dedicated to Improving the Skills of Construction Estimators...

The May meeting for the general membership of ASPE Delaware Chapter 75 was called to order at 6:30 pm, May 9, 2001. A quorum was recognized.

Opening remarks were made by Delaware Chapter president, Ed Alexander. Ed noted that the meeting was not well attended by the general membership, due in part by a faxing glitch which failed to remind members of the meeting. With the summer months approaching, typically a low attendance time of year, Ed requested that all members make an extra effort to attend the meetings.

After brief opening statements, all members introduced themselves, and the company they were representing.

ASPE Chapter Business

ASPE Chapter president, Ed Alexander, stated that the next ASPE general membership meeting will be held immediately following the June Golf Outing at the Delcastle Golf Club on Thursday, June 21, 2001.

Jeff Coopersmith, Finance, reported the winner of the 50-50 raffle was again, you guessed it, Wilson Davis.

Ed opened the floor for a last call for nominations to the Delaware Chapter Board of Directors. No new nominees were recorded and Ed officially closed the nominating for new board members. Election ballots will be forwarded to all members with final results tabulated and read at the June General meeting. (Golf outing reception)

Ed presented membership certificates to Paul Flannigan and Ed Szczerba, Jr. Congratulations and welcome to the association.

Program

Ed Alexander introduced Dr. Wesley Bowman, a psychologist with his firm, Delaware Family Center. Dr. Bowman completed a

presentation on stress management survival. His presentation was very well received as he was able to direct the discussion toward our industry and in particular, estimators.

The general meeting was adjourned at 8:25 pm



ASPE Chapter 75 Board of Directors Meeting Minutes

The April meeting of the Board of Directors of the American Society of Professional Estimators, Delaware Chapter 75 was called to order at 6 PM on Monday May 14, 2001.

Board members in attendance:

Ed Alexander, Chair
Bruce Gollicker

Other attendees:

Wilson Davis
Fred Gschweng

Location:

Bancroft Construction Office, Wilmington, Delaware

General Business:

1. Meeting called to order at 6:05PM EST. The members wished Fred a happy birthday and appreciated his attendance on his birthday.
2. Fred Gschweng, Website Committee Chair, reviewed additional developments of the ASPE Delaware Chapter 75 web site design and architecture. The portions of the site that are still under development include Certification, e-mail, and Help (Website address: www.aspede.org). Companies of members can buy direct links to their sites for \$50 per year; see Wayman listing for an example.
3. Nominating Committee: Ballots are being distributed to members. Ballots will be counted at the June 21st Meeting.

Dedicated to Improving the Skills of Construction Estimators...

4. Education Committee: The board discussed the evaluation criterion form for the ASPE Academic Assistance Program, which Jeff Coopersmith had produced. Several additions were suggested. The amended form will be e-mailed to all board members.
5. Jeff Coopersmith, Finance Chair, stated that our current bank balance is \$6,381.37, including \$16 from the April 50-50 raffle, which was won by Rick Grimmanger. 19 members attended May's meeting. Jeff also has stated in his report that we need raffle prizes for the upcoming June golf outing. Some suggested items are sports tickets, shirts, hats, booze, discount certificates, etc.
6. Golf Outing: Jim McLaughlin reports the golf outing is on track and he expects the turnout to be in the ranger of 40 to 50 people. One question arose: are we going to have volunteers at the golf outing to answer questions and direct people?
7. Archives Committee: No report
8. Awards Committee: Mike Gioffre requests all committee input to be returned to him ASAP.
9. Standards Committee: Standards committee has read and retuned one paper to the national standards board and is in the process of reading two more.
10. Certification/Continuing Education Committee: May 31 deadline for CPE papers.
11. Ethics Committee: No report.
12. Faxing Committee: Fax bounce is going out on schedule.
13. Public Relations: No report.
14. Bruce Gollicker, Newsletter Committee Chair stated that last month's newsletter was sent out on time. Bruce also reminded everyone to complete their committee reports and get them to him in a timely manner.
15. Membership Committee: Wilson Davis delivered a draft set of questions to help understand the interests and strengths of new

members for use in assigning them to committees. Suggestions were added. The amended list will be e-mailed to all board members. The idea of "Guest Night" or a free intro look at the chapter for guests was discussed. This could be a way for the Membership Committee to reach out to potential members. It was discussed that ASPE needs to reach out for more GC and sub members.

16. Student chapter is on hold until we can get a sponsor, however with the Academic Assistance Program being introduced at Del Tech, that may come to pass next year.
17. Meeting adjourned at 8:15 pm.

The American Engineering Campaign

Consulting-Specifying Engineer -- 5/7/01 8:53:00 AM

Aimed at demystifying engineering and emphasizing the innovative role engineers play in improving the quality of life and solving societal problems, the National Society of Professional Engineers (NSPE) recently launched a nationwide initiative: The American Engineering Campaign.

"We will show young people how engineers change the world—from the Internet, to Disney World's new rides, to the most advanced medical devices," said NSPE Executive Director Patrick J. Natalie, P.E.

As the demand for engineers skyrockets, fewer students are obtaining engineering degrees. In fact, the Engineering Workforce Commission found that, between 1986 and 1998, the number of students receiving bachelor's degrees in engineering declined by 19.8 percent, while the number of non-engineering bachelor's degrees awarded went up 20 percent.

In an attempt to address this shortage of engineering students, one of the campaign's activities will be to go into classrooms across America to explain to kids just what engineers do and the role engineers play in so many facets of community life.

For more information on the campaign, check out: www.americanengineeringcampaign.org.

Dedicated to Improving the Skills of Construction Estimators...

ASPE Delaware Chapter 75

2nd Annual Scholarship Golf Outing



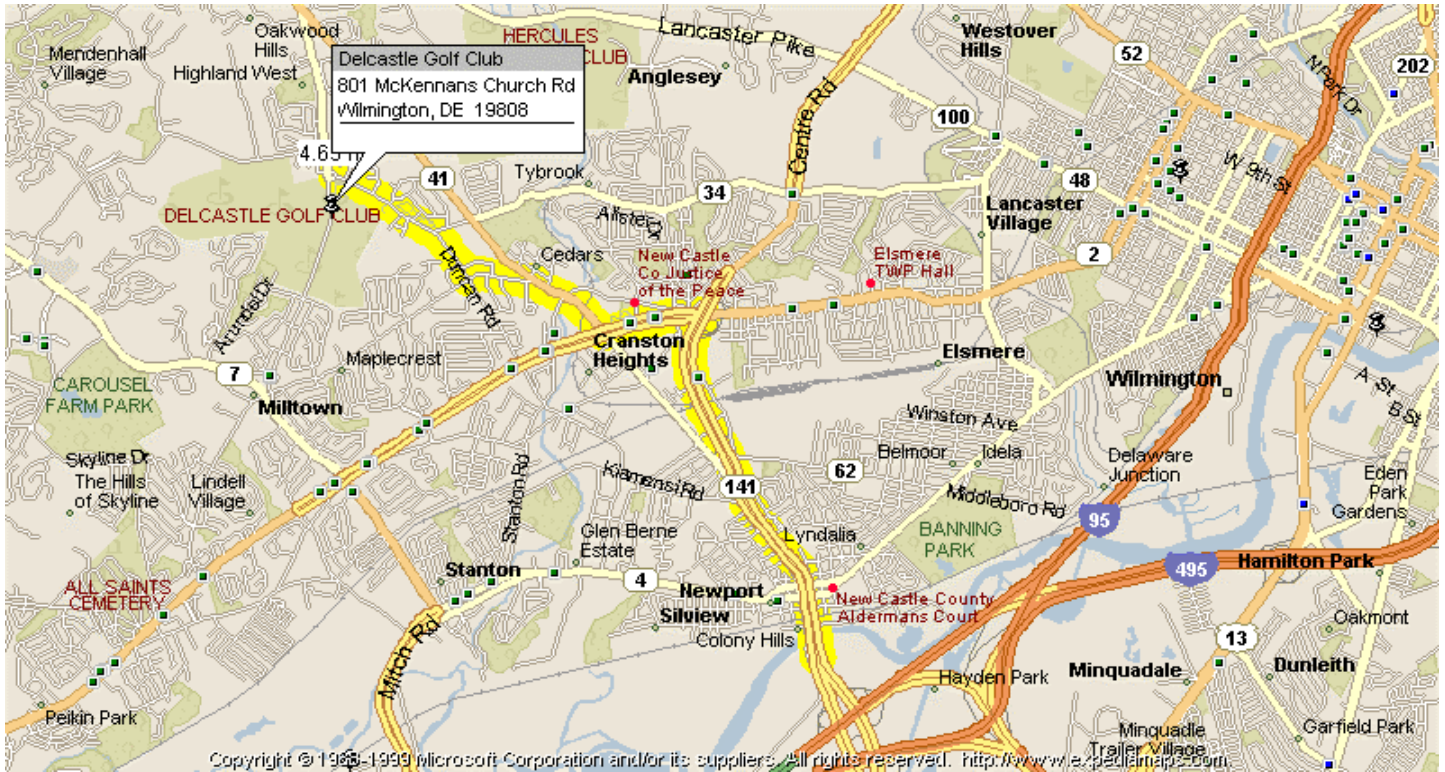
Registration @ 11:00AM	801 McKennan's Church Road
Tee Times From NOON - 1:30PM	Wilmington, Delaware 19808
Cash Bar After Golf	For directions call (302) 995-1990
Buffet Dinner @ 6:00PM	
Date & Time	Location
June 21, 2001	Delcastle Golf Club

All net proceeds fund ASPE Delaware scholarships for students in construction related courses.

Name & Company	Golf & Dinner \$100 per person	Dinner Only \$40 per person
	<input type="checkbox"/>	<input type="checkbox"/>
	<input type="checkbox"/>	<input type="checkbox"/>
	<input type="checkbox"/>	<input type="checkbox"/>
	<input type="checkbox"/>	<input type="checkbox"/>

Please fax your response to Jim McLaughlin @ Union Wholesale Company, 1-302-656-1102, **NO LATER THAN** June 6, 2001.

Dedicated to Improving the Skills of Construction Estimators...



From I-95

- Take Route **141 North** to Route **2 West** (Kirkwood Highway)
- Take Route **2 West** to Route **41 North** (toward Avondale / Lancaster)
- Take Route **41 North** (4/10 of a mile) to **Milltown Rd.** (turn left)
- Take **Milltown Rd.** to **Duncan Rd.** (turn right)
- **Duncan Rd.** goes directly to the entrance of Delcastle Golf Club



Dedicated to Improving the Skills of Construction Estimators...

ASPE Delaware Academic Assistance Program

ASPE Delaware, Inc. has established an Academic Assistance Program to promote and foster full or part time higher education in estimating or construction related fields, i.e., architecture, engineering, construction management, general contracting, subcontracting, construction trades such as carpentry, plumbing masonry, etc.

ASPE Delaware, Inc. will reimburse selected students up to a specified amount for that student for a given year for tuition and books (but not fees or other expenses) for Estimating or construction related undergraduate programs at an accredited technical school, college or university, which are not already covered by another scholarship or assistance program.

Rules of the Academic Assistance Program:

1. Any student in Estimating or a construction related program may apply.
2. Assistance shall be allocated to applicants based on: funds available, academic and extracurricular activities, relative merits of the programs in which a student is enrolled, and relative needs of the various students who apply.
3. Assistance will be allocated without regard to race, creed, color, age, sex, national origin or sexual preference.
4. Preference may be given to students taking courses in Delaware, students from Delaware, or relatives of members of ASPE Delaware, Inc.
5. Funds allocated to a student will be reimbursed per the rules set out below.
6. Funds allocated to a student but not reimbursed to a student due to lack of required grade(s) in course(s) shall stay the property of ASPE Delaware, Inc.
7. The decision to award academic assistance is at the sole discretion of ASPE Delaware and all decisions of ASPE Delaware, Inc. are final.

How to apply:

To apply, you must complete and submit an Academic Assistance Program Application and attach the following: high school/college transcript, copy of college aid application, two letters of recommendation, employment history, copies of college entrance letter(s), any other pertinent information. **Applications, with required attachments, must be received by June 30, 2001 at ASPE Delaware, Inc., P.O. Box 3515, Greenville, DE 19087-0515.**

Each application is good for only one year and each applicant must reapply yearly.

If your application is accepted, you will receive a letter from ASPE Delaware, Inc. stating the specific amount of reimbursement that has been allocated to you on or about June.

How to obtain reimbursement:

To obtain reimbursement, submit a copy of your letter of acceptance along with all original receipts (any fees must be designated as such to separate them from tuition costs) and your official grades to ASPE Delaware, Inc. The reimbursement amount is dependent on the grade received.

Reimbursement by Grade	
Grade	Reimbursement
A or B	100%
C or "Pass" In Pass/Fail course	50%
Below C or "Fail" In Pass/Fail course	None

Taxation on Tuition Reimbursement:

Taxes, if any, on tuition reimbursement are solely the student's responsibility.

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ASPE Delaware Academic Assistance Program Application

ALL INFORMATION WILL BE KEPT CONFIDENTIAL

Name: _____ Home Phone: _____

Home Address: _____ Birth date: _____

_____ Marital Status: _____

High School: _____ Graduation Date: _____

Address: _____

College you plan to/currently attend: _____ Graduation Date: _____

College Address: _____

Have you applied: _____ Have you been accepted: _____ Intended Degree: _____

Intended Field of Study: _____

Why you have chosen your particular field of study: _____

Family or other information you may wish to bring to the Committee's attention: _____

In 200 words or less explain why ASPE Delaware, Inc. should be award you academic assistance (use a blank sheet of paper if more space is needed):

Attachments: Two Letters of Recommendation, Employment History, copies of High School/College Transcript, College Aid Application, College Freshman Entrance Letters. List any other tuition assistance programs you are eligible for or receiving.

I am the applicant described above and give permission to the American Society of Professional Estimators Delaware Chapter to verify any and or all of the information above. I understand that the decision to award academic assistance is at the sole discretion of ASPE Delaware and all decisions of ASPE Delaware, Inc. are final.

Signed _____ Date _____

Sponsor _____ Date _____

Application must be received, no later than June 30, 2001, by ASPE Delaware, Inc., P.O. Box 3515, Greenville, DE 19087-0515.

Dedicated to Improving the Skills of Construction Estimators...

Got Something to Say? We want to hear your editorials, comments, and stories. membership, please submit it to Bruce Gollicker, Pyro-Tech, fax (410) 392-8113. Deadline for submission is the last Friday of the month

**Tee times are 1st
come 1st served!!**



**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.

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

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

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