



ASPE Mission Statement

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

September 2001 President's Message

Officers & Committees 2000-2001

President	Bruce Gollicker, CPE	
	bgollicker@msn.com	
1st V P	Mike Gioffre, CPE	Publicity
2 nd V P	Jim Connell, CPE	Membership
	jconnell@barclaywhite.com	
3rd V P	Wayne Shannon	
	wshannon@mikenbuilders.com	
Secretary	Jerry Doherty, CPE	Legal/Archive
	jdoherty@ediscompany.com	
Treasurer	Jeff Coopersmith, CPE	Finance
	jeff@bc-const.com	
1 st Director	Ed Lupinek, CPE	Certification
	lupineke@jaed.com	
2 nd Director	Fred Gschweng	
	f.gschweng@waymanfireprotection.com	
3 rd Director	Buzz" Kingsley	
	kingsleyf@jaed.com	
4 th Director	Wilson Davis	
	Wdavis@polarmechnical.com	
5 th Director	Chris Coliukos, Sr.	
	coliukosc@jaed.com	

*Please e-mail the above officers with any questions or concerns you may have.

Franklin D Roosevelt is quoted as saying, " The only limit to our realization of tomorrow will be our doubt of today." That means that if we let today's doubts rule our actions we will be limiting our successes tomorrow.

The papers are full of news about layoffs, downsizing, higher unemployment and lower spending rates. Even though the pace of construction activity is high, there are predictions that it's about to slow down. In spite of this, we need to recognize and fulfill our organization's educational responsibilities. We need to do this in two ways.

First, we need to improve the educational opportunities of our current membership. Members with different specialized areas of expertise need to develop presentations to the members that will help us all become more productive and more aware of the networking possibilities available.

Second, we need to cultivate new membership by reaching out to vocational programs and technical schools and invite students, thus planting the seed for future membership. This could help bring new blood to the organization. If anyone is interested in pursuing this avenue please contact me.

By working to make this a stronger organization we all benefit in our profession. By making these commitments to the organization both by sharing our professional information and acting as mentors we will grow as professionals and as an organization.

We are starting our third year and still growing lets keep the chapter moving forward and continue to expand.

Bruce Gollicker,
ASPE Delaware Chapter President



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...



Mark Your Calendars!

2001 UPCOMING EVENTS

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

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

November 13-15, 2001 "Computers for Construction 2001, located at the PA Convention Center in Philadelphia"

November 14, 2001 "Hazardous Material Abatement"

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

AUGUST MEETING MINUTES:

The August meeting of the Board of Directors of the American Society of Professional Estimators, Delaware Chapter, was called to order at 6:30PM on Wednesday August 8, 2001. Pizza was served in deference to Jerry Doherty. Unfortunately, the pizza was late and Jerry was absent.

Board members in attendance:

Bruce Gollicker, Chairman

Ed Alexander

Chris Coliukos, Sr.

Jeff Coopersmith

Wilson Davis

Fred Gschweng

Ed Lupinek

Wayne Shannon

Other Attendees:

Joe Connelly, newsletter editor

A quorum was present.

A motion to accept the previous meeting minutes as written was made and accepted.

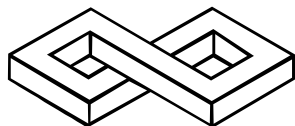
General Business:

- 1) The dates for the board meetings for the rest of the fiscal year 2001-2002 are: Sept 17th, Oct 15th, Nov 19th, Dec 17th, Jan. 14, 2002, Feb 18th, March 13th, Apr 15th, May 12th, June 12th, and Jul 10th.
- 2) A list of Delaware chapter officers and committee chairs with addressee, phone #, fax #, and e-mail addresses was passed out. Officers not present can get a copy from Ed Alexander.
- 3) Fred Gschweng proposal the chapter buy a good quality electronic camera to get quality pictures for the newsletter and website. That type of camera would cost about \$750 with telescopic lens and high quality graphics. The board did not oppose the idea but wanted to try to recruit a member who is a photographer and already has his/her camera. Fred will write a letter to the members and forward it to Joe Connelly to e-mail to the whole membership.
- 4) Ed Alexander reported on the ASPE 2001 National Convention in Atlanta. See report to members in newsletter.
- 5) President Bruce Gollicker introduced a draft reorganization of the board of directors. The president and each vice president would have specific areas of responsibility and oversees certain committees.
 - a) President - responsible for total chapter. Has vice presidents reporting to him. Oversees Education.
 - b) 1st Vice President - responsible for Marketing/Communications. Oversees Public Relations, Newsletter, Website, Fax-Bounce. Will oversee E-mail

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when operational. Leads one of those functions.

- c) 2nd Vice President - responsible for Membership/People. Oversees New Member Recruiting, Welcoming, Retention, Targeting, and Nominations. Will oversee Student Chapter when formed. Leads one of those functions.
- d) 3rd Vice President - responsible for Programs. Oversees Chapter Meetings, Regional Meetings, Seminars and Other Meetings, Golf Outing, Ethics, and coordinates Locations, Menus and Meeting Logistics. Leads one of those functions.
- e) Secretary - responsible for Information Acquisition and Retention. Oversees Current records and Minutes, Archives Awards, Certification/Recertification, and Legal. Leads one of those functions.
- f) Treasurer - responsible for Money. Oversees Finance, Scholarships and By-Laws. Leads one of those functions.
- g) Past President - advises the president. Oversees Standards.
- h) Directors lead one or more functions for the president and vice presidents. Takes on special assignments as requested by the president.
- i) Planning Committee will be composed of the president, vice presidents, and past president. The draft reorganization of the board of directors was discussed. The board agreed that this was necessary and proper to avoid burnout of the president or the officers. The draft reorganization of the board of directors was accepted.



- 6) The following reports were submitted by the respective chairpersons:
 - a) Archives: No report.
 - b) Awards: Delaware won a notional award for having 95% retention of membership for last year. Congratulations to the membership committee for its hard work.



- c) By-Laws: No Report.
- d) Certification/Recertification: Time to start the new certification cycle. Ed Lupinek will have information available at the September Membership meeting.
- e) Education: Committee needs to be formed. Volunteers would be welcome.
- f) Ethics: Chris Coliukos is preparing for the January meeting and discussion of "The Nine Basic Canons and How They Apply to Daily Estimating".
- g) Faxing: The faxing committee will restart operations in September.
- h) Finance: The treasurer reported that the chapter has \$8,109.32 in the bank, and all bills are paid. Also, there are several golf/dinner fees still owed from

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the golf outing. See report to members in the newsletter

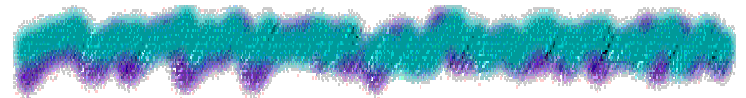
- i) Golf Outing: The outing was a great success in spite of the lightning canceling the last hole. The outing netted \$1,545 for the scholarship fund.
- j) Membership: September starts the new season. It was discussed having guests come free and how to handle this. It was decided to use this as a promotional event at a specific meeting and get the membership to invite other estimators and interested parties. This is open for further discussion at the next board meeting.
- k) Nominations: Nominations will not be active until the spring when new officers are elected.
- l) Planning No Report.
- m) Program: Wayne Shannon reported that Don Logan would be the September Speaker and that speakers were needed for October and November. John Stewart was scheduled for December but needs to reschedule. Bruce Gollicker volunteered to try to get our own Jerry Doherty and also Andy DiSabatino to speak. Ed Alexander volunteered try to get our own Mike Gioffre and also Nash Childs of Bancroft to speak on the role of Estimating in Marketing and Dave Hatfield of Bancroft to speak on Safety.
- n) Public Relations: Fred Gschweng, substitute PR person, put out a press release on the new chapter officers. The chapter needs to put out a press release on Wayne Shannon, of Miken being voted Estimator of the Year for 2000-2001.

o) Standards: Standards has processed one paper for the national standards board and is working on others.

p) Website: Delaware chapter's website was the hit of the convention president's discussion. There have been six requests for copies of it on CD to be able to copy it. It may become the standard for all ASPE chapter websites. Fred presented a letter to be sent to all members offering their companies a link on the ASPE website for the nominal fee of \$50 per year. This letter will be sent out in September.

7) The meeting was adjourned at 8:15 PM.

Respectfully submitted,
Ed Alexander, CPE



ASPE Annual Convention of 2001

By: Ed Alexander, CPE

Atlanta was the setting for the 2001 ASPE convention. July 25th and 26th were dedicated to the Education and Certification board meetings, the Estimating Academy, candidates taking the CPE Exam, and a board of trustees meeting. Friday was registration, the president's roundtable discussion, spouses' tours, and the Presidents Party at Stone Mountain. The regional caucuses were held Saturday morning. The National Council Business session took up most of the afternoon and the Awards Dinner was held Saturday night.

That is very condensed version of very intense meetings, which conveyed a massive amount of information. The information flow was two-way: from the chapters to the national officers, and from national to the chapters.

I attended the Estimating Academy to learn and to understand how it was run, in case Delaware

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decided to hold its own Estimating Academy. In fact, it was very informative and can be duplicated here with good results.

The Presidents round table was very important and extremely informative. All the chapter presidents and upcoming presidents had a chance to compare notes: to discuss common problems and learn how other chapters handled them; to learn what was happening in the association; to better understand the construction industry. Some of the Highlights were:

1. ASPE now has a marketing committee dedicated to getting out the word that ASPE exists.
2. The ASPE On-Line committee has made great strides upgrading the national website www.aspenational.com It has integrated the educational board site. It has many resources for estimators and is rapidly posting more.
3. There is a whole list of current websites for construction related organizations – you name the trade – it's there.
4. Some chapters are using a policy of a new attendee's dinner is free. This gets more people in the door and a large number become members.
5. The Utah chapter holds a mass meeting of construction groups including ASPE, AGC, ABC, SADV, NAWIC, CSI and others. At this meeting they discuss common construction problems and give out awards. The subcontractors vote on the best GC and the best Supplier. The GC's vote for the best subcontractor. They all vote on the best architect and the best engineer.
6. Membership Program ideas were exchanged. One interesting one was on how to effectively use the Internet and search for equipment, suppliers or customers.
7. The Delaware chapter website was applauded and there were six requests for

CD's so that other chapters could copy it rather than reinvent it.

8. An important idea was discussed. If each member would take the time to recruit only one other member, ASPE would double in one year. Just think - you know at least one other person who would benefit by joining ASPE. Spread the word. Recruit that member.
9. Next year's convention will be in Denver Colorado. Hope to see you there.



We now have a home page that members may use to stay informed about our members, events, activities, programs, and resources. It also provides other benefits.

Everyone knows that the Internet has become a useful business-to-business tool. It enables buyers to find sellers. We want you to know that our home page helps buyers find your products and services. It does that through contact information and links in the "members" section of www.aspe.org This is where our member companies are listed.

Typically, for member companies, we only show a company name and address. For others, and at their request, we provide more information. That additional information includes a contact name; phone and fax number; and e-mail address. If a potential buyer, or a member company needs to reach you, this is a quick way for them to reach the right person in your business. This additional service is offered at no cost.

(Continued on next page)

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If you want this additional information added to your listing, please call Fred Gschweng at 994-5757 or e-mail him at

f.gschweng@waymanfireprotection.com with your request and information. Also call Fred with questions about this e-mail.

In addition, and for a nominal \$50 a year fee, we will provide a link to your company's home page. Your business is spending time and money to maintain a home page; why not also give buyers the best pathways to your site. Here are a couple of examples.

[Union Wholesale Acoustical Supply Co.](#)

Front & Lombard Streets

P.O. Box 2847

Wilmington, DE 19805-0518

Contact: Chad Morris

Phone: (302) 656-4462

Fax: (302) 656-1102

chadm@uwco.net

[Wayman Fire Protection, Inc.](#)

403 Meco Drive

Wilmington, DE 19804

Contact: Fred R. Gschweng

Phone: (302) 994-5757

Fax: (302) 994-5750

f.gschweng@waymanfireprotection.com

We encourage and appreciate reciprocal links. Feel free to copy our logo from the home page and add it to your "links" page.

Thanks for your support!

The Website Committee

Let's all meet...Don Logan

Born Ephrata, Washington, December 1, 1949.

Admitted to the Delaware,

Maryland and Federal Bars. Preparatory education

University of Lowell,

Lowell Massachusetts (B.S., magna cum laude, 1976).

Legal education:

Widener University School of Law (J.D. 1985).

Recipient of American Bar

Association Urban, State and Local Government

Award, 1985. U.S. Navy

1968-1972. Delaware Air National Guard 1985-1990.

Associations: American

and Delaware Bar Associations; Architects/Engineers

Subcommittee of

American Bar Association Section of Litigation;

Construction Law Forum of

the American Bar Association; General Counsel,

Delaware Chapter of American

Subcontractors Association; Chairman, Bid Procedures

Committee of the

Associated Builders and Contractors 1993-1994;

Treasurer and Director,

Associated Builders & Contractors, 1996-present;

Delaware Contractor's

Association; Treasurer, Delaware Associated Builders

and Contractors;

Plumbing, Heating and Cooling Contractors

Association of Delaware;

Construction Specifications Institute; National

Association of Highway

Engineers, Chairman, Board of Directors, Delaware

Vietnam Veterans Leadership Program; Adjunct

faculty Widener University Paralegal Program.



**PHOTOGRAPHER
WANTED!**

We are looking for a member with minimal photography experience to volunteer his

time to take pictures at the monthly

meetings, golf outings, and other events. If

you are in fact interested, please

contact...Beth Anne Fylak @ (302) 993-

3325 or e-mail her at

Beth.Fylak@mdavisinc.com

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CONGRATULATIONS!

WAYNE SHANNON

CHAPTER 75

ESTIMATOR OF THE YEAR

Let's applaud and congratulate Wayne Shannon on his recent achievement of becoming Chapter 75 "Estimator of the Year". Please make it a point to shake his hand.



Computers for Construction 2001 is the only conference and tradeshow dedicated exclusively to technology issues and solutions for the construction industry. More than 7,000 contractors, engineers, architects, and owners will gather **November 13-15, 2001** at the Pennsylvania Convention Center in Philadelphia.

The event, sponsored by Engineering News-Record, comprises a 250+ booth exhibit plus a 50 session conference program of specialized sessions, including interactive hands-on workshops, all dealing with information technology issues in design and construction.

Attendees will be from industries such as: Engineering, Construction, Architecture, Utilities, Telecommunications, Real estate, and State/local governments.

Also consider adding the logo button on your web site for your visitor's to receive complimentary exhibit hall admission. The logo button can link directly to:

<http://www.computersforconstruction.com>.

After October 19, 2001 the exhibit hall-only admission charge will be \$25.

Thank you in advance for your cooperation. If you would like to participate at Computers for Construction 2001 with a complimentary booth, or would like to distribute your November issue, please contact me for more information.

Sincerely,
Susan Bilotta

Computers for Construction 2001
A/E/C SYSTEMS International, a
Division of Penton Media, Inc.

(T) 610-458-7070 x211

(F) 610-458-7171

***There will also be free tickets for the trade show at the meeting on Sept. 12th and Oct. 10th**

SEE CALENDAR ON NEXT PAGE FOR MORE INFORMATION...



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WHAT **Computers for Construction 2001** is the only tradeshow and conference dedicated exclusively to technology issues and solutions for the construction industry.

The event, sponsored by *Engineering News-Record*, comprises a 250+ booth exhibit plus a 50 session conference program of specialized sessions including interactive hands-on workshops, all dealing with information technology issues in design and construction.

The conference program and exhibit offer:

- Project Management
- Document Management
- Estimating and Bidding
- Financial Management
- Design
- Engineering
- Buildings/Property Operations and Management
- Fleet and Asset Management
- Service Management
- Site Preparation

WHEN **Conference & Exhibits:** November 13-15, 2001

WHERE Pennsylvania Convention Center
Philadelphia, PA

WHO More than 7,000 design and construction professionals will find solutions to their most complex challenges.

HOW For information on attending:
www.computersforconstruction.com
Phone: (800) 451-1196
Fax: (610) 458-1553
Info@computersforconstruction.com

For information on exhibiting:
Phone: (610) 458-7070
Fax: (610) 458-7171
Sales@computersforconstruction.com

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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.

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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.

Taxation on Tuition Reimbursement:

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

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):

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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.

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

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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.

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.



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