

# ✓ REALITY CHECK ✓

Issue 3, Volume 01 – 02

DELAWARE CHAPTER “75” ASPE

DECEMBER, 2001

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



## Presidents Message

**Happy Holidays!** to all the membership and their families. May the Peace and Love of the season be with all the members and their families

Our November combined dinner meeting with the Delaware Chapter of CSI was a great success with standing room only at the Hercules Country Club. The speaker, Jim Davidson, Jr., P.E. of Davidson Associates, enlightened everyone with information about the status of the “Performance Based Codes vs. the Prescriptive Building Codes”. A special thanks to Jim for talking on such a broad topic and accepting the assignment at the last minute by pinch-hitting for the scheduled speaker, Rodger Boyce. Excellent Job!

Mark your calendar for the December 12<sup>th</sup> meeting at the Christiana Hilton. Our speaker is John Stewart for Keating Construction, and John is speaking on HVAC estimating.

We are looking forward to having John as our guest speaker.

Congratulations to Chris Coliukos, Sr, CPE for having his paper on “How To Estimate The Cost of Installing a HVAC Piping System For a Four-Pipe System” published in the National Estimator fourth quarter issue.

I would like to thank the Delaware Technical Community College Department Chairs and students who attended the last meeting. I sincerely hope that it was a prosperous meeting for all of you. It is my hope that this will be the beginning of a longstanding relationship between ASPE and Delaware Technical and Community College. We hope to see you again in 2002 and bring a colleague.

Bruce J. Gollicker  
ASPE Delaware Chapter President



### **ASPE Mission Statement**

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

### **To Follow...**

November Mtg. Minutes...  
Jeff Jordan Bio...  
Dec. 19<sup>th</sup> Mtg. Invite...  
The Far Side and more...

*Dedicated to Improving the Skills of Construction Estimators...*



# November Meeting Minutes...

By: Joe Connelly

## Board Members in Attendance:

Bruce Gollicker	Wayne Shannon
Ed Alexander	Jeff Coopersmith
Wilson Davis	Fred Gschweng

## Other Attendees:

Joe Connelly  
Jim McLaughlin

## Location:

Hercules Country Club

## Chair:

Bruce Gollicker, Chapter President

## Strategic Planning Meeting Update

- Meeting will be held Wednesday 11/28/01 at Hercules Country Club from 5:00-6:00 pm (before the dinner meeting).

## ACTION ITEMS:

- Fred Gschweng to e-mail board members on IFMA strategic plan format.
- Jim McLaughlin to e-mail board members on DCA's strategic plan format.

## Education

a. There are (3) new applicants for the Academic Assistance Program in which Jeff Coopersmith submitted:

- Michael Barr – DelTech
- Michael Stevens – DelTech
- Virginia Lee Vandergrift – University of Kentucky

**Note: All 3 students were approved for \$500 each upon completion of their course.**

b. There will be a \$500.00 cap per student for those who qualify.

## Student Chapter

- a. On November 28, 2001 Department heads will be in attendance at the monthly dinner meeting. This will serve as an opportunity for ASPE to demonstrate what this society is and how it may benefit students taking classes in the construction field. Further discussion on a student chapter shall commence.

## Public Relations

- ACTION ITEM: Fred Gschweng will generate a press release addressing the Academic Assistance Program.

## Newsletter

- Hats off to Beth Anne Fylak (M. Davis) for the great job with the new format.

## Plastic Nametags

- ACTION ITEM: Need a follow-up from Beth Ann on cost/etc. on the laminating equipment she has access to.

## Financial Audit

- ACTION ITEM: Bruce Gollicker has a contact with an independent auditor he will be approaching to review our chapter books.

## Electronic Camera

- ACTION ITEM: Fred Gschweng to get the specifications for the camera and forward to fellow board members for review. Purchase to follow.

## Shirts

- ACTION ITEM: Bruce Gollicker to get Wayne Shannon phone # for Ann Jacobi who may have some leads on shirts.

## CPE

- ACTION ITEM: Bruce Gollicker discussed making contact with the State of DE to build an awareness of the organization and it's CPE program.

### Golf Outing

- It was discussed that more non-members within the estimating/construction community should be invited to this year's function. It was also agreed that additional sponsorship from outside & inside the organization would increase the attendance and funds raised.
- ACTION ITEM: Beth Anne to get in touch with Jim McLaughlin with leads on possible sponsors and locations for this years outing.
- ACTION ITEM: Fred Gschweng shall discuss his contacts and ideas with the golf outing committee.

### Treasurer's report

- Bank account with Wilmington Trust has a current balance of \$9,367.41
- No scholarships have been awarded as of this date.
- No changes have been enacted to the by-laws.
- Get your company noticed and get a special mention at the monthly meeting and in Reality Check by supplying additional raffle prizes. Some suggestions are sports tickets, shirts, and hats, booze, discount certificates, etc.



## January's Speaker will be...

### **JEFF JORDAN**

#### **Topic: "The Ethics of Bidding"**

Jeff Jordan is an Associate Professor in the Department of Philosophy at UD. His primary areas of research are the philosophy of religion, and applied ethics. He is finishing a book manuscript on Pascal's Wager. Jordan has been at UD for 10 years. He and his wife, Julia (a psych-crisis nurse in the ER at Christiana Hospital), have a 10-month-old son, Jake.

Bruce Gollicker, President

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Tony Ricciardi, Fax Committee

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Jim McLaughlin, Golf Committee

[jimmcl@uwco.net](mailto:jimmcl@uwco.net)

Joe Connelly, Newsletter Committee

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

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 [aspede.org](http://aspede.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.

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](mailto: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.

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**[Wayman Fire Protection, Inc.](#)**

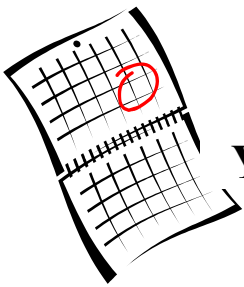
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Phone: (302) 994-5757  
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We encourage and appreciate reciprocal links. Feel free to copy our logo from the home page and add it to your “links” page.

Thanks for your support!

The Website Committee





## **TIME TO UPDATE YOUR CALENDARS...**

### **Meeting Notices...**

**December 19, 2001** - Dinner Meeting  
Christiana Hilton  
"HVAC Estimating"  
\*Board meeting to follow\*

**January 9, 2002** - Dinner Meeting  
Christiana Hilton  
"Ethics"

**January 14, 2002** - Board Meeting  
Bancroft 4<sup>th</sup> St. Plaza  
6:00p.m.

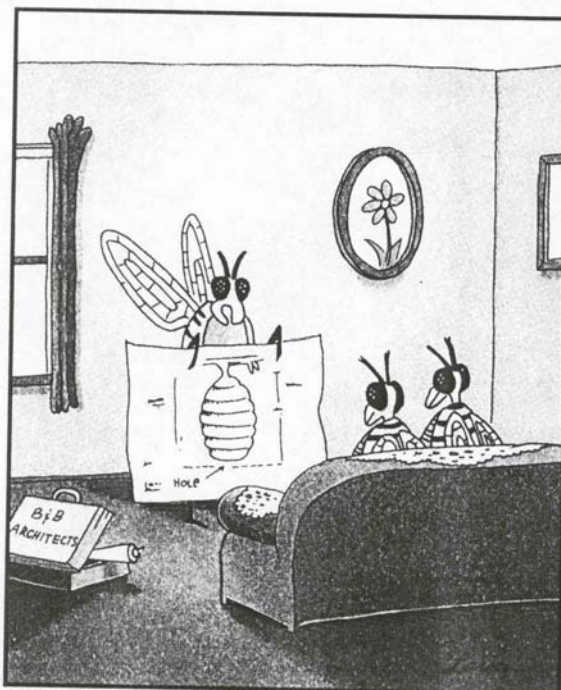
**February 13, 2002**- Dinner Meeting  
Christiana Hilton  
"Electrical Estimating"  
\*Board meeting to follow\*



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CHAPTER #96**

For more information, please  
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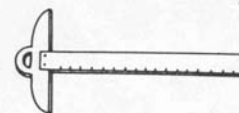


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## **The Far Side<sup>®</sup> March**

1555

Ivan the Terrible orders the construction of St. Basil's Church in Moscow. He likes it so much that he has the architects, Postnik and Barma, blinded so that they can never build anyone else something so beautiful. (For years afterward, the two architects argue over which one of them had understood their client to be Ivan the Charitable.)



Tuesday 28

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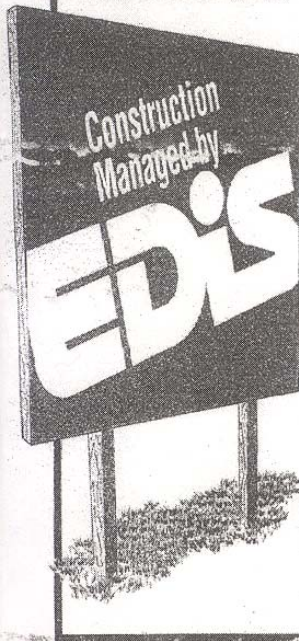
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### ASPE Delaware Chapter Advertising Rates

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

*Dedicated to Improving the Skills of Construction Estimators...*

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.**

**HAPPY HOLIDAYS!**

**Got Something to Say?** We want to hear your editorials, comments, and stories. 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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