



# THE LIBERTY BELL



**ASPE Liberty Chapter 61, Philadelphia, PA**

**AMERICAN SOCIETY OF PROFESSIONAL ESTIMATORS**

September 2012

Volume 22, Issue 1

Knowledge has to be improved, challenged, and increased constantly, or it vanishes.

[Peter Drucker](#)

## President's Message



**Terry McGeehan FCPE,**  
Immediate Past President

As my year as President comes to a close, I would like to thank the Officers, Directors, Committee Chairs and members for their support. I would also like to thank Karla Wursthorn, CPE for accepting the Nomination as President and offer my full support.

This coming year will be a truly exciting milestone in the history of our Chapter, as we will be the Host Chapter for the **ASPE National Estimating Academy, yearly Business Meeting and Convention** here in Philadelphia. The Chapter will need the support from all our Chapter members. In return the members will have the opportunity to attend Educational Seminars, meet estimators with estimation experience in different trades from all over the Country and attend the National Business Meeting.

Become involved and support our chapter in this great opportunity to be of service – Don't miss out!  
End of the Year Presidents Recognition

The following presentations at our June Awards Dinner:

### For Outstanding Service to the Chapter:

- ◆ **Karla Wursthorn** – Membership Chair, Website, email distribution, go to person
- ◆ **Mike Lese** – Chapter By-Laws Chairman, Represented Chapter at the Regional Meeting in April and at the National Convention in July.
- ◆ **Joe Clearkin** -- Our Chapter Treasurer for more years than I can remember.



For the first time in Chapter history we did not award ESTIMATOR Of The YEAR as a submission for nomination was not received. Mike Lese will be submitting an article on nominations to appear in future newsletters outlining the criteria and nominating procedure.

### In this issue:

President's Message 1

Convention Update, Michael Lese 2

**Join us in Membership, Fellowship, Education, Certification, Professionalism, Standardization**

## SEPTEMBER DINNER MEETING

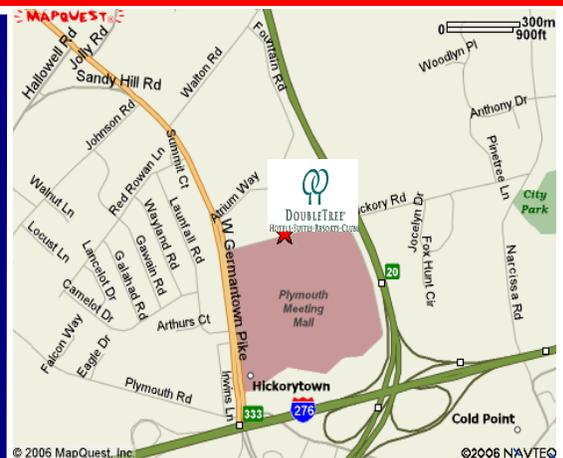
Wednesday September 19, 2012

5:30PM - Social Meet & Greet

6:30PM - Dinner

7:30PM -

**How to Estimate the Cost of Building and Selective Structural Demolition**



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## Convention Summary - Mike Lese



(Reno, NV) The following is a summary of both the Northeast Regional Caucus and the National Council Business Session held at the ASPE National Convention in Reno, NV on July 14, 2012.

### Northeast Region Caucus

The first item discussed was the previously announced \$30 dues assessment. Northeast Governor Williamson stated that it was the position of the National Board of Trustees that it was better to have the assessment, rather than have the Society dip into our reserves to cover the expected shortfall in the 2011-2012 fiscal year.

Membership will be a critical item for the entire Society in the coming year. Governor Williamson stated that this is the main reason he has decided to step out of the Governor's role, and resume the Presidency of the Boston Chapter, so as to reinvigorate his own chapter. Greg Williamson will also become the Northeast's representative on the National Membership Committee.

Incoming National President Joe Fleming visited the caucus to alert all chapters that a concerted effort is being made to have all chapters incorporated in their State, with their 501 c 6 status up to date. The implication was that there will be financial restrictions for those chapters in non-compliance.

The following Regional Awards were presented at the caucus:

Web Site – Philadelphia Chapter #61

Education – Philadelphia Chapter #61

Fund Raiser – Nutmeg Chapter #60

Congratulations to all Chapter #61 members who made a contribution toward making these awards possible.

It was decided that the Northeast Fall Regional Meeting will be held on Saturday October 13, 2012, and will be joint sponsored by the New York and Garden State Chapters. The meeting location will be the New York City area, on the Jersey side of the river, hopefully near the Newark or Newark Airport Amtrak stations. It's possible that this will be the only regional held this year, so keep that in mind if you are close to re-certifying for your CPE.

The following National Committee positions are open and in need of a Northeast Region representative:

Standards Board – 1 Year

Investigative – 4 Years, and must have CPE

Scholarship

Sustainability

Contact our new Northeast Governor (Bruce Schlesier, Chapter 61) if you have an interest or desire additional information.

This writer personally visited each of the other regional caucuses, requesting that each member give serious consideration to attending next year's National Convention in Philadelphia.

### National Business Session

All Officer and Administrator annual reports are contained in the official Delegate Book. This document is in Mike Lese's possession, and is available for anyone who wishes to review it.

Treasurer John Stewart made a motion to increase membership dues by \$30 per year. This motion was seconded by Lew Finkel, and after much discussion, was passed by the membership. (Chapter #61 voted 19 votes "NO" and 18 votes

"YES" on this issue).

Existing members who pay their dues by August 31, 2012, will pay the existing or 'billed rate'. New members coming in after July 31, 2012 will pay the new higher rate. All members will pay the higher rate for Fiscal Year 2013-2014 when you are billed next Spring.

The National Scholarship Fund is in need of Chapter contributions.

By-Laws Amendments #1 and #2 were adopted by the membership. As you recall, these were both house-cleaning issues related to the Society By-Laws.

Lastly, a presentation was made to the delegates by a self-appointed committee looking at Corporate Memberships. No action was taken during the Business Session, and anyone who would like to participate on this committee is welcome.

The Business Session concluded at 3:30 PM.

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### ASPE Chapter 61 Directors

#### LIBERTY CHAPTER 61

[www.aspe61.org](http://www.aspe61.org)

Karla Wursthorn, President  
 Email: [Kwursthorn@tnward.com](mailto:Kwursthorn@tnward.com)  
 Phone: 610-649-0400

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<b>David Watson,</b>	<b>2nd Vice President</b>	
<b>Tom Rowland CPE,</b>	<b>3rd Vice President</b>	<b>Awards</b>
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### DINNER PROGRAMS 2012/2013

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# THE LIBERTY BELL



**ASPE Liberty Chapter 61, Philadelphia, PA**

**AMERICAN SOCIETY OF PROFESSIONAL ESTIMATORS**

November 2012

Volume 22, Issue 2

## President's Message



**Karla Wursthorn, CPE**  
**President Chapter 61**

We've kicked off the season well with several terrific presentations: Preconstruction (Don Logan), Waste Management (Revolution Recovery), and Lien Laws (Jennifer Horn). November's diner meeting is about Scheduling and will be presented by Mitchell Swann of MDC on November 14<sup>th</sup> (please note that we are 1 week earlier than typical due to Thanksgiving holiday).

I am looking forward to continuing to serve as President of ASPE Chapter 61 this year. This is a very exciting year culminating in the National Convention in Philadelphia in July of 2013. We have so far received an energized group of members to work on a convention committee; there is still room for more volunteers! The national office handles most of the details, but there are some key things we can assist with as follows: \*Find 4 LCD projectors for loan, \*Copier machine for loan, \*Speakers for Opening Session, \*Color Guard, Registration Volunteers (Wed./Thurs.), \*President's Party

suggestions, \*Local sponsors/exhibitors, \*Spouse activity coordinator(s), \*Hospitality Suite-Volunteer to run errands.

Please contact me ([kwursthorn@tnward.com](mailto:kwursthorn@tnward.com)) if you would like to be on the committee. We are soliciting suggestions for sites of the President's Party, so please provide your thoughts even if you do not wish to be part of the committee.

Also, the Northeast Region has the opportunity to be represented on a National level through participation in National Committees. These positions do not take a lot of time and the meetings are often teleconferences, although occasional travel is sometimes required. Remember that participation counts for credential renewals. Contact me if interested.

Finally, please reach out to anyone you know who might benefit from being a member of ASPE. There is no better time to join than this year with the upcoming convention. I can assist you with a membership application and letter describing the benefits of being a member. If you would like me to contact them, I will be happy to do that as well, just let me know who to contact.

So once in every year  
we throng  
Upon a day apart,  
To praise the Lord  
with feast and song  
In thankfulness of  
heart.  
~Arthur Guiterman,  
*The First  
Thanksgiving*



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President's Message 1

Regional Update 2  
Michael Lese



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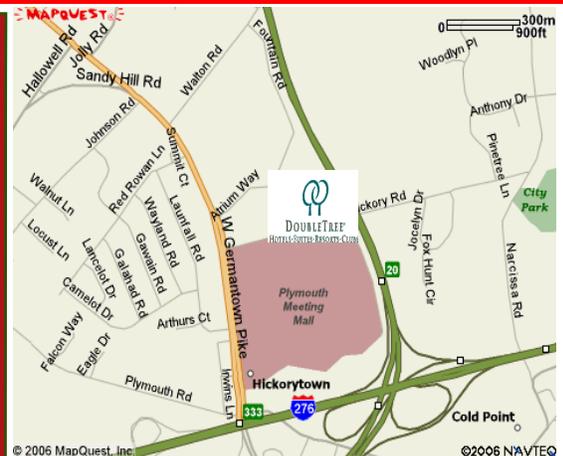
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## Summary of the Northeast Regional Meeting - Mike Lese



The Fall Northeast Regional Meeting was held on Saturday October 13, 2012 at the Woodbridge Hilton in Woodbridge, NJ. Eight chapters were represented, including Chapters 10, 15, 25, 26, 76, 60, 61 and 82. Representatives from our chapter included President Karla Wursthorn, Immediate Past President Terry McGeehan, and Board of Director Mike Lese.

Bruce Schlesier, a Chapter 61 member, introduced himself as our new Northeast Governor.

Bruce stated that he must still fill positions on the Technical and Standing Committees. Volunteers are needed. Step up and contact Bruce to offer your time and talent. In particular, immediate openings include the Nominations Committee, the Investigative Committee (requires a CPE), MAL Services (requires an MAL), the Speakers Bureau, and Sustainability. It was stated that Ron Trawinski has expressed interest in the Sustainability position.

An open discussion related that our Society membership is down to 1,744, down from last year's total of 2,387. As our current National Budget is based on the 2,387 figure, Society finances will be a topic of concern for the remainder of this fiscal year.

Another topic of concern to attendees was the annual Membership Directory. The current intent of SBO is to discontinue the publication of a hard copy of the directory, and place the directory on the ASPE website only. This idea was soundly opposed by the attendees. Our Governor will bring this matter to the attention of the Board of Directors at the Fall Meeting in November.

Our Winter/Spring Regional will most likely be held in the Washington/Baltimore/Wilmington area.

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## KENDOKU PUZZLE #1, CONTRIBUTED BY KARLA

### Directions

- 1) Since this is a 5 square grid, use only numbers 1-5.
- 2) Each math operation must take place within the heavily outlined group of cells. In the upper left corner is the answer to the math operation and the math operation you are to apply (+, -, x, ÷).
- 3) The numbers in each group of cells must combine, using the math operation to get the answer in the upper left hand corner.
- 4) Do not repeat a number in any row or column. You can repeat a number within a group as long as they are not in the same row or column.

2x		60x		
14+		1-		24x
		9+		
6x	11x			
			4-	



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December 2012

Volume 22, Issue 3

## President's Message

I heard the bells on  
Christmas Day  
Their old, familiar  
carols play,  
And wild and sweet  
the words repeat  
Of peace on earth,  
good-will to men!  
- Longfellow



**Karla Wursthorn, CPE**  
President Chapter 61

**Happy Holidays!**

Karla is traveling on business but wanted to extend an invitation to all ASPE Liberty Chapter members to join us December 19th for our annual Holiday Social. This is an excellent opportunity to bring a guest and network with your fellow estimators.

Be sure to read in this issue, the article on the estimator of the year selection criteria. Mike Lese explains how the award is based on merit and service. It is worth pointing out that you get points for attending meetings!

Also in this issue, Ron Trawinski explains the certification process. If you have been considering becoming a Certified Professional Estimator, be sure to peruse Ron's handiwork.

Speaking of Ron, the Standard Estimating Practice, 8th Edition would make a great gift for any estimating professional. Discounts are available through ASPE National Website.

Best wishes for all in this time of Hope and Joy!

**Don Logan, CPE— Editor**

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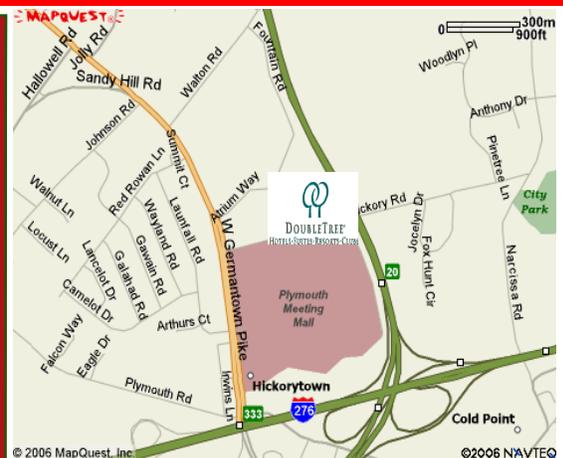
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# 'Estimator of the Year' Award



*This article contains no sex, religion, or politics, and is suitable for reading by all ages. My name is Mike Lese, and I approved this message.*

It is that time in our Chapter's calendar year to remind all members about our "Estimator of the Year" award, and the criteria for achieving same. Recall that last year (2011-2012) there were no applications for the award, and hence the award was not given. This is a negative for our chapter and its members for a number of reasons, not the least of which is that our chapter earns a point for Chapter recognition in the annual Society awards, if a chapter member earns this recognition.

Your Chapter Officers & Directors have approved a point system to determine an appropriate award winner. Rules for eligibility are quite simple, namely

- 1) Be a current member of Chapter 61
- 2) Last year's winner not eligible (we didn't have one last year)
- 3) Accumulate points based on the below listed categories
- 4) Keep a record of your point accumulation
- 5) Submit to the Award's Chair-person no later than the Chapter's April meeting, a record of your points achieved to date

It doesn't get any easier than this people. These activities were designed to make us a stronger chapter. Help your Chapter, and help yourself. Remember, Chapter 61 is hosting the Society's National Convention in July. Let's do all we can to look worthy of such an honor.

## ESTIMATOR OF THE YEAR POINT SYSTEM

<u>Points</u>	<u>Description/Activity</u>
8	Hold National Office, or chair National Committee
5	Participate on a National Committee
5	Hold Chapter office
4	Serve as a Chapter Board of Director
4	Achieve certification
4	Teach a course or give a seminar at ASPE event
3	Serve on a Chapter committee
3	Contribute article to <i>The Estimator</i>
3	Volunteer time to Community Design Collaborative
2	Attend National Convention
2	Be a guest speaker at Chapter Meeting
2	Renew certification
2	Attend a minimum 7 Chapter meetings a year
2	Volunteer time at ASPE booth at Trade Show
1	Arrange for a Guest Speaker at Chapter dinner meeting
1	Bring in a new member; 1 point for each member
1	Contribute article to Chapter newsletter
1	Attend monthly meeting; 1 point for each meeting

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# ASPE CERTIFICATION

*Exerts taken direct from ASPE website-*

The American Society of Professional Estimators (ASPE) offers a Certification Program for qualified applicants. Professional evaluation through Certification is one of the many ways the ASPE endeavors to promote the profession and benefit the construction industry. ASPE Certification is the highest form of professional recognition an individual estimator can receive.

ASPE has been certifying construction estimators since 1976. While there are other certification programs in the construction industry, the ASPE program is the only one that tests the estimator's construction knowledge and estimating skills. With this testing and renewal program, an employer can have a high degree of confidence in the ability of their estimating staff when they hire a CPE. In addition, many states, as well as governmental agencies, are now requiring a CPE sign-off on a construction bid proposal.

To qualify to become a Certified Professional Estimator (CPE), applicants must have at least five (5) years of estimating work experience.

In order to be recognized as a CPE, the candidate must write a 2,500 word technical paper on a construction-related topic, in addition to taking two examinations. The first exam is a General Knowledge Exam (GEK) consisting of a 4-hour test, covering a broad variety of construction topics. The second exam (8-hour Discipline Specific Test) focuses on the candidate's specific area of expertise. Currently, ASPE has Discipline Specific Tests (DST's) in the following categories: General Estimating, Earthwork, Concrete, Masonry, Roofing, Drywall Systems, Painting, Plumbing, HVAC Piping, HVAC Sheet Metal, and Electrical. The Certification Examinations are administered by ASPE throughout the country in March, July, and November.

Your first step to becoming a CPE is to fill out the Certification Application Form and return it to our Chapter Certification Chairman, Ronald Trawinski, by December 15<sup>th</sup> (winter cycle) or June 10<sup>th</sup> (summer cycle). The application form is available on-line. Once accepted, you will be contacted by Ron to attend a mandatory Certification Workshop. The purpose of the Workshop is to provide the applicant with a complete understanding of the Certification process as well as review critical dates for completing the necessary tasks.

So, now that I've peaked your curiosity, you are probably asking yourself, "Why do I want to spend the time and effort required to become a Certified Professional Estimator"? Well, for one, you will become one of over a dozen members of our Philadelphia Chapter who have the unique distinction of calling themselves CPE's. Some other reasons to consider becoming a CPE:

- Certification reflects personal achievement.
- Certification can improve career opportunities and advancement.
- Certification may provide for greater earnings potential.
- Certification offers greater recognition from peers.

Fees for the ASPE Certification Program are as follows:

ASPE Member: \$445.00 Total

\$75.00 Application Fee

\$100.00 Orientation Workshop Fee

\$270.00 Examination Fee



If you are interested in becoming a CPE candidate or have any further questions, feel free to visit the ASPE website or contact either Ron Trawinski at [rtrawinski@norwoodco](mailto:rtrawinski@norwoodco) or Karla.



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**AMERICAN SOCIETY OF PROFESSIONAL ESTIMATORS**

**FEBRUARY 2013**

**Volume 22, Issue 3**

## President's Message

The best thing about the future is that it comes one day at a time.

Abraham Lincoln



**Karla Wursthorn, CPE**  
**President Chapter 61**

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## Volunteer Services

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### Join us in Membership, Fellowship, Education, Certification, Professionalism, Standardization

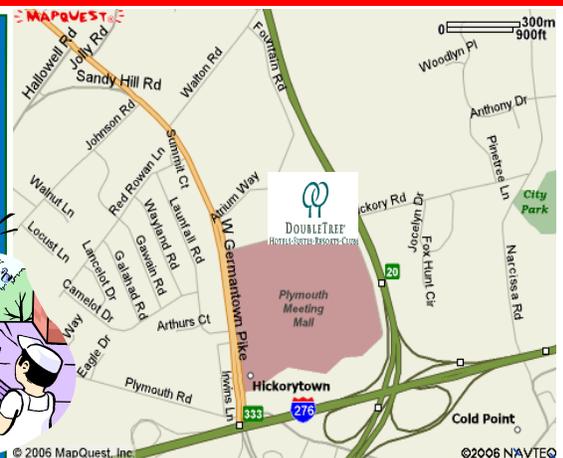
## FEBRUARY DINNER MEETING

Wednesday February 20, 2013

**5:30PM - Social Meet & Greet**

**6:30PM - Dinner**

**7:30PM - How To Estimate The Cost Of Slate Roofs, Lucious Johnson, CPE**



## ASPE Liberty Chapter 61

### Congratulates Lucious Johnson, CPE on fulfillment of all requirements and becoming our chapter's newest Certified Professional Estimator



#### ASPE BASIC CANNONS

**Canon #1** - Professional estimators shall perform services in areas of their discipline and competence.

**Canon #2** - Professional estimators shall continue to expand their professional capabilities through continuing education programs to better enable them to serve clients, employers and the industry.

**Canon #3** - Professional estimators shall conduct themselves in a manner, which will promote cooperation and good relations among members of our profession and those directly related to our profession.

**Canon #4** - Professional estimators shall safeguard and keep in confidence all knowledge of the business affairs and technical procedures of an employer or client.

**Canon #5** - Professional estimators shall conduct themselves with integrity as all times and not knowingly or willingly enter into agreements that violate the laws of the United States of America or of the states in which they practice. They shall establish guidelines for setting forth prices and receiving quotations that are fair and equitable to all parties.

**Canon #6** - Professional estimators shall utilize their education, years of experience and acquired skills in the preparation of each estimate or assignment with full commitment to make each estimate or assignment as detailed and accurate as their talents and abilities allow.

**Canon #7** - Professional estimators shall not engage in the practice of "bid peddling" as defined by this code. This is a breach of moral and ethical standards, and a member of this society shall not enter into this practice.

**Canon #8** - Professional estimators and those in training to be estimators shall not enter into any agreement that may be considered acts of collusion or conspiracy (bid rigging) with the implied or express purpose of defrauding clients. Acts of this type are in direct violation of the Code of Ethics of the American Society of Professional Estimators.

**Canon #9** - Professional estimators and those in training to be estimators shall not participate in acts, such as the giving or receiving of gifts, that are intended to be or may be construed as being unlawful acts of bribery.

**The intent of my technical paper is to give the reader a general understanding** of how to utilize project plans and specifications to create a reliable cost estimate that reflects the cost of installing slate roofing shingles. The paper focuses on the cost of installing slate roofing shingles on a new roofing structure, assuming the framing and wood deck have already been installed and that the structure has been prepared for installation of the shingles. My technical paper details the process of creating the estimate as well as techniques and procedures a cost estimator utilizes in preparing an estimate, from receipt of project plans and specifications, to the finalization of the cost estimate. These steps include reviewing the project plans/specifications for any information applicable to the project, calculating the quantity of materials needed for the project, determining the labor productivity of the installation crew (factoring any project specific conditions that could impact productivity) as well as the daily crew costs, and finally, determining pricing for the project's indirect expenses. After reading my paper, it is my hope that the reader will have walked away with a basic understanding of how to estimate slate shingle roofing, as well as a general feel for the conditions specific to individual projects that would add or lower the costs based on specific project variables.

Lucious Johnson, CPE

### Member Profile:

### Lucious Johnson, CPE International Consultants, Inc.

Name: Lucious P. Johnson

Company: International Consultants, Inc

Position: Cost Estimating Consultant

Career Path: To continue to educate myself on the newest construction estimating/quantity takeoff technology available, remain current on techniques on improving my efficiency as an estimator, and to just be open to all options I'm blessed with.

Favorite Part of Job: Visualizing the construction process from beginning to end, and being able to price each step as well as help the Owner/Architect catch any conflicts that may have been overlooked.

Least Favorite Part of Job: Love all aspects of my job.

Most Memorable Projects: My most memorable projects I've worked on has been historic rehabilitation projects, most notably was the US Customs House Exterior Façade Rehabilitation project.

Year Joined ASPE: 2010

Favorite Thing About ASPE: There is a lot that I like about ASPE, if I had to narrow it down to one thing it would probably be the networking ability. Being able to communicate/brainstorm with others in the estimating field has been very influential in improving myself as an Estimator.

Personal Information: Born in Philadelphia, Pennsylvania. Second to the oldest of five children, I have two brothers and two sisters. Graduated from Temple University in 2000, with my Bachelors of Science in Engineering Technology with an emphasis on Construction Management. Have been working in the Construction Industry for 13 years.

Hobbies: Working Out, Reading, Studying, collecting comic books with my son

Favorite (Books, Movies, Music) Favorite Books – Bible, Joshua Series by Joseph Girzone; Favorite Movie – Superman 1 thru 4; Favorite Music - I love all music, as long as it has a nice laid back sound I can relax to I'll listen to it.



# ASPE CERTIFICATION

*Excerpts taken direct from ASPE website-*

The American Society of Professional Estimators (ASPE) offers a Certification Program for qualified applicants. Professional evaluation through Certification is one of the many ways the ASPE endeavors to promote the profession and benefit the construction industry. ASPE Certification is the highest form of professional recognition an individual estimator can receive.

ASPE has been certifying construction estimators since 1976. While there are other certification programs in the construction industry, the ASPE program is the only one that tests the estimator's construction knowledge and estimating skills. With this testing and renewal program, an employer can have a high degree of confidence in the ability of their estimating staff when they hire a CPE. In addition, many states, as well as governmental agencies, are now requiring a CPE sign-off on a construction bid proposal.

To qualify to become a Certified Professional Estimator (CPE), applicants must have at least five (5) years of estimating work experience.

In order to be recognized as a CPE, the candidate must write a 2,500 word technical paper on a construction-related topic, in addition to taking two examinations. The first exam is a General Knowledge Exam (GEK) consisting of a 4-hour test, covering a broad variety of construction topics. The second exam (8-hour Discipline Specific Test) focuses on the candidate's specific area of expertise. Currently, ASPE has Discipline Specific Tests (DST's) in the following categories: General Estimating, Earthwork, Concrete, Masonry, Roofing, Drywall Systems, Painting, Plumbing, HVAC Piping, HVAC Sheet Metal, and Electrical. The Certification Examinations are administered by ASPE throughout the country in March, July, and November.

Your first step to becoming a CPE is to fill out the Certification Application Form and return it to our Chapter Certification Chairman, Ronald Trawinski, by December 15<sup>th</sup> (winter cycle) or June 10<sup>th</sup> (summer cycle). The application form is available on-line. Once accepted, you will be contacted by Ron to attend a mandatory Certification Workshop. The purpose of the Workshop is to provide the applicant with a complete understanding of the Certification process as well as review critical dates for completing the necessary tasks.

So, now that I've peaked your curiosity, you are probably asking yourself, "Why do I want to spend the time and effort required to become a Certified Professional Estimator"? Well, for one, you will become one of over a dozen members of our Philadelphia Chapter who have the unique distinction of calling themselves CPE's. Some other reasons to consider becoming a CPE:

- Certification reflects personal achievement.
- Certification can improve career opportunities and advancement.
- Certification may provide for greater earnings potential.
- ◆ Certification offers greater recognition from peers.

Fees for the ASPE Certification Program are as follows:

ASPE Member: \$445.00 Total  
\$75.00 Application Fee  
\$100.00 Orientation Workshop Fee  
\$270.00 Examination Fee



If you are interested in becoming a CPE candidate or have any further questions, feel free to visit the ASPE website or contact either Ron Trawinski at [rtrawinski@norwoodco](mailto:rtrawinski@norwoodco) or Karla.



### ASPE Chapter 61 Directors

#### LIBERTY CHAPTER 61

[www.aspe61.org](http://www.aspe61.org)

Karla Wursthorn, President  
 Email: [Kwursthorn@tnward.com](mailto:Kwursthorn@tnward.com)  
 Phone: 610-649-0400

CONTACT	OFFICE	COMMITTEE
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### DINNER PROGRAMS 2012/2013

8/15/12	Preconstruction Management
9/19/12	Estimating Building Demolition
10/17/12	Construction Lien Laws by State
11/14/12	CPM Scheduling for Preconstruction
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01/16/13	Joint Meeting with NAWIC
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04/17/13	Storm Water Management / Green Site
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# THE LIBERTY BELL



**ASPE Liberty Chapter 61, Philadelphia, PA**

**AMERICAN SOCIETY OF PROFESSIONAL ESTIMATORS**

March 2013 Volume 22, Issue 5

## President's Message

**May your blessings outnumber The shamrocks that grow, And may trouble avoid you Wherever you go.**

**-Irish blessing**



**Karla Wursthorn, CPE  
President Chapter 61**

Our thanks go out to Lucious Johnson, ASPE Liberty Chapter 61's newest CPE, for his presentation on Estimating the Cost of Slate Roofing at our February Dinner Meeting. The topic brought out a few roofers and many good questions!

On February 23rd, the Baltimore Chapter hosted the ASPE Spring Regional Meeting. The meeting was well attended, and we discussed many items critical to the future success of ASPE on national, regional and local levels.

Members in our chapter are currently hard at work in preparation for the ASPE national convention in Philadelphia. If anyone knows of a company who could loan a color copier for the week or firms that would like to help sponsor the event, please let me know.

Finally, please reach out to anyone you know who might benefit from being a member of ASPE. There is no better time to join than this year with the upcoming convention. For example, being a member will provide a discount for the Estimating Academy at Convention. Contact me, if I can assist you with a membership application and introductory letter, describing the benefits of being a member.

**FOUR MONTHS TO CONVENTION .... ALL HANDS ON DECK!**

### In this issue:

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Meeting Minutes	
Directors / Programs	4

**Join us in Membership, Fellowship, Education, Certification, Professionalism, Standardization**

### MARCH DINNER MEETING

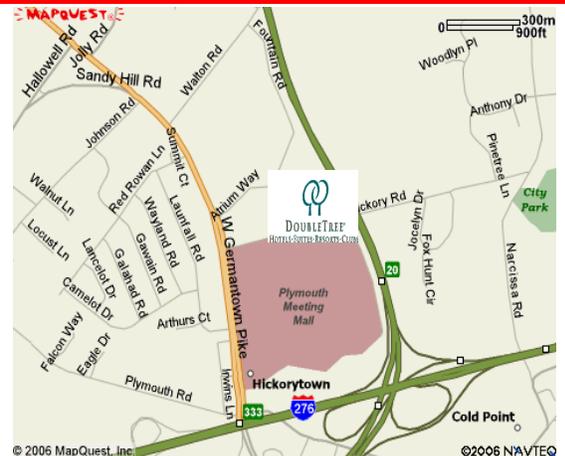
**Wednesday**

**March 20, 2013**

**5:30 PM - Networking**

**6:30 PM - Dinner**

**7:30 PM - ETHICs of GREEN, The Seven Sins of Green Washing.**



## ASPE Volunteers Needed!

Community Design Collaborative has need of estimating professional to volunteer for the following projects.

### The Friends of Bainbridge Green/Queen Village Neighbors Assoc.,

South Philadelphia - 300-500 Bainbridge Street

Conceptual design for community open space improvements

**Volunteers needed: cost estimator**

### E.M. Stanton School Advisory Committee/SOSNA,

South Philadelphia - 17th & Christian Streets

Conceptual design for schoolyard greening

**Volunteers needed: cost estimator**

### Please contact CDC Direct:

#### Heidi Segall Levy, AIA

Director of Design Services

Community Design Collaborative

1216 Arch Street, 1st Floor

Philadelphia, PA 19107

215.587.9290 ext. 111/215.587.9277 fax

heidi@cdesignc.org



## Rants and Raves by the Editor

Recently, we received an email on the national election candidates and I must admit that I was somewhat dumfounded at who I should be voting for. We have been spoiled, at the chapter level in Philadelphia, to have been represented for so many years by regional and national office holders that always managed to keep us in the know as to the important national and regional details. As we thank John Stewart, Terry McGeehan, Mike Lese and Ron Trawinski for their past service (or service to date), we should also consider either becoming more involved ourselves or at least supporting those who are willing to make the sacrifice of time and family for dedication to our profession. Liberty Chapter 61 is better when we are represented directly at the national and regional levels. This year's National Convention, being held in Philadelphia, represents such a time for us as members to get involved and network with those in ASPE leadership roles from all around the country.

**Seize the day!**



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## Oh Where, Oh Where has my Emailed Bid Gone...? **By Karla Wursthorn**

The last 20 years have seen many changes in technology including electronic documents and email. Remember when bid day included a pre-printed tablet for taking phone bids from subcontractors? Then, the biggest worry was making sure the correct figure was written down and enough questions were asked to ensure the scope of work was complete. Gradually, phoned-in bids were replaced by the fax machine which was an amazing improvement in speed which allowed for more detailed information to be conveyed. A few quirks of the fax machine included the fax not going through or the faxed bid mysteriously getting lost at the GC/CM's office (ie. getting stapled to someone else's fax). These problems were typically overcome by additional fax machines to handle the bid day load or dedicated estimating fax machines.

Although email has been in common use for well over a decade, it's only been in the last few years that bids started being transmitted by email. The common availability of scanning devices and PDF writing software have made emailed bids very simple even for the computer novice. Just two years ago, I would typically only get a handful of emailed bids whereas in the last year almost 95% of subcontractor bids have been transmitted via email.



With the advent of any new technology, there are a few quirks that need to be worked out. Here are just a few of the problems that can be encountered with emailed bids:

- The email did not go through. Typically a return message will come back alerting the sender of this problem, but sometimes the message is delayed by hours or even days.
- The email was sent to a junk mail folder. For example, for a recent bid I received no less than ten bids in my junk mail folder within one hour of bid time.
- The quote was sent with no letterhead, company identification or phone number. No kidding! The only way to identify the bidder was to send another email asking who they were!
- The email was received and sent to the centralized printer where it either got lost, jammed or stuck in the print queue.
- The bid was emailed to someone else. In several cases, subcontractors emailed bids to our president or a project manager who they had an email address for unaware that they would not be present on bid day.
- The effect of emailed bids means that a dedicated person must constantly be vigilant of the inbox and junk mail box and in effect become the printer for the hundreds of bids that arrive (unlike the faxed bid which rolls off the machine automatically). Worse yet is when the sender emails bids with numerous attachments each with several pages; printing takes precious time away from bid evaluation and analysis.

The unfortunate result of the above problems can be that a low bid is received too late or not at all which not only puts the GC/CM bid in jeopardy, but also is a lost opportunity for the subcontractor. Unfortunately, instructions on the Invitation to Bid are often overlooked. Different companies will find different solutions to these problems, but we all need to be cognizant of the pitfalls of emailed bids.

On the bright side, emailed bids do enable proposals to be transmitted in a pristine form which can be stored in a file for future use and shared with multiple users quickly. In addition, using email does correct many of the pitfalls of the fax machine. The main point to consider for subcontractors is to ensure they are sending bids in the format requested by the GC/CM (typically PDF) and be sure to send it only to the contact person listed on the bid invitation since it cannot be assumed that someone else will be present on bid day.

I would also recommend putting the bid on electronic letterhead which includes all the contact information including estimator's name, phone, fax and address. Another idea, would be the consistent industry use of standardized email setups. This would enable GC/CM's to send invitations to companies at [estimating@XYZcompany.com](mailto:estimating@XYZcompany.com) without constantly updating their database each time an estimator leaves a company. Likewise, [bids@XYZcompany.com](mailto:bids@XYZcompany.com) provides for a convenient place to send bid proposals.

Notwithstanding the above issues, there are benefits of emailed bids which I do believe outweigh the disadvantages when used prudently.





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#### LIBERTY CHAPTER 61

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05/15/13	Energy Star Rating System
06/19/13	Awards / Networking in a Down Economy



**2013 Estimating Academy: Philadelphia, PA - Hyatt Regency Penn Landing**

**Wednesday - July 17**

7:30am - 11:45am

- **Target Value Design (TVD)**
- **Evaluating Project Risk for Contractual Partners**

12 Noon - 1:00pm

- **Luncheon**

1:15pm-5:00pm

- **Concept & Theory of Model Based Quantity Analysis & Pricing Validation**

**Thursday - July 18**

7:30am - 5:15pm

**"Avoiding MEP Traps on Bid Day"**

- **Plumbing**
- **HVAC**
- **Electrical**
- **Effect of Construction Law on Estimators**
- **National Estimators' Forum**

The National Estimators' Forum is a unique opportunity to discuss relevant and current topics affecting our profession. It will provide a structured platform with your fellow estimating colleagues. Lunch is included prior to the forum.

**90 DAY**

# KNOCK-OUT

ASPE Membership Drive

March 1<sup>st</sup> – May 31<sup>st</sup>, 2013

**Enhancing Your Chapter Will  
KNOCK OUT Your Philadelphia  
Conv. Registration Cost! ~~\$595.00~~ Value**

*(Does not include Estimating Academy, Hotel, or Travel)*

**Complete 3 rounds during March,  
April, & May to get your TKO.**

*Limited time offer. Non-transferable.  
Renewing members not included.*



- Invite 'em
- Involve 'em
- Sign 'em Up

- March
- April
- May

- 5 New Members Recruited (in allotted time)
- Free 2013 Philadelphia Conv. Registration

**RECRUITERS PLEASE NOTE:**

Advise new members, joining during this drive, they will receive a 2013-2014 pro-rated dues renewal in June.



# Please Join Us for This FREE Industry Networking Event!

## THE BLUE BOOK Building & Construction NETWORK®

### Showcase

*Where Relationships are Built*

Join us and promote *your* company – in person – to companies and individuals looking for local subcontractors, suppliers and manufacturers for their current and upcoming projects. Solidify old relationships and secure new ones at this FREE industry event.

#### Who will be exhibiting:

The Blue Book Network is inviting all Architects, Facility Managers, Owners, Government Agencies and School Construction Agencies to exhibit and join the local General Contractors who have been the centerpiece of these successful events for the past eight years!

**Cost: FREE!** Must provide 2 business cards to enter.  
Hors d'oeuvres and beverages included.

#### RSVP is required.

Complete the information below and fax it to 914-243-0287.

All information must be complete to register.



Please check the region(s) on the right you plan to attend.

\_\_\_\_\_  
Company Name

\_\_\_\_\_  
Person Attending

\_\_\_\_\_  
Title

(\_\_\_\_) \_\_\_\_\_  
Company Phone

(\_\_\_\_) \_\_\_\_\_  
Company Fax

\_\_\_\_\_  
Email

\_\_\_\_\_  
Zip Code

**Questions? Call The Blue Book Network at 800-431-2584  
and ask for the Showcase Department**

### APRIL 2013

- 4/9 **Cleveland, OH** 3-7pm  
"Brownstown" at The Cleveland Browns Stadium
- 4/16 **San Antonio, TX** 3-7pm  
OMNI San Antonio Hotel At The Colonnade
- 4/17 **Foxborough, MA** 3-7pm  
Gillette Stadium
- 4/23 **Randolph, NJ** 2-6pm  
Meadow Wood Manor
- 4/25 **Arlington, TX** 3-7pm  
Texas Rangers Ballpark
- 4/25 **Denver, CO** 2-6pm  
Sports Authority Field at Mile High
- 4/30 **Minneapolis, MN** 3-7pm  
Target Field
- 4/30 **City of Industry, CA** 3-7pm  
Pacific Palms Conference Resort
- 4/30 **Fresno, CA** 2-6pm  
TorNino's Banquets, Inc.

### MAY 2013

- 5/1 **Long Island, NY** 2-6pm  
The Carlton at Eisenhower Park
- 5/2 **Tarrytown, NY** 3-7pm  
Westchester Marriott
- 5/2 **Columbus, OH** 3-7pm  
Crowne Plaza Columbus-Dublin
- 5/2 **Tempe, AZ** 2-6pm  
The Buttes, A Marriott Resort
- 5/8 **Philadelphia, PA** 2-6pm  
Lincoln Financial Field - The SCA Club Level
- 5/8 **Richmond, VA** 2-6pm  
Richmond Intl. Raceway Torque Club
- 5/9 **Atlanta, GA** 3-7pm  
755 Club at Turner Field
- 5/9 **Pontiac, MI** 3-7pm  
Auburn Hills Marriott Pontiac at Centerpoint
- 5/9 **Seattle, WA** 3-7pm  
Bell Harbor International Conference Center
- 5/15 **Landover, MD** 2-6pm  
FedExField
- 5/15 **San Francisco, CA** 3-7pm  
Le Meridien San Francisco
- 5/16 **Ft. Lauderdale, FL** 3-7pm  
Broward County Convention Center
- 5/16 **Houston, TX** 3-7pm  
Sam Houston Race Park
- 5/21 **Chicago, IL** 3-7pm  
Drury Lane Oakbrook Terrace
- 5/22 **Raleigh, NC** 3-7pm  
Scott Building at North Carolina State Fairgrounds
- 5/23 **Orlando, FL** 3-7pm  
DoubleTree by Hilton at the Entrance of Universal Orlando

**MEETING MINUTES**  
**ASPE CHAPTER 61 - BOARD MEETING**  
**Feb 20, 2013**

Board Members / Chairpersons (“P” = Present; “A” = Absent)

Karla Wursthorn	Pres	“P”	KW	<a href="mailto:kwursthorn@tnward.com">kwursthorn@tnward.com</a>
Nick Vermont	1 <sup>st</sup> VP	“P”	NV	<a href="mailto:nvermont@aesclean.com">nvermont@aesclean.com</a>
David Watson	2 <sup>nd</sup> VP	“A”	DW	<a href="mailto:dwatson@pooleanderson.com">dwatson@pooleanderson.com</a>
Joe Clearkin	Treas	“P”	JC	<a href="mailto:joe@clearkin.com">joe@clearkin.com</a>
Paul DiPasquale	Secty	“P”	TR	<a href="mailto:pedipasquale@verizon.net">pedipasquale@verizon.net</a>
Mike Lese	Director	“P”	ML	<a href="mailto:mlese@msn.com">mlese@msn.com</a>
Terry McGeehan	Past Pres.	“P”	TM	<a href="mailto:terrencemcgeehan@yahoo.com">terrencemcgeehan@yahoo.com</a>
Tom Rowland	Director	“A”	TR	<a href="mailto:bonnetlane@verizon.net">bonnetlane@verizon.net</a>
Sid Numerof	Director	“A”	SN	<a href="mailto:the.sid@verizon.net">the.sid@verizon.net</a>
Ron Trawinski	Director	“P”	RT	<a href="mailto:trawinski@verizon.net">trawinski@verizon.net</a>
Lydell Williams	Director	“P”	LW	<a href="mailto:ktm_perfection@msn.com">ktm_perfection@msn.com</a>
Don Logan	Director	“P”	DL	<a href="mailto:dalogs5059@gmail.com">dalogs5059@gmail.com</a>

Guests

John Donch.

**1. Committee Reports:**

A. Finance (Joe C): Sound condition.

B. Programs (Karla W): Set for remainder of year. Ethics next month – maybe incorporate the Ethics of Green? “The 7 Sins of Green Washing”

C. Education (Terry M): For next year, we may look at a 1 day course in lieu of the tradition 10 week courses.

D. Awards (Mike L): KW to submit “Intent” for National Recognition by 3/15.

E. Membership / Calling (Nick V., Lydell W):

- Establish Twitter account? Does anyone follow?
- Set up Linked In Group – few followers.
- Need to call upon those who have not renewed to encourage them to re-join. In February KW , again, sent our notice to the 6 people who did not renew this year. No response to email – perhaps the addresses are old? No more progress here.

F. Website (Karla W.): Need to add new events/program calendar!

G. Newsletter (Don L.):

- Add convention advertisement next publication – KW has one.

- Each board member to submit an article.

H. Certification (Ron T) : Lucious Johnson got CPE. He is speaker this evening.

I. By Laws (Mike L): Up to 12 new bylaws to be introduced.

J. Nominations (Karla W/Terry M): Wait till later in Spring.

K. Convention (Mike L):

Patsy had visit in December – Aquarium is site for President's Party. Mike contacted Patsy and this is the latest report:

1. President's Party is confirmed for the Aquarium. The charge for spouse to attend will be \$80, but actual cost is \$100. And that does not include transportation.  
Therefore, Patsy is looking for the NE Region to kick in \$5,000 toward the President's Party.
2. Convention registration packets will be going out between March 1 and 15. Early Bird registration is \$525. After 5/31, registration is \$595.
3. Estimating Seminars will be Wednesday and Thursday.
4. Other schedule info - Estimators Roundtable is Thursday afternoon. Thursday evening is open. Friday AM is Chapter Workshops, and Friday evening is Awards Banquet.  
Saturday AM is Regional Conferences, and Saturday afternoon is Business Session.  
President's Party is Saturday evening.
5. Patsy will negotiate with the hotel for our Hospitality Suite, which will also be Karla's accommodations.
6. I need to get Patsy contact info re water taxi to President's Party

Assignments were made as follows:

- Find 4 LCD projectors for loan – KW has 1, Don to buy one for chapter with chapter funds, Lydell has 1 for loan, Ron T has 1 for loan
- Copier machine for loan – Paul D. looking into options.
- Speakers for Opening Session – KW will work on this.
- Color Guard – John Donch to look into
- Registration Volunteers (Wed./Thurs.) – Mike, John D, Karl, Terry, etc.
- Local sponsors/exhibitors – by SBO
- Hospitality Suite – Patsy trying to bargain for – KW to manage this aspect. Will discuss food & drink closer to convention.
- Volunteer to run errands – whoever is around at convention can help
- KW to ask Howard Dupee about coordinating shirts.

**2. Old Business:** N/A

**3. New Business:**

A. National News: No report.

B. Regional News: Spring Regional Meeting Saturday 23<sup>rd</sup> in Baltimore. Karla Wursthorn, Mike Lese, Terry McGeehan, Ron Trawinski all attending.

A. Chapter News: David Watson as 2<sup>nd</sup> VP says on – no change; however, he has relocated to CT area.

B.

**Will plan to meet before next month's dinner meeting to review action items.**

Please review these minutes and if you believe there are any errors or omissions, please contact me prior to our next meeting.

Respectfully submitted,

KARLA WURSTHORN  
Chapter President