

# THE LIBERTY BELL



ASPE Liberty Chapter 61, Philadelphia, PA

## AMERICAN SOCIETY OF PROFESSIONAL ESTIMATORS

### The President's Message, Karla Wursthorn, CPE

Our September Dinner Meeting on Philadelphia's New Storm Water requirements was a great success bringing several new guests interested to learn how the news regulations will affect their businesses. Thanks go to Michael Connor of Stantec for sharing this important and timely information with us. I expect to see this issue come up in pre-construction meetings much more as estimators and designers work together to try to alleviate the burden of the increased storm water fees.

Our October meeting will be Wednesday, October 20th at the Doubletree Hotel in Plymouth Meeting (Social Hour at 5:30, Dinner at 6:30 with speaker to follow). Kevin Collins from Sika will be presenting FRP Reinforcement.

Also, you are cordially invited to join the ASPE Northeast Regional Meeting taking place on Saturday October 16<sup>th</sup> in Lehigh Valley. In addition to meeting members from all over the Northeast, this is a great way for CPE's to earn credit towards continuing education.

- Karla



#### Our Mission :

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

- EDUCATION
- CERTIFICATION
- FELLOWSHIP
- PROFESSIONALISM
- STANDARDIZATION

### Join ASPE Liberty Chapter 61, Philadelphia:

**Wednesday October 20th, 2010**

<b>Meet &amp; Greet</b>	<b>5:30PM</b>
<b>Dinner</b>	<b>6:30PM</b>
<b>Presentation</b>	<b>7:30PM</b>

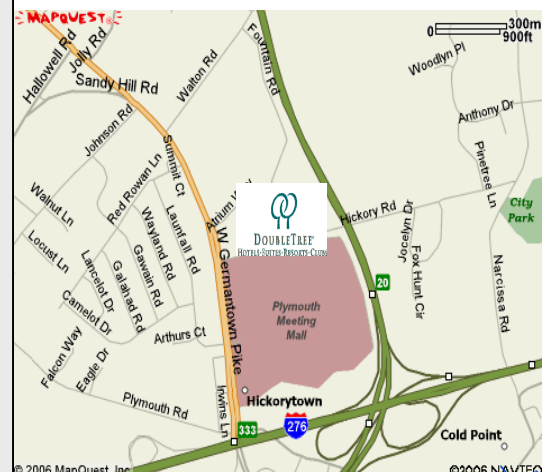
**Dinner is \$35 with a choice of chicken or fish.**

**Presentation: FRP Reinforcement**

**By: Kevin Collins**



Innovation & **sika**  
Commitment 1910





## DENNIS GLEASON RECEIVES ADVOCATE AWARD

Taken from The Intelligencer News Brief May 2010

“Dennis Gleason of Hatboro received the Anapol Advocate Award from the Philadelphia-based law firm Anapol Schwartz's Foundation for assisting individuals affected by injuries to lead productive lives. A \$5,000 donation will be made by Anapol Schwartz to the Crozer-Chester Medical Center's burn unit in Gleason's honor. Gleason suffered electrical burns working as lineman at PECO after coming into contact with a power distribution line. Since the accident, he has served on the Burn Foundation's Survivors Advisory Council as a mentor.”

ASPE Liberty Chapter 61, Philadelphia congratulates Dennis and his family.

The link below can be utilized to visit the award site:

<http://www.anapolschwartz.com/advocate-award/index.asp>

## Member Profile: Ron Trawinski, CPE, The Norwood Company

Name: Ronald Trawinski; CPE, LEED AP

Company: The Norwood Company

Position: Chief Estimator

Career Path: Graduated from Rutgers University with a degree in civil engineering in 1980. Have been in the construction field ever since, working for general contractors/construction managers in New York State as well as PA. I am a licensed contractor certificate holder in the states of NC, SC VA, & WV.

Favorite Part of Job: The interaction with my fellow construction professionals and subcontractors. I don't believe there is any other profession with such a strong bond between people as the construction field.

Least Favorite Part of Job: Arguing over money.

Year Joined ASPE: 1993

Favorite Thing About ASPE: The many friendships I have formed over the years since becoming a member.

Personal Information: I have two wonderful children – Mary Kate (25) who lives in NYC and Eric (23) who currently lives at home.

Hobbies: Golf, Golf (and, oh yeah) Golf

Favorite (Books, Movies, Music) I enjoy all types of music including jazz and the blues. Favorite movie – Rudy. Favorite book – The Boys of Summer.





## **ASPE CERTIFICATION**, (Excerpts from ASPE National website)

*By Ron Trawinski, CPE, Ch. #61 Certification Chairman*

One of the benefits of membership in the American Society of Professional Estimators is our Certified Professional Estimator's (CPE) program. The certification program is one of the single most important career development steps a construction estimator can make. Several reasons why you should consider becoming a CPE are:

Certification grants you professional credentials, similar to a CPA or PE.

Certification reflects your commitment to the construction profession as well as personal achievement.

Certification can enhance your position with your current employer.

Certification can improve career opportunities and advancement.

Many government agencies now require bid proposals to be prepared by estimators who are certified. This includes ASPE Certified Professional Estimators.

So, hopefully I have sparked your interest and you are now contemplating, "How do I become a CPE"? The ASPE website ([www.aspenational.org](http://www.aspenational.org)) has a detailed section devoted to the Certification process. To summarize the website, each candidate seeking Certification must meet five basic requirements:

Minimum of five years construction experience.

Completion of the CPE orientation workshop.

Completion of a 2500+ word technical paper on an approved topic of the candidate's choice.

Passing a four hour General Estimating Knowledge (GEK) exam.

Passing an eight hour Discipline Specific Test (DST) or, if a DST exam is not available in your field, submission of 100 technical questions and answers.

Sounds like a lot of work; however, speaking from personal experience, with a little bit of sweat and some time management (as estimators, we know all about this!) you will be able to successfully complete the program within a year. Still interested but have some questions? Feel free to give me a call (Ron Trawinski CPE, 610-266-4532). The next Certification cycle begins in January 2011. I look forward to working with you towards the successful completion of your Certification program.

## ***VOLUNTEERS NEEDED!***

### **Collaborative Cost Estimators:**

The Community Design Collaborative is looking for a cost estimator who has experience with urban single family residential developments. Please let me know if you have this experience and are willing to help us with our upcoming Design Charrette. Please see the description of the charrette below. We truly appreciate your support!

Thank you!

Heidi Segall Levy, AIA, Project Manager

Community Design Collaborative

1216 Arch Street, 1st Floor

Philadelphia, PA 19107

215.587.9290 ext. 111/215.587.9277 fax

heidi@cdesignc.org

## Basic Canons of ASPE

**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.

## Oh Where, Oh Where has my Emailed Bid Gone...?

By Karla Wursthorn, CPE

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 contractor's office or getting stapled to someone another 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 make emailed bids very simple even for the computer novice. Just a year ago, I would typically only get a handful of emailed bids whereas over the last two months approximately eighty percent 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 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.

## 2010 - 2011 BOARD DIRECTORS & COMMITTEE CHAIR

<u>TITLE</u>	<u>MEMBER</u>	<u>EMAIL</u>	<u>COMMITTEE CHAIR</u>
President	Karla Wursthorn, CPE	kwursthorn@tnward.com	Membership, Website
1st Vice President	Mike Lese , E	mlese@msn.com	By Laws
2nd Vice President	Nick Vermont, E	nvermont@aesclean.com	
Treasurer	Joe Clearkin, CPE	joe@clearkin.com	Finance
Secretary	Tom Rowland, CPE		
Directors:	Brian Dixon, CPE	bdixon@oliversprinkler.com	
	John Donch, CPE		
	Donald Logan, CPE	dlogan59@comcast.net	Newsletter
	Terry McGeehan, FCPE	Terrence.McGeehan@yahoo.com	Awards
	Sid Numerof, CPE , ME	the.sid@verizon.net	Education
	Ron Trawinski, CPE	trawinski@verizon.net	Certification

## PROGRAM HIGHLIGHTS 2009/2010

<u>Meeting Date</u>	<u>Program Title</u>	<u>Presented By</u>
8/18/10	The Cost of Electrical Safety	Dennis Gleason, CPE, PECO
9/15/10	Philly's Storm Water Regulations	Michael Conner, Stantec
10/20/10	Estimating FRP Reinforcement	Kevin Collins, Sika Corporation
11/17/10	Estimating Rain Screen Systems	Joseph Fattore of Masonry Institute
12/15/10	Holiday Party & Green Roofs	Carlisle Roofing
1/17/11	Joint Meeting with NAWIC	Lean Construction
2/16/11	Ethical Challenges in a Challenging Economy	
3/16/11	BIM Integration w/ Estimating	Beck Technologies
4/20/11	You've Got Spoils—Now What?	Environmental Issues Addressed
5/18/11	Estimating Telecommunications	
6/15/11	Awards Dinner	