

# THE LIBERTY BELL



ASPE Liberty Chapter 61, Philadelphia, PA

## AMERICAN SOCIETY OF PROFESSIONAL ESTIMATORS

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

With the advent of new technology, telecommunications has become an important part of every construction project. Please join Jim Magee and Mike McGlinchey, RCDD, of Linecom USA at our monthly dinner meeting this Wednesday to learn more about how to estimate, de-scope and evaluate proposals for telecommunications.

In June, I look forward to announcing award recipients including the scholarship winner. We will also introduce the new members of the ASPE Chapter 61 Board of Directors. Please watch your mailbox for the ballot which needs to be completed by May 30<sup>th</sup>.

Finally, I'd like to invite all members to consider attending this year's National ASPE Convention in Nashville. The 2011 ASPE Annual Convention, held in conjunction with our Annual Estimating Academy, offers construction estimators the opportunity to expand their professional knowledge and learn methods to help their ASPE chapters grow.

Packed in between all the educational and business sessions will be loads of fun with the Welcome Party on Wednesday evening, a fun-filled evening at the Wildhorse Saloon on Thursday; Awards Banquet on Friday evening and finally, the President's Party on Saturday evening. Don't miss out - - join us in Nashville, Tennessee, July 13 - 16, 2011, at the Hutton Hotel.



#### 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:

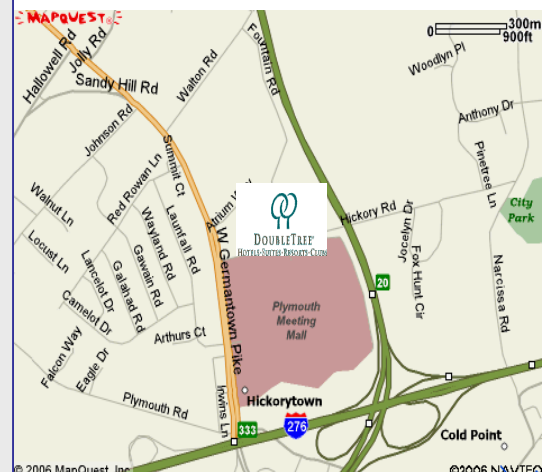
**Wednesday May 18, 2011**

<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: Estimating Telecommunications**

**By: Jim Magee &  
Mike McGlinchey RCDD  
LINECOM, INC**





## Proposed Amendments to National By-Laws

by Mike Lese, Chapter 61 By-Laws Chair

Our Chapter has been notified by the National Business Office that three Amendments to our National By-Laws will be proposed to the membership at this year's Convention. It is our responsibility as Chapter members to review these proposed changes, and give direction to our Convention delegates as to how we wish them to vote at the Convention Business Session.

As our Chapter's current By-Laws Chair, and as a former member of the By-laws Re-Write Committee, I have undertaken to review the proposed Amendments, and with that background, I will express my thoughts regarding these proposed changes. I would urge each of you to consider these changes and come to your own conclusions as to the desirability of these changes. You will have an opportunity to express your own views and vote at our June Chapter meeting.

In the interest of brevity, I will not re-state the entire three proposed Amendments, but rather paraphrase the changes. Anyone who has not already received a copy of the full changes may e-mail me at [mlese@msn.com](mailto:mlese@msn.com) and I will forward you the complete wording.

### PROPOSED AMENDMENT #1

This Amendment is proposed by the Certification Committee. Its purpose is to create a new membership classification titled *Lifetime Certified Professional Estimator* or "LCPE". Our current Society By-Laws, under Article III, Section 4, already contain a Membership Classification titled *Certified Professional Estimator* or "CPE".

Other current membership classifications include *Estimator, Constructor, Associate Member, Affiliate Member, Student, and Fellow*. Other than *Fellow*, in each of these classifications, the difference between classifications relates to years of estimating practice or whether or not one is an estimator or other construction professional.

The difference between a "CPE" and an "LCPE" is the fact that an "LCPE" is no longer required to re-certify every three years. This does not seem to me to warrant the creation of another membership classification. All LCPE's are already CPE's, and thus already have a particular membership classification. Another classification is unnecessary.

I would urge our membership to vote NO to this amendment.

### PROPOSED AMENDMENT #2

This Amendment is proposed by the Director of Administration, at the request of the Board of Trustees. Its purpose is to change the due date for payment of annual dues for those members who joined the Society after June 1, 2008. Currently, all new members pay their annual dues the month they join, and their renewal date continues to be that anniversary month. The proposed amendment would change the renewal date for ALL members to August 1.

Formerly, when a new member joined the Society during the year, their dues were pro-rated depending on how many months were left in that fiscal year. Thereafter, their due date became August 1. It was at the request of the Board of Trustees and the Director of Administration that this change was made to stop the pro-rating, and have rolling renewals depending on when each new member joined. Supposedly, this would simplify book-keeping and produce better cash flow.

In my opinion, the members gave them what they wanted, and now they're having second thoughts.

I am inclined to vote NO to this amendment, but would be anxious to here from National Treasure John Stewart in this regard.

### PROPOSED AMENDMENT #3

This amendment is proposed by the Certification Committee, and contains two distinct parts.

The first part relates back to proposed Amendment #1, and would give the Certification Committee the ability to assign the "LCPE" membership classification.

If Amendment #1 is rejected, this part of Amendment #3 would not be necessary.

The second part of this amendment adds a statement that Certification Committee members "shall not be involved in the training of estimators for the certification process". This addition is necessary to meet accreditation requirements of the Council of Engineering and Scientific Specialty Boards.

I urge all members to vote YES for this second part of the proposed amendment.

If anyone wishes to further discuss/question these proposals, please see me at our May or June Chapter meetings, or call (215-832-4321 office; 610-935-2074 home), or e-mail at [mlese@msn.com](mailto:mlese@msn.com).



**Thank you Karla for your dedication and service!!**

**VOLUNTEERS NEEDED!**

**CDC IS CURRENTLY IN NEED OF ESTIMATORS**

**Collaborative Cost Estimators:**

Contact:

Heidi Segal 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

MLK Older Adult Center Advisory Council, Lower North Philadelphia - 2101 Cecil B. Moore Avenue

Conceptual design for a new senior center facility

Volunteers needed: architects/intern architects, cost estimator

Meredith Home & School Association/Queen Village Neighbors Association, South Philadelphia - 725 S. 5th Street

Conceptual design for the greening of the Meredith School schoolyard

Volunteers needed: landscape architects, architect/intern architect, structural engineer, civil engineer/stormwater management consultant, cost estimator

Mt. Airy USA, Mt. Airy – 6923-45 Germantown Avenue

Conceptual design for a public gathering space at Lovett Library

Volunteers needed: landscape architects, planner, cost estimator

Wallingford Presbyterian Church, Wallingford, PA (Delaware County) – 110 E. Brookhaven Road

Conceptual master plan for improvements/greening/accessibility

Volunteers needed: architects/intern architects, landscape architect, structural engineer, MEP engineer, cost estimator

Belmont Village Community Association/WORC, West Philadelphia - 4500-4800 Blocks of Conshohocken Avenue

Conceptual design for a neighborhood gateway

Volunteers needed: landscape architects, traffic engineer, cost estimator

Powelton Village Civic Association, West Philadelphia – 301 N. 36th Street

Conceptual design for the greening of the Powel Elementary School schoolyard

Volunteers needed: historic preservationist, cost estimator

## 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	