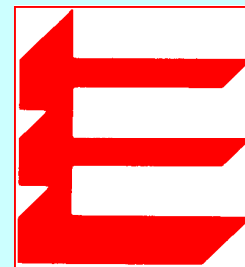


THE LIBERTY BELL

ASPE Liberty Chapter 61, Philadelphia, PA



Our Mission :

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

- EDUCATION
- CERTIFICATION
- FELLOWSHIP
- PROFESSIONALISM
- STANDARDIZATION

AMERICAN SOCIETY OF PROFESSIONAL ESTIMATORS

The President's Message

I wish to introduce myself to those of you who do not normally attend the monthly meetings. I am the incoming president for the 2007-2008 year. The past presidents, officers, board members and general membership have laid a great foundation for the continuation and growth of the organization.

As you are aware, The Mission of The American Society of Professional Estimators is to serve the construction estimators by providing education, fellowship, and opportunity for professional development.

Our goals are to provide a vehicle for EDUCATION, CERTIFICATION, FELLOWSHIP, PROFESSIONALISM, and STANDARDIZATION.

These benefits of membership are obvious. In years past our local group had a much larger geographical base from which to gain membership, Delaware as an example broke off to form their own chapter. Philadelphia and the surrounding counties still is a substantial area with many successful construction firms. It is sometimes difficult to understand why people in the profession are not beating down the doors to join and take part in the monthly meetings. In my relatively short tenure, I have been very impressed with the variety and depth of the ex-

remely interesting programs.

There is a great possibility that not all general construction and sub-contracting firms are aware that we exist. We as members, have a duty to let people know of our existence and the value of membership and CPE Certification. The more educated your staff and sub-contractors become, the more accurate and beneficial are the estimates you will be able to assemble.

Increasing and sometimes just retaining membership in any association can be a challenge. I hope each of you have some ideas to share so we may get the word out to a larger audience of potential members.

There is a vast universe of diverse associations that are vying for membership in the Philadelphia region. I was told a few years ago that locally there are over 700 associations, for sure not all are construction related but, there are many.

We, as a fairly focused group of estimating professionals, have some valuable information to share with those willing to listen and participate. The more participants, the greater data base for learning from different experiences and disciplines.

I welcome Brian Dixon and Rick Krause to the Board. Thank you for agreeing



Lee Hartwig, E

to give of your time as the rest of the Board has in the past. Rick has already suggested that possible short presentations by some in the subcontracting community could be invaluable in the understanding of each of our challenges in project estimating.

Join my optimism in looking forward to a great year.

Lee Hartwig, E
President,
Liberty Chapter 61,
Philadelphia

Inside this issue:

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Website	3
Programs	4
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Network With Subcontractor Partners

For those among us who are estimators for C/M firms or General Contractors who engage subcontractors, sometimes it pays to look over the shoulder of estimators in those subcontracting companies to learn from their methods and gain additional knowledge of how they determine costs.

Subcontracting firms most often prepare much more detailed estimates than C/M and General Contracting firms because they must be competitive among other bidders in the same trade and also because they are at risk. C/M firms and General Contractors are often

equally competitive but usually have the benefit of subcontractor quotations helping to reduce their risk prior to committing to contracts.

C/M firms and General Contractors often have additional needs to prepare estimates before design documents are developed to the level of detail necessary to support subcontractor bidding. Seldom will a Chief Estimator have adequate budget and time to permit his staff to perform those estimates at a level of detail that subcontractors normally perform from well developed design documents. For these reasons, C/Ms and

GCs most often use different methods than subcontractors to develop fairly reliable estimates as design documents are being developed and in advance of receiving bids from subcontractors and suppliers.

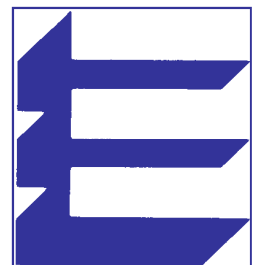
Many among us under pressure of time constraints and tight budgets have had to resort to methods to produce estimates quickly and inexpensively and from time to time, those methods produce questionable results. On those occasions when questionable results occur, they should

be considered opportunities to investigate and determine the reasons why estimates have not met expectations and adjust our methods to achieve better results in future work.

Taking a couple of subcontractors to lunch to discuss how they prepare their estimates in detail is one of the best ways to learn what may be causing the results that you feel should be better. Some estimators for subcontractors will share in minute detail what their process is and that helps enable you to reassess and fine tune the abbreviated methods you may need to use. Using this approach, the writer observed the



(Pictures, clockwise from top left)
 Lee Hartwig presents Tom Rowland, CPE with the **Outstanding Service Award**.
 Terry McGeehan, FCPE accepting the **Presidents Award**.
 Karla Wursthorn, CPE acknowledging congratulations after receiving the **Estimator of the Year** award.
 Terry and Don Logan, CPE Shaking over Lee's decision to open the bar.



level of detail and estimating methods used by subcontractors installing acoustical tile ceilings. One key item noted from those discussions was the astonishing level of labor and waste material that can be caused by very small differences in room dimensions. Through a more detailed analysis, it was determined that differences room dimensions alone could cause unit costs to range by more than 100% for ceilings in different rooms in the same project and all following the same

specification. It pays to learn what causes variations such as these and then fine tune our estimating methods to take them into account.

Another excellent approach to improving estimating performance is to simply attend our monthly Chapter 61 meetings and ask any of several of our members how they have dealt with issues similar to those you may be experiencing.

Why not use both approaches at the same time?

Bring an estimator from one of your subcontractors or suppliers as your guest to our next meeting and get us all involved!

Rick Krause, CPE



2007/2008 OFFICERS and DIRECTORS

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Terry McGeehan, FCPE	First Vice President
Karla Wursthorn, CPE	Second Vice President
Mike Lese, E	Third Vice President
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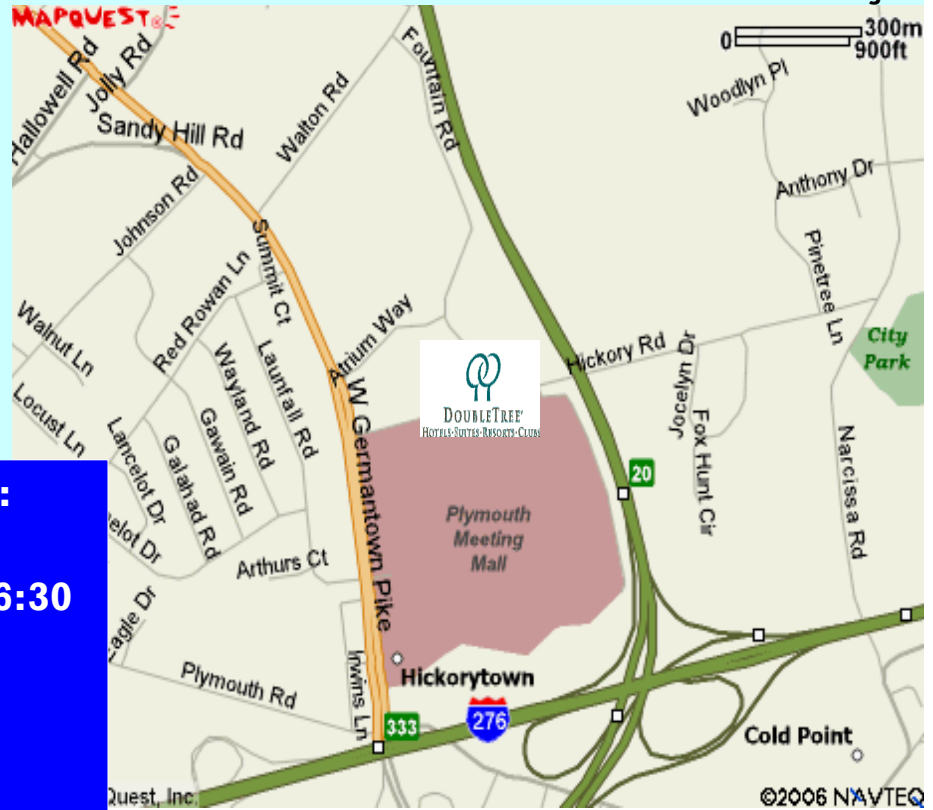
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For August, we meet on the fourth Wednesday!

Doubletree Guest

Suites: 610-834-8300

640 W Germantown Pike
Plymouth Meeting, PA
19462



Augusts' Dinner Meeting:
Wednesday the 22nd
Happy Hour 5:30, Dinner 6:30
Dinner Choices:
Steak or Salmon
Served w/ salad & dessert.

We are on the Web: www.aspe61.org

2007 / 2008 PROGRAM SCHEDULE

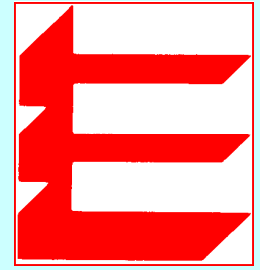
Aug. 22nd, 2006 LEEDS, Lee Hartwig

Join Liberty Chapter's Newly elected board with a presentation on LEEDS, Green Buildings, presented by Chapter 61's President. Lee Hartwig.



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AMERICAN SOCIETY OF PROFESSIONAL ESTIMATORS

The President's Message

We are off to a great start to the New Year with a well attended August meeting. We had a very general overview of the whole "Greening of the construction business" as it relates to the various constituencies and some of the implications it has to the estimates we develop. Green is everywhere we look and will impact every part of our life, from where we live, to what we eat, to how and with what we meet our energy requirements, to new, reformulated and not yet invented products with which we build buildings. The old Chinese proverb says it best; "May you live in interesting times". I expect over the next several years we will have

many more presentations extolling the virtues of minimizing human impact on the environment.

Rick Krause has taken on the meeting program challenge with a vengeance and is planning to present, and arranging for, excellent programs and mini presentations, all of which will be of great value to every member, no matter the discipline in which you work in the estimating profession. You can't afford to miss all of this exciting information. Everyone has more things to do than the time to fit them all in. I always come away from every meeting



Lee Hartwig, E

with a little tidbit that makes my understanding of others challenges a little more complete. Plan on coming to as many meetings as you possibly can, you won't be disappointed.

Each of you knows many

(Continued on page 2)



Ladies and Gentlemen: Congratulations to Philadelphia Chapter 61 for winning the following awards that were recently given out at our National Convention in Park City, Utah, July 11 thru 14th.

Philadelphia won the Region Award for Best Chapter Educational Activity, Best Chapter Newsletter and Best

Chapter Website. Philadelphia also won a Superior Chapter Award. These rewards reflect the hard work your leaders and members put in to your chapter and ASPE.

Congratulations again and I hope to see you submit for more awards next year.

Mike Gowen CPE
Northeast Governor



Chapter President Lee Hartwig presents Karla Wursthorn with a plaque honoring her as ASPE Chapter 61's Estimator of the Year for 2007. Congratulations Karla!

ASPE CERTIFICATION, By Dennis Gleason

The American Society of Professional Estimators (ASPE) offers a Certification Program for qualified applicants. To qualify to become a Certified Professional Estimator (CPE), applicants must have at least five (5) years of estimating work experience.

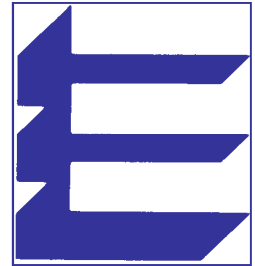
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specific area of expertise. Currently, ASPE has Discipline Specific Tests in the following categories: General Estimating, Earthwork, Concrete, Roofing, Dry-wall Systems, Painting, Plumbing, HVAC Piping, HVAC Sheet Metal, and Electrical.

So, what has being a CPE done for me? You

(Continued on page 3)



The President's Message, continued

(Continued from page 1)

people in the estimating profession. Give them some insight to the ASPE organization and E-mail them a copy of our newsletter. There is never a downside to getting to know additional people in the business and getting all the available education that is available free, or at a very nominal cost. I have been at this for a long time and learn something new each day. As an example, last week I learned even though it is very early on a Sunday morning, and even though there are no other cars

on the road, and even though you are leaving the town and can see the 55mph sign ahead, don't step on the go peddle till you pass the trooper sitting behind the tall weeds. My estimating ability of how fast I could accelerate in my 3 ton gas hog was off by a few hundred yards.

Seems we spend a lot of time talking about membership and meeting attendance. We do. There are constantly new people coming into the profession. Give them a jump start and

don't forget to get involved yourself.

Please come out and join us at September's meeting presented by M. Schnoll and Sons Painting. You will learn something new, I am certain.

Lee Hartwig, E
President Liberty Chapter 61,
Philadelphia

"Get Involved"



Ron Trawinski, CPE and renewing member Dave Cwierniewicz, E share a moment with ASPE National President John Stewart, CPE at Liberty Chapter 61's August Dinner Meeting. Thanks to Lee Hartwig for a stellar presentation on Building Green.

ASPE CERTIFICATION, Continued

(Continued from page 2)

may find yourself asking that question when looking at what you need to become certified but having gone through the process I believe it has paid for itself ten fold. Having been an Estimator and Designer for ten years prior to joining the ASPE, there was nothing that I could produce to a potential employer or contractor that indicated that I brought to the table a certain amount of experience and expertise, other than possibly word of mouth through the industry. Now that I have attained the CPE status, I personally feel a sense of accomplishment. Everything that I did to attain my certification was what I did everyday. Until I participated in the program, did I realize the magnitude of the posi-

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Workshop or you will be offered to conduct your workshop on line at your convenience. Dennis will schedule the workshop sometime during November or early December.



Dennis Gleason, CPE
Certification Chairman

“So, what has being a CPE done for me?”



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ASPE Member: \$350.00 Total

\$75.00 (must accompany Workshop application form)

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If you are interested in becoming a CPE candidate or have any further questions, feel free to visit the ASPE website or contact either Dennis Gleason, CPE or Terry McGeehan, CPE

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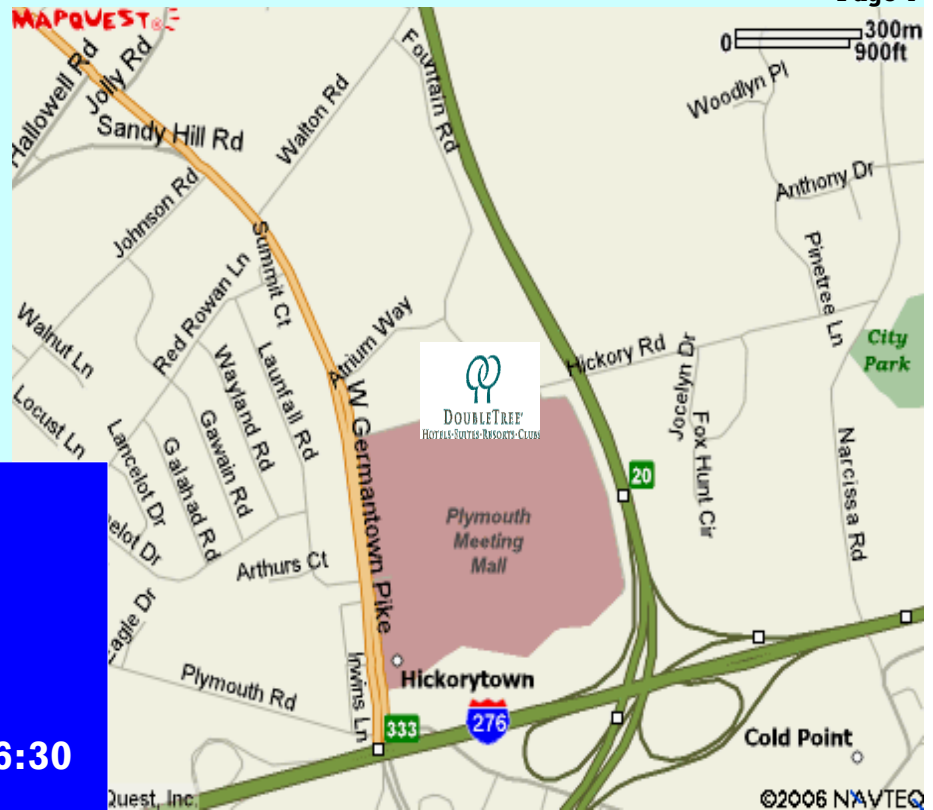
Note: Exerts from the forgoing article are taken direct from ASPE website.

We meet on the 4th Wednesday of the month!

Doubletree Guest Suites: 610-834-8300
640 W Germantown Pike
Plymouth Meeting, PA

THIS MONTH :

PAINTING presented by M. Schnoll & Sons
Wednesday Sept. 26, 2007
Happy Hour 5:30, Dinner 6:30



We are on the Web: <http://www.aspenational.com>

ASPE Liberty Chapter 61
PO BOX

2007 / 2008 PROGRAM SCHEDULE

Aug. 22nd, 2007	Building Green, Lee Hartwig
Sept. 26th, 2007	Cost Issues in Painting, Schnoll Painting
Oct. 24th, 2007	Boring Techniques, American Boring
Nov. 14th, 2007	Comcast Center, L F Driscoll
Dec. 19th, 2007	Christmas Social
Jan. 23rd, 2008	W/ NWAIC , Electrical Safety by Dennis Gleason
Feb. 27th, 2008	Phila. Casino Project, Keating Building Corp.
Mar. 26th, 2008	Estimating Change Orders, Sid Numerof
Apr. 23rd, 2008	Ethics Roundtable, Terry McGeehan
May 28th, 2008	Insulated Forms, Manning Corporation
June 25th, 2008	Liberty Chapter 61, Awards Banquet
July	ASPE National Convention, Baltimore MD.

Would you persuade, speak of interest, not of reason.
— Benjamin Franklin



PAID ADVERTISEMENT



Recent attendees said...

"This class will help my job estimating."

"Excellent course! Very applicable to GC's."

"Perfect!"

The Basics of Commercial HVAC Systems"

September 18, 2007

8am – 12pm at The Philadelphia Hampton Inn

\$250 per person

- **How do HVAC systems work?**
- **Identify major components of HVAC systems**
- **What you missed on bid day!**
- **GC/HVAC coordination issues**
- **How to read 'M' drawings**

Registration information by calling 919-510-4061 or online at **www.hvactraininginstitute.com**



Liberty Chapter 61 members enjoy hamming it up for the camera at our August Dinner Meeting.

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2006/2007 OFFICERS and DIRECTORS

Lee Hartwig, E	President	MEMBERSHIP / CALLING
Terry McGeehan, FCPE	First Vice President	AWARDS
Karla Wursthorn, CPE	Second Vice President	WEBSITE
Mike Lese, E	Third Vice President	BY LAWS
Joe Clearkin, E	Treasurer	
Tom Rowland, CPE	Secretary	MEETING MINUTES
Brian Dixon, CPE	Director	
Dennis Gleason, CPE	Director	CERTIFICATION
Rick Krause, CPE	Director	PROGRAMS
Kelly Sigman, E	Director	EDUCATION
Ron Trawinski, CPE	Past President, Director	
John Stewart, CPE	Past President, Director	"ASPE NATIONAL PRESIDENT"
Don Logan, CPE	Past President, Director	NEWSLETTER
Sid Numerof, CPE ME	Past President, Director	

CERTIFICATION UPDATE:

Congratulations to Rick Krause and Karla Wursthorn on completed their certification requirements. Nate Simmons is a candidate for CPE this year.

NEW MEMBERS UPDATE:

Thomas Burns, Gardner / Fox

Don Fox, Kay Construction



325 Chestnut Street, Suite 1106
 Philadelphia, PA 19106
 Contact: Denise Lucas
 Phone: 215-829-1900 Ext. 207
 FAX: 215-829-1919
 Email: dlucas@mriphiladelphia.net

We are currently accepting resumes for the following URGENT local Estimating and Preconstruction Services opportunities:

<p>Location: Philadelphia County Title: Architectural Estimator Salary Range: \$85,000 to \$100,000 REFERENCE: ASPE1420</p> <p>GC/CM firm in the Philadelphia Region seeks a talented Architectural Estimator with a minimum of 5 to 10 years of Negotiated Commercial Construction experience. Qualified candidates must be able to do take off, quantify and price line items of work on multiple projects at one time. Qualifications include experience in the Corporate, Retail, Healthcare, Entertainment, Academic and Residential sectors. Project sizes range from \$25M to \$45M. Minimum 4-year construction related degree required. Must be proficient in Excel. Knowledge of subcontractors and material buyouts would be a plus. Would consider relocating the right candidate.</p>	<p>Location: Philadelphia County Title: Estimator / Architectural PM Salary Range: \$75,000 to \$85,000 REFERENCE: ASPE1423</p> <p>GC/CM firm in the Philadelphia Region seeks a talented Project Manager on the Architectural side who has strong management and technical experience to join a dynamic team on the Construction Management side! Candidate with 8 to 10 years of experience would be ideal. Tremendous growth potential and ability to learn other facets of the business. Project sizes range from \$5 to \$50M. Minimum 4-year construction related degree required. Must be proficient in Excel.</p>
<p>Location: Baltimore County, MD Title: Lead Estimator Salary Range: \$70,000 to \$110,000 REFERENCE: ASPE- ND</p> <p>Maryland based GC/CM firm seeks a Lead Estimator. Must have Hard Bid background with Negotiated Bid experience a plus. Commercial, Private, Public Schools, and Interiors. Minimum 7 years of experience would be preferred. Project sizes range from \$1M to \$10M. Must be proficient in Excel. OPPORTUNITY TO GROW TO A SR. LEVEL POSITION WITH A WELL ESTABLISHED FIRM IN MARYLAND!</p>	<p>Location: Frederick County, MD Title: Junior Estimator / Precon Salary Range: \$45,000 to \$65,000 REFERENCE: ASPE - ND</p> <p>Maryland based GC/CM firm in a rapidly growing area, seeks a Junior Estimator with 2 to 5 years of experience in the commercial construction environment. Private, Retail, Commercial, Medical, Educational, Banking and Interiors. Project sizes range from \$1M to \$20M. Minimum 2-year construction related degree. Must be proficient in Excel. This opportunity offers the flexibility to wear multiple hats in the company in Estimating AND Project Management! Work Hard / Play Hard environment!</p>

C O M M U N I T Y D E S I G N
• C O L L A B O R A T I V E •
B U I L D I N G N E I G H B O R H O O D V I S I O N S

We still have a few openings left...the Design Collaborative is looking for volunteers to complete our Newest Project Teams!

The Community Design Collaborative is pleased to announce the recipients of its third round of service grants in 2007. The nonprofits listed below have been selected to receive preliminary design services and the Design Collaborative is currently recruiting volunteers to complete some of these project teams. All projects are scheduled to begin in **September, October, or November**.

Please let us know if you would be interested in filling the available volunteer opportunities.....

Rebuilding Together Philadelphia, SW Philadelphia

Conceptual design for an accessible entrance for the Southwest Community Enrichment Center

Volunteers needed: cost estimator

St. Peter's Episcopal Church, Phoenixville, PA

Conceptual master plan for renovation

Volunteers needed: architect/intern architect, cost estimator

IN-PROGRESS PROJECT:

(this previously selected project is still in need of a volunteer)

Friends of Dickinson Square/Friends of Jefferson Square Park, South Philadelphia
(Pennsport)

Master plan for park revitalization

Volunteers needed: cost estimator

Thank you for your interest in volunteering with the Design Collaborative and we look forward to working with you soon!

Any questions...please contact us at 215-587-9290 or via e-mail at heidi@cdesignc.org.

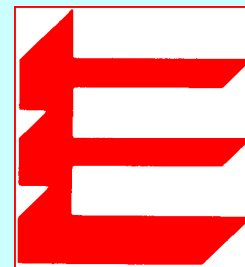
Heidi Segall Levy, AIA, Project Manager

Community Design Collaborative

117 S. 17th Street

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Those of you who attended last Wednesday's dinner meeting were the beneficiaries of another great presentation. Each attendee received a comprehensive set of computer based tools for estimating difficult construction and mathematical problems. These were furnished at no cost to those attending. This easy to utilize, Microsoft Excel format, of formula solutions were created by our own Philadelphia board member, Rick Krause CPE. These tables make complicated problems a "fill in the blank" exercise rather than a

multi-hour, number crunching task. I have experimented with a few of the many applications. I ponder over the hours I could have saved using these well thought out tables, the additional hours I may have had for other important project objectives, the golf games I could have played. Oh well, the future is now brighter. Thanks to Rick those in attendance have a valuable new tool to make their work lives more productive, and probably more accurate.

We are now three quarters into the calendar year



Lee Hartwig, E

and we continue to enjoy considerable construction activity in the region. We are all busy and have a multitude of things requiring our attention. It's not possible to absorb all the information that is out

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Milan Gowen, CPE
Northeast Governor



American Society of Professional Estimators

- National Certification Program
- Monthly Dinner Meeting
- National Society Magazine
- Education • Workshops
- Fellowship • Networking
- Standardization • Ethics
- Convention • Newsletter

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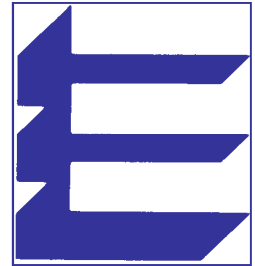
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So, what has being a CPE done for me? You

(Continued on page 3)



The President's Message, continued

(Continued from page 1)

there but we must take the time to increase our knowledge base and improve our own skills. By broadening our knowledge of processes and products we add value to and reduce the costs of the construction process.

The requirements for building are not static and there are always new building code requirements, various Green programs, and owners always

demanding more for less. It is time consuming yet necessary to cull what is important in this vast library of information. I'm sure you have been introduced to a new and helpful concept or unique application recently. Consider attending a meeting and sharing your new found knowledge with your fellow members and suggesting these as topics for program so that all may improve their skills.

As members of the American Association of Profes-

sional Estimators, we have a common objective of being the most up to date, knowledgeable, sought after practitioners of our chosen profession. Get involved, get educated, and give as Rick Krause did at last month's meeting. Everyone benefits, everyone gains.

Lee Hartwig E
President
ASPE Liberty Chapter 61
Philadelphia

“The requirements for building are not static ...”

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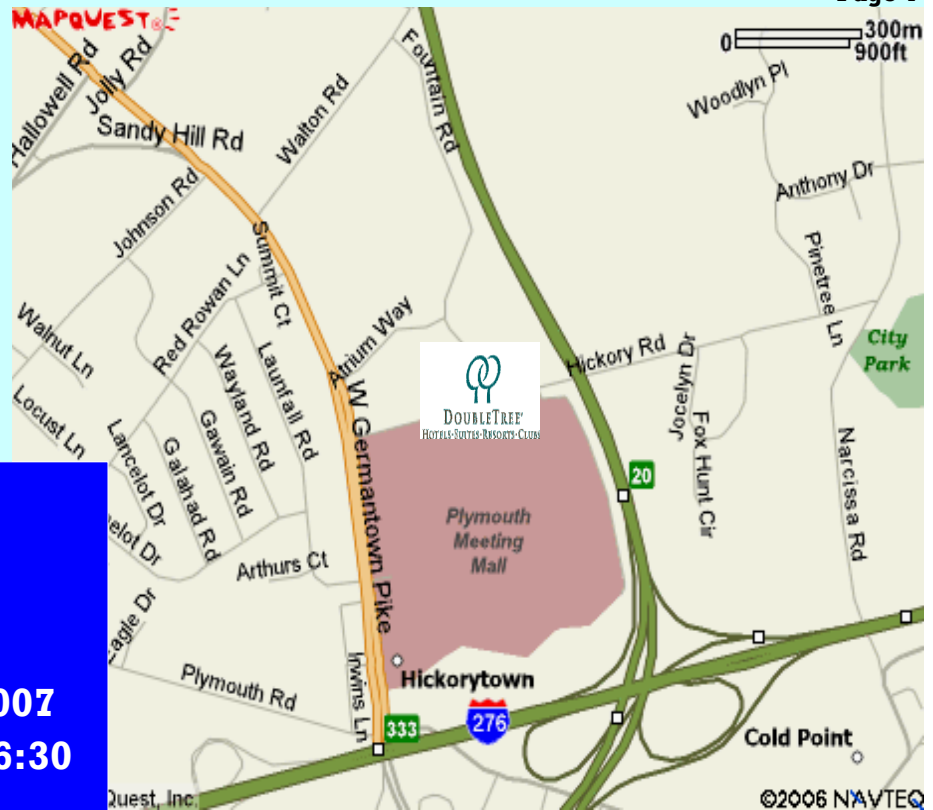
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640 W Germantown Pike
Plymouth Meeting, PA

THIS MONTH :
“Contractor Licensing”
Presented by
Ron Trawinski CPE
Wednesday October 24, 2007
Happy Hour 5:30, Dinner 6:30



We are on the Web: <http://www.aspenational.com>

ASPE Liberty Chapter 61
PO BOX

2007 / 2008 PROGRAM SCHEDULE

Aug. 22nd, 2007	Building Green, Lee Hartwig
Sept. 26th, 2007	Estimating Calculations, Rick Krause CPE
Oct. 24th, 2007	Contractor Licensing, Ron Trawinski CPE
Nov. 14th, 2007	Ethics Roundtable, Terry McGeehan FCPE
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Feb. 27th, 2008	Sugarhouse Casino Project, Keating Building Corp.
Mar. 26th, 2008	Estimating Change Orders, Sid Numerof CPE
Apr. 23rd, 2008	Comcast Tower, L. F. Driscoll (tentative)
May 28th, 2008	Insulated Forms, Manning Corporation
June 25th, 2008	Liberty Chapter 61, Awards Banquet
July	ASPE National Convention, Baltimore MD.

Would you persuade, speak of interest, not of reason.
— Benjamin Franklin



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Lee Hartwig, E	President	MEMBERSHIP / CALLING
Terry McGeehan, FCPE	First Vice President	AWARDS
Karla Wursthorn, CPE	Second Vice President	WEBSITE
Mike Lese, E	Third Vice President	BY LAWS
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Tom Rowland, CPE	Secretary	MEETING MINUTES
Brian Dixon, CPE	Director	
Dennis Gleason, CPE	Director	CERTIFICATION
Rick Krause, CPE	Director	PROGRAMS
Kelly Sigman, E	Director	EDUCATION
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John Stewart, CPE	Past President, Director	"ASPE NATIONAL PRESIDENT"
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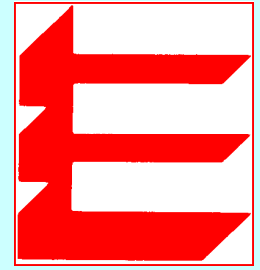
NEW MEMBERS UPDATE:

**Thomas Burns, Gardner / Fox
Don Fox, Kay Construction**



THE LIBERTY BELL

ASPE Liberty Chapter 61, Philadelphia, PA



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- EDUCATION
- CERTIFICATION
- FELLOWSHIP
- PROFESSIONALISM
- STANDARDIZATION

AMERICAN SOCIETY OF PROFESSIONAL ESTIMATORS

The President's Message

October's dinner meeting was another barn burner. Several members were recognized for their extended membership in the organization.

Dupee, Thomas Bryan, John Donch CPE, Michael Lese, Terrance P. McGeehan FCPE, Dane Shiplee, John Stewart CPE, and Lillian Watson CPE.



Lee Hartwig, E

Ten year award certificates and pins were awarded to Paul E Di Pasquale, Donald A. Logan CPE, and Brian C. Dixon CPE.

We all congratulate these individuals for their dedication to the ideals of the organization, their educational attainment, and their longevity. Those recipients that could not attend will receive their certificates and pins via mail.

Fifteen year certificates and pins were awarded to Sid Numerof CPE, Nathaniel Simmons, Ronald E Trawinski CPE, Jeffery Milano, Paul H Pryor CPE, Scott Afferbach, Howard

Ron Trawinski CPE of The Norwood Company gave a great presentation on

licensure. Ron is the representative of his company to take the licensing exam and be the designated license holder required by various municipalities, counties and states. He

(Continued on page 2)

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The November Dinner meeting, to be held a week early on the second **Wednesday, November 14, 2007**, will feature a presentation by Chapter 61 board member Rick Krause, CPE.

Rick will present a detailed demonstration entitled "**How Rounding Affects Construc-**

tion Cost Estimates". Rick has prepared an interactive demonstration that is both fun as well as enlightening.

Again the meeting this month is Wednesday the 14th starting at 5:30 pm. We hope to see you there. See page four for more information on this and future programs.

American Society of Professional Estimators

- National Certification Program
- Monthly Dinner Meeting
- National Society Magazine
- Education • Workshops
- Fellowship • Networking
- Standardization • Ethics
- Convention • Newsletter

LC ----- by M. Lese

This is your **L**iterary **C**orner. And I will be the first to admit that I do not have a reputation as one who hangs out in libraries or bookstores in my free time. However, I did recently come across a fascinating read that I believe many of my estimating colleagues would enjoy.

It is the story of the construction of one of the most recognizable buildings in the world, the Pentagon.

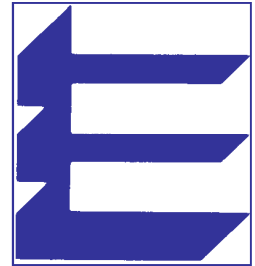
Did you know

- 1) How the building came to be that shape?
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tended to be temporary, until the end of the war?

- 3) The Architect's original estimate was \$17.5 million? That the Corps of Engineers went to Congress and requested \$35 million, just to be safe? That

(Continued on page 3)



The President's Message, continued

(Continued from page 1)

imparted a wealth of information on the subject to all the attendees. Possibly he was "volunteered" for this difficult task, most probably he is considered the most qualified. He made the point that panicking, cramming, and drinking heavily the night prior to the exams is not considered the best preparation if passing is the main objective. This business continually becomes more complicated, we should be thankful that we have access to members that are willing to share their experiences with other members.

Weekends are the time most of us try to unwind from the issues of the week and maybe get a few of those "honey do"

projects accomplished. Last Saturday the 27th Terry McGeehan, Tom Rowland, John Stewart, and I braved torrential rainstorms to go to The Marriott Hotel, just south of Baltimore to attend the fall Northeast Regional Meeting. Milan Gowen, our regional Governor led a fast paced 6 hour + review of all of the issues and challenges of the region. The Baltimore Chapter not only was this event well organized but they gave a very well produced PowerPoint presentation on the upcoming 2008 National Convention. They have already done a magnificent job of planning and scheduling educational seminars for the estimating academy. Baltimore is a great venue, is very close for all of us, and is the convention we all should attend.

In other business, William Manfredonia CPE chair of the certification board presented some updates in various certification tests with more to come.

As members of the American Association of Professional Estimators, we have a common objective of being the most up to date, knowledgeable, sought after practitioners of our chosen profession. Get involved, get educated, and give as Ron Trawinski did at last month's meeting. Everyone benefits, everyone gains.

Lee Hartwig E
President
ASPE Liberty Chapter 61
Philadelphia

"This business continually becomes more complicated"

L C ----- by M. Lese continued

(Continued from page 2)

the final cost was \$85 million? (Sound familiar? Some things never change.)

- 4) The General Contractor was Philly's own John McShain, selected over Turner and H.B. Fuller because McShain had cultivated a relationship with President Roosevelt?

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by January, 1943. Six million square feet, the largest office building in the world, was put in place in 17 months.

Several chapters deal with 9/11 and the reconstruction effort that took place in the aftermath of that tragedy. Ironically, because the original structure was designed, not for an office occupancy, but rather, records storage, the building withstood collapse long enough for hundreds of workers to escape before the structure failed.

Another irony, the original Notice to Proceed was issued on September 11th 1941.

Lastly, the intended name for the building was "*The New War Department Building in Arlington*". Even an estimator could figure out why that name didn't catch on. No, it was the thousands of construction workers who first started referring to the project as the Pentagonal Building. And when the Postal Service started delivering construction mail to The Pentagon, that sealed the name forever.

Go get this book. It's worth your time and effort.

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"Six million square feet, the largest office building in the world"

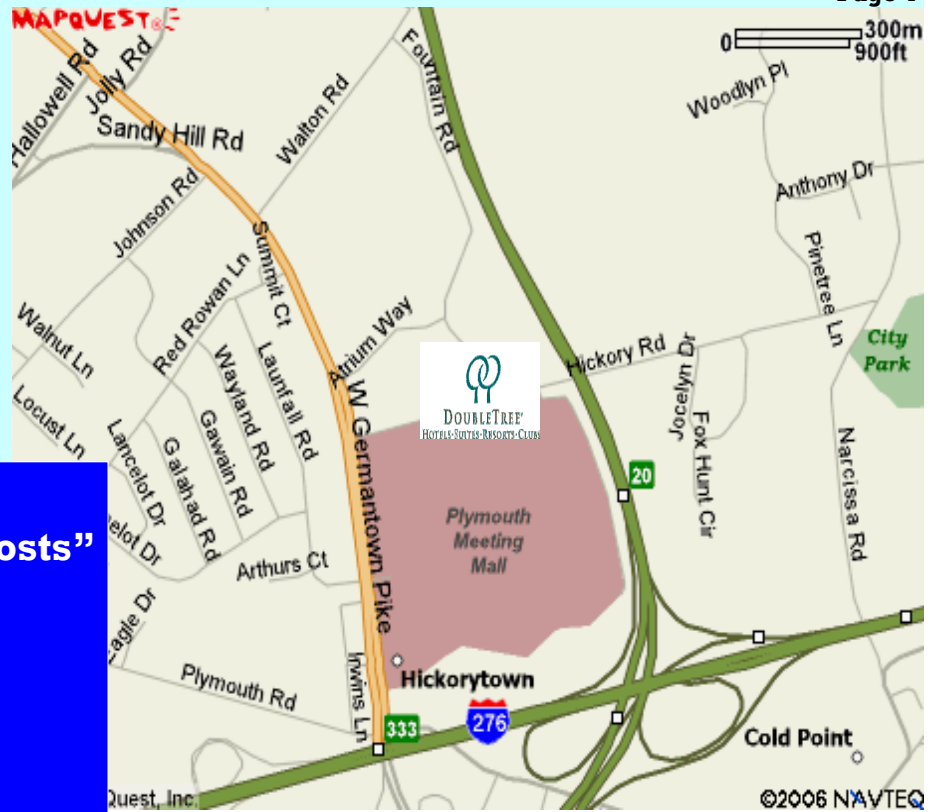


ASPE Chapter 61 is pleased to announce the launch of its new website at www.aspe61.org. Check out our new look! The website offers a calendar of events and other general information. We changed our web hosting service. While we are still working through a few kinks, it will be well worth the effort in improved design and easier editing features. In the near future, more pages will be added to create a more robust website that's easy to navigate.

We meet on Wednesday the 14th this month!

Doubletree Guest Suites: 610-834-8300
640 W Germantown Pike
Plymouth Meeting, PA 19462

THIS MONTH :
“How Rounding Affects Costs”
Presented by
Rick Krause CPE
Wednesday November 14,
2007



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ASPE Liberty Chapter 61, Philadelphia —

Board Members in Action (clockwise from the left, Joe Clearkin, Tom Rowland CPE, Lee Hartwig, Dennis Gleason CPE, Karla Wursthorn CPE and Terry McGeehan FCPE). Missing from the photo is Chapter 61’s mascot, Spotty the estimating wonder dog.

Announcing the Collaborative's Project Prospects: Fall 2007

The Community Design Collaborative is currently reviewing applications from the following nonprofits who have applied to receive preliminary design services in our fourth round of grants for 2007. All applicants will be notified of selection by 11/30/07 and all selected projects are scheduled to begin in **December, January, or February.**

Please review this list and respond via email if you're interested in working with us on any of these potential projects. You may consider expressing an interest in more than one project just in case your first choice does not get selected during this round. Don't wait – project teams fill up quickly!

Be sure to keep us updated if your contact information changes (new email, change of work/home address, new professional registration, etc.). To receive future volunteer notices, sign up here: [Online Volunteer Form](#).

CORE PROJECTS:

Greenfield Home & School Association, Center City, 2200 Chestnut Street.

Conceptual design for an elementary school auditorium renovation.

Volunteers needed: cost estimator

Chinatown Building & Education Fund, Center City, 125 N. 10th Street

Existing conditions assessment for a cultural and community center building

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

Pennypack Farm Education Center for Sustainable Food Systems, Horsham, PA, 685 Mann Road

Conceptual design for a sustainable master plan for the site.

Volunteers needed: landscape architect, MEP engineer, cost estimator.

The Enterprise Center Community Development Center, West Philadelphia, 4500-4600 blocks of Walnut St; 200 block of S. 52nd Street

Individual façade improvement consultations with business owners in Walnut Hill

Volunteers needed: architect/intern architect, cost estimator.

CONTACT US:

Questions? Please contact us at 215-587-9290 or by email: emily@cdesignc.org or heidi@cdesignc.org. Thank you for your interest in volunteering with the Collaborative and we look forward to working with you soon!

Emily Stromberg, Assoc. AIA

Design Fellow | Community Design Collaborative

117 S. 17th Street, Suite 210

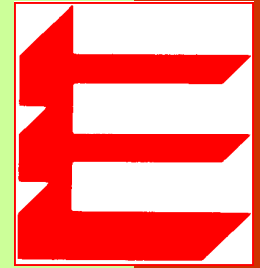
Philadelphia, PA, 19103

215.587.9290 x118

www.cdesignc.org

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AMERICAN SOCIETY OF PROFESSIONAL ESTIMATORS

The President's Message

Monday morning I got up at my normal 5:15AM first to let my dog relieve herself and then to read my normal local and a national newspaper. My plan then was to go to the basement, review my E mails and then write a fantastic president's message, the contents being a great epiphany of estimating knowledge that I knew would be of value to all those who took the time to read it. My plan was then to E-mail it to Don Logan before he E-mailed me requesting my message. He then incorporates it into the monthly newsletter.

So much for my plans. I was to be sabotaged by the world' richest man and his cursed product called "Vista". First a little basic information, I have two computers in front of me. One is connected to the Mother Ship at Andersen. It is not state of the art and most programs are a little dated. It functions pretty flawlessly, if not a little slowly. As Mother Andersen pays me to do her bidding, I spend most of my time with it producing the estimates and necessary reports so she will pay me every other week.



Lee Hartwig, E

The other computer is mine. It is almost new, is faster, has a large LCD screen, dual processors, 2 gig of ram, dual hard drives, and all the stuff anyone could want. When it runs, it is the most fun you can have

(Continued on page 2)



ASPE members,

We are please to let you know about a new online estimators Q & A forum. In partnership with a new ASPE sponsor who is picking up the cost for the Society, we have set up www.commercialestimators.com.

Please feel free to post your questions and comments in all CSI divisions and other specialty areas (like BIM, LEED, unit pric-

ing). We are looking for members interested in moderating specific interest groups. Please let me know if you have interest.

We hope the forum is a new tool for you to use in your work. I get many questions from estimators across the country and often I am at a loss as to where to send them, our goal is that this site might help.

The website just went online in the last week, so we are just getting started!

Ed

Edward B. Walsh
Executive Director
National ASPE



LC ----- by M. Lese

This is your **L**iterary **C**orner. And I will be the first to admit that I do not have a reputation as one who hangs out in libraries or bookstores in my free time. However, I did recently come across a fascinating read that I believe many of my estimating colleagues would enjoy.

It is the story of the construction of one of the most recognizable buildings in the world, the Pentagon.

Did you know

- 1) How the building came to be that shape?
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(Continued on page 3)



The President's Message, continued

(Continued from page 1)

alone. I can produce complicated estimates and reports faster, can get on the internet and go anywhere I need to. I attempt to use it as much as possible as it makes me considerably more efficient. As I alluded to above, all well thought out plans for a killer day and a killer president's message were waylaid by Mr. Bill Gates, and his cursed Microsoft product called "Vista".

Monday morning, I was feisty, and ready for a really productive week and wham, right between the eyes! Could I open my E-mail: NO. Could I access my office documents: NO. But I could spend the rest of my day sending messages back and forth to a person far across the world. They watch cows in this far off land walking around instead of biting into

them. We spent several hours trying to un-curse this un-cooperative beast that now held all my well laid out plans hostage.

It is now Tuesday, any great thoughts I intended to impart are now lost in history. We all are shifting to this new pencil-less world full of Building Information Modeling, Green Sustainable buildings, and other technical and programming marvels where we all will be more productive, produce more complete estimates, and live happily ever after.

There are times I wish I was still using that pencil. When it broke, a 15 second sharpen was all it took to get back to business. My learned knowledge, a sharp pencil and a pad of paper is all it took to complete my assigned task.

Estimating as are all professions is changing. We proba-

bly will not recognize what we do Ten to Fifteen years from now. Some of it will for sure be better, if not frustrating at times.

As members of the American Association of Professional Estimators, we have a common objective of being the most up to date, knowledgeable, sought after practitioners of our chosen profession. Get involved, get educated, everyone benefits, everyone gains.

Happy Holidays,

Lee Hartwig
President
Liberty Chapter 61
Philadelphia



L C ----- by M. Lese continued

(Continued from page 2)

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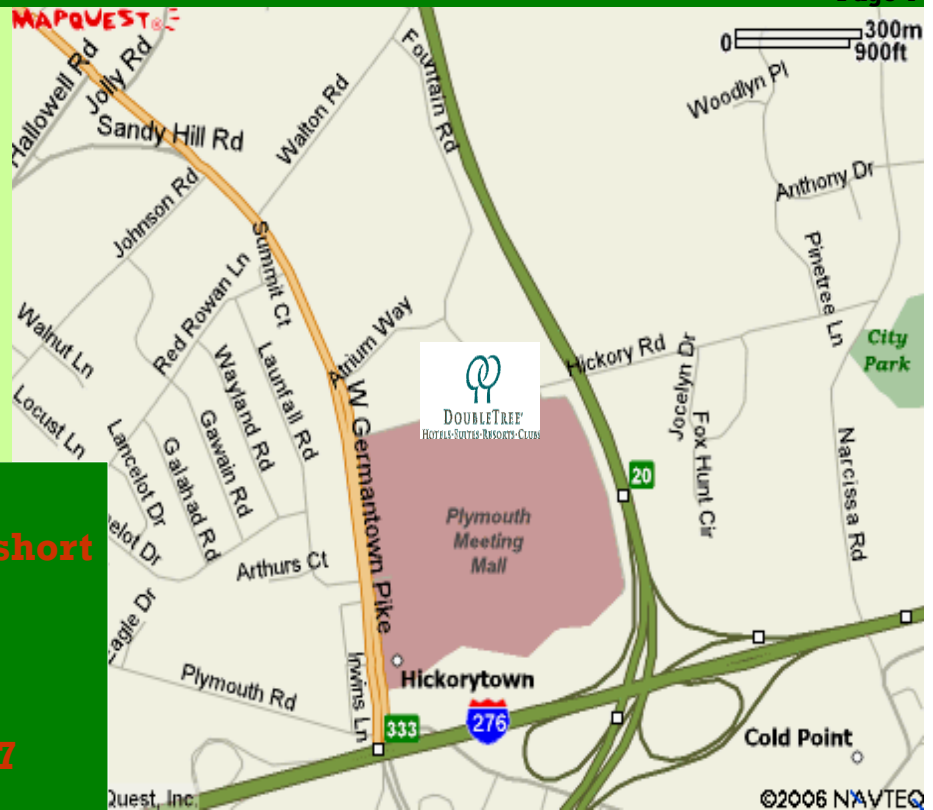
Go to: WWW.GPBPA.COM (previously .org)

This free web site lists all major future events for the intra- communication of the building industry technical associations in the Philadelphia area.

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Doubletree Guest

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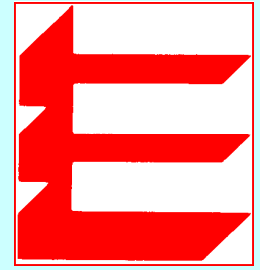


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The President's Message

On January 23rd we had our joint meeting with *The National Association of Women In Construction*. I always look forward to this meeting. It's enjoyable being in the company of others that are focused on the construction business in a social atmosphere. We see some new faces, and get to hear some other perspectives on the business. We had a great turnout of over thirty people. The program was exceptional. Not only was the electrical jobsite safety DVD very educational but Dennis Gleason's follow-up and personal story underlined the danger and importance of dotting the "I's" and crossing the "T's" in this dangerous environment.

It is already February and we are beginning to get a general view as to how we portend to see the forthcoming year unfold. Work, vacation, free time, holidays can all be penciled into an overall matrix that we in our optimism foresee.

Thank goodness that the person that developed the pencil also added an eraser. There are always defining moments that come from nowhere that totally scramble the best thought out calendar we can devise.

How we handle this "rain on our parade" is really the essence of our success or failure in our work and in our lives. Each one of us can cite some achievements, some failings,



Lee Hartwig, E

and the many situations that we could have handled better had we thought a little more prior to acting.

What I remember about last year were the challenges. The everyday just happens without fanfare and essen-

(Continued on page 2)

WEBSITE BLOGS FOR ESTIMATORS

ASPE members,

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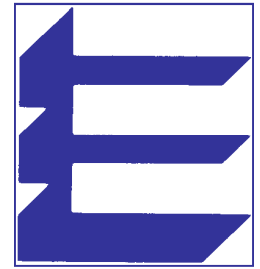
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Ed

Edward B. Walsh
Executive Director
National ASPE



ASPE 61 HONORS LONG TIME MEMBERS



At November’s Dinner Meeting held at the Doubletree in Plymouth Meeting, PA, Chapter 61 President, Lee Hartwig presented certificates and commemorative pins to ASPE Chapter Members who have attained the milestones of Fifteen Years and Ten Years service respectively. Founding members started the Liberty Chapter in 1989 which will celebrate it’s twentieth year, serving the Philadelphia Construction Industry, in 2009.

Fifteen year members are Scott Afflerbach, Tom Bryan, John Donch CPE, Howard Dupee, Mike Lese, Terry McGeehan FCPE, Jeff Milano, H. Paul Pryor CPE, Dane Shiplee, John Stewart CPE and Lillian Watson CPE.

Ten year members are Paul Di Pasquale, Brian Dixon CPE, Don Logan CPE, Sid Numerof CPE, Nate Simmons and Ron Trawinski CPE.

Liberty Chapter 61 congratulates you!



John Donch CPE, H. Paul Pryor CPE and Nate Simmons receive Fifteen Year Membership Certificates & Pins from ASPE Liberty Chapter President Lee Hartwig.

The President’s Message, continued

(Continued from page 1)

tially out of one’s memory stream. What really stands out is the sheer panic of the unexpected and sometimes undefined. These situations when they arise out of the thin air require ones complete attention, Right Now. The pre-planned and pre-scheduled work be dammed.

There are many recent examples of the unforeseen taking over one’s schedule. There was a large complicated project I should have known about but was unaware was due in two days. To add to the excitement, my balky computer chose to be completely uncooperative the morning of day 2. The Ink cartridge in my computer ran out of ink in the middle of printing this letter (true) Of course in the drawer where I have many cartridges,

I had exactly “0” of this type. (Off to Staples). The panic of the burning gas line in the ceiling over my desk after a lightning strike, the list of unexpected complications to ruin one’s day goes on and on.

There was a time when facing the unforeseen and unscheduled was a gut wrenching experience. With age, the occurrence of the unforeseen and unscheduled has become so normal as to make the perfectly scheduled day the exception instead of the rule.

After long contemplation I believe this is the reason I love this business... the unforeseen, the challenge of estimating and scheduling the new. Being confronted with the unfamiliar and unexpected, Lots of grinding away with that eraser... Never a dull day;

“It is not the strongest of the species that survives, nor the most intelligent, but the one most responsive to change.”

–Charles Darwin, English naturalist

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President
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Philadelphia

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ASPE Basic Canons

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.

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Brian Dixon, Dennis Gleason & John Stewart share a laugh while John Donch catches up with NAWIC members.



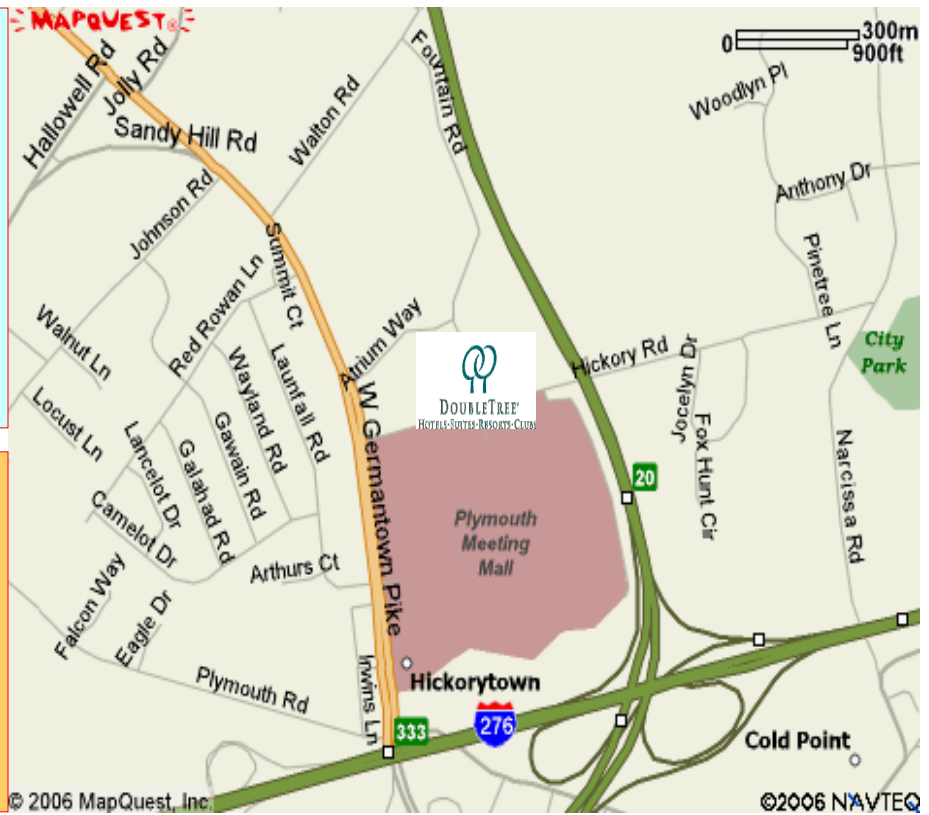
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**Come hear the details on
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Don Logan, CPE	Past President, Director	NEWSLETTER
Sid Numerof, CPE ME	Past President, Director	

Contact Lee Hartwig for information regarding ASPE Chapter 61: [windowman@verizon.net](mailto>windowman@verizon.net)

CERTIFICATION UPDATE:

Congratulations to Rick Krause CPE and Karla Wursthorn CPE on completed their certification requirements.

Nate Simmons is a candidate for CPE this year.



Dennis Gleason CPE presenting a very powerful presentation on Electrical Safety.

For further information contact Dennis, regarding obtaining this presentation on DVD.

Thank you Dennis for sharing your experience!



A.S.P.E.

AMERICAN SOCIETY OF PROFESSIONAL ESTIMATORS

NORTHEAST REGIONAL MEETING

Date: **Saturday – March 1, 2008**

Place: **Best Western – Albany Airport, 200 Wolf Road, Albany, NY 12205**

Phone: (518) 458-1000, Fax: (518) 458-2807

Time: **9:00 – 10:00 Registration / Breakfast**
 10:00 – 12:00 Meeting
 12:00 – 1:00 Buffet Deli Lunch
 1:00 – 3:00 Meeting

Cost: **\$45.00**

Moderator: **Milan Gowen CPE – Northeast Governor**

Host: **Albany Empire Chapter #42, Board of Directors and Members**

Directions:

You can get to the Best Western from North, South, East, and West of Albany. I have provided a mapquest link below that you can use for directions. Cut and Paste into your Internet browser and click on “**directions to**” to get your customized directions.

<http://www.mapquest.com/maps/map.adpsearchtype=address&country=US&addtohistory=&searchtab=home&formtype=address&popflag=0&latitude=&longitude=&name=&phone=&level=&cat=&address=200+Wolf+Road&city=Albany&state=NY&zipcode=12205>

Cost Includes:

Room Rental: 1000sf conference room with U-Shaped style conference set-up

Breakfast: Continental breakfast including coffee, decaf, tea, muffins, danish, etc.

Lunch: Buffet deli lunch with soup, salads and deli sandwiches

Overnight Accommodations:

Rooms at the Best Western are available at an ASPE discounted rate of \$80.00 per night. Reservations can be made directly with the Best Western at (518) 458-1000. Make sure you tell them you are with the American Society of Professional Estimators. The Best Western has a shuttle bus from the Albany Airport for those flying to the meeting. Albany Airport is only minutes away from the Best Western. Their website is <http://www.bestwesternalbanyairport.com/>

Registration:

Contact Mike Bouchey, Secretary, Chapter #42 at mbouchey@uwmarx.com or call 518-272-2541, Ext. 137. Please make checks payable to ASPE Chapter #42 and send to Mike Bouchey c/o UW Marx Construction, 20 Gurley Avenue, Troy, NY 12182. There will be a registration table at the meeting also.

C O M M U N I T Y D E S I G N

• C O L L A B O R A T I V E •

B U I L D I N G N E I G H B O R H O O D V I S I O N S

Announcing the Collaborative's Project Prospects: Winter 2008

The Community Design Collaborative is currently reviewing applications from the following nonprofits who have applied to receive preliminary design services in our first round of grants for 2008. All applicants will be notified of selection by 2/29/08 and all selected projects are scheduled to begin in **March, April, or May**.

Please review this list and respond via email if you're interested in working with us on any of these potential projects. You may consider expressing an interest in more than one project just in case your first choice does not get selected during this round. Don't wait – project teams fill up quickly!

Be sure to keep us updated if your contact information has changed (new email, change of work/home address, new professional registration, etc.). To receive future volunteer notices, sign up here: [Online Volunteer Form](#)

COST ESTIMATORS ARE NEEDED FOR THE FOLLOWING PROJECTS:

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Limited consultation services: existing conditions assessment for an existing warehouse to be renovated for organization and community use.

[Cambodian American Senior Association, Inc.](#), South Philadelphia, 1622 S. 7th Street

Master plan for improvements to an existing row house facility.

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Feasibility study for expansion/advisory services.

[Mt. Airy Presbyterian Church](#), Northwest Philadelphia, 13 E. Mt. Pleasant Avenue

Conceptual design for an outdoor community gathering space.

[People's Community Center](#), West Philadelphia, 5043-45 Baltimore Avenue

Conceptual design for a new community center facility.

[The Miguon School](#), Conshohocken, PA, 2025 Harts Lane

Master site plan for sustainable stormwater management.

[TSMBC Community Outreach Corporation](#), South Phila., 1606-1610 S. 20th Street

Conceptual design for senior housing/ child day care facility.

[WEC International](#), Fort Washington, PA, 709 Pennsylvania Avenue

Site strategy study for historic campus.

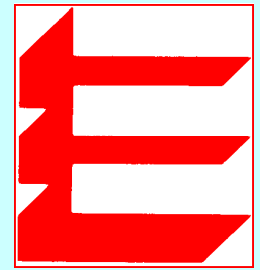
Questions? Please contact us at 215-587-9290 or by email: emily@cdesignc.org or heidi@cdesignc.org. Thank you for your interest in volunteering with the Collaborative and we look forward to working with you soon!

Emily Stromberg, Assoc. AIA, Design Fellow | Community Design Collaborative, www.cdesignc.org

Design Matters in Every Community!

THE LIBERTY BELL

ASPE Liberty Chapter 61, Philadelphia, PA



Our Mission :

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

- EDUCATION
- CERTIFICATION
- FELLOWSHIP
- PROFESSIONALISM
- STANDARDIZATION

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AMERICAN SOCIETY OF PROFESSIONAL ESTIMATORS

The President's Message

This year we have had some excellent programs. February's was no exception. We were honored to have Bob Sheldon, the President of The New Sugar-House Casino, Ian Cope, Principal of Cope Linder Architects, and Terry McKenna of Keating Consulting give us an all encompassing presentation on the proposed new casino that will anchor the northern development plans along the Delaware River. All in attendance received a comprehensive review of the site challenges and costly and extensive re-location of very

large existing storm sewers. They presented a review of the traffic flow and an overview of the required public improvements. All the on and off site improvements will potentially spur additional development along the Delaware River. Additionally, we viewed a very professional slide presentation of the phased construction of the structure. This phasing will allow revenue generation as early as possible on this massive project.

As with all things in Philadelphia, all of the politicians have not weighed in



Lee Hartwig, E

with all of their wishes and desires so the entire process is in a holding pattern until all the negotiations have been completed.

Many disciplines within the construction indus-

(Continued on page 2)

WEBSITE BLOGS FOR ESTIMATORS

ASPE members,

We are please to let you know about a new online estimators Q & A forum. In partnership with a new ASPE sponsor who is picking up the cost for the Society, we have set up www.commercialestimators.com.

Please feel free to post your questions and com-

ments in all CSI divisions and other specialty areas (like BIM, LEED, unit pricing). We are looking for members interested in moderating specific interest groups. Please let me know if you have interest.

We hope the forum is a new tool for you to use in your work. I get many questions from estimators across the country and

often I am at a loss as to where to send them, our goal is that this site might help.

The website just went online in the last several months, so we are just getting started!

Ed

Edward B. Walsh
Executive Director
National ASPE



ASPE 61 HONORS LONG TIME MEMBERS



At November’s Dinner Meeting held at the Doubletree in Plymouth Meeting, PA, Chapter 61 President, Lee Hartwig presented certificates and commemorative pins to ASPE Chapter Members who have attained the milestones of Fifteen Years and Ten Years service respectively. Founding members started the Liberty Chapter in 1989 which will celebrate it’s twentieth year, serving the Philadelphia Construction Industry, in 2009.

Fifteen year members are Scott Afflerbach, Tom Bryan, John Donch CPE, Howard Dupee, Mike Lese, Terry McGeehan FCPE, Jeff Milano, H. Paul Pryor CPE, Dane Shiplee, John Stewart CPE and Lillian Watson CPE.

Ten year members are Paul Di Pasquale, Brian Dixon CPE, Don Logan CPE, Sid Numerof CPE, Nate Simmons and Ron Trawinski CPE.

Liberty Chapter 61 congratulates you!



John Donch CPE, H. Paul Pryor CPE and Nate Simmons receive Fifteen Year Membership Certificates & Pins from ASPE Liberty Chapter President Lee Hartwig.

The President’s Message, continued

(Continued from page 1)

try are represented within our organization; there was something in this month’s presentation for everyone. Members that did not attend missed one of the most comprehensive presentations I have had the pleasure to attend. Thanks go to our National President, John Stewart for making all the arrangements.

John Stewart and I attended the ASPE Regional Meeting in Albany, New York on March 1st. We left Friday, early, mainly because our wives insisted, as a snow storm was forecasted. Luckily we didn’t see any flakes of snow until we entered the park-

ing lot of the hotel. The early Saturday morning meeting was chaired by Milan Gowen, our regional governor. All the Northeast Region chapters were represented. Chapter reports were given by all Presidents, with encouraging news by the recently re-established Pittsburgh Chapter. National news was highlighted by some proposed by-law changes. As soon as they are firmed up they will be distributed for review. Elections will be coming up shortly and Milan announced that he will be running for an additional term as Regional Governor. I do not think Hillary will be challenging him for this position. National awards deadlines are approaching, I will be reviewing with our

board those that we will be applying for. Preliminary information was discussed for the National Convention in Baltimore in July; The Baltimore chapter has final planning for the Convention and Estimating Academy well underway.

We have an exciting opportunity with the National ASPE convention being held in Baltimore coming in mid-July, as I just stated above. I believe the dates are July 9th through 12th. There will be an estimating academy as well as several social events, all should consider attending. Though it is most convenient to stay in Baltimore it is easily within driving distance. Please plan on at least a visit. This is the best chance you will have in

the near future to meet and socialize with members from across the entire country.

See you all at March meeting. Bring a potential member. We have some new members that would like to meet you. Get involved, get educated, everyone benefits, everyone gains

As members of the American Association of Professional Estimators, we have a common objective of being the most up to date, knowledgeable, sought after practitioners of our chosen profession.

Lee Hartwig E
President
ASPE Liberty Chapter 61
Philadelphia

ASPE Basic Canons

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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.

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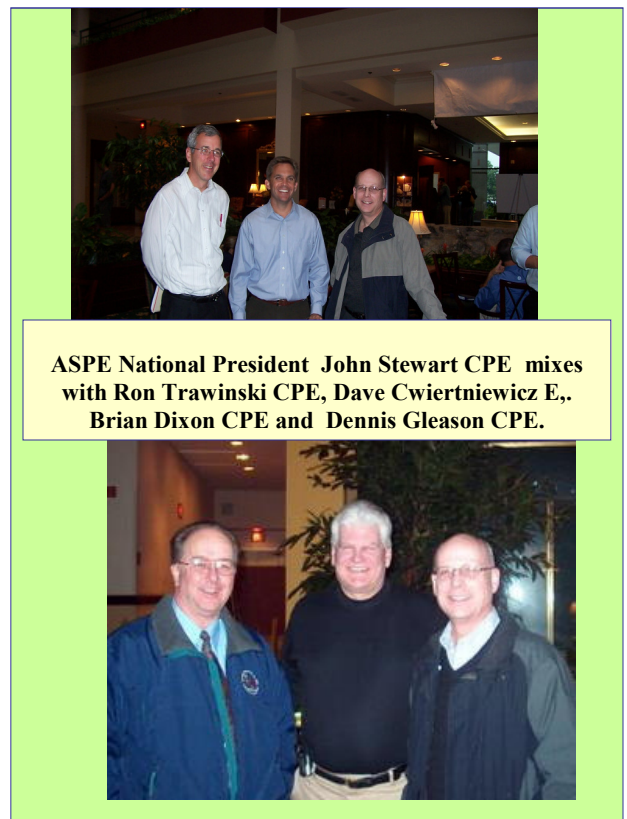
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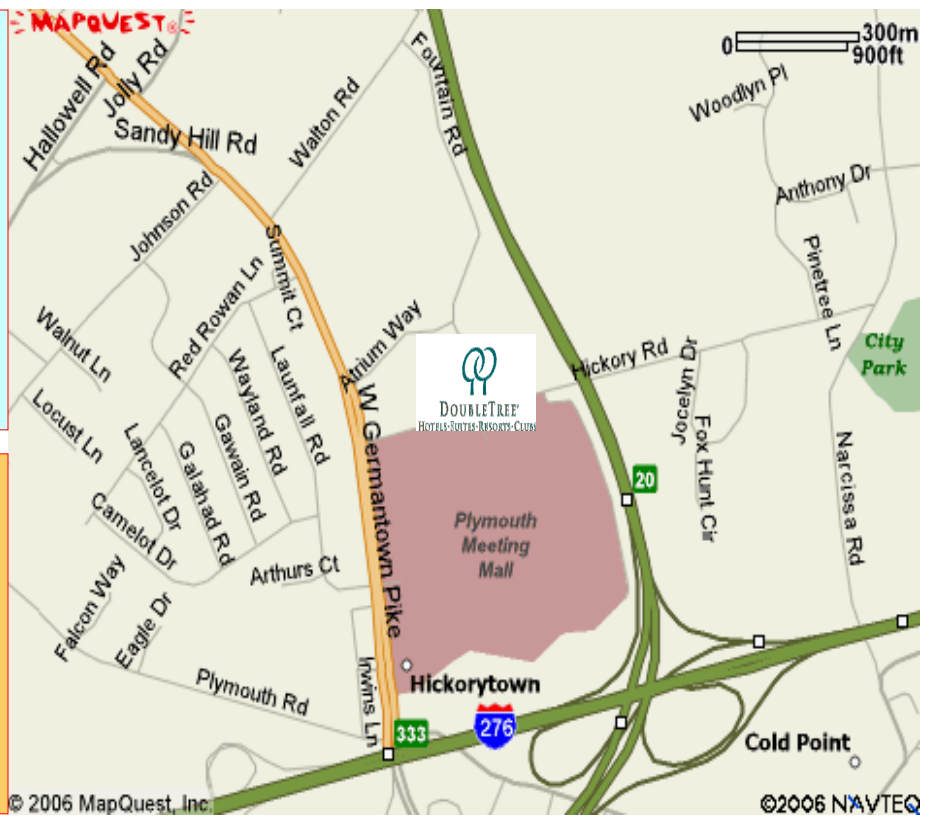
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Ron Trawinski, CPE	Past President, Director	
John Stewart, CPE	Past President, Director	“ASPE NATIONAL PRESIDENT”
Don Logan, CPE	Past President, Director	NEWSLETTER
Sid Numerof, CPE ME	Past President, Director	

Contact Lee Hartwig for information regarding ASPE Chapter 61: [windowman@verizon.net](mailto>windowman@verizon.net)



The following Member's of ASPE Liberty Chapter 61 have volunteered there time estimating for the Community Design Collaborative:

**Robert Brockway E, Richard Krause CPE,
Donald Logan CPE, Sid Numerof CPE ME**



C O M M U N I T Y D E S I G N

• C O L L A B O R A T I V E •

B U I L D I N G N E I G H B O R H O O D V I S I O N S

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Questions? Please contact us at 215-587-9290 or by email: emily@cdesignc.org or heidi@cdesignc.org. Thank you for your interest in volunteering with the Collaborative and we look forward to working with you soon!

Emily Stromberg, Assoc. AIA, Design Fellow | Community Design Collaborative, www.cdesignc.org

Design Matters in Every Community!