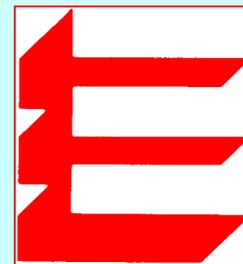


# THE LIBERTY BELL

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

On January 23<sup>rd</sup> 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)

### Inside this issue:

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### 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.commercialestimator.com](http://www.commercialestimator.com).

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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

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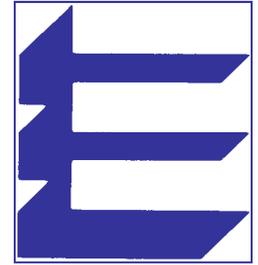
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Ed

Edward B. Walsh  
Executive Director  
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## 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**

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.

Lee Hartwig E  
President  
ASPE Liberty Chapter 61  
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Brian Dixon, Dennis Gleason & John Stewart share a laugh while John Donch catches up with NAWIC members.



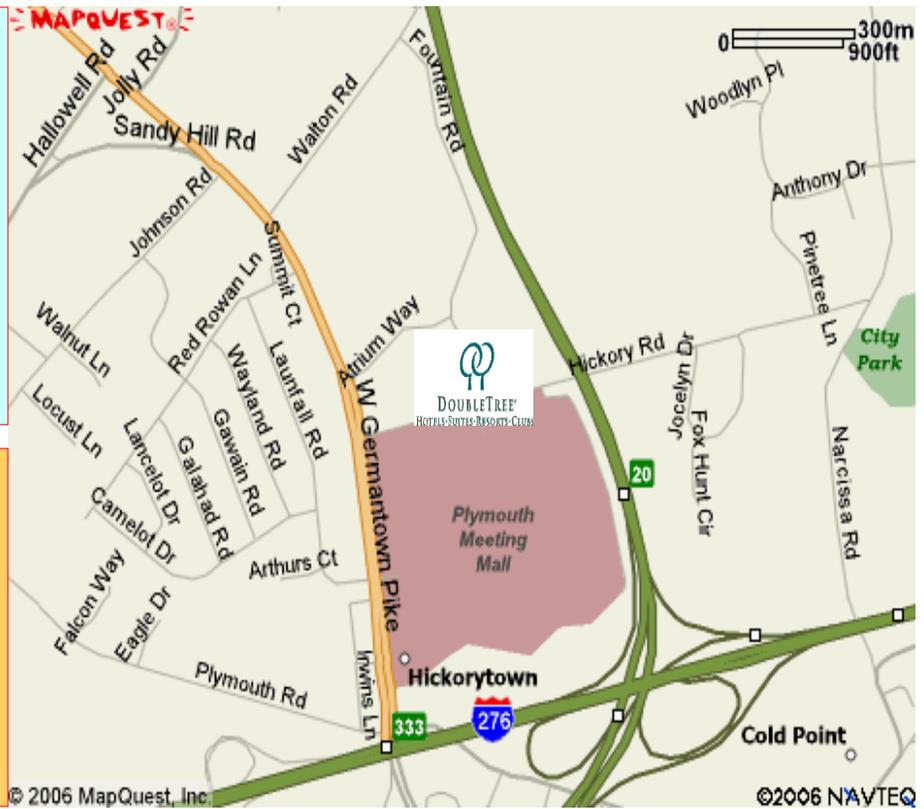
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**Doubletree Guest  
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640 W Germantown Pike**

**Come hear the details on  
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**Social Hour - 5:30  
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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
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)

**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](mailto: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!

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### **COST ESTIMATORS ARE NEEDED FOR THE FOLLOWING PROJECTS:**

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Master site plan for sustainable stormwater management.

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Conceptual design for senior housing/ child day care facility.

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

Site strategy study for historic campus.

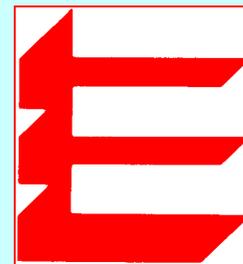
**Questions? Please contact us at 215-587-9290 or by email: [emily@cdesignc.org](mailto:emily@cdesignc.org) or [heidi@cdesignc.org](mailto:heidi@cdesignc.org).** Thank you for your interest in volunteering with the Collaborative and we look forward to working with you soon!

**Emily Stromberg, Assoc. AIA, Design Fellow | Community Design Collaborative, [www.cdesignc.org](http://www.cdesignc.org)**

**Design Matters in Every Community!**

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## AMERICAN SOCIETY OF PROFESSIONAL ESTIMATORS

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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)*

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## 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 1<sup>st</sup>. 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 9<sup>th</sup> through 12<sup>th</sup>. 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

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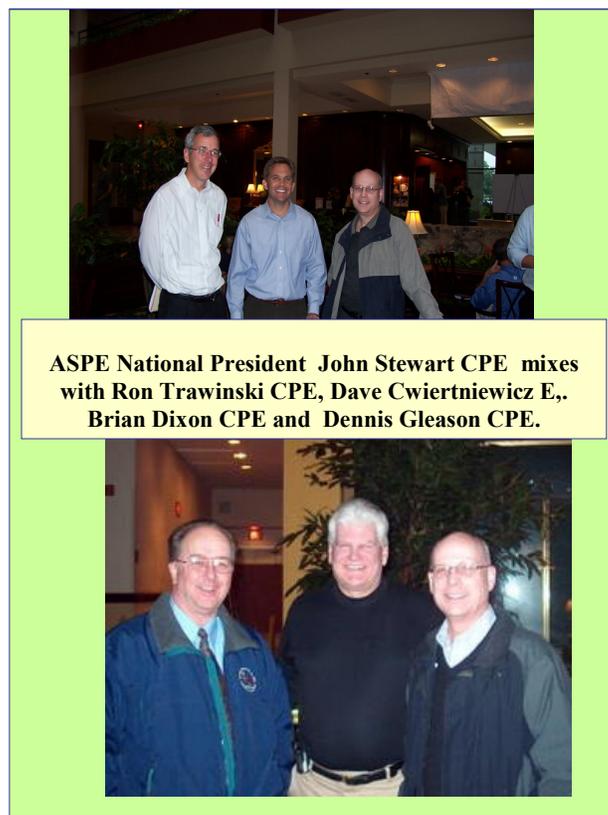
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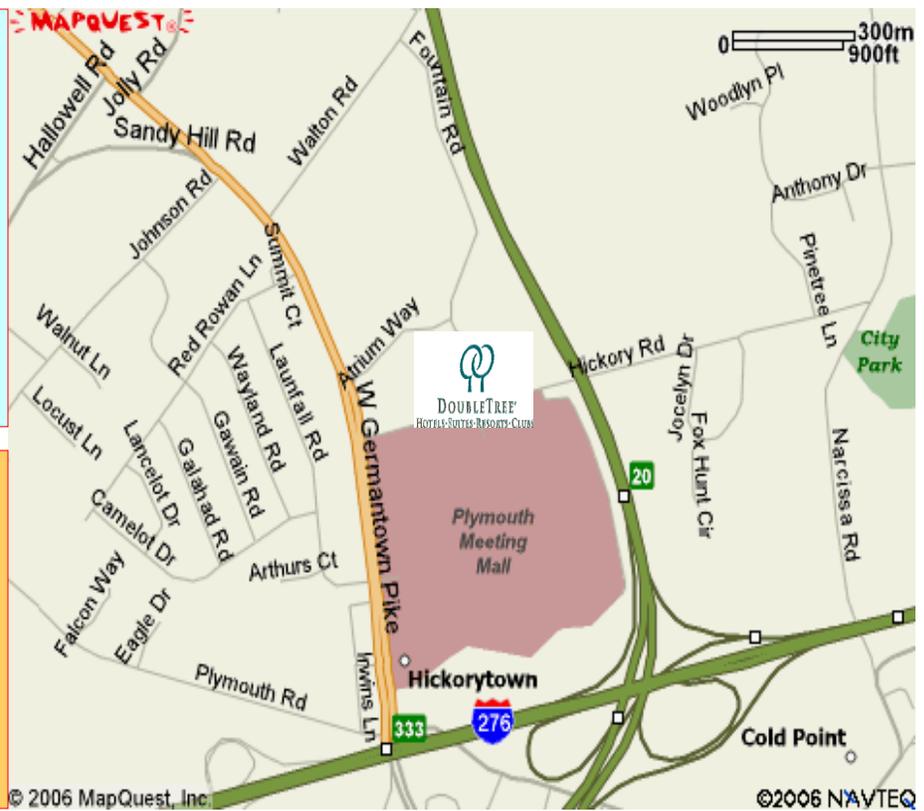
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Sid Numerof, CPE ME	Past President, Director	

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**



COMMUNITY DESIGN  
• COLLABORATIVE •  
BUILDING NEIGHBORHOOD VISIONS

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

Conceptual design for senior housing/ child day care facility.

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

Site strategy study for historic campus.

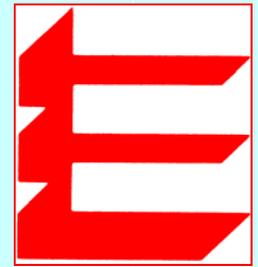
**Questions? Please contact us at 215-587-9290 or by email: [emily@cdesignc.org](mailto:emily@cdesignc.org) or [heidi@cdesignc.org](mailto:heidi@cdesignc.org).** Thank you for your interest in volunteering with the Collaborative and we look forward to working with you soon!

**Emily Stromberg, Assoc. AIA, Design Fellow | Community Design Collaborative, [www.cdesignc.org](http://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

### Inside this issue:

President's Message	1
Education Matters	2
Basic Cannons	3
PROGRAMS	4
Committee / Directors	5

## AMERICAN SOCIETY OF PROFESSIONAL ESTIMATORS

### The President's Message

Fellow Estimators,  
We begin a new year with the return of several seasoned board members and some new.

Several members volunteered to be members of the board: Robert Brockway, Nick Vermont, Jeffery Sueck, and John Donch have all agreed to give of their time to assist the returning board members in pursuing our goal of

expanding membership and meeting the other basic goals of our 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, CERTI-



Lee Hartwig, E

FICATION, FELLOWSHIP, PROFESSIONALISM, and STANDARDIZATION.

The benefits of membership are

*(Continued on page 2)*

### LIBERTY CHAPTER STILL SUPERIOR

Liberty Chapter 61 was the recipient of the highly coveted Superior Chapter Award at this years National Convention held at Baltimore's Inner Harbor. This year's convention marked the end of John Stewart's run as

National ASPE President. Other Chapter members in attendance included Terry McGeehan, Mike Lese and Ron Trawinski.

In addition to Superior Chapter, a national award, our Liberty Chapter came away with Regional

honors for "Best Educational Activity", Best Program" and Best Chapter Website.

Northeast Governor Milan Gowen has already challenged Philadelphia to reach higher in St. Louis next year. Join us and get involved!



## EDUCATION MATTERS

ASPE Liberty Chapter 61 members continue to support **Continuing Education** by providing their professionalism as Instructors for the following programs:

### ASPE / GBCA @ Fire Academy, Conshohocken

- M&E for non-M&E Estimator, John Stewart, CPE
- Principles of Estimating, Terry McGeehan, CPE
- Blue Print Reading, Ron Trawinski, CPE

### Community College of Philadelphia

- Estimating One, Rob Brockway, E



**Rick Krause, CPE receives 2008 Estimator of the Year award from Lee.**

## The President's Message, continued

*(Continued from page 1)*

obvious. The obligations of membership are less obvious.

These newsletters are a good vehicle to give an overview of what we are planning, and provide many great articles on technical and estimating issues.

Without your participation in the scheduled evening meetings those that do not attend miss the fellowship and the educational benefits the professional speakers provide.

I am not one of the longer term members but I find it disturbing that there are several of the members I have not met and that don't take advantage of the fellowship and learning activities we provide. Enough of the soap box ... please come to a meeting and socialize with your fellow estimators, bring your associates and other potential members. See what you are missing.

Those that took advantage of the National Convention in Baltimore in July were

treated to one of the finest the association has presented.

There were many educational and social events with the backdrop of the inner harbor and all its attractions. Those that participated have all raved.

The Baltimore Chapter and the national staff that put on the convention should be commended.

I understand next year's convention will be in Saint Louis, not a long plane ride (if we still have fuel and airlines), consider

attending.

I am looking forward to a great year; Rick Krause is co-coordinating many interesting and educational programs. See you there.

Lee Hartwig, E

President

Liberty Chapter 61



## 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.

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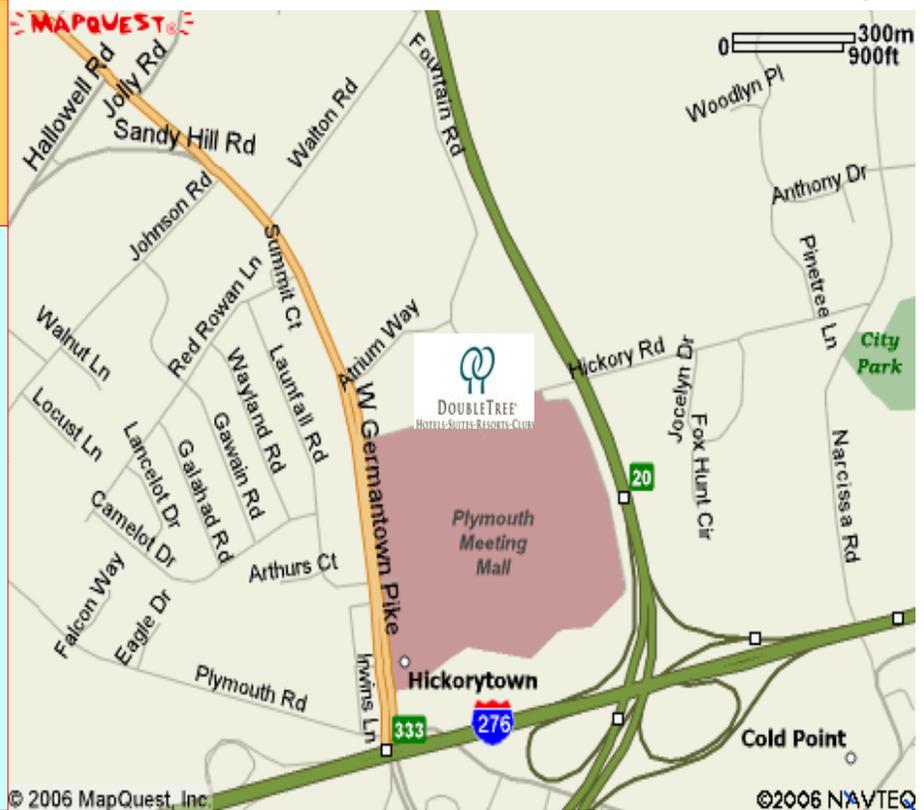


Lee presents a Special Recognition award to **Tom Rowland, CPE** for his indispensable contributions towards Chapter 61's Success

**ASPE Chapter 61 is pleased to announce the launch of its new website at [www.aspe61.org](http://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 the  
THIRD Wednesday of  
the month!**

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



## 2008 / 2009 PROGRAM SCHEDULE

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

<u>DATE</u>	<u>PROGRAM</u>	<u>SPEAKER</u>
Aug. 27, 2008	Insulating Formwork	Manning Corporation
Sept. 17, 2008	Construction Recycling	Jonathon Wybar
Oct. 15, 2008	Estimating Painting	Ralph Tragbar
Nov. 19, 2008	Consensus Documents	Duane Morris
Dec. 17, 2008	Annual Holiday Party	
Jan. 19, 2009	Joint Meeting w/ NAWIC	
Feb. 18, 2009	BIM in Construction	
Mar. 18, 2009	Sands Bethworks Casino	Michael Lese
Apr. 15, 2009	Ethics Roundtable	Terry McGeehan
May 20, 2009	Estimating Green	
June 17, 2009	Awards	
<b>July 2009</b>	<b>ST. Louis, Convention</b>	<b>ASPE National</b>



**2008 / 2009 BOARD MEMBERS & DIRECTORS**

**President**

**Lee Hartwig, E**

[windowman@verizon.net](mailto>windowman@verizon.net)

**1st Vice President**

**Karla Wursthorn, CPE**

[kwursthorn@tnward.com](mailto:kwursthorn@tnward.com)

**2nd Vice President**

**Mike Lese, E**

[mlese@msn.com](mailto:mlese@msn.com)

**3rd Vice President**

**Rick Krause, CPE**

[krauserh@aol.com](mailto:krauserh@aol.com)

**Secretary**

**Tom Roland, CPE**

[trowland@carrollcontractors.com](mailto:trowland@carrollcontractors.com)

**Treasurer**

**Joe Cleakin, E**

**Directors 08/09:**

**Rob Brockway, E**

**Brian Dixon, CPE**

**Dennis Gleason, CPE**

**Jeff Sueck, CPE**

**Nick Vermont, ASM**

**2008 / 2009 COMMITTEE CHAIRS**

**Finance**

**Rick Krause, CPE**

[krauserh@aol.com](mailto:krauserh@aol.com)

**Programs**

**Education**

**Awards**

**Lee Hartwig**

[windowman@verizon.net](mailto>windowman@verizon.net)

**Membership**

**Lee Hartwig**

[windowman@verizon.net](mailto>windowman@verizon.net)

**Website**

**Karla Wursthorn, CPE**

[kwursthorn@tnward.com](mailto:kwursthorn@tnward.com)

**Newsletter**

**Donald Logan, CPE**

[Donald.Logan@shoemakerco.com](mailto:Donald.Logan@shoemakerco.com)

**Certification**

**Karla Wursthorn, CPE**

[kwursthorn@tnward.com](mailto:kwursthorn@tnward.com)

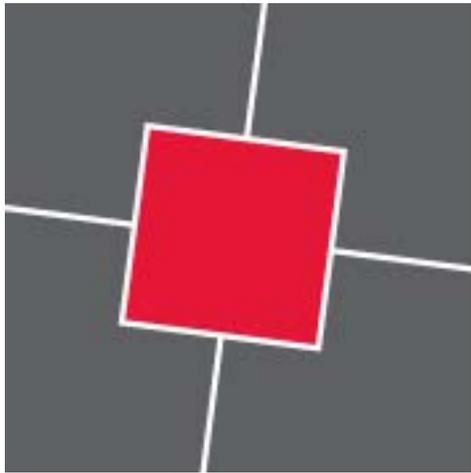
**By Laws**

**Mike Lese**

[mlese@msn.com](mailto:mlese@msn.com)

**Nominations**

**Accreditation**



Center *for*  
Architecture

## Center for Architecture Open House

You are invited to join the Center for Architecture as we open our doors to all Sept. 17 for a full day of free events and celebration, capped off by an evening reception.

The fun begins at 11 a.m. and will feature:

A 10-percent discount in the AIA Bookstore & Design Center

Walking tours of Modern Philadelphia

Book signings in the AIA Bookstore with local author Matthew Quick, author of "The Silver Linings Playbook" and Len Davidson, author of "Vintage Neon"

A 3-D scale model of Center City Philadelphia

Exhibitions of vintage neon signs and the AIA Philadelphia Associates Committee's Draw:Philadelphia competition

The free reception will begin at 5:30 and will feature light fare.

### WHEN

Wednesday, September 17, 2008 11:00 AM - 8:00 PM

### WHERE

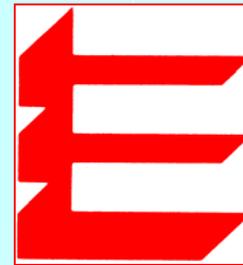
Center for Architecture

1218 Arch Street

Philadelphia, PA 19107

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## AMERICAN SOCIETY OF PROFESSIONAL ESTIMATORS

### The President's Message

We lost one of our most valued members this last month. H. Paul Pryor, CPE left this earth on September 20<sup>th</sup>, 2008. He had been a member of our association for over fifteen years. I did attend the friends' visitation at the funeral home prior to the funeral service and gave the associations condolences to his wife and family for their loss. I did not know Paul well but he was well known and respected by many members of our association, the Drexel University family and many close friends from Drexel and the military were in attendance at his service. Memorial contributions may be made to the USO of Pennsylvania and Southern New Jersey at the Philadelphia Airport, Terminal D, Philadelphia, Pa 19153 or The American Cancer Society.

We are currently going through one of those cyclical downturns in our economy that typically follows the boom times. Residential construction is in the dumper; however, commercial construction, at



Lee Hartwig, E

least in our area, is keeping most employed. If the commercial business sector would degenerate a CPE designation does separate one as a tested professional

*(Continued on page 2)*

### Inside this issue:

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REGIONAL MEETING	6
ESTIMATING ACADEMY— BOSTON	7-8
REGIONAL DINNER	9

### MENTORING IN ACTION

Take a moment to read the August/September issue of ESTIMATING TODAY. In the first paragraph of her first newsletter, Paulette R. Rutlen, CPE CEP, ASPE National President, recognizes the outstanding leadership of outgoing president John Stewart, CPE not only for his help in her transition to a higher level, but because he helped to mentor her for success in that position.

We at the chapter level can follow John's example of leadership as we look to encourage new and existing members to take a more active participation. Mentoring provides that opportunity. Our chapter owes much to members McGeehan, Stewart and Lese for their national service and we thank them for their continued service at the chapter level too.



## EDUCATION MATTERS

ASPE Liberty Chapter 61 members continue to support **Continuing Education** by providing their professionalism as Instructors for the following programs:

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- Estimating One, Rob Brockway, E



Remembering **PAUL PRYOR, CPE** and his many contributions ... gone but never forgotten.

## The President's Message, continued

*(Continued from page 1)*

from the rest of the herd, when selecting those that a company must have to remain viable in an unstable market. If you have not yet attained your CPE consider applying.

Life would be less stressful for all if business was always constant and profitable, banks gave sensible loans and our people in Washington were looking out for their constituents and not their self interests. We have been in financially stressful times before and most probably will be here again. Some financial institutions and other businesses are going to fail or have to merge to survive. Sometimes the system needs a good healthy colonic to sort out the strong and well run companies from those which are reckless.

The Boston Chapter # 25 will be hosting the Board of Trustees meeting there on October 24<sup>th</sup> and is sponsoring an Estimating Academy on the 24<sup>th</sup> during the day to be followed up by a social chapter meeting that evening. This is an opportunity to meet and greet members of the National Board. Saturday

October 25<sup>th</sup> they will be hosting the Northeast Regional Meeting and you are invited to attend.

Next year's national ASPE convention will be in Saint Louis, not a long plane ride (if we still have fuel and airlines), please consider attending.

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Lee Hartwig, E  
President, Liberty Chapter 61



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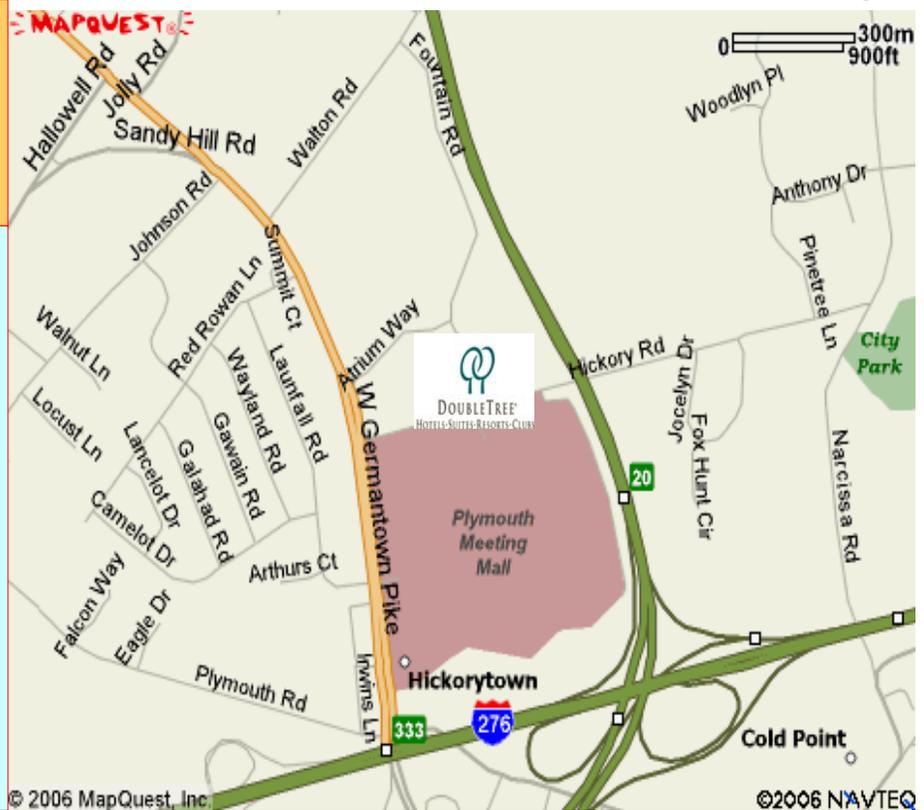
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**THIS MONTH:**  
**How to estimate Painting**  
**With Ralph Tragbar of**  
**Schnoll Painting.**

We meet on the  
 THIRD Wednesday of  
 the month!

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



## 2008 / 2009 PROGRAM SCHEDULE

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<b>July 2009</b>	<b>ST. Louis, Convention</b>	<b>ASPE National</b>

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



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**Nick Vermont, ASM**

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trowland@carrollcontractors.com

**2008 / 2009 COMMITTEE CHAIRS**

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Donald.Logan@shoemakerco.com

kwursthorn@tnward.com

mlese@msn.com

# ***A.S.P.E.***

*AMERICAN SOCIETY OF PROFESSIONAL ESTIMATORS*

## **NORTHEAST REGIONAL MEETING**

Date: Saturday – October 25, 2008  
Place: Shawmut Design and Construction  
500 Harrison Avenue  
**Boston, MA 02118**  
Phone: (617) 622-7000

Time:	8:30 – 9:30	Registration / Breakfast
	9:30 – 11:30	Meeting
	11:30 – 1:00	Buffet Deli Lunch/ Speaker
	1:00 – 3:00	Meeting

Cost: \$35.00

Moderator: Milan Gowen CPE – Northeast Governor

Host: Boston Chapter #25  
Board of Directors and Members

### **Directions:**

You can get to the Best Western from North, South, East, and West of Boston. I have provided a map links below that you can use for directions. Cut and Paste into your Internet browser to get your directions. Also directions to Shawmut's Office for the Saturday meeting.

**Best Western:** <http://www.bestwesternboston.com/DestinationInformation.php>

**Shawmut's office:** [http://www.shawmut.com/contact\\_us/boston\\_directions.cfm](http://www.shawmut.com/contact_us/boston_directions.cfm)

**Cost Includes:** Regional meeting conference

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 Roundhouse Suites are available at an ASPE discounted rate of \$149.00 per night. Reservations can be made directly with the Best Western at (617) 989-1000. Make sure you tell them you are with the American Society of Professional Estimators. The Best Western has a shuttle bus from Boston Logan Airport for those flying to the meeting. Logan Airport is only minutes away from the Best Western. Their website is <http://www.bestwesternboston.com/>



# **A.S.P.E.**

*AMERICAN SOCIETY OF PROFESSIONAL ESTIMATORS*

## **Boston Chapter 25 Estimating Academy**

Date: Friday – October 24, 2008

Place: IBEW Local 103 Conference Center  
256 Freeport Street  
**Dorchester, MA 02122**

Time:	8:00 – 8:30	Registration / Breakfast
	8:30 – 10:00	First Course
	10:30 – 12:00	Second Course
	12:00 – 1:30	Luncheon Speaker
	1:45 – 3:15	Third Course

Cost: \$175.00 includes 3 courses and luncheon speaker, lunch, breaks

### **Course Offerings:**

**Conceptual Estimating – Bill Manfredonia, Cost Calculations Inc**

**Electrical Estimating – Larry Richmond, Sully Mac**

**HVAC Estimating – TBD**

**Scheduling For Estimators – Carmine Pierro, Walsh Brothers**

**Ensuring Estimating Accuracy – Dexter Murphy, AZ Corporation**

### **Luncheon Speaker Program:**

**BIM/ IPD - J.C.Cannistraro, Tocci, Kling Stubbins**

#### **Directions:**

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**Best Western:** <http://www.bestwesternboston.com/DestinationInformation.php>

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#### **Registration:**

Contact: Lauren Vancheri, Secretary, Chapter #25 at [lvancheri@crijobs.com](mailto:lvancheri@crijobs.com) call 617-250-1132. Please make checks payable to ASPE Chapter #25 and send to Greg Williamson, 86 Fuller Road, North Andover, MA 01845. **Fax registration forms to Greg at 617-878-4848.**



## Registration Form – Boston Chapter 25 Estimating Academy

Name: \_\_\_\_\_

Address: \_\_\_\_\_

Company: \_\_\_\_\_

Phone: \_\_\_\_\_

Email address: \_\_\_\_\_

**Desired Courses:** Every effort will be made to accommodate desired course selections. Please choose three courses, unless noted otherwise

**Conceptual Estimating:** \_\_\_\_\_

William Manfredonia CPE SM, Cost Calculation Inc.

What questions to ask your client (be it Architect, Owner, Contractor, etc), what information is needed, and the means to perform a conceptual estimate.

**Electrical Estimating:** \_\_\_\_\_

Larry Richmond, COO Sullivan & McLaughlin Companies

Introduction to Electrical Estimating with an emphasis on understanding the economics of Electrical Estimating and how to better represent Electrical values to Owner's and Clients

**HVAC Estimating:** \_\_\_\_\_

Speaker to be determined

Introduction to Mechanical systems estimating

**Scheduling for Estimators:** \_\_\_\_\_

Carmine Pierro, Walsh Brothers Incorporated,

An introduction to the fundamentals of effective scheduling in the context of what an estimator needs to know for assessing project cost risk as it relates to schedule.

**Ensuring Estimating Accuracy:** \_\_\_\_\_

Dexter Murphy CPE SM, A/Z Corporation

A review and discussion of standard Estimating Methodology that may be useful in the development of estimates and proposals to ensure their accuracy.

### Luncheon Speaker Program:

#### **Building Information Modeling and Integrated Project Delivery**

A presentation by JC Cannistraro, Tocci, and Kling Stubbins on the utilization of BIM in conceptual estimating and the use of BIM as a tool in Integrated Project Delivery as a team members of the AutoDesk Project, a project delivered under an Integrated Project Delivery Contract.



AMERICAN SOCIETY OF PROFESSIONAL ESTIMATORS  
Boston Chapter #25

**ASPE Chapter Meeting and North East Regional Dinner  
Social**

**Friday, October 24, 2008**

**Boston Best Western Roundhouse**

If you missed the convention in Baltimore this past summer, Here's your chance to meet and greet fellow members from the National Board who will be holding their Fall Board Meeting here in Boston as guests of Chapter 25. Friday night's meeting will follow our 1<sup>st</sup> Estimating Academy which will take place during the day at IBEW Local 103's Conference Center in Dorchester and precede the ASPE Northeast Regional Meeting at Shawmut's offices on Saturday. Saturday's meeting is your chance to interact with Northeast Chapter members and understand what's happening in ASPE at both the National and Northeast Regional levels as our Chapter proudly hosts the Northeast Regional

**Agenda:**

**Cocktail Social**

**Dinner**

**Introduction of National Board Officers**

**Time**

6:00 – 9:00 P.M.

**Cost**

Non Member \$50.00, ASPE Member \$40.00

*Includes Dinner - Meal is guaranteed only with reservation*

***Reservations due October 20th***

**Fax** your registration to 1-781-396-8316 or **Email** to [ifscpe@AOL.com](mailto:ifscpe@AOL.com) or

**Mail Check** to ASPE, PO Box 114, Medford, MA 02155

Questions / Cancellations: John F. Santucci CPE, 781-391-1424

**Best Western:** <http://www.bestwesternboston.com/DestinationInformation.php>

*Cancellations: ASPE is responsible for "no-shows". If you cannot keep your reservation after the deadline, you will be invoiced. To avoid this, you must send someone in your place.*