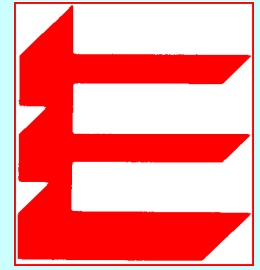


# THE LIBERTY BELL

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

Happy Holiday to each of you and to your family.

Our December meeting will be a social event with two short presentations of about fifteen minutes each.

One will be by the Community Design Collaborative. This is a group of Design Professionals who volunteer their services to Community Groups to design

The second presentation will be by our own Rick Krause CPE on the topic of writing a technical paper for Certification.

At our December Board Meeting, Plans were formulated to hold a two day Estimating Academy on the last Friday & Saturday in March. Stay tuned for details as they evolve.



Terry McGeehan, FCPE

Have you recruited a new member yet?

Have a Safe & Happy Holiday.

**Terry McGeehan, FCPE**

**Chapter President**



## 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

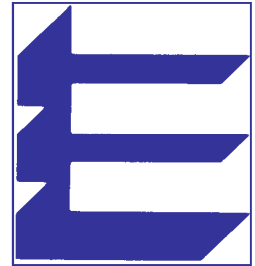
of subcontractor quotations helping to reduce their risk prior to committing to contracts.

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.

*(Continued on page 3)*



**Subcontracting firms most often prepare much more detailed estimates than C/M and General Contracting firms ...**



(Continued from page 2)

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 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 perform-

ance 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!

Happy Holidays to All!

**Rick Krause, CPE**

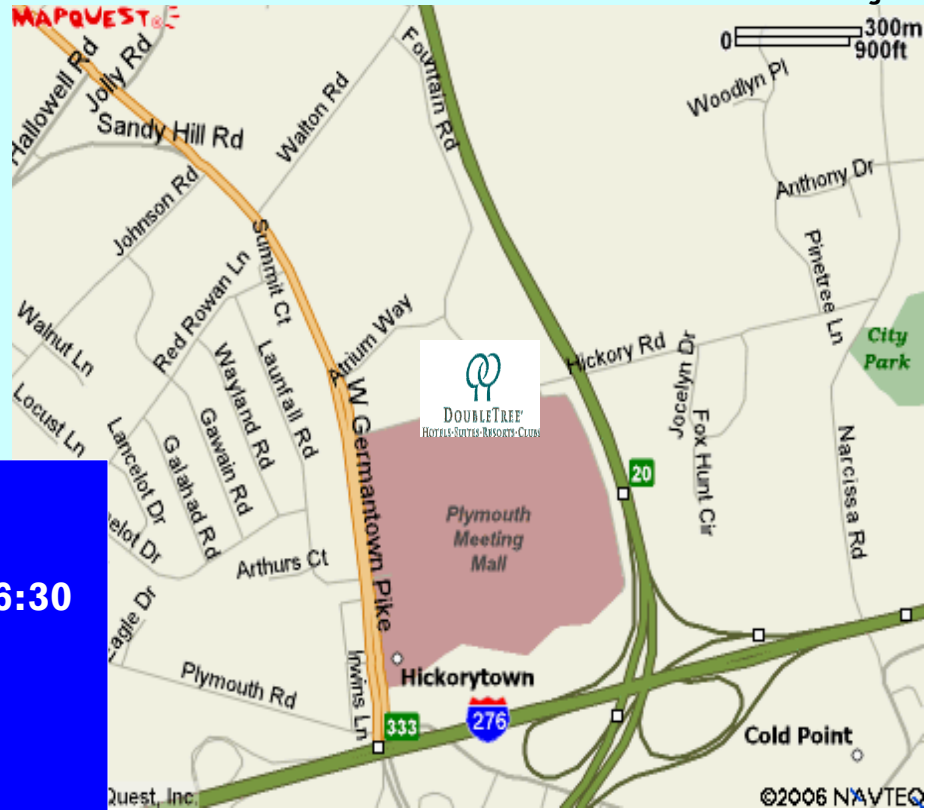
***Taking a couple of subcontractors to lunch ...***



For January we meet on the fourth Monday!

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

**January's Meeting:**  
**Monday the 22nd**  
**Happy Hour 5:30, Dinner 6:30**  
**Annual Meeting with NAWIC**



We are on the Web: [www.aspe61.org](http://www.aspe61.org)

ASPE Liberty Chapter 61  
PO BOX

**2006 / 2007 PROGRAM SCHEDULE**

Aug. 23rd, 2006	Fire Protection — Roundtable Discussion
Sept. 27th, 2006	Const. Employment Outlook, Jack Wark
Oct. 25th, 2006	Certification, Terry McGeehan, FCPE
Nov. 15th, 2006	Annual Ethics Roundtable w/ AACE
Dec. 20th, 2006	Annual Holiday Party, w/ Rick Krause, CPE
<b>Jan. 22nd, 2007</b>	<b>Joint Meeting with NAWIC</b>
Feb. 28th, 2007	CHOP Research Bldg., Turner Construction
Mar. 28th, 2007	Estimating Glass & Glazing, Paul Pryor, CPE
Apr. 25th, 2007	Change Order Litigation, Sid Numerof, CPE
May 23rd, 2007	Estimating HVAC, John Stewart, CPE
June 27th, 2007	Awards Banquet



## 2006/2007 OFFICERS and DIRECTORS

Terry McGeehan, FCPE	President	<a href="mailto:terrencemcgeehan@yahoo.com">terrencemcgeehan@yahoo.com</a>
Mike Smith	First Vice President	
Karla Wursthorn	Second Vice President	WEBSITE
Lee Hartwig	Third Vice President	MEMBERSHIP / CALLING
Joe Clearkin	Treasurer	
Tom Rowland, CPE	Secretary	
Ron Trawinski, CPE	Immediate Past President	AWARDS
Mike Lese	Director	BY LAWS
Kelly Sigman	Director	EDUCATION
Margaret Jones	Director	
Dennis Gleason, CPE	Director	CERTIFICATION
Jim Ward	Director	PROGRAMS
John Stewart, CPE	Past President, Director	"ASPE NATIONAL PRESIDENT"
Sid Numerof, CPE ME	Past President, Director	CALLING
Don Logan, CPE	Past President, Director	NEWSLETTER

ASPE Chapter 61 is pleased to announce the launch of it's 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.

### NEW MEMBERS UPDATE:

#### Membership Drive!

**While quantities last, new member sponsors will receive an ASPE Liberty Chapter 61 Golf Shirt!**

