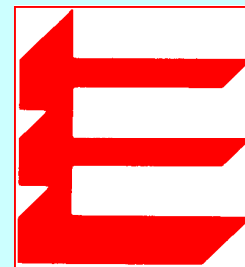


THE LIBERTY BELL

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 New Year!

With the New Year comes new opportunities.

On Wednesday January 17, 2007 we will have a joint meeting with NAWIC. This is a fun meeting and is usually well attended. NAWIC is host to this year's joint meeting. The meeting will be Wednesday since their usual meeting night happens to be Martin Luther King's Holiday. They meet at the same hotel as we do. Be Sure to get your reservation in so they have a correct count for dinner. Hope to see you there.

Our Spring Education courses with GBCA begin the last week in September. Any ASPE member is eligible to attend at no cost to the individual member. The courses are Blue Print Reading - Mondays, Contract Documents - Tuesdays, General Estimating Principles - Thursdays, and Interiors Estimating - Wednesdays. Classes are held at the Montgomery County Fire Academy. For information or to register contact Terry McGeehan @ 215-643-0867, terrencmcgeehan@yahoo.com Or Michael Magee at GBCA 215-



Terry McGeehan, FCPE

568-7015. Be sure to tell GBCA that you are an ASPE Member.

Have you recruited your new member yet?

Terry McGeehan, FCPE

Chapter President



Thank you to Rick Krause, CPE for obliging us with a wonderful impromptu talk, at our December meeting, on the benefits and rewards of becoming a certified professional estimator. Rick completed his CPE

through the fast track program and was able to share his experience in a thought provoking and inspired manner.

January's joint meeting with NAWIC will

feature **Edward Seglias, Esquire of Cohen Seglias** on a recent Pennsylvania construction case that has broad applications for the construction industry. See You Wednesday January 17, 2007.

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

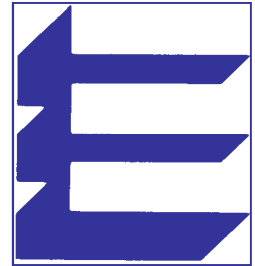
General Contractors are often equally competitive but usually have the benefit of subcontractor quotations helping to reduce their risk prior to committing to contracts.

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 devel-

oped 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

(Continued on page 3)



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

Worth & Company, Inc.

Mechanical Contractor

Pipersville, PA 18947

www.worthandcompany.com

Worth & Company is preparing for another year of expansion and growth throughout the tri-state area. We are currently seeking top-level candidates for the following positions:

Estimator / Plumbing

Estimator / HVAC

Field Superintendent / WWTP

Project Manager / Commercial

Worth has been named among the **"Best Places to Work in PA"** four years in a row. We offer a very generous compensation and benefit package, plus performance incentives. Please forward your resume and salary requirements to Human Resources via fax: (267) 362-1130 or via email: hr@worthandcompany.com

(Continued from page 2)

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 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 ap-

proach 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!

Happy Holidays to All!

Rick Krause, CPE

Taking a couple of subcontractors to lunch ...



Let all your things have their places; let each part of your business have its time.

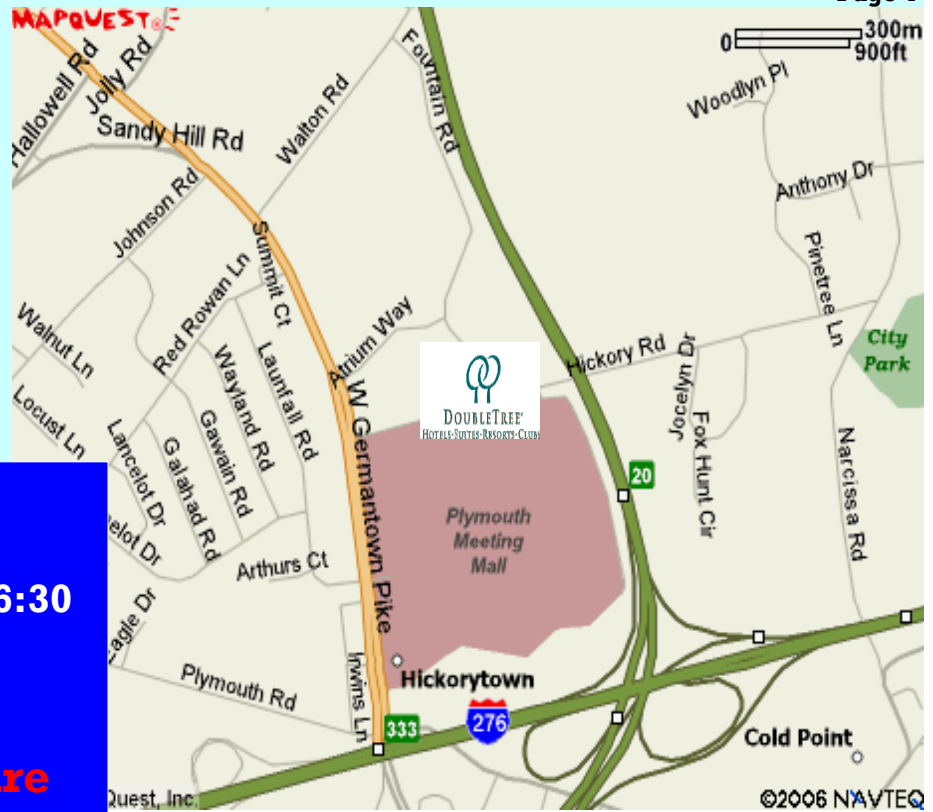
— Benjamin Franklin



For January we meet on the Third Wednesday!

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

January's Meeting:
Wednesday the 17th
Happy Hour 5:30, Dinner 6:30
Annual Meeting with NAWIC featuring:
Edward Seglias, Esquire



We are on the Web: 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
Jan. 17th, 2007	Joint Meeting with NAWIC, Edward Seglias, Esq.
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	terrencemcgeehan@yahoo.com
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 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.

NEW MEMBERS UPDATE:

Join ASPE Liberty Chapter 61 in welcoming

Warren Tasca, Hill International, Inc.

Carol Abelow, Hill International, Inc.

Thomas C. Burns, Danella Construction

