



# American Society of Professional Estimators

January, 2011 Volume 4 Issue 1  
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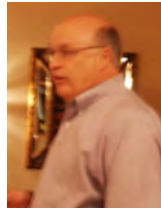
## Southwest Ohio ASPE Chapter 38 Newsletter

### Officers - Board of Directors

<b>President:</b>	<b>Sherry Malott (Education &amp; Fund Raising Committee Liaison)</b>
<b>Immed. Past President:</b>	<b>Art Defazio, CPE</b>
<b>First Vice President:</b>	<b>Del Farley II (Awards Committee Liaison)</b>
<b>Second Vice President:</b>	<b>Gary Gilbert (Membership Committee Liaison)</b>
<b>Third Vice President:</b>	<b>Troy McAndrews (Communications Committee Liaison)</b>
<b>Secretary:</b>	<b>Chris McCarthy</b>
<b>Treasurer:</b>	<b>Art Defazio, CPE</b>
<b>Chapter Adviser:</b>	<b>Dan Frondorf, CPE, ASPE Central Plains Regional Governor</b>



Sherry Malott



Art Defazio  
CPE



Del Farley II



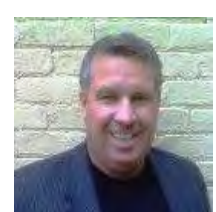
Gary Gilbert  
LEED AP



Troy McAndrews



Chris McCarthy



Dan Frondorf CPE

### Committees

<b>Awards:</b>	Art Defazio, CPE
<b>Membership:</b>	Randy Newton (Chair), Kate Csizmada
<b>Communications:</b>	Bud Nordman (Chair), Henry Frondorf (Reporter)
<b>Education:</b>	Mike Downing (Chair)
<b>Certification:</b>	Elmer Pittman, CPE (Chair)
<b>Fund Raising:</b>	Kate Csizmadia (Chair), Jim Morell, Troy McAndrews
<b>Golf Outing:</b>	Troy McAndrews (Chair), Ralph Ludwig



### Professional biography of our newest Chapter Officer. Secretary, Chris McCarthy

**Chris McCarthy is a Project Estimator with Danis Building Construction working out of the Cincinnati office. McCarthy has been with Danis for 11 years including 3 years as a co-op student. He graduated from the University of Dayton with a Civil Engineering degree and went on to get a Masters in Business Administration from Xavier University.**



# American Society of Professional Estimators

## Southwest Ohio ASPE Chapter 38 Newsletter

**Meals MUST be preordered. Contact [Sherry Malott](#) to place your order!**

**Food Choices: Chicken Champagne, Tilapia with Lemon Butter, Sliced Sirloin, Vegetarian Dish**

### Meeting Schedule 2011

**Theme: Building Relationships between General Contractors and Subcontractors**

**All Meetings: Social hour and Sign In 5:30 PM, Meeting 6:00 PM**

#### **February 24 Overcoming Bid Day Challenges**

**A Panel discussion with Gary Gilbert, HGC Construction, Troy McAndrews, McAndrews Glass representing a GC and Sub respectively with Sherry Malott, Advanced Caulking as Facilitator.**

#### **March 24 Ethics in the Contract Award Process**

**Presented by Paul E. Fiorelli, J.D./M.B.A. Professor of Legal Studies, Xavier University**

#### **April 28 Construction Site Visit, Location to be Determined**

#### **May 26 Project Scheduling, To be presented by an Outside Scheduling Expert**

#### **June and July, Summer Break, No Meetings**

#### **August 25 Site Estimating Takeoff**

**Presented by Dan Frondorf, CPE, Central Plains Governor, DG Frondorf & Assoc.**

#### **September 22 How is it made?**

**Steel Fabrication Shop Visit at cHc**

#### **October 27 Chapter Member's Choice - Member Presentation**

#### **November, Holiday Break, No Meeting**

#### **December Christmas / Holiday Event, Location to be Determined**

**A reminder to visit our [Affiliate Partner Websites](#). The links are on the last page of every Newsletter and on our Website. Visit our newest Partner's Website, [Ohio Valley Associated Builders and Contractors](#). Watch the [OVABC 60 Second Update](#) videos featuring [Kathy Somers](#), President of Ohio Valley ABC.**

#### 2010 Dinner Meeting Charges:

**ASPE, NAWIC, AACE, ACI, SMPS members - \$25**

**Currently Enrolled Students: - \$10**

**First Time Guests: - Free, Courtesy the Membership Committee  
(Contact Gary Gilbert for membership information.)**

**All Others: - \$30**

**Meal is provided**

**Sorry, Cash and Checks only. No credit cards accepted at this time.**



# American Society of Professional Estimators

## ASPE Chapter 38 Newsletter

### American Society of Professional Estimators MEETING INVITATION



HOSTED BY  
ASPE CHAPTER 38  
SOUTHWESTERN OHIO  
[www.aspe-cincinnati.org](http://www.aspe-cincinnati.org)



Louisville's Ohio River Waterfront



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[www.bxlou.com](http://www.bxlou.com)



The Galt House Hotel  
140 North 4th St.  
Louisville, KY 40202  
1-800-843-4258 reservations  
1-800-589-5200 front desk  
[www.galthouse.com](http://www.galthouse.com)

for more info, please contact:  
[dan@dgrondorf.com](mailto:dan@dgrondorf.com)  
[mark.puente@cox.net](mailto:mark.puente@cox.net)  
[malott@advancedcaulking.com](mailto:malott@advancedcaulking.com)  
Dan's cell 513-706-7403

ASPE Central Plains Regional Governor Daniel Frondorf, CPE; ASPE Southeast Regional Governor Mark Puente; and ASPE Chapter 38 President Sherry Malott cordially invite you to attend:

**Central Plains / Southeast Spring 2011 Joint Regional Meeting**  
**Saturday, February 26th, 2011 8:00 AM - 4:00 PM**  
**Galt House Hotel, Louisville, KY**

#### Registration

Please **RSVP your intention by email** to ASPE Central Plains Regional Governor Daniel Frondorf, CPE  
email address [dan@dgrondorf.com](mailto:dan@dgrondorf.com)

#### Cost

\$75.00  
\$90.00  
\$25.00

**The fee covers materials and includes breakfast and lunch at the meeting.**

ASPE Members - entire event

Non ASPE Members - entire event

Prospective Louisville Area ASPE Members ONLY

this includes the "Louisville Chapter Meeting" including lunch 12:00-2:00 PM

**Registration is prepaid - payment must be received no later than Tuesday, February 22, 2011**  
**ONE REGISTRATION FORM PER ATTENDEE, PLEASE**

Please mail this form and payment by check made payable to "ASPE Chapter 38" to:  
Daniel Frondorf, CPE  
2639 Maryland Avenue  
Cincinnati, OH 45204

The Central Plains/Southeast Spring 2011 Joint Regional Meeting will be held this year in the heart of Louisville, KY at the fabulous Galt House Hotel.

We will host representatives from both regions and the event will focus on the roles and duties of chapter presidents and overall chapter development issues. Come join us in Louisville for a late winter ASPE weekend and meet your fellow Estimators and welcome the new and prospective members of the soon to be ASPE Louisville chapter! We'll enjoy breakfast, lunch, and ASPE's famous networking and fellowship.

The event will include a "Louisville Chapter" meeting for this chapter, which is currently under development, to give prospective members an opportunity to experience a real live chapter meeting, featuring a local speaker on a technical estimating topic. We will also select the final two candidates from the Central Plains Region to be considered by the ASPE Board of Trustees to serve as the host chapter and city for the 2014 ASPE Convention and Estimating Academy.

The meeting will be held at Louisville's renowned and historic downtown destination hotel - The Galt House, past host to presidents, horsemen, diplomats, bourbon kings, steamboat barons, and captains of industry. A bank of rooms at a specially discounted rate just for ASPE members has been set aside for this event.

#### Accommodations

Guest reservations will be made on an individual call-in basis. All overnight guests will be responsible for their own room and incidental charges. The deadline for reservations will be February 22, 2011 at 11:59 pm. At that time, the unused portion of the room block will be returned to the hotel for general sale. Guests may call the Central Reservations Office at 1-800-The-Galt (1-800-843-4258) to make their reservation. Be sure to mention that you're with ASPE for your special room rate. You will have a choice between a deluxe guestroom at a rate of \$110.00 or an executive suite at a rate of \$139.00 per night plus state and local taxes.

These special rates are available Friday and Saturday nights, February 25 and 26, 2011. There is a maximum of four persons per room. Check in time is 3:00 pm and check out time is 11:00 am. There is currently a \$.75 charge for local calls from the hotel's sleeping rooms. Please visit the Galt House website for more information about hotel amenities and airport transportation. Cancellation of a reservation must be received 48 hours in advance of the arrival date. Failure to notify the hotel will result in a charge of one night's tariff, plus state and local taxes.

Attendee Name      ASPE Chapter      email address and telephone      payment amount included

**What company achievements would you like to share with the membership?**  
**Let me know at [QuantityEngineers@yahoo.com](mailto:QuantityEngineers@yahoo.com)**



# American Society of Professional Estimators

## ASPE Chapter 38

January 27th Meeting Report by Henry Frondorf, Newsletter Reporter

### Good & Bad Relationships and Solutions A Panel Discussion with Keith Wagner, Dugan & Meyers - GC Troy McAndrews, McAndrews Glass - Subcontractor

The first ever meeting at the Embassy Suites off of Lake Forest Drive was a success. Twenty five of our members braved the cold and were rewarded with free PBR and Miller Lite from the more than generous hotel staff.

The summit on GC/Subcontractor relationships began with chapter president, Sherry Malott, owner of Advanced Caulking, ushering people away from the bar and into the assembly hall. The ground rules were laid down with Sherry noting to "speak your minds" and letting her members know that the bathrooms can be "found down the hall and on your left."

The Panel was issued three questions throughout the evening, which were then discussed by all attending members. Here we will review the high lights of the night.

Question one was first issued by Sherry to Keith Wagner, "Question #1 - 2 part question. "What are you the GC looking for from a Sub to build or begin to build a relationship with and to be able to build a comfort level and trust with? And In regards to the contract award process, whom in your office or organization should the relationship be built with?"

Keith responded to Sherry, "I think it is on the sub to work on the GC relationship building. I have so many subs that I deal with that it would be impossible for me to go out and try to get something started. If a sub is interested in doing business with us they should give me a call." With regards to part two he thought that the relationship needs to be built with both the field and the office.

Troy McAndrews was then asked, "What are you, the subcontractor, looking for from a GC to build and work on a level of comfort and trust?" Troy responded right away, "I would like a little feedback from the GC with regards to how my number looked on bid day. Also, I need to know that you won't tell my competitors how I plan on going about getting the job done."

Invitation's to Bid was the next question. "Mr. GC, are you getting the response that you are looking for? Are you getting what you need?" Keith responded with "no." Art Defazio with Turner Construction agreed with Keith. "I am lucky if I get 5 or 6 responses to an ITB on a job where I sent out over 200." Sherry pointed out that a lot of times she will get invites to projects that are completely irrelevant to her line of work, "and when I call the GC's office I land on a person who has no clue about the job and I either give up right there or search an FTP site for two hours to find one elevation drawing. I don't have that time to waste."

"I respond to every ITB I receive because in this tough economy I take what I can get," was what Ralph Ludwig of Marsh Building Products thought about the ITB situation.

When Sherry asked what the GC doing well, but could do better in order to help the sub, Kate from GEG Painting stepped in, agreeing with what Troy said earlier, "When I know I'm bidding against 12 other painters on bid day, it would be a big help if the GC could give me some idea on where I stood, so next time I know if I need to sharpen my pencil."

The discussion then moved to how the subs could help out GC's on bid day. Gary Gilbert with HGC Construction expressed his views, "I would like to see a scope letter a day before the project bids, that way on bid day, when all hell is breaking loose I don't have to spend time figuring out why you excluded the ceiling panels in the girls bathroom on the 3rd floor."

The meeting was complete with lively back and forth discussions. It all boiled down to how all our lives could be better with just a little bit of basic communication.

# ASPE Chapter 38 March 2011 Speaker Biography

*Paul E. Fiorelli, J.D./M.B.A.*  
*Director, Cintas Institute for Business Ethics*  
*Professor of Legal Studies,*  
*Xavier University*  
*605 Schott Hall, Xavier University 3800*  
*Victory Parkway*  
*Cincinnati, Ohio 45207*  
*(513)745-2050 (office)*  
*(513)745-3904 (fax)*  
*e-mail [fiorelli@xavier.edu](mailto:fiorelli@xavier.edu)*  
*[www.xu.edu/business\\_ethics](http://www.xu.edu/business_ethics)*



Link corrected to [uscc.gov](http://www.uscc.gov) archives

Professor Paul Fiorelli is the current Director of the Cintas Institute for Business Ethics at Xavier University. He was also selected to become part of an Ad Hoc Advisory Group to the United States Sentencing Commission, which reviewed Chapter 8 of the Federal Sentencing Guidelines regarding organizations. The Ad Hoc Advisory Group reported its recommendations to the United States Sentencing Commission on October 7, 2003 (see press release at <http://www.uscc.gov/PRESS/rel100803b.htm>). After minor revisions, these recommendations were sent to Congress on May 1, 2004 and became law on November 1, 2004.

Each year the Supreme Court, through the Supreme Court Fellows Commission, selects four individuals to work in different branches of the judiciary. Paul Fiorelli was selected as one of the 1998-1999 Supreme Court Fellows to work at the United States Sentencing Commission. During his fellowship year he researched and lectured on compliance and ethics issues, employee confidentiality questions, and how internal auditors can play a major role in compliance programs. He also received the “Thomas Clark Fellow Award” from Chief Justice William Rehnquist, and the 2007 International Compliance Award from the Society of Corporate Compliance and Ethics. In May of 2000 he was selected as a Senior Fellow for the Ethics Resource Center’s Fellow’s Program.

Professor Fiorelli received both his law and M.B.A. degrees in 1981, has taught at Xavier University since 1983 and has been a tenured, Full Professor since 1994. He has received the following teaching awards: (1) the Dean’s Award for Teaching Excellence in 2003, 2005 and 2006, (2) Teacher of the Year for the entire Williams College of Business in 1995 and 1997, (3) the Teacher of the Year for Executive MBA’s in 1992, 1997 and 1999, and (4) the Lamp of Knowledge Teaching Award for the General Electric MBA program in 2002.

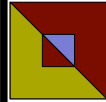
Professor Fiorelli has researched, lectured, and written extensively on the Federal Sentencing Guidelines and has completed a research grant regarding the Guidelines, funded by the Institute of Internal Auditors - Research Foundation. The outcome of the research has been published as a book entitled, “The Federal Sentencing Guidelines: Guidelines for Internal Auditors”. Professor Fiorelli has also authored or co-authored, numerous articles published in legal and business journals including: the Wake Forest Law Review, Michigan State Law Review, Journal of Corporation Law, Albany Law Review, Dayton Law Review, Boston College Environmental Affairs Law Review, Internal Auditor and Business Horizons. These articles have been cited in prestigious journals, including the Harvard, University of Chicago, and Columbia University law reviews.

Professor Fiorelli actively consults in the area of business ethics and has provided workshops and presentations to groups and companies, including: 5/3 Bank, AK Steel, AIG, ALICO, American Health Lawyers Association, Association of College and University Auditors, Bell-Textron Helicopter, Cinergy, the Defense Industry Initiative, Eli Lilly & Co., Ethics and Compliance Officer Association, Ethics Resource Center, General Dynamics, Harris Corporation, Honda of America, Northrop Grumman, the Ohio Society of CPAs, Society of Corporate Compliance and Ethics (SCCE), the Practicing Law Institute, and US Oncology. In 2007, Professor Fiorelli received the Ethics and Compliance Award from the SCCE.



# American Society of Professional Estimators

## ASPE Chapter 38 Newsletter



### Certification Cycle Schedule

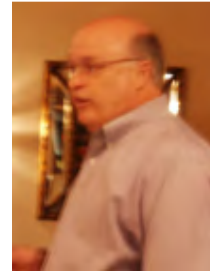
Certification Process			Cycle 2 (Summer)
Submittal of Professional Evaluation Application and fees.	<b>Last Day</b> to submit these applications for consideration		July 1
Review of Applications by Certification Committee.	<b>Completed By</b>		August 15
Notification to Candidates of Acceptance to the program	<b>Completed By</b> Candidates to receive GEK Study Guide/Paper Topic Acceptance Letter		September 1
Workshop for Candidates (online or chapter level)	<b>Completed By</b>  <b>If Chapter Workshop—Return Wkrshp Verification</b>		September 30  October 1
Technical Paper Due Date	Papers are to be submitted before the candidate is eligible to test		December 15
Test Dates for GEK and DST *Requires Proctor (see below) and/or DST Questions and Problems Due Date	<b>GEK and DST</b> Test and/or <b>Questions and Problems</b> <u>must</u> be completed during the month of...	<b>Winter Cycle Deadline is Past Due</b>	March (of following year)
Test Results to Candidates	Written Notification		May 1 (of following year)
Technical Paper Review Results and/or Questions and Problems Review Results to Candidates	These will be issued to candidates as the reviews are turned in to the Society Business Office by the Reviewers.		
Re-submittal of Deficient Paper and/or DST Questions and Problems	<b>Completed By</b>		June 15 (of following year)
Re-Take of GEK and/or DST	Re-take GEK and DST must be completed during the month of...as indicated for cycle.		July (of following year)



# American Society of Professional Estimators

## Estimator on the Street Interview with our Roving Reporter, Henry Frondorf

### Q&A with Art Defazio, CPE



## Turner Construction Co.

Q: What brought you into the field of construction?

A: My 2 uncles were in the business, so I started helping at a young age.

Q: Why did you become an estimator?

A: I was working for my uncle in the field as a carpenter then a superintendent, I decided around 1978 to start my own Construction Co., that's when I got serious about estimating.

Q: What was your favorite project to estimate?

A: The Interior's of the Washington National Airport in DC. The second favorite would have been the Millennium Tower in Kentucky. This would have been one of the tallest structures in the U.S. at that time.

Q: If you could put an estimate together on any type of project in the world, what type of project would you choose? Why?

A: I liked doing Airports, they usually have hi-end interior finishes, and the exterior wall design can be complicated with the different types of materials.

Q: Congrats on your "Estimator of the Year" award! When do you leave for Disneyland?

A: I did not realize that came with the award.

Q: Recently you were reinstated as a CPE. Can you tell us a little bit about what it took to become a CPE the first time around?

A: I believe I did it around 1989, at that time I had a lot of past experience, the most difficult part for me was writing the paper. I wrote it on "How to estimate Cold Formed Metal Framing".

Q: If you could choose one goal for our chapter to set, what would it be?

A: Have enough money in the bank from doing fund raisers to set up a self supporting scholarship fund.

Q: What keeps you coming back to ASPE meetings?

A: The friends I made and people I have met over the years.

Q: After estimating and participating in ASPE, what is your favorite thing to do?

A: Spend time with my family and granddaughter.

# THE AMERICAN SOCIETY OF PROFESSIONAL ESTIMATORS'

## — CODE OF ETHICS —

### INTRODUCTION

Ethical principles are presented which are intended as a broad guideline for professional estimators and estimators in training. The philosophical foundation upon which the rules of conduct are based is not intended to impede independent thinking processes, but is a foundation upon which professional opinions may be based in theory and in practice.

Please recognize that membership in and certification by the American Society of Professional Estimators are not the sole claims to professional competence but support the canons of this code.

The distinguishing mark of a truly professional estimator is acceptance of the responsibility for the trust of client, employer and the public. Professionals with integrity have therefore deemed it essential to promulgate codes of ethics and to establish means of insuring their compliance.

### PREAMBLE

The objective of the American Society of Professional Estimators is to promote the development and application of education, professional judgment and skills within the industry we serve. Estimators must perform under the highest principles of ethical conduct as it relates to the protection of the public, clients, employers and others in this industry and in related professions.

The professional estimator must fully utilize education, years of experience, acquired skills and professional ethics in the preparation of a fully detailed and accurate estimate for work in a specific discipline. This is paramount to the development of credibility by estimators in our professional service.

Estimating is a highly technical and learned profession and the members of this society should know that the work is of vital importance to the clients and to the employers they serve. Accordingly, the service provided by the estimator should exhibit honesty, fairness, trust, impartiality and equity to all persons served.

# THE CANONS

## Canon #1

*Professional estimators shall perform services in areas of their discipline and competence.*

1. Estimators shall to the best of their ability represent truthfully and clearly to a prospective client or employer their qualifications and capabilities to perform services.
2. The estimator shall undertake to perform estimating assignments only when qualified by education or years of experience in the technical field involved in any given assignment.
3. The estimator may accept assignments in other disciplines based on education or years of experience as long as qualified associate, consultant or employer attests to the accuracy of their work in that assignment.
4. An estimator may be subjected to external pressures to perform work above or beyond qualifying education and experience. In fact, estimators must retain their integrity and professionalism by avoiding involvement in situations that may cause loss of independence and integrity as a professional estimator.

## 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.*

1. A member of the American Society of Professional Estimators will strive to gain the honored position of "Certified Professional Estimator" and encourage others in the society to obtain this honored position.
2. Members will lend personal and financial support, where feasible, to the schools and institutions engaged in the education and training of estimators.
3. Members will cooperate in extending the effectiveness of the profession by inter-

changing information and experience with other estimators and those in training to be estimators, subject to legal or proprietary restraints.

4. Members will endeavor to provide opportunity for the professional development and the advancement of estimators and those in training under their personal supervision.

## 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.*

1. By treating all professional associates with integrity, fairness, tolerance and respect, regardless of national origin, race, religion, sex or age.
2. By extending fraternal consideration when giving testimony that may be damaging to a member of our society, as long as it does not violate this Code of Ethics and the laws governing the proceedings.
3. By accepting the obligation to assist associates in complying with the code of professional ethics. The professional character of our society is dependent upon continuing mutual cooperation with one another. It is the essential element of our continued success.
4. By recognizing the ethical standards set by other professionals, such as architects and engineers, directly related to our industry and by extending to them the common courtesies they deserve predicated upon the good will of all the obligations of the true professional to uphold the highest ethical standards in our free society.
5. By acting honorably, both in personal and professional life, by avoiding situations that may erode public respect. Ethical and personal character shall be paramount in estimators' life styles.

# THE CANONS

## Canon #4

*Professional estimators shall safeguard and keep in confidence all knowledge of the business affairs and technical procedures of an employer or client.*

1. By not revealing privileged information or facts pertaining to methods used in estimating procedures prescribed by an employer, except as authorized or required by laws.
2. By holding in strict confidence all information concerning a client's affairs acquired during the fulfillment of an engagement and completion of an estimating procedure.
3. By serving clients and employers with professional concern for their best interests, provided however, this obligation must not endanger personal integrity or independence or a high degree of ethical conduct, as set forth in this Code of Ethics and related state and federal laws.

## Canon #5

*Professional estimators shall conduct themselves with integrity at all times and not knowingly or willingly enter into agreements that violate the laws of the United States of America or of the states in which they practice. They shall establish guidelines for setting forth prices and receiving quotations that are fair and equitable to all parties.*

1. By not participating in bid shopping as it is known in the building construction industry today. Bid shopping occurs when after the award of the contract, a contractor contacts several subcontractors of the same discipline in an effort to reduce these previously quoted prices. This practice is unethical, unfair and is in direct violation of the Code of Ethics as recognized by the American Society of Professional Estimators
2. By not accepting quotations from unqualified companies or suppliers. Every effort should be made to pre-qualify any bidder to be used.

3. By not divulging privileged figures from subcontractors and suppliers to competitors prior to bid time in an effort to drive down prices of either. Should quotes be received from subcontractors or suppliers that are obviously low or appear to be in error, this person should be asked to review his price. When making this effort, quotes of others shall not be divulged.

4. By not padding or inflating quoted bid prices. An unethical practice for a professional estimator is to pad or inflate quotes when bidding with firms known for bid shopping. If not a violation of applicable laws, a professional estimator should not provide quotes to known bid shoppers.

5. Professional estimators shall not enter into the unethical practice of complimentary bids (comp bids). This practice is a violation of the Code of Ethics of the American Society of Professional Estimators.

## Canon #6

*Professional estimators shall utilize their education, years of experience and acquired skills in the preparation of each estimate or assignment with full commitment to make each estimate or assignment as detailed and accurate as their talents and abilities allow.*

1. By not formulating estimates from a partial set of bid documents. This is in direct violation of the code of good estimating practices and is not acceptable. To formulate an accurate estimate in any discipline, a full review must be made of all related bid documents. Any other approach could cause errors or omissions that may endanger professional integrity and reliability. Exceptions to this rule should be considered only for the preparation of a conceptual estimate
2. It is of paramount importance to a professional estimator to minimize the possibility of making mistakes or errors. The more detailed the estimate, the better the accuracy will be..

# THE CANONS

3. Each estimate shall be cross checked by means that will insure that it is technically and mechanically free from mistakes, oversight or errors. If possible and feasible, estimates should be checked by other professionals. If it is not feasible for someone else to cross check an estimate, the estimator should cross check their own estimate by utilizing a different method, such as using the historical data or unit prices based on previous cost data on similar project.

## Canon #7

*Professional estimators shall not engage in the practice of "Bid Peddling" as defined by this code. This is a breach of moral and ethical standards, and this practice shall not be entered into by a member of this Society.*

1. Bid peddling occurs when a subcontractor approaches a general contractor who has been awarded a project, with the intent of voluntarily lowering the original price below the price level established on bid day. This action implies that the subcontractor's original price was either padded or incorrect. This practice undermines the credibility of the professional estimator and is not acceptable

2. The same procedure applies to a professional estimator engaged as a general contractor, as defined in the previous paragraph, when the estimator approaches an owner or client to voluntarily lower the original bid price.

3. When a proposal is presented, the professional estimator is stating the estimate has been prepared to the best of their ability using their education, expertise and recognized society standards. Entering into unethical practices such as "bid peddling" jeopardizes both personal and society professional credibility, while violating the trust of the clients.

## Canon #8

*Professional estimators and those in training to be estimators shall not enter into any agreement that may be considered acts of collusion*

*or conspiracy (bid rigging) with the implied or express purpose of defrauding clients. Acts of this type are in direct violation of the Code of Ethics of the American Society of Professional Estimators.*

1. Bid rigging, collusion and conspiracy, as defined by the American Society of Professional Estimators, may occur between two (2) or more contractors or two (2) or more subcontractors. Agreements are reached by companies or individuals in the act of conspiring to pre-set the price of a particular project (private or governmental) with the express purpose of predetermining the intended recipient of a contract to be awarded at a fixed price.

2. Professional estimators and those in training to be estimators shall not be associated with firms which are known to participate in the practice of bid rigging.

3. There are no conditions or social convention that will allow a professional estimator to enter into such fraudulent acts as those of bid rigging, knowing that they are held to be unlawful, immoral, unethical and unacceptable to this society.

## Canon #9

*Professional estimators and those in training to be estimators shall not participate in acts such as the giving or receiving of gifts, that are intended to be or may be construed as being unlawful acts of bribery.*

1. Professional estimators should not offer cash, securities, intangible property rights or any personal items in order to influence or that give the appearance of influencing

2. Professional estimators should not accept gifts, gratuities or entertainment that would place them in a position of breaking existing laws (municipal, state or federal) or that give the appearance of creating an inducement which would affect the estimator's professional credibility by placing them in a position of obligation.



# American Society of Professional Estimators

## ASPE Chapter 38 Sponsors

The Officers and members of ASPE Chapter 38 wish to thank the following past sponsors for their generous support over the years and ask that you continue your support with your 2011 annual sponsorship. Contact [Sherry Malott](#) or [Art Defazio](#) for more information.



Queen City Reprographics



Advanced Caulking, LLC



# American Society of Professional Estimators

## ASPE Chapter 38 Affiliate Partners



# NAWIC



ABC - Ohio Valley Chapter

*Keeping You Informed*



ASPE Chapter 38 Web Page: <http://www.ASPE-Cincinnati.org>

ASPE National Web Page: <http://www.ASPENational.org>

Annual Web page and Newsletter sponsorships are available. They are \$250 to be included on the web page and in the newsletter or \$100 to be included in the Newsletter only.