American Society of Professional Estimators
Southwest Ohio Chapter #38 Newsletter

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Message from Chapter 38 Past President  
Gary Gilbert

Canon of the month  
Canon #6

Professional estimators and those  
in training 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.

- 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
I have handed the reins of our organization over to Mr. Troy McAndrews knowing that he will continue to make our organization even better. I have been blessed to be able to work with an extraordinary board and committees this past year and we have moved our chapter forward towards being one of the biggest and most vibrant in the Central Plains region (and one of the best in the entire nation). The board is currently made up of a group of people who make this organization hum and have made my term as president extremely easy.

Some of you may have heard that I was given the President’s Award at the National Convention. This was truly an honor to be given such a prestigious award in front of my fellow estimators. I truly feel that I was the figurehead of an organization that has a lot of dedicated and impassioned people who work hard for our chapter.

It was all of us working together, pulling hard in one direction, which made the award possible; I was merely the one who was privileged to accept it.

My term as President 2012-2013 has gone quickly and a lot has happened:

☐ We have welcomed 15 new members into our ranks! This is a testament to our chapter during these trying economic times. While other chapters have been struggling, our chapter has continued to expand. This is due to the dedication of our education committee for having fantastic meeting topics and membership for getting the word out as well as the stellar communications committee who make sure people know about our meetings and all we have to offer.

☐ A site visit to the new Mercy West Hospital where we got to see the pre-fabricated mechanical units that we saw being assembled at our site visit last year.

☐ Our annual bowling extravaganza held at Stone Lanes which was a great time.

☐ Our annual Holiday party which was extremely well attended and we raised a good deal of money for our scholarship fund by raffling off baskets plus we donated over 140 pounds of food to the Free Store Food Bank! I got to read my Christmas estimating poem too which was received with polite applause.

☐ Our meeting about the new Ohio River Bridge which had over 60 attendees plus got a good deal of media coverage the entire day on the major news outlets. We

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:

- 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.

- 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.

For a complete list of the ASPE Canons click on link below

Committee Help
Which board member oversees which
committee
President - Involved in all
were also featured in the ASPE national magazine and on the national ASPE website. This was a great meeting with a boatload of information presented in an interesting way.

- The 2013 ASPE Chapter #38 GOLF OUTING! It was unfortunate that I was unable to attend but a good time was had by all PLUS we raised a huge amount for the scholarship fund.
- National convention where 8 Chapter #38 members attended. We were the best represented chapters at the event. Another testament to the passion our chapter has.
- Our own Dan Frondorf, former Central Plains Governor and Chapter #38 founding member, has been elected to the National second VP role. He is only a step or two away from leading our entire organization. We wish Dan all the best in his new position.
- Our site visit to Hilltop Concrete to see how they take rocks from their quarries and turn it into specific concrete mixes for every job was extremely interesting and informative.

As you can see, ASPE is the place to be!
Please join me in welcoming our new President, Mr. Troy McAndrews as president for the 2013-2014 term. He has a phenomenal board to work with since many are returning members, Mr. Henry Frondorf, Mr. Elmer Pittman, Mr. Chris McCarthy, Mr. Art DeFazio and our newest board member, Mr. Hank Roe as secretary. I will remain on the board as “worthy” past president. The upcoming year promises to be a great one.
Until next time, may you always have the right bid.
Gary Gilbert
Past President ASPE Chapter #38

Message from CP Region Governor
Mel Cowen, CPE

Upcoming meeting information from our friends at NAWIC

Central Plains Region Representatives

Governor
Mel Cowen, CPE

National Education Committee
Mike Alsgaard, CPE

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The new ASPE year has started and we are all gearing up for our next chapter meetings. It was great to see many of you in Philadelphia in July; we all had a great time.

I would like to start the email by thanking Dan Frondorf our outgoing Central Plaines Governor. Dan has done an exceptional job as Governor and has set the bar very high for anyone following in his footsteps. We all look forward to working with him as the new incoming Second Vice President. Good luck to you Dan and we will all be supporting you. I would also like to thank those who have supported me in starting on this journey. Thank you.

Listed below are some of the items that we need to be aware of starting this year:

- Minutes of the Regional Caucus at the National Convention will be sent out in the very near future. We are pulling the information together.
- Recently you received an email outlining the new ASPE Strong Membership Drive. This membership drive is from August 1, 2013 to October 31, 2013. The winning chapter will have Joe Fleming the National ASPE President and Patsy Smith the Executive Director as a guest speaker. Having the two of them speak together should be a blast. Worth the effort, plus helping with your chapter membership.
- As announced at the National Convention, the ASPE CPE Renewal Process has been changed from the point system to a Professional Development Unit (CPU) system similar to those used in other professional certification programs. An email was sent out that explained this new system. It is very important the chapter certification committee chair get up to speed on the changes. Should you or your chapter chair have any questions you can contact myself or any member of the Certification Committee would be happy to answer them.
- The Fall Regional meeting is scheduled for the weekend of October 12 in Kansas City. Phil Tournor and Brian Larson of Chapter 32 Heartland, are working diligently to get things organized. More information to follow, please plan to have as many members as possible attend.

Job opportunities:

We would like to help our members as well as other estimators that may be looking for a new career path by posting potential job opportunities on our website. If you company is looking for an estimating position please let us know so we can help by getting the word out. Please send any openings to Mr. Chris McCarthy at Chris.McCarthy@danis.com

National Certification Committee
Elmer Pittman, CPE

National Standards Committee
Jerry Hackleman, CPE

National Awards Committee
Phil Tournor, CPE

if you have any questions or concerns please do not hesitate to contact one of your Central Plains Region Representatives.
attend from your chapter. I know that we targeted the weekend of October 5th Convention however the American Royal BBQ competition was scheduled for that weekend and there was not a hotel room to be found. Let’s you know what people think of BBQ.

I will be sending out updates and information as it becomes available. Call or email anytime if you have any comments or questions. I would like to help in any way to make your ASPE membership meaningful and important to you.

More to come later - have fun

Mel Cowen, CPE
Central Plains Governor
American Society of Professional Estimators
847-553-8745
mel@c-c-ltd.com

Support ASPE by showing your pride

CPE Ring from the Catalog for the Certified Estimator
check on ring below for ordering details

Join us at our next chapter meeting
Panel Discussion: Integrity & Professionalism In the Estimating Profession

For those of you looking for work in the future, check out the employment section of our website once we are able to begin to get job openings on it. If you are looking to relocate outside the Chapter #38 area, check out the National ASPE website as well for jobs throughout the world.

Sponsorship Support
Opportunities with ASPE
Chapter 38
visit our web site for more informational

www.aspe-cincinnati.org
listed are some of the opportunities

Website and Newsletter Sponsorship
Annual Bowling Bash Sponsorship
Dinner Meeting Sponsorship
Annual ASPE Golf Outing sponsorships:
ASPE Annual Sponsorship
Your Sponsorship helps support ASPE Chapter #38 and the Annual Scholarship Program
Awarded at the ACI Annual Dinner. ASPE Chapter #38 is a 501(c)(6) Non-profit Ohio Corporation.
Sponsorship’s are valid from August 1, 2012 through July 31, 2013

support ASPE by showing your pride

ASPE Merchandise Available Now!
New Items! Hats - Oxfords - Polos - Denim - Totes - Golf Attire - Plus More!

CPE Ring from the Catalog for the Certified Estimator
check on ring below for ordering details
Presented by:
Art DeFazio, CPE and Dan Frondorf, CPE
Art is a Pre-Construction Estimator with Turner Construction and has nearly 25 years experience as an estimator.
Dan is the Chief Estimator at DG Frondorf and Associates and has ample experience as an estimator for subcontractor firms around the country.
The panel will be discussing ASPE Canon #1 and #6.

Thursday, August 15, 2013
Meeting starts at 6:00pm
Embassy Suites Hotel
4554 Lake Forest Dr Blue Ash, Ohio
5:30pm Cocktail hour

Please RSVP
Please Click Below to RSVP
Hank Roe

Don't miss next months meeting
September 19, 2013
more details to follow.

Member Profile
Peter Strawman
Peter Strawman Student member and 2013 winner of ASPE National Scholarship

Peter is in his fourth year at the University of Cincinnati and currently Co-ops at HGC Construction, Peter’s also had Co-ops at Habitat for Humanity and Kalkreuth Roofing and Sheet Metal.

His work experiences includes working with both estimators and project managers on everything from pre-bid meetings to close out binders. Work with estimators to do take offs, preview bidding jobs, coordinating bids with sub contractors, gathering pricing and pricing out self performed work. Also experience with working with project managers on tracking manpower, safety and quality control, RFI’s, change orders, submittals, meeting minutes, sub coordination, field dimensioning, and job site photography.

Some of his other awards include
- 2011 Associated Schools of Construction Design Build Team - 6th place
- 2012 Associated Schools of Construction Design Build Team - 1st place
- 2013 Associated Builders and Contractors National Competition - Team Captain - 9th place
- 2014 Associated Builders and Contractors National Competition - Team Captain
- 2013 Associated Schools of Construction Design Build Team - Team Captain

Peter’s Essay:
The benefits of a career in estimating are vast and include everything from construction knowledge to human relations. The skills needed to be a good estimator encompass many other disciplines
besides construction. Some of the biggest things that are a benefit to a career in estimating is the full depth of construction knowledge and understanding processes, interaction and communication with colleagues and peers. Estimating the most important construction practice because from it you are able to win projects and use your knowledge to improve your skills every time, making estimating the foundation of every construction project.

When working as an estimator I believe you become more aware of the means and methods behind the construction processes and what it takes both in time and in money. This also means knowing each of the separate construction processes. An estimator once told me that a good general contract estimator knows something about everything, a sub contract estimator knows everything about something, and a supply contract estimator knows everything about what you need and throughout my time in co-op have found this to be very true. This is not only a benefit for the estimator, but for the entire company as well because it allows others to tap into your knowledge to put together the best project for an owner. A big task for estimators is making sure they are always keeping up with the industry on the newest and most innovative products and techniques.

A long term benefit in a career of estimating is the ability to communicate effectively with a wide range of contacts on a daily basis. This means having to know how to communicate with the different levels of people on a daily basis about several different subjects such as discussing bids with subs, reviewing a bid with a project manager, or presenting a proposal to an owner. Given the nature of the position, estimators make contact with people all across the spectrum and have the opportunity to communicate with different groups at each level. I think that this benefit carries over into all other parts of life by knowing how to communicate effectively with all different kinds of people. It is through this ability that they often have very large circles of contacts and many friends in the industry that they have done business with over the years.

The most beneficial part of being an estimator is the gratification of having the ability to present the opportunity of generating revenue for the company by helping them to get more work. It is this fact that solidifies that estimating is one of the most critical parts of construction because it can make or break a company. Since an estimator is responsible for pricing the job they have the responsibility to make sure they are covered for everything that may come up so they do not put the company out of business by under-estimating or not accounting for something. On the flip side of this, the benefit is that they have the opportunity to make the company large amounts of profit with well estimated, planned, and executed projects.

Overall, all young professionals entering the industry should look at estimating as a career because it is highly beneficial both professionally and personally and can help set them on track on their way into the industry. A full career in estimating is extremely co-beneficial for both the estimator and the company.

Be sure to congratulate Peter when you see him at our chapter meeting.
Please consider the environment before printing this newsletter