

**American Society of
Professional Estimators
Southwest Ohio Chapter #38 Newsletter**



Visit the ASPE National web-site

ASPE Chapter #38 Board Members



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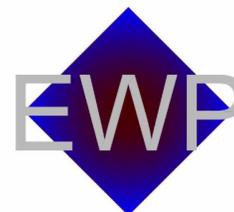
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EWP Group, LLC



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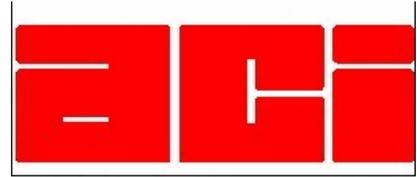
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Message from CP Region Governor

Partner Organizations:



Society for Marketing
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Ohio Valley Chapter



Committee Help

Which board member

oversees which committee

President - Involved in all committees

1st VP - Education

Mel Cowen, CPE



I hope all had a Happy Thanksgiving and are looking forward to the Christmas Season. I know that this time gets extremely busy and we all try to put more things into a day that there are hours.

A couple of things that we need to put on the calendar for the next couple of months, December 15th is the deadline to submit Proposed Amendments to the Bylaws Committee and in January we will be asking for the quarterly reports for last quarter for 2013.

I would ask that you forward your chapter meeting invites and any scheduled special events. In addition please add me to you email lists for your newsletters.

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.

I would like to wish everyone a Merry Christmas and a Happy New Year to everyone.

Thank you

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



www.aspe.org

2nd VP - Membership
 3rd VP - Communication
 Treasurer - Financial accounts
 Secretary - Notes and meeting announcements
 Past President - Awards
 If you would like to help on a committee please contact us.

NAWIC

Upcoming
meeting information from
our friends at NAWIC

Central Plains Region Representatives



Governor
Mel Cowen, CPE



National Education Committee
Mike Alsgaard, CPE



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



Ethics in estimating; Dimes and Dollars

Ethics; that is a word that sometimes seems to be from a forgotten era in these trying economic times.

How easy is it to think "If I just tell my favorite sub what the low bid is so he can beat it for me, I'll be able to work with the guy I like"? Or think "I can make a few more dollars if I can just get a few of these subs to cut a percent or two off of their bids now that I know we have the job". Lastly, from the sub side, the ever popular "how do we look and where do I need to be to get this job from you?"

All of these things happen every day in every city and town in the country. There is a difference between "buying out" a job to insure that every piece of the scope of the job is covered and bid peddling to get one sub to bid auction style against another to see who will go the lowest.

Eventually, subcontractors will begin to know who treats them fairly and who shops, peddles or auctions off their bids. When they finally do and begin to either stop bidding to those



[National Certification Committee](#)
[Elmer Pittman, CPE](#)



[National Standards Committee](#)
[Bryan Mixer](#)



[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.

Canon of the month **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

contractors or at a minimum, adding a few percent to their number to them knowing it will get negotiated back off leaving the unethical general without truly competitive bids when they really count. Some contractors already do this, they have a burn me once, shame on you attitude. Unfortunately, the tight economic times make ethics harder to uphold, stand up for and stand behind. Too many times it feels like we REALLY need this job and we can bend the rules just a little this time. This just means that justifying it the next time gets a little easier and the time after that even easier until we find that the ethics ASPE holds dear are simple memories.

ASPE members are expected to understand and uphold the cannons of ethics that our association is founded on. They are not simple words or simply ideas or guidelines; they are what we believe as estimators are the correct way things should be done each and every time. Sometimes when we try to squeeze dimes out of one specific project, we may be giving up dollars on a future project that we simply don't get someone's low bid on due to not treating them correctly in the past. Eventually, people will remember and we are always responsible for our actions.

Gary R. Gilbert CPE LEED AP

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

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.

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

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



**ASPE Chapter 38 Now has its own app
Thanks to Henry Frondorf**

This app allows the user to have Quick

- 1) Info on our next meeting as well as the 2014 schedule
- 2) Access to the ASPE Code of Ethics
- 3) Access to our website

On your phone click

[ASPE Chapter 38 App](#)

When the site opens save it to your

**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

home screen
(tap near bottom of screen and options come up - click the one with the arrow through a box - then click add to home screen - then it becomes an app)
The app will auto update on your phone.

Thank you Henry nice job



**Construction
Apps For
Estimators**

**Join us at our next chapter meeting
ASPE Chapter #38 Holiday Party**

Presented by:
ASPE Chapter 38

Thursday, December 12, 2013

Cocktail Hour 6:00 - 7:00

Dinner 7:00 - 8:00

Program/Entertainment 8:00 - ?

Embassy Suites Hotel

4554 Lake Forest Dr Blue Ash, Ohio

5:30pm Cocktail hour

Please RSVP
Please Click Below to RSVP

[Hank Roe](#)

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