American Society of Professional Estimators
Southwest Ohio Chapter #38 Newsletter

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Join our mailing list Contact Elmer W. Pittman Jr., CPE. to be added to our mailing list. elmercpe@gmail.com 513-591-7314

Partner Organizations:

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Hopefully everyone has gotten the announcement about the National Convention this July in Philadelphia. It promises to be a good time and from the educational seminars and classes I have seen listed; it should be a great place to learn. I hope we have a great turnout from Chapter #38!

It was my privilege at the May meeting to announce our new officers which will take over in August. Please join me in welcoming Mr. Troy McAndrews as president, Mr. Henry Frondorf as 1st VP, Mr. Elmer Pittman as 2nd VP, Mr. Chris McCarthy as 3rd VP, Mr. Hank Roe as secretary and welcome back Mr. Art DeFazio as our treasurer. At the same meeting we had Mr. Ed Heidenreich from G2 Architectural Products speak to us about the emerging technology in the window and door industry as it relates to energy efficiency. This was an interesting topic especially for any of us working on LEED projects.

I would also like to make a special thank you to Mr. Kerry Patrick from CBS rentals and Crete Busters for sponsoring our meeting and allowing us to see some of the large electric equipment that they now rent. When working in occupied buildings, their equipment may more than pay for itself in not having office workers go home due to some exhaust fumes.

It is ASPE membership renewal time again. All memberships expire soon and ASPE National has sent out renewal notices to everyone. Please take a couple minutes to renew your membership; our chapter would

Canon of the month
Canon #5

Professional estimators and those in training 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.

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...
not be the same without each and every member. Now is also a great time to let other estimators know about ASPE. It always amazes me how many people in our line of work have no idea we even exist. Another great thing to do is have your company pay for a student to belong. It allows them to meet others in the industry, gain knowledge and it looks great on a resume' when they apply for a job. It also gets young people with fresh ideas into our roster which only helps to strengthen our vocation as a whole. Chapter #38 waives our chapter dues for student members; that's how strongly we feel about getting them to join us. We have had several student members stay on and become full-fledged members of our organization. That is what we are all about, Education and advancement of our members student or otherwise. With eliminating our local dues it only costs around $41.00 to give a co-op a chance to learn and grow outside your company.

As of this writing it is less than a week until the annual golf outing which is by far the largest fund raiser for our scholarship program (again, ASPE promoting furthering education). Per our golf committee made up of Mr. Chris McCarthy, Mr. Troy McAndrews, Mr. Ralph Ludwig, Mrs. Sandy Straub (of Blue Book our main golf outing sponsor) and Mrs. Sonya Hughes we have almost 100 golfers making this one of the biggest events so far. Thank you to all of our dinner, lunch, drink, contest and hole sponsors as well as Turner Construction, our annual sponsor for helping to make this one of our most successful outings ever!

Until next month, may you always have the right bid.

Gary Gilbert
President ASPE Chapter #38

Message from CP Region Governor
Dan Frondorf, CPE

Hello ASPE CP region members and friends,

practice is unethical, unfair and is in direct violation of the Code of Ethics as recognized by the American Society of Professional Estimators

By not accepting quotations from unqualified companies or suppliers. Every effort should be made to pre-qualify any bidder to be used.

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.

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.

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.

For a complete list of the ASPE Canons click on link below.
By now spring is in full swing all across ASPE land, and hopefully your bidding schedules and workloads are getting filled up. Many ASPE chapters are planning for a summer hiatus, having completed their chapter elections and award submittals, and are making plans to be represented at this year's convention in Philadelphia. My plans include helping our new CP region Governor Mel Cowen, CPE to transition to his new office, and getting ready to serve our ASPE in my new role on the BOT as 2nd VP. It will be a different role for me, dealing with national committees instead of our region's chapters, but it is a challenge to which I look forward with eagerness, hope, and a renewed sense of purpose. My four years as CP Governor have gone by so fast that it seems like only yesterday I was wondering what to expect as Governor. The best part for me was getting to know so many of our region's members at numerous events, chapter meetings, estimating academies, regional meetings, and conventions that I was fortunate enough to attend over the past four years. The chapter visits are what I will remember the most fondly, and I am proud that I was able to get to every chapter at least once in the past four years. We had some great regional meetings....Cincinnati, Grand Rapids, Louisville, Chicago, Springfield IL, Columbus, and Moline were all great road trips, as were my trips to help organize new chapters - Louisville, Springfield MO, and Paducah, and my trips out of region to other chapters and regional meetings in Bentonville, Oklahoma City, and Denver, and great conventions in St. Louis, Dallas, Nashville, and Reno. Some of the best memories were my trips to Kansas City for their annual excellent estimating academy, as well as our most recent regional meeting in Moline. They were all great, and I thank our membership for their hospitality and goodwill at all my stops around ASPE land. I hope I have served you all well as Governor - I tried hard to keep you all appraised of news, happenings, events, and activities of our ASPE, to have meaningful regional meetings, and to represent your best interests as a BOT member. We have seen our share of challenges and controversies, but I've seen plenty of success stories to know that we have a bright future as a professional association providing resources to construction estimators. Thanks again, and please know that I hope to maintain the great relationships I've spent the past four years building - I am grateful to

We currently have 55 members in our chapter and a few more people are expressing interest. If you are talking to another estimator, let them know that we even exist. Be proud of our chapter and ASPE we are moving in the right direction

Communications committee -
Be sure to read the newsletter & check out the website.

Education Committee -
Upcoming Events

Awards Committee -
Pending.

Certification -
We currently have two candidates in the winter certification cycle (Del Farley & Gary Gilbert) Good luck to them

Which board member oversees which committee
President - Involved in all committees
1st VP - Education
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.

Upcoming meeting information from
each of you for helping me to make the most of my ASPE membership.

Sincerely,
Daniel G. Frondorf, CPE
ASPE CP Region Governor 2009-2013

Support ASPE by showing your pride

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

VOTING RESULTS ARE IN! 2013-2014 Chapter 38 Board

Mr. Troy McAndrews
McAndrews Glass
Incoming Chapter 38 President

2013 Annual Convention & Estimating Academy
Philadelphia, PA
July 17 - 20

Time to register

Central Plains Region Representatives

Governor
Dan Frondorf, CPE

National Education Committee
Mike Alsgaard, CPE
Mr. Henry Frondorf, CPE LEED AP  
HGC Construction Company  
Incoming Chapter 38 1st Vice President

Mr. Elmer W. Pittman Jr., CPE, LEED Green Associate  
Ken Neyer Plumbing, Inc  
Incoming Chapter 38 2nd Vice President

Mr. Chris McCarthy LEED AP  
Danis Building  
Incoming Chapter 38 3rd Vice President

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.

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.

**Sponsorship Support Opportunities with ASPE Chapter 38**

visit our web site for more informational

[www.aspe-cincinnati.org](http://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

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Mr. Art DeFazio, CPE  
Turner Construction Company  
Incoming Chapter 38 Treasurer

Mr. Hank Roe  
D.E.R. Development Company, LLC  
Incoming Chapter 38 Secretary
Please consider the environment before printing this newsletter