



*Happy
Holidays!*

In This Issue

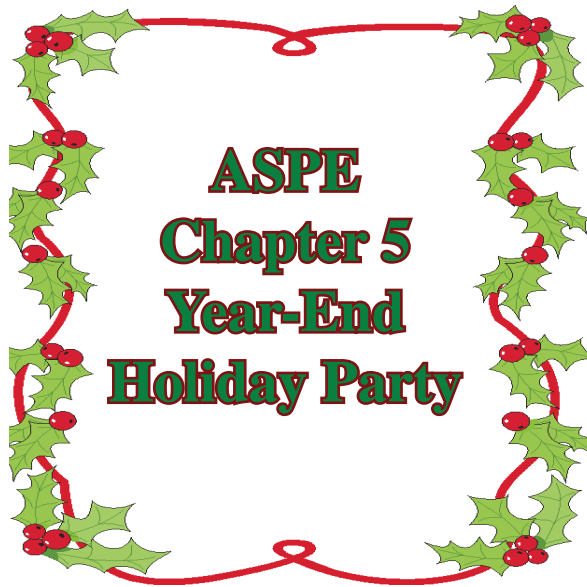
President's Message	1
Feature Article: "The Estimator and/or Project Manager"	2
Treasurer's Report	2
Dec. Holiday Party Info	3
Member Spotlight Article Request	3
Website of the Month	4
ASPE Code of Ethics	4
2007 Estimating Academy	5
Membership Committee Update	6
Joke of the Month	6
ASPE Board Members & Committee Contacts	7

December 2006

PROFESSIONAL ESTIMATOR

Denver, Chapter 5

NW Region Newsletter of the Year 2003-2006; National Newsletter of the Year 2004-05



See page 3 for details...

CHAPTER HOLIDAY PARTY

Date: Tuesday, Dec. 12, 2006

Time: 5:30 p.m. - 9:00 p.m.
Casino starts at 6:00 p.m.

Place: Red Lion Hotel
4040 Quebec Street
Denver, CO 80216
(303) 321-6666

Cost: \$35.00 w/reservation
\$40.00 w/o reservation

*Spouses are invited to attend and are included in the price!



MESSAGE FROM YOUR (PAST) PRESIDENT

Chris Morton, CPE

No, you do not need to adjust your television set! Your President, Ralph Kasper, is out of the country on a mission trip, so I am filling in this month and writing his column. Our November meeting was well attended and featured a program, "Writing Effective Scope Letters – Part II" that was the continuation of our October program. The discussion was led by Bill Tremmel of the Northern Hills Christian Church & John Sattler of DCS, who were involved with last month's program. They were joined by Charley Schmidt of Anderson Mason Dale Architects. A lively discussion ensued on this really hot topic. It has been exciting to hear the viewpoint of an owner, owner's representative and architect about what they expect during preconstruction and construction. The common thread seems to be communication.

For the December meeting, we are planning a social event which should be a fun opportunity to mingle and chat, something we do not have much opportunity to do. More details are in this newsletter.

As we approach the holidays and the New Year, I want to remind all of us to think about those that are less fortunate than we are. This not only includes the homeless, but also those who are just down on their luck, have lost a loved one or have a family member serving

Continued on Page 4...

The Estimator and/or Project Manager

by Randy Weber, CPE

If you read "Estimating Today," November 2006 from national, you may have read Mr. George Hague's article titled "Estimator/Project Manager-One Role or Two?" Mr. Hague touched on some items that really hit home for me personally. As I have been in the industry since 1989 as a Draftsperson (now referred to as a CADD Operator, I believe), Estimator, Project Manager and Design; I can relate to many items this article touches on.

Many companies are trying to decide if they should keep the roles separate or combine them. Personally I like the Estimator/Project Manager role at this stage in my career. I think it makes an Estimator's knowledge more well-rounded. An Estimator will see the design and installation up close and understand what was estimated and then installed. As an Estimator you see the design before there was a design through conceptual estimating. For me this has helped to understand design concepts and compare to what I had in mind. I like the process of conceptual to design to construction. In being part of the process, it has opened my eyes in many ways. I like meeting clients in the very beginning, working with them throughout the process, and then turning the project over to them.

As far as being just an Estimator for a period of time in my career, the biggest thing that turned me off as only having Estimating duties was the finger pointing when things didn't go right. I had issues when the "Field" would tell the "Office" only one side of the story and not give the "Estimating Department" an opportunity to explain or even understand. I want to understand why something didn't work. I hated hearing something months afterwards. How can the Estimator/Designer learn if they don't know what was broke and how it was fixed? Do you give your Estimators/Designers the opportunity to go on the site and identify systems that had to be installed differently than what was designed? Do you give your Designers the opportunity to see things installed so they can understand them? If you are an Estimator do you go out on the jobs and ask questions to learn and understand? If you don't, you're missing opportunities to learn.

I was solely a Project Manager for a short time, maybe 6 months in my career. I can tell you it bored me to death. I couldn't stand that my sole function in life was to fix every problem. I know that sounds bad, but life is too short not to be happy, and that's how I felt.

I really do enjoy the Estimator/Project Manager role. It may change for me down the road. Someday I may say, "I only want to be Estimating or only a Project Manager." Until then, I hope to continue to learn and understand. As far as being a CPE goes, I think we should set an example to learn.

Randy Weber, CPE

Pasterkamp Heating and Air Conditioning

Treasurer's Report By Kirk Lundquist

Balances for Dec. 2006:

Checking	\$5,379.06
Savings	\$1,189.23
CD	\$7,811.93
Total Assets	\$14,380.22

December Holiday Party

■ Casino Night

ASPE Chapter 5 invites you to celebrate the holiday season at the Red Lion Hotel! The night will kick off with heavy appetizers and a cash bar. After that will be casino night with opportunities to try your luck playing poker and blackjack! Spouses are invited and included in the price. Get into the holiday spirit while having a chance to socialize with fellow estimators. We hope to see you there!

Tuesday, December, 12, 2006
5:30 p.m. - 9:00 p.m.



Member Spotlight Articles Wanted

WE WANT YOU!

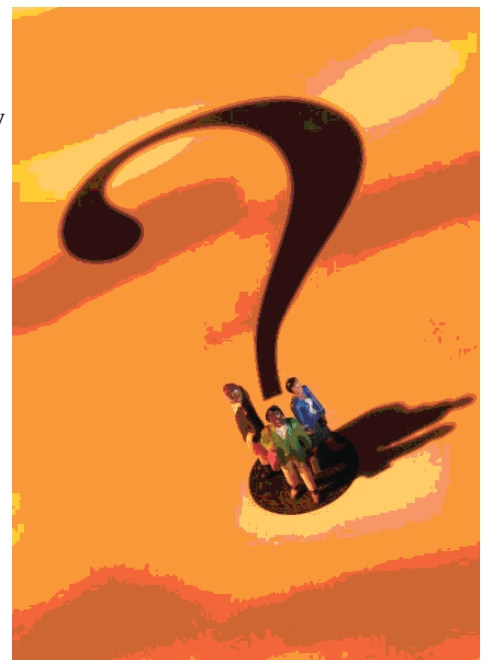
We want to learn more about our members! Every month in our newsletter we have a "Member Spotlight" article. This month, we did not receive any new articles from our members for publication.

We would like to extend a permanent invitation to all of our members, new and old, to send us your photo and a paragraph or two about yourself. It can be as detailed or as brief as you would like and should offer information about your interests, current career information, etc.

We also welcome information about any current projects you are working on that you would like our members to know about. Include photos and text as needed.

You can email your submission to agraham@mcmcolorado.com or to info@aspedenver.org.

Below is a brief schedule of our newsletter deadlines so you can be sure to submit your info in time for the next publication, however you are welcome to submit your articles at anytime and they will be archived for future use.



<u>Issue</u>	<u>Articles Due</u>
January	December 19, 2006
February	January 30, 2007
March	February 27, 2007
April	March 27, 2007
May	April 24, 2007

ASPE Code of Ethics

Basic Canons

- Canon #1** Professional estimators shall perform services in areas of their discipline and competence.
- 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.
- 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.
- Canon #4** Professional estimators shall safeguard and keep in confidence all knowledge of the business affairs and technical procedures of an employer or client.
- Canon #5** Professional estimators shall conduct themselves with integrity as 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.
- 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.
- 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 a member of this society shall not enter into this practice.
- 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.
- 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.

President's Article continued...

in our armed forces. It is so easy to get caught up in the stress and busyness of the holidays. Please take a moment to do something for someone. It will make your holidays happier and more meaningful.

I recently attended the ASPE Board of Trustees meeting which was held in Park City, Utah, the site of the Estimating Academy and Convention next summer. I am pleased to announce that ASPE finished the 2005-2006 year in the black, rather than in the red as was projected in the budget. This was the result of hard work by your ASPE staff, especially Ed Walsh, Executive Director, and Patsy Smith, Director of Administration. This does not mean that we now have "money to burn." Rather, it means that we will be in a position to start to contribute to a true reserve fund which is necessary for any strong association.

On behalf of Ralph Kasper and your ASPE Chapter 5 Officers and Board members, I wish all of you a very joyous holiday season and Happy New Year. I hope to see you on December 12!



Website of the Month

<http://www.habitatmetrodenver.org/>

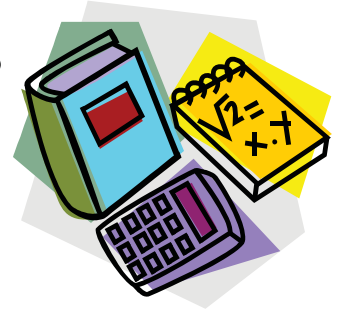
Habitat for Humanity has many ways of offering your time to help out in a season of giving. They have several winter projects that they need volunteers for.

Interested in advertising in the ASPE newsletter? Contact Amy Graham or Randy Weber for rates.

2007 Estimating Academy

by Kye Holtan-Brown

Mark your calendars! ASPE will be hosting an all-day Estimating Academy on Friday, March 2, 2007. AGC of Colorado co-sponsoring this event with us and classes will be held at the AGC Training Center. We are anticipating enough interest to fill two separate “tracks” of four classes each. Over the next 3 months the EA Committee will be working hard to pull together everything, from finding instructors, to finalizing curriculum, to taking reservations and getting industry support in the form of donations to help underwrite the cost of the classes.



Thank you to all who filled out surveys at last month's meeting. The feedback was very useful. The next step is to find instructors. The Committee came up with a preliminary list of potential class topics, and now would like to invite ASPE members to volunteer to teach a class addressing one of these topics, or find someone they know to teach a class. Let Kye or one of the other committee members know if there is a topic you would be interested in teaching. Eight two-hour classes are planned.

- Mechanical Systems – basic overview of systems
- Mechanical Systems – trade-offs and best applications
- Structural Systems – trade-offs and best applications
- Procurement Delivery Systems
- Design Development to Construction Document Estimating
- LEED Project Estimating
- Uses of the Estimate – by project managers, superintendents, owners, architects
- Design-Build Project Estimating
- Pricing Trends / Market Trends
- Value Engineering (explaining differences between “true” V.E. and the “Contractor Initiated Reductions in Scope” that often get called V.E., when/how best used, etc)
- Estimating Accuracy - what matters (what level of detail is the right level, good rules of thumb” to use as double-checks, etc)
- Estimating Spreadsheets & Software – uses, tips & tricks
- Building Relationships Between General and Specialty Contractors
- Others???

Class cost is set at \$95 per person, and all reservations and payments will be funneled through Kye Holtan-Brown. A reservation form will be available in January's newsletter, on the website soon, and also will be handed out at upcoming ASPE meetings.

Any suggestions for class topics, instructors, or advertising support are welcome.

Please contact any of the Estimating Academy committee members:

Kye Holtan-Brown, Chair

Newt Klusmire

Kirk Lundquist

Chris Morton

Member Company Roster

The following is a list of companies who are represented at ASPE Chapter 5...

Acoustical Concepts
Adolfson & Peterson Construction
Advanced Flooring Solutions
Alliance Construction Solutions
Arapahoe Utility & Infrastructure
Arch. Resource Consultants
Assoc. Construction Consultants
Automatic Entrances of Colorado
Breiner Construction Company, Inc.
Builders' Advisor
Building Tech Consultants, Inc.
Casson Building Corporation
CDM Constructors
CH2MHILL Constructors, Inc.
dcb Construction Company, Inc.
Demand Const. Services, Inc.
Denver Drywall Company
Desert Plains Construction
Design Mechanical Inc.
Equinox Environmental, Inc.
Frontier Fire Protection
Golden Triangle Construction
Haselden Construction
Heartland Acoustics & Interiors
Heggem Lundquist
Howell Construction
Interior Alterations
J. E. Dunn
Jacobs Facilities, Inc.
Kenny Electric Service
Landtech Contractors Inc.
Lauth Construction
Ludvik Electric
M.A. Mortenson Construction
MW Golden Constructors
Madsen Kneppers & Associates
Main Electric
Merrick & Company
Metro Steel Fabricating
Milestone CM
Mountain Steel & Supply Company
PA Consulting Group
Palace Construction Co.
Pasterkamp Heating & Air Conditioning
PCL Construction
Piper Electric
Professional Investigative Engineers
Q & D Construction
R.D. Simmermon & Co.
Roche Constructors, Inc.
Rocky Mountain Door Systems, Inc.
Shaw Construction
Smith Huston, Inc.
Sturgeon Electric
Swinerton Builders
Team Panels, International
Technical Project Services
The Blue Book

Membership Committee Update Heather Boulanger - Chair

At November's meeting, we had several guests: **John Gardner** from Aerotek Environmental & Engineering; **Mark Neal** from Westfire, Inc.; **Dean Italiano** and **Joanne Sondock** from Design Mechanical; and **David Winner** from West Electric Group.

If you know of anyone that you think would enjoy the benefits of membership, please tell me and I can contact them. I can be reached at: (303) 659-7861, ext. 112 or email me at: heather@rollingplains.com.

Joke of the Month: Fixing Fences

Three contractors were touring the White House on the same day. One was from New York, another from Missouri, and the third from Florida. At the end of the tour, the guard asked them what they did for a living. When they each replied that they were contractors, the guard said, *"Hey we need one of the rear fences redone. Why don't you guys take a look at it and give me your bids."*

First the Florida contractor took out his tape measure and pencils, did some measuring and said, *"I figure the job will run about \$400 for materials, \$400 for my crew, and \$100 profit for me."*

Next was the Missouri contractor. He also took out his tape measure and pencil, did some quick calculations and said, *"Looks like I can do this job for \$300 for materials, \$300 for my crew, and \$100 profit for me."*

Finally, the guard asks the New York contractor for his bid. Without batting an eye, the contractor says, *"\$2700."*

The guard, incredulous, looks at him and says, *"You didn't even measure like the other guys! How did you come up with such a high figure?"*

"Easy," says the contractor from New York, *"\$1000 for me, \$1000 for you, and we hire the guy from Missouri."*

Member Companies Continued...

The Weitz Company, LLC
Three Elements Timberworks, Inc.
TJS Construction
Trautman & Shreve, Inc.
W.R. Grace & Company

Officers:

President: Ralph Kasper, CPE
Adolfson & Peterson Construction
Email: rkasper@a-p.com

1st Vice President: Heather Boulanger
Rolling Plains Construction
Email: heather@rollingplains.com

2nd Vice President: Kirk Lundquist
Heggem-Lundquist
Email: kirk@heggem-lundquist.com

Secretary: Amy Graham
MCM, Inc.
Email: agraham@mcmcolorado.com

Treasurer: Kirk Lundquist
Heggem-Lundquist
Email: kirk@heggem-lundquist.com

Board of Directors Members:

Newt Klusmire, CPE, Swinerton Builders
Email: nklusmire@swinerton.com

Warren Neubauer, AMI Mechanical, Inc.
Email: altitude_runr@msn.com

Henry Zurbrugg, Golden Triangle Construction
Email: hzurbrugg@gtc1.net

Kye Holten-Brown, Haselden Construction
Email: kyeholtenbrown@haselden.com

Randy Weber, CPE, Pasterkamp Heating & Air Conditioning
Email: randy@pasterkamp.com

Committees:

Awards Committee:
Heather Boulanger, Rolling Plains Construction
(303) 659-7861 Email: heather@rollingplains.com

Certification Committee:
Bruce Thompson, CPE, Merrick & Company
(303) 751-0741 Email: bruce.thompson@merrick.com

Education Committee:
Henry Zurbrugg, Golden Triangle Construction
(303) 772-4051 Email: hzurbrugg@gtc1.net

Ethics Committee:
Newt Klusmire, CPE, Swinerton Builders
Email: nklusmire@swinerton.com

Golf Committee:
Randy Weber, CPE, Pasterkamp Heating & Air Conditioning
(303) 777-1234 Email: randy@pasterkamp.com
Kirk Lundquist, Heggem-Lundquist
Email: kirk@heggem-lundquist.com

Membership Committee:
Heather Boulanger, Rolling Plains Construction
(303) 659-7861 Email: heather@rollingplains.com

Program Committee:
Steve Larson, Design Mechanical
(303) 449-2092 Email: slarson@comfortsystemsusa.com

Newsletter Committee:
Randy Weber, CPE, Pasterkamp Heating & Air Conditioning
(303) 777-1234 Email: randy@pasterkamp.com
Amy Graham, MCM, Inc.
Email: agraham@mcmcolorado.com

Newsletter Editor:
Suvi Caton, CPSM, Adolfson & Peterson Construction
(303) 363-7101 Email: scaton@a-p.com