



December 2005

PROFESSIONAL ESTIMATOR

Denver, Chapter 5

NW Region Newsletter of the Year 2003-04, 2004-05; National Newsletter of the Year 2004-05



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December Program

Ethics For Upper Management

*Newt Klusmire
Swinerton Builders*

See page 3 for details...

CHAPTER MEETING NOTICE

Date: Tuesday, Dec. 6, 2005

Time: Gather: 5:30 p.m.
Dinner: 6:30 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
\$8.75 for students

*Reservations due by noon on the
Thursday before the meeting



MESSAGE FROM YOUR PRESIDENT *Ralph Kasper, CPE*

What a great meeting we had last month. Our speaker was John Miller, author of *QBQ! The Question Behind the Question* and his topic was personal accountability. I'm sure everyone in attendance left the meeting and had some things to think about on the drive home.

John discussed the traps that we all fall into when we ask questions that start with "When, Why or Who", as in "When are they going to ..." or "Who was supposed to be in charge of..." He taught us instead to figuratively look ourselves in the mirror and ask, "What can I do differently to have made this situation work better?" When we blame others we fall into the victimization trap, calling ourselves victims of someone else's bad decisions, communication, work ethic, etc. Instead we need to be personally accountable for not making the situation better to begin with. Communication of our expectations is a great way to start. Taking action instead of blaming others is the key to personal accountability.

At a weekend leadership training seminar I took a couple months ago the trainer called this action being a "personal terrorist". One who looks to build himself up by putting others down at his work is a terrorist of his employer. Being personally accountable is the cure of this kind of behavior and allows us to accomplish more, often with the help of those we earlier sought to put down.

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2005 : What A Year

By Randy Weber, Pasterkamp Heating & Air Conditioning

I feel fortunate to write the last article for the newsletter for the 2005 year. I would like to welcome the new members and guests to our chapter. It has been encouraging to see the membership retain its numbers since I joined ASPE in 1999. I am also encouraged by the number of awards we were recognized for last year.

Every month you read a monthly article written by one of the board members. We try to touch upon items that we feel passionate about such as ethics, education, and personal improvement. The board is doing our best to select speakers who are diversified, informative, and entertaining.

We work hard to make the golf tournament as fun and fair as we can, weather permitting. We are so lucky to have so many faithful companies that support our local chapter from sponsoring holes at the golf tournament to encouraging their employees to join ASPE.

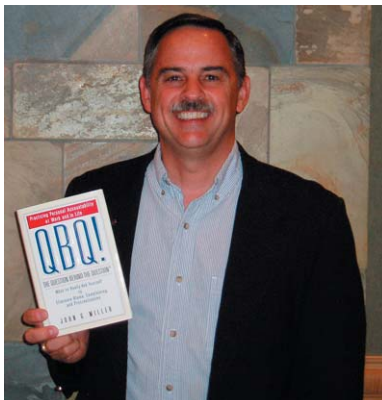
I can't believe it was last December my wife Danielle and I welcomed our second child, Jocelyn. This year has seen its share of "new arrivals", mostly the hurricanes that have damaged the coastline along the Gulf of Mexico. In addition to steel prices being uprooted so has the price of many building construction materials. How can we forget the skyrocketing price of fuel? I have never seen the term "Fuel Surcharge" so many times as this year on invoices we have received. New Orleans experienced the worst natural disaster to an American city this year, only to have its levies damaged by another hurricane a short time later. The uncertain material prices add even more challenges to creating an accurate estimate.

2006 brings another year of challenges and "new arrivals". I sincerely hope that each member has a joyful holiday season and a Happy New Year.

Treasurer's Report By Kirk Lundquist

Balances for Nov. 2005:

Checking	\$1,411.26
Savings	\$2,903.08
CD	\$7,774.13
Total Assets	\$12,088.47



John Miller, our November speaker, poses with his book, QBQ!

WEBSITE OF THE MONTH



Are you interested in knowing where the cheapest gas prices in Colorado are?

Check out:

<http://www.koaa.com/features/2003/gastracker/>

PUZZLE OF THE MONTH

Try this puzzle for fun:

<http://www.brl.ntt.co.jp/people/hara/fly.swf>

Member Spotlight



Randy Weber

Pasterkamp Heating & Air Conditioning

My name is Randy Weber. I have lived and worked in Colorado since 1998 and enjoy the opportunities that Denver has to offer. I live in Longmont with my family where we have unobstructed views of the foothills, Long's Peak, and numerous mountain peaks. I am married to the most wonderful woman. Danielle and I have two children, Christopher, 5 and Jocelyn, 11 months. My wife and I enjoy the quiet times of camping and activities with the kids.

I have been estimating and project managing in construction since 1989.

I really do enjoy the construction industry. I like seeing things get built. This interest in construction started with my grandfather who was a construction laborer who had many construction talents. You could say he was a "jack of all trades". He worked on building many of the buildings in our hometown.

I work for Pasterkamp Heating & Air Conditioning, which has been in business since 1959. I admire the company's desire to provide quality products with trust, reliability, and professionalism. We recently completed a couple of labor intensive projects this summer.

The Smoky Hill High School in Aurora was done in two phases; each phase lasted one summer. The West Middle School in Greenwood Village was also very challenging due to adding new roof mounted air handling units, ductwork, piping, and soffits installed in an existing school.

I really believe in reviewing the projects with the field guys, turning over information in a timely fashion to give the guys the time to review and ask questions. I have seen the benefits of quality coordination within your own company at the "kickoff point". I have also seen how some projects go in an unexpected direction due to lack of "turnover information". On both of these projects we spent quality time in reviewing and understanding the documents prior to the project starting.

I like to keep busy around our house in

Continued on next column...

December Program

**"Ethics For Upper Management"
Speaker: Newt Klusmire**

The December program is centered on ethics and ethical behavior at upper management levels. Do upper level managers, corporate officers and sole proprietors in all cases behave with ethics similar to those in their employ? What are the motivators making their behavior different? What are examples of these differing behaviors? How far should employees go in accepting or rejecting unethical behavior? These questions will be explored during our December program. Please call Ralph Kasper at 303-363-7101 to register.

Taking Care of Your (-) Dash: Quote of the Month

I cannot believe that the purpose of life is to be happy. I think the purpose of life is to be useful, to be responsible, to be compassionate. It is, above all to matter, to count, to stand for something, to have made some difference that you lived at all.

-Leo Rosten

Member Spotlight continued...

Longmont. I seem to always have a project or two in mind and one going on. Last summer's project was tearing out the lower wood deck in the back yard and replacing it with a flagstone patio. I mostly enjoy just being outside with no walls around me. 3 years ago I climbed Long's Peak, which you can see off from our back yard. I am still in awe of the experience, making the summit is such a sense of accomplishment that can only be realized if you experienced it.

I enjoy ASPE for the fellowship. I enjoy the fact that the time I help in putting together our annual golf tournament goes to the scholarship fund. The sense of accomplishment that I feel after a tournament is not only relief but a also sense of pride that ASPE does this as a non-profit organization, with non-paid board members and no paid staff whatsoever.

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...

At our Board meeting last month we voted to move forward with the creation of our own ASPE Chapter 5 website. We have agreed to hire one of our members, Amy Graham, and her husband Walter to begin building our website with the help of our Website Committee. Look for an update on the progress at our December meeting!

Also, the Golf Committee is working on securing a date and location for our annual golf tournament to be held in June, probably at Eagle Trace again, date and time to be determined.

Steve Larson, Design Mechanical, has agreed to again take the reigns as our Program Chairperson. Arranging our speakers is a role he has held in the past and we look forward to our first speaker under his new term in January.

Our topic this month is Ethics For Upper Management, brought to us by Newt Klusmire. Most of you probably quickly thought of bringing your bosses, but then that's only if you weren't at last month's Personal Accountability meeting. The topic of ethics is a cornerstone of ASPE and something that we continually need to be refreshed on. Thank you to Newt Klusmire for arranging for this topic.

Make sure to take some time to be thankful for everything and everyone you have during the Thanksgiving holiday and to spend some time with those you love during the Christmas season. Hope to see you at the December 6th meeting!

ASPE 2005-2006 Meeting Schedule

December 6, 2005
January 10, 2006
February 7, 2006
March 7, 2006
April 4, 2006
May 2, 2006

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
Automatic Entrances of Colorado
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.
Golden Triangle Construction
Haselden Construction
Heartland Acoustics & Interiors
Heggem Lundquist
Howell Construction
Hurst & Burr Mechanical, Inc.
Integrated Interiors & Construction
Interior Alterations
J. E. Dunn
Jacobs Facilities, Inc.
Kaiser-Hill Co.
Kenny Electric Service
Ludvik Electric
Madsen Kneppers & Associates
Main Electric
Maxwell Construction Co.
Merrick & Company
Metro Steel Fabricating
Milestone CM
Mountain Steel & Supply Company
Ojala & Company
PA Consulting Group
Palace Construction Co.
Pasterkamp Heating & Air Conditioning
Piper Electric
Professional Investigative Engineers
Q & D Construction
Quality Electric
R.D. Simmermon & Co.
Roche Constructors, Inc.
Rocky Mountain Door Systems, Inc.
Smith Huston, Inc.
Southland Industries
Spectra Contract Flooring
Sprehe Interior Construction, Inc.
Sturgeon Electric
Swinerton Builders
Team Panels, International
Technical Project Services
The Blue Book

Membership Committee Update Heather Boulanger - Chair

This month, we have one new member. I'm happy to announce that **Steve Larson** of Design Mechanical, Inc. has re-joined our ranks!

At November's meeting, we had several guests. They were: **Becky Kluesner** of Kluesner Consulting; **Mark Fishbach** of West Electric Group; and **Joanne Sondrock** and **Dean Italiano** of Design Mechanical.

Please help our chapter be strong and encourage guests to come to meetings and join!

If I can be of assistance or if you have any questions, please contact me at (303) 659-7861, ext. 112 or email me at: heather@rollingplains.com.



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Member Companies Continued...

The Weitz Company, LLC
Three Elements Timberworks, Inc.
TJS Construction
Trautman & Shreve, Inc.
Weisfield Group

Officers:

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1st Vice President: Heather Boulanger

Rolling Plains Construction

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2nd Vice President: Kirk Lundquist

Heggum-Lundquist

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Pasterkamp Heating & Air Conditioning

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Marc Langlee, Team Panels International

Email: mlanglee@teampanels.com

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Heather Boulanger, Rolling Plains Construction

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Email: heather@rollingplains.com

Certification Committee:

Bruce Thompson, CPE, Merrick & Company

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Email: bruce.thompson@merrick.com

Education Committee:

Henry Zurbrugg, Golden Triangle Construction

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