

# THE ADDENDA NEWS

Hello Members;

**Special points of interest:**

- Due Dates for articles is 20th of month
- Meeting topics

The heat has finally gone away and fall is starting to set in. Just take a look around and you will remember why we all love Arizona. "Sunny days and cool nights."

I have been very fortunate to have traveled some this last month, a little mixture of personal and business. During my travels I have spent some time with people in our industry from Salt Lake City, Minneapolis, Las Vegas, and Edmonton, Canada. While socializing and talking shop with my new friends, I was reassured that we are not alone and we all share the same common problems. The topics ranged from employees to customers, manufacturers to vendors, and politics to football.

While discussing employees, the common theme was the lack of education and common sense. I shared with them APSE's new Proficiency Exams Program. EP1, EP2, EP3 and CPE. Once again I realized that our society is one of the best kept secrets around. For those member's who also are unaware of the new testing, please visit our website at: [www.ASPEchapter6.org](http://www.ASPEchapter6.org) and click the link to national under Headlines. Then click on the article: "Employers Will Use Proficiency

Exams to Help Qualify Candidates for Estimating Positions." This should answer many of your questions.

Last month's guest speaker was Mr. Wulf Grote, the Director of Project Development for Valley Metro Rail, Inc. He is responsible for programming, planning, and preliminary engineering of light rail projects. Valley Metro Rail, a public non-profit corporation initiated in October 2002, is responsible for the design, construction, and operation of light rail transit in the Phoenix Metropolitan area. This meeting's subject matter was well received and the member's question and answer session lasted longer than the PowerPoint presentation. The guest speaker was passionate and well informed about the light rail projects unfolding in our valley.

"Kudos" to the Programs Committee members.

I would like to invite all of the members to attend our November meeting. Our meetings are held on the second Tuesday of each month at 5:30 PM.

Mark your calendar now and I look forward to seeing you all at the next meeting.

If you have any comments or suggestions about your chapter, please do not hesitate to email your thoughts and comments to me: [alan@sis-corporation.com](mailto:alan@sis-corporation.com).

May life bring joy and happiness to you and your family.

Alan K. Skinner

Chapter 6 – President 2004-2005

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## ASPE MOTTO:

**"IN THE BEGINNING... WAS AN ESTIMATE"**

### MISSION STATEMENT

THE AMERICAN SOCIETY OF PROFESSIONAL ESTIMATORS SERVES CONSTRUCTION ESTIMATORS BY PROVIDING EDUCATION, FELLOWSHIP AND OPPORTUNITY FOR

### NOVEMBER'S DINNER MEETING

TUESDAY, NOVEMBER 8TH  
DOUBLETREE GUEST SUITES  
320 N. 44TH ST.

5:30PM—8:00PM

COST: MEMBERS/GUEST: \$25.00  
TOPIC: DOORS & HARDWARE  
FRIEND OR FOE

**CONSTRUCTION ESTIMATING  
CERTIFICATES AVAILABLE**

There is a new educational certificate in Construction Estimating available through the ASPE. There is a series of five online courses presented by the ASPE Educational Board headed up by former Chapter Six member, Kevin Miller. These courses include: blueprint reading, construction materials and processes, and three consecutive courses in estimating.

This sounds like a great opportunity for new estimators, project engineers, administrators and anyone else who wants to gain more knowledge in construction estimating.

For more information visit [www.ASPEeducation.org](http://www.ASPEeducation.org).

**ASPE MOCK BID DAY SESSION**

Chapter Six, represented by Don Sellmeyer, in collaboration with Progressive Training Consultants, Inc.,

ran a mock bid day session for the City of Phoenix. This session was for the benefit of minority subcontractors as well as city employees wanting to learn more about general contractin and the bidding process. This was held on October 18, 20 and 22<sup>nd</sup>.

The agenda was as follows:

- 10/18 - Role of an Estimator including bid strategies  
Components of a typical bid or RFP  
Review of the various types of bids  
Completing the 15 steps of very bid
- 10/20 - Generating a conceptual summary estimate spreadsheet for all bid items and projects.
- 10/22 - ASPE 11<sup>th</sup> Hour mock bid day session

Don reports that the training was well received and appreciated by all who attended.

**ASPE CHAPTER SIX  
COMMITTEE LISTING**

<u>Committee</u>	<u>Chairperson</u>	<u>Phone</u>
By-laws	Pete Zoller	480-293-3038
Ethics	Lee Henderson	480-921-8000
Standards	Don Sellmeyer	480-785-0577
Certification	Barry Eager	480-948-1553
Education	Leroy McLaren	602-222-0225
Program	Don Sellmeyer	480-785-0577
Finance	Joel Smith	480-784-4356
PR	Bill Boren	480-994-1575
Historic	Bill Boren	480-994-1575
Awards	Roscoe Hodson	602-222-5300
Planning	Pete Zoller	480-293-3038
Calling	Joel Smith	480-784-4356
Nominations	Roscoe Hodson	602-222-5300
Membership	Fred Thomas	602-269-2348
Activities	Ken Stohlmann	602-499-0114
Scholarship	Pete Zoller	480-293-3038
On-line	Alan Skinner	602-997-0000

**NEWSLETTER INTERNET ADDRESSES**

The National ASPE website address is: [www.aspenational.com](http://www.aspenational.com).

**UPDATED WEBSITE NOW ON LINE**

If you have not yet visited Chapter Six's newly refurbished website, be sure and take a look. The address is: [www.aspechapter6.org](http://www.aspechapter6.org).

**QUOTE OF THE MONTH**

"Motivation is everything. You can do the work of two people, but you can't be two people. Instead, you have to inspire the next guy down the line and get him to inspire his people. "

Lee Iacocca

**Advertising**

**ADDENDA NEWS**

**ADVERTISING RATES**

Call Rane Duncan @ 602-222-5319

Our advertising has changed now you can get them on the web. These rates include posting on the Chapter 6 website [www.aspechapter6.org](http://www.aspechapter6.org).

	3 issues
Business Card	\$ 75.00
1/4 Page	\$120.00
1/2 Page	\$180.00
Full Page	\$300.00

**CHANGE OF ADDRESS FORM**

Help us keep up to date on your whereabouts. We want to make sure we area able to keep you posted on all of the latest society information. If your address or FAX number has changed please take the time to fill out this form and fax it back to Alan Skinner at 602-943-8564.

NAME: \_\_\_\_\_

COMPANY: \_\_\_\_\_

MAILING ADDRESS: \_\_\_\_\_

FAX NUMBER: \_\_\_\_\_

# Committee Updates

## COMMITTEE UPDATES

We would like to get more members involved in the committees. Please contact the committee chairperson if you would like to be part of their committee.

**MEMBERSHIP** - See the article in this newsletter

**ETHICS** - No report this month.

**PROGRAMS** - If you have a guest speaker in mind for one of our meetings or would like to help on this committee, please contact Don Sellmeyer at:

480-785-0577.

**STANDARDS** - no report this month .

**CERTIFICATION** - Contact Barry M. Eager, CPE, for all of the details on the CPE program.

**EDUCATION** - No report this month.

**AWARDS** - No report this month.

**NOMINATIONS** - See election report in this edition.

**CALLING (DINNER RESERVATIONS)**- No report this month.

**PUBLIC RELATIONS** - No report this month.

**ON-LINE** - New website is up and running.

### ASPE HONORS VETERANS

Chapter Six would like to take this opportunity to thank all of the military veterans for their dedication and sacrifice for the benefit of our country.

If you are not a Veteran, think about how it would feel to be far away from all your friends, wife or girlfriend and family during the holidays. It is not a fun job but someone has to do it.

Take a moment to say "Thanks" to all the veterans you know on November 11th.

Don't forget the Marines birthday on November 10th too.

### CHAPTER SIX TO HELP KATRINA VICTIMS

Chapter Six Board of Directors has decided that our Chapter should do something to try to help the victims of hurricane Katrina.

The Associated General Contractors (AGC) has set up a fund to help member's families devastated by Katrina. Chapter Six Board of Directors has decided to donate to this fund (see the flyer attached to this newsletter). The board is challenging members to make donations to this fund through Chapter Six. Your tax deductible donations will be matched dollar for dollar by the Chapter up to total of up to \$1,000 of Chapter Six funds. This would provide a total donation of \$2,000. Make all contributions payable to ASPE Chapter Six and note in the memo field "for Katrina Relief". Please send checks at once to:

ASPE Chapter Six  
P.O. Box 1177  
Scottsdale, AZ. 85282

**Susie Haugan donated \$500.00 to the Katrina Fund!! KUDOS**

## 2005-2006 OFFICERS

**PRESIDENT**     **ALAN SKINNER**  
SKINNER INTERIOR SYSTEMS  
Work Ph.:         (602) 997-0000

**1st VP**            **DON SELLMAYER**  
SCCI  
Work Ph.:         (480) 785-0577  
e-mail: dsellmeyer@dscii.com

**2nd VP**            **KEN STOHLMANN**  
PAUL RICH ROOFING  
Work Ph.:         (602) 331-3379

**TREASURER**     **JOEL SMITH (PAST PRESIDENT)**  
SMITH SPECIALTIES BUILDERS  
Work Ph:           (602) 241-9800

**SECRETARY**     **ROSE TAYLOR**  
Integrated Process Technologies, Inc.  
Work Ph.:         (480) 753-0220

**DIRECTOR**        **CHIP HARGETT**  
JOHNSON CARLIER, INC  
Work Ph.:         (602) 275-2222

**DIRECTOR**        **ARTHUR R. GUDITH**  
WESPAC  
Work Ph.:         (602) 956-1323

**DIRECTOR**        **RON YORK**  
SUNDT CONSTRUCTION  
Work Ph.:         (480) 293-2000

**DIRECTOR**        **ROSCOE HODSON**  
KITCHELL CONTRACTORS  
Work Ph.:         (602) 222-5300

**DIRECTOR**        **FREDRICK THOMAS**  
BARRETT HOMES CONTRACTORS  
Work Ph.:         (602) 269-2348

**REMINDER: No December Meeting. Next meeting in January.**

## **FUNNIES**

1. Ever stop to think, and forget to start again?
2. Being “over the hill” is much better than being under it!
3. Wrinkled was not one of the things I wanted to be when I grew up.
4. Procrastinate Now!
5. I have a degree in Liberal Arts: Do you want fries with that:?
  
8. Stupidity is not a handicap. Park elsewhere!
9. He who dies with the most toys is nonetheless dead.
10. A picture is worth a thousand words, but it uses up three thousand times the memory.
11. Ham and eggs. A day’s work for a chicken, a lifetime commitment for a pig.
12. The trouble with life is there’s no background music.
13. The original point and click interface was a Smith and Wesson.
14. I smile! because I don’t know what the hell is going on.
15. A journey of a thousand miles begins with a cash advance.
16. A hangover is the wrath of grapes.

THE AMERICAN SOCIETY OF PROFESSIONAL ESTIMATORS  
PHOENIX, AZ CHAPTER SIX

Primary Business Address

Your Address Line 2

Your Address Line 3

Your Address Line 4

Phone: 555-555-5555

Fax: 555-555-5555

Email: xyz@microsoft.com



*Your business tag line here.*

This would be a good place to insert a short paragraph about your organization. It might include the purpose of the organization, its mission, founding date, and a brief history. You could also include a brief list of the types of products, services, or programs your organization offers, the geographic area covered (for example, western U.S. or European markets), and a profile of the types of customers or members served.

It would also be useful to include a contact name for readers who want more information about the organization.

## Back Page Story Headline

This story can fit 175-225 words.

If your newsletter is folded and mailed, this story will appear on the back. So, it's a good idea to make it easy to read at a glance.

A question and answer session is a good way to quickly capture the attention of readers. You can either compile questions that you've received since the last edition or you can summarize some generic questions that are frequently asked about your organization.

A listing of names and titles of managers in your organization is a good way to

give your newsletter a personal touch. If your organization is small, you may want to list the names of all employees.

If you have any prices of standard products or ser-

vices, you can include a listing of those here. You may want to refer your readers to any other forms of communication that you've created for your organization.

You can also use this space to remind readers to mark their calendars for a regular event, such as a breakfast meeting for vendors every third Tuesday of the month, or a biannual charity auction. If space is available, this is a good place to insert a clip art image or some other graphic.



Caption describing picture or graphic.