



# AMERICAN SOCIETY OF PROFESSIONAL ESTIMATORS

## GREETINGS FROM YOUR PRESIDENT

### Bob Kovacs

*We owe it to our industry to share our knowledge with others- through training, through organizations like ASPE, or just by taking a junior estimator under our wings and helping him or her understand the “art” of our profession.*



### SHARE YOUR KNOWLEDGE

I’ve been teaching some construction management and estimating courses at Gwinnett Tech for the past few years, and I find myself using a particular phrase fairly often- probably more often than I should. That phrase is “it just comes with experience”. We all know that estimating is part art and part science (some would say part voodoo), and the “science” portion is the part that gets taught in the classroom- the “art” portion is what we carry around in our heads, having learned it from experience; and it’s that “art” that we need to share with others in we’re going to grow the future estimators in our industry.

Maybe it’s human nature to want to guard information that we have, holding on to it as some sort of “job security”, or maybe we just forget what it was like to be new to the profession, before we had all this grey hair (or missing hair, as the case may be) and experience. Whatever the reason, we owe it to our industry to share our knowledge with others- through training, through organizations like ASPE, or just by taking a junior estimator under our wings and helping him or her understand the “art” of our profession.

OK, now that I’ve stepped down from my soapbox, we’ve got a great presentation scheduled for this month’s meeting. Doug Robinson, a principal at Walter P. Moore will be here to speak to us about BIM and its uses in structural engineering and estimating. Also, Mark Puente, the president of the ASPE Razorback Chapter, #79, will be here to speak briefly to us about his candidacy for Southeast Regional Governor.

Hope to see you all on Thursday! - Bob



## ASPE LUNCH PROGRAM

THURSDAY

February 18, 2010

11:30 am – 1:00 pm

### CROSS CREEK CAFE

1221 Cross Creek Pkwy  
Atlanta, GA 30327

Price \$15.00

RSVP is required.

Please RSVP to  
LaTarsha Bailey  
at 404.609.9006 or  
respond via email by  
Wednesday  
February 17, 2010.

Check out the latest ASPE Atlanta  
Chapter No. 14 events at  
[www.aspeatlanta.org](http://www.aspeatlanta.org)



# WALTER P MOORE

Building Information Modeling (BIM)

ATLANTA CHAPTER NO. 14

FEBRUARY 2010 LUNCH PROGRAM  
**DOUG ROBINSON**

WALTER P MOORE

[www.walterpmoore.com](http://www.walterpmoore.com)

## JOB OPPORTUNITY Search Recruitment

You may be aware that your Estimating experience is highly valued within the construction industry. I'm writing to let you know that, as a search firm specializing in construction recruitment, we are currently working on opportunities that may be of interest to you, or someone you may know.

These include opportunities with Self-Performing General Contractors, Specialty Contractors and Construction Management firms. We're actively recruiting for positions in Pre-Construction Management and for Chief Estimators and Project Estimators. These include VP-level opportunities. We are recruiting for positions across the US, and very possibly in your area (*please inquire*). Whether you are seeking career advancement, increased compensation, a new location or work environment, we can be of assistance

**TEC** is a search recruitment that has conducted numerous Pre-Construction and Estimating Management searches. If you have interest in learning more, I'd certainly like to hear from you. Our services are free to you and there's never any obligation. Our communications will be strictly confidential. Feel free to call me at your convenience. Thanks for your consideration.

**Fred Montgomery 781.259.4141**  
**TEC Construction Services**  
*Search Recruitment Specialists*  
[www.tecint.com](http://www.tecint.com)  
[fred@tecint.com](mailto:fred@tecint.com)

## DOUG ROBINSON

Principal and Managing Director – Atlanta  
Walter P Moore

Doug Robinson is the Principal and Managing Director of the Atlanta location of Walter P Moore. Doug will speak on Building Information Modeling, its applications to structural engineering, and the ability to estimate quantities from a building information model.

## FEBRUARY 2010 ASPE LUNCH PROGRAM

### WALTER P MOORE

Engineering solutions that work. This is the value Walter P Moore brings to their clients and their communities. The greater the challenge, the higher their level of enthusiasm. As structural, structural diagnostics, civil, traffic and transportation engineers and parking consultants, they have designed some of the most important urban spaces and systems in America: airports, sports stadia, hospitals, hotels, entertainment and performing arts centers, convention centers, corporate campuses, office towers, roadways. In other words, everything necessary to a livable environment. And Walter P Moore is increasing their presence worldwide.

### Building Information Modeling (BIM)

“Traditionally BIM has stood for and is defined as a Building Information Model in which computer technology is used to capture, store, and organize components of a building structure. Designers are now able to develop a building from the Concept Phase into Construction Documents in a continuous integrated evolution.

Currently, Walter P Moore has over 30 projects in which a BIM is being created using REVIT by Autodesk. By the third quarter of this year, we anticipate to have more than one quarter of our structural staff trained in REVIT, our BIM choice. Using REVIT for BIM reduces production cost and increases the accuracy and coordination of work. Management is the key to the effective use of BIM.” – Douglas Robinson, P.E.

From the September 2006 issue of *Georgia Engineer*

*Information for this article taken directly from company website at [www.walterpmoore.com](http://www.walterpmoore.com).*

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# ASPE Atlanta Chapter No. 14

January 21, 2010 Program Lunch

## MEETING MINUTES



The monthly meeting was held at the Cross Creek Country Club. The meeting was called to order by Bob Kovacs at 12:00 pm. In attendance were: J.D. Bailey, Mike Davis, Robert Dawson, David Floyd, Jack Fuller, Ed Hulsey, Bob Kovacs, David Laminack, Steve Marks, Bob Peppel, Andy Rogers, Roslyn Sanders, James Spangler, and Henry Taylor.

Minutes: There were no minutes from the December holiday party/meeting.

### Committee Reports

No reports

### Old Business

Bob Kovacs thanked the members who participated in the toy drive for CHA at the December meeting.

### New Business

Service pins were received, and distributed to those members who were in attendance (J.D. Bailey). We will attempt to distribute the remaining pins at the February meeting, and any pins that remain will be mailed to members who didn't attend either meeting.

### Program

Michael Felton - Commercial Restoration Group

### Adjournment

The meeting was adjourned at 12:58 pm

Respectfully Submitted,

Bob Kovacs  
President

ASPE Atlanta Chapter No. 14 MARCH 2010 PROGRAM LUNCH Thursday March 18, 2010

## Educational Resource Highlight: STANDARD ESTIMATING PRACTICE

Info from [www.aspenational.org](http://www.aspenational.org)



Standard Estimating Practice is not intended as just another material and man-hour reference book. It is a "how-to" manual to be employed as a powerful learning tool for the novice Estimator and an invaluable guide for the experienced Estimator.

Standards, both published and proposed, are set forth in a professional, well-written manner; the how-to that is fundamental is not developed to the ultimate level desired. Truly representative Standards must have contributions from members of a broad cross-section of the nation. Those areas of the country, which have not participated in development of Standards, may be depriving industry recognition of legitimate practices peculiar to that specific region.

The Seventh Edition Standard Estimating Practice published in 2008 contains the development of practices common to all disciplines and discipline specific practices. This manual was also developed as an educational tool to be used in the training of new estimators, and to provide a foundation for future ASPE publications on estimating.

## 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.

## 2009-2010 ASPE Officers

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