

THE CHANGE ORDER

The Official Newsletter of the
American Society of Professional Estimators
Garden State Chapter 26

Circulated to members of ASPE Garden State Chapter 26 ----- October 2010

NOVEMBER MEETING

Our next meeting is scheduled for **Tuesday, November 16th**. Our guest speaker will be **Denis Boylan, AIA of Gilbane Co., Business Development in the Construction Industry who will be speaking on the topics of "Business Development in the Construction Industry: Are You Selling a Product or a Service?"** Cocktails and hors d'oeuvres will be served at 6:00pm and our dinner meeting will begin at 7:00pm. The meeting will be held in a private room on the lower level of **Pal's Cabin, located at 265 West Prospect Avenue, West Orange, NJ** on the corner of Eagle Rock Road & Prospect Avenue, just north of I-280. Pal's phone number is (973) 731-4000.

PRESIDENT'S MESSAGE

I would like to thank the membership for attending the October meeting and our guest speaker Ken Percy, director of construction for The Museum of Modern Art, NY. At this month's meeting we have Denis Boylan, AIA of Gilbane Co. as our guest speaker and we will be recognizing James Ratty as our newest certified professional estimator "CPE".

Please remember our meeting is a week early this month to avoid conflict with the Thanksgiving holiday. Also Friday December 3rd is our holiday party and awards dinner. Please RSVP as soon as possible.

I hope to see you all there!

Respectfully Submitted,

Paul R. Calvacca
President
ASPE Garden State Chapter No.26



From left to right: Chandi Sanyal, Ken Percy, Paul Calvacca, Peter Ruffini

Member Highlight



Edward Osoliniec, P.E. C.P.E. is involved in all aspects of electrical contracting, design, planning, project management and education. His background includes both bachelor degree in electrical engineering and a master degree in electrical engineering from the University of California at Berkeley. He is a licensed P.E. and a licensed electrical contractor in the state of NJ. He is a CPE, Certified Professional Estimator certified by the American Society of Professional Estimators. He has 16 years of classroom teaching experience in Electrical Engineering Technology at colleges in NJ, including N.J.I.T. He currently has 4 patents pending for devices he developed related to the electrical power distribution industry. Edward has combined his talents as a P.E. and electrical contractor to operate a successful electrical contracting and design business. He consults for major corporations and municipalities for electrical systems design. Ed teaches electrical code review courses for electrical professionals and licensed electrical contractors in several states, including New Jersey, where he is certified to teach the mandatory 34 hour review courses that are necessary for electrical contractors to renew their licenses. The company he teaches for, the Institute for Technical Advancement LLC, can be found on the web at www.ita-seminars.com.

CHAPTER NEWS

We are always on the look out for help and new ideas, if you are a member and would like to get involved please ask a board member at the next meeting.

We are raising funds to pay for the expense of attending the 2010 ASPE national convention, which was held in Grape Vine Texas. Our attendance was to promote NYC Chapter #10 & Garden State Chapter #26 to co-hosting the 2013 National Convention hopefully to be held at Crystal Springs in Vernon New Jersey.

I would like to thank the following members for donating towards this effort: Walter Hager, David Imhoff and Buck Lawrence and everyone for purchasing 50/50 tickets at the membership meetings.

If you would like to help by contributing to this cause please contact Walter Hager or see him at the next meeting.

Walter Hager has new nametags for everyone. Wear them with pride but take them off before you leave, otherwise Walter won't be able to give them to you at the next meeting.

Our chapter web site has been reactivated. Please visit us at www.aspe26.com and feel free to bring new ideas or constructive criticism to our next dinner meeting.

Please consider sponsoring our website. The cost for members is only \$20 and \$50 nonmembers. We will post your business card or other graphics for one year.

IN THE BEGINNING THERE WAS AN ESTIMATE

“If one of you decides to build a tower, will he not first sit down and calculate the outlay to see if he has enough money to complete the project. He will do that for fear of laying the foundation and then not being able to complete the work; at which time, all who saw it would then jeer at him saying, that man began to build what he could not finish.” Luke 14/25-33

Quote furnished by Mr. David Imhoff

MEETING SCHEDULE

Jan. 26, 2010	Vincent Foti CPA, Topic: Organization filings (503C) and construction related issues. Also the swearing in of the new board members. (spouses & guests are welcome)
Feb. 23, 2010	Mark Izsa, STI Firestop
Mar. 23, 2010	Bill Voehringer of North Jersey Copy and Technographics to talk about Sub Hub
Apr. 27, 2010	Lou Weiss, Owners Representative
May 25, 2010	Robert Hedinger Esq.
June 22, 2010	Budget, By-laws & Nominations for Estimator & Contractor of the year
July	No meeting
August	No meeting
September 28, 2010	Tony Gardner of Kullman Buildings
October 26, 2010	Ken Percy (Director of Construction, The Museum of Modern Art, NY)
November 23, 2010	Denis Boylan, AIA of Gilbane Co., Business Development in the Construction Industry: Are You Selling a Product or a Service?
December 3, 2010	Holiday party & awards dinner (spouses and guests are welcome)

Future Guest Speakers

We are always on the lookout for guest speakers. Suggestions for program topics and individual speakers are encouraged. If you have any ideas or individual names to share, please don't hesitate to contact Peter Ruffini.

CERTIFICATION

Congratulations to Mike Inga our newest CPE!

Buck Lawrence, CPE, is the man to talk to regarding certification for Chapter 26 members. Any member interested in learning how to enter the next Certification Program cycle should contact Buck directly at (914) 443-5538 or email blawrence@tishman.com.

Membership

All members are welcome to attend board meetings. Meetings are held the first Thursday of each month. Contact Bill Manfredonia if there is a certain topic you would like to discuss. Please submit it to him at least 24 hours prior to the meeting. All ideas are welcome.

Although our membership continues to grow, please make it your goal to bring in prospective members to our meetings. Guests can attend up to three meetings. First time guests are no longer eligible to receive complimentary dinner from the Chapter.

Should you know a member who is not receiving this publication, please contact me at info@aspe26.com with his or her contact information and e-mail address and I will gladly add them to the distribution list.

Chapter No. 26 Board Members

President	Paul Calvacca
Past President	Bill Manfredonia
1 st V.P.	Peter Ruffini
2 nd V.P.	Jeff Senholzi
3 rd V.P./ Program Chair	James Ratty
Secretary	Nancy Imhoff
Treasurer	Walter Hager
Membership Chair	Phil Drill
Certification Chair	Buck Lawrence
Communications Chair	Jeff Senholzi
Director	David Imhoff
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Sponsored ads should be submitted by a member of the ASPE with all the relevant information. So, if you want to advertise your company, hire someone, or you want to be hired, please let me know at info@aspe26.com.

Remember to help your fellow members by networking!