PSPE vision

PSPE is the recognized voice and advocate of all Professional Engineers who are licensed in Pennsylvania.

PSPE mission

Promote and defend the interests of Pennsylvania’s Professional Engineers.

I. Call to order – President Harve Hnatiuk, P.E. F.NSPE
   President Hnatiuk called the meeting to order at 9:00 AM.

   A. Pledge of Allegiance – Dave Briskey, P.E.
   B. Engineer’s Creed – Mike Morrison, P.E.
   C. PSPE Vision Statement – Paul Dugan, P.E.
   D. PSPE Mission Statement – Blair Kusiak, P.E.

II. Roll call of the 2006-2007 Board of Directors – Secretary Joseph F. Boward, PE

   A. The attached roll call sheet indicates attendance; a quorum was present.

   B. Also Present:
      PSPE Executive Director – John D. Wanner, CAE
      PSPE Deputy Executive Director – Jennifer Summers

III. Additional Agenda Items and/or Revisions – Add:

   A. VII. B. Milton F. Lunch Ethics Contest

IV. Approval of Minutes

   A. September 23, 2006 – Motion to approve minutes by Past President Garman and seconded by Vice President Bradshaw. Motion passed.

V. Financial Reports

   A. Treasurer’s Report – John Nawn, P.E.

      1. 2007 Budget – Treasurer Nawn reviewed the financial statement and the budget. As of December 31, 2006, PSPE is finishing in the red by about $75,000, primarily due to NSPE dues collection issues. PSPE has not received the amount of dues from NSPE that is normally anticipated by year’s end. With respect to expenses, PSPE is close to what was budgeted for the year.

         PSPE received a check of $111,000 from NSPE this week. This is part of our dues reimbursement. This amount, however, does not show on the 2006 reports. Hence, although the 2006 report shows a deficit, there is no need to transfer any reserve funds, and there is
no need to increase dues. The $111,000 amount received from NSPE does not accurately reflect our dues income; it is only an estimate that is to be verified by them later this year.

The proposed PSPE budget for 2007 is outlined on Page 9 of the meeting booklet. Expense line items are essentially equivalent to this year. Revenue expectations have been slightly reduced. Budget Education Line Items 4135 and 5135 were discussed. The amounts indicated are based on ramping up PDH education for engineers. Line Item 4201, Service to Practice Divisions, shows no revenue. It is based on the 2006 lack of donations to PSPE from the practice divisions. Revenue Line Item 4200, Service to PEF, has been doubled to $20,000 when compared to the 2006 budget ($10,000). It was decided that PSPE should make charges more realistic with respect to the level of services provided by PSPE staff.

Motion to accept 2007 PSPE Budget by President Elect Bernstein and seconded by Vice President Sadaka. Proposed Budget was approved.

Treasurer’s Report filed for audit.

2. Reserve Fund Report – Michel Sadaka, P.E. – Vice President Sadaka summarized the written report presented on Page 14 of the meeting booklet. The funds have earned substantial interest during 2006. Reserve Fund Report filed for audit.

VI. Report of the President – Harve Hnatiuk, P.E., F. NSPE – President Hnatiuk spoke at the Luzerne Chapter and the Southeast and Central Region meetings regarding the PSPE Strategic Plan.

A. Committee Roster Update – Energize, Initiate, Engage, Involve – The Strategic Plan is tracking well, as many of the committees are ramping up. The Committee Roster on Page 17 of the meeting booklet was discussed. The intent is to have every region represented in each committee. Committee involvement is strongly encouraged.

VII. Report of the NSPE House of Delegates (HoD) Representative – Harve Hnatiuk, P.E., F. NSPE

A. NSPE Convention, July 26-30, 2007 – Denver, CO – This meeting will be a condensed version of typical NSPE meetings, which will reduce expenses. Attendance to the meeting is strongly encouraged. It was noted that Larry Jacobson has been employed as the new NSPE Executive Director. Larry is the former MATHCOUNTS Executive Director.

B. Milton F. Lunch Ethics Contest – This is a NSPE contest for all current NSPE individual members, state societies and chapters. The NSPE Board of Ethical Review provides a real ethical situation and the competitors are to develop discussions and conclusions for the situation. The winning entry receives $1000. PSPE chapters will receive an e-mail regarding this contest. PDHs can be obtained via contest participation. The contest deadline is April 20, 2007.

VIII. Report of the Executive Director – John Wanner, CAE – The written Executive Directors’ report is on Page 19 of the meeting booklet. The Strategic Plan has resulted in more active committees, resulting in an increase in PSPE staff activity. PSPE has received the Governor’s Proclamations for Engineer’s Week; they will be made available to the Chapters.

Ms. Summers indicated that the MATHCOUNTS registration numbers have increased when compared to 2006. It was hypothesized that NSPE is mailing more PR to schools, leading to more involvement. There will be an engineering activity for the students on Friday evening.

The handout provided to the Board from Transworld Systems, Inc., regarding their GreenFlag Profit Recovery services was discussed. It is a collections agency. Transworld Systems indicated that they would participate in an agreement wherein PSPE would see a percentage of profits resulting from PSPE members using their services. Discussion ensued whether PSPE wants to endorse them. Additional revenue could be generated for PSPE, and we
could ask them to advertise in the PE Reporter. Ms. Summers indicated that she would check into Transworld Systems’ references.

IX. Legislative Report – John Wanner, CAE

A. House and Senate Organization – Dennis M. O’Brien is the new Speaker of the House. Executive Director Wanner has heard of no other important issues with respect to this topic.

B. Legislation Update – It is expected that the Home Inspector License Bill will be discussed in the Senate. PSPE wants PEs to be exempt from this bill. Discussion ensued regarding SB 655, which was signed by the Governor. Continuing education requirements/administration will be developed through regulation rather than legislation. It is hoped that the Registration Board will develop continuing education regulations by the end of this year. Discussion ensued regarding protection of the “engineer” title, since that portion of the original legislation was removed by the House Committee. It was generally decided that the title pursuit issue would be sent to the PSPE Legislative Committee for a determination of PSPE recommendations with respect to legislative actions.

C. PAC Report – Funding has increased. Board members are encouraged to participate in PAC.

X. Old Business

A. Committee/Task Force Reports

1. 2007 Conference – Rick Aulenbach, P.E. – Mr. Aulenbach thanked his committee members. “Draft Schedule” on Page 24 of the meeting booklet was referred to by Mr. Aulenbach. The Conference is to be held in Reading, PA, with the exception of the Friday afternoon sessions, which will be held at the Penn State Berks Campus. Discussion ensued regarding the various planned Conference activities and other available amenities in the Reading, PA, area.

2. Membership – Tim Ormiston, P.E. – Mr. Ormiston was not available to present a report. In his absence, Vice President Bradshaw summarized the written report on Page 26 of the meeting booklet. Current total PSPE membership is 2308. The report item, “Members Past Due but Carried on Membership Records”, which totals 761, was discussed. Most of these delinquent members were added during November thru December 2006. This is theoretically due to NSPE membership/dues collection administration problems. PSPE is planning to investigate what portion of the 761 delinquent members are actually lost members. It is suspected that, due to NSPE late statement mailings, many PSPE members just have not paid yet or their payments haven’t been recorded as of the date of the membership report.

3. Public Relations – Frank Stanton, P.E. – Vice President Stanton summarized the detailed written report on Page 27 of the meeting booklet. The Public Relations program has grown. Discussion ensued regarding the radio campaign message and the schedule. Chapter funding must be received by February 1, 2007, for radio messages to initiate on February 11, 2007.

4. Title Pursuit – Michel Sadaka, P.E. – A teleconference meeting is scheduled for January 24, 2007. The Legislative and Ethical Practices Committees have been invited to participate. The purpose of the meeting is to determine what the Task Force will address this year and how the title pursuit issues will be addressed in the future.

5. Young Engineers – David McCullough, P.E. – Mr. McCullough indicated that the objectives now are to organize a committee and develop PSPE activities for young engineers. A young engineer is considered to be 35 years or less in age. The first step is finding a committee chair. The plan is to have a young engineers kick-off event at the Conference on Thursday evening. It was suggested that on-line activities via the PSPE web site may attract more young engineers. The Pittsburgh ASCE program has had success attracting young engineers via on-line programs.

7. **Awards – Dave Williams, P.E.** – In the absence of Mr. Williams, Vice President Bradshaw summarized the written Awards Committee report on Page 32 of the meeting booklet. Two new awards – Chapter Communications Award and Outstanding Engineering Achievement Award – were discussed.
   a. **NSPE Fellows – Jennifer Summers** – Pennsylvania was permitted five nominees this year. The Fellows Committee, Chaired by Lisa Catania, P.E., selected the following nominees.
      i. Eric Flicker, P.E.
      ii. Tom Maheady, P.E.
      iii. John Bradshaw, P.E.
      iv. Donn Zang, P.E.
      v. John Kampmeyer, P.E.

    Nominations are due by February 1, 2007. **Motion made by President Elect Bernstein for PSPE to endorse the above nominees pending review of their applications by PSPE. Motion was seconded by Treasurer Nawn. Motion carried.**

8. **Nominations – Harry Garman, P.E.** – The PSPE officer nominees were summarized by Past President Garman. The slate of officers has been filled.

9. **Conference Planning Task Force – Rick Aulenbach, P.E.**
   a. **2008 Conference** – Vice President Bradshaw summarized the 2008 Conference. The theme is “Gateway to Gettysburg.” The Conference will be held at the Wyndham Hotel. The Lincoln and Harrisburg Chapters will be co-sponsoring the Conference. Mike Poletti, P.E., of the Lincoln Chapter, will Chair the 2008 Conference Committee.
   b. **Beyond 2008** – no report.

10. **PA Initiative – Frank Russo, P.E.** – A letter was sent to the Board asking for input as to what the PA Initiative should be. Originally, it was a list of engineers willing to provide assistance in the event of an emergency or disaster. The question is whether it should remain only a list or if it should be expanded upon as an entity to work with the Legislative Affairs Committee to increase legislator’s awareness of engineers involved in public works, etc., and their role in national emergencies. Mr. Russo awaits PSPE Board input regarding this issue and direction for the mission of the PA Initiative.

B. **PE Reporter Proposal Update – John Nawn, P.E.** – Treasurer Nawn briefly summarized the proposal by Douglas Smith presented on Page 33 of the meeting booklet. PSPE checked Mr. Smith’s references and found him to be highly recommended. The Solicitation Agreement was reviewed by PSPE and appropriate modifications were made. Based on a 20 percent commission, Mr. Smith is to receive $1000 per month from PSPE. Based on a six-month trial, PSPE’s total expense will be $6000. However, it is anticipated that PSPE will generate significant income that will more than off-setting that expense. The advertising income during 2006 was about $13,000; Mr. Smith indicated that he would generate far more advertising revenue than that amount. After six months, PSPE will evaluate Mr. Smith’s performance and decide whether or not to renew the contract. **Jon Drosendahl, P.E., made a motion to approve Mr. Smith’s contract. The motion was seconded by Vice President Bradshaw. Motion carried.**

XI. **New Business**

A. **ASCE/PSPE Legislative Day** – A status report regarding this planned event is included on Page 36 of the meeting booklet. President Elect Bernstein discussed the PSPE history regarding Legislative Day and that it was discontinued years ago. ASCE is requesting that PSPE partner with them on this event. ASCE is promoting their recent Pennsylvania infrastructure report card. This would give PSPE the opportunity to get our message to the legislators, as well. ASCE is organizing the effort. They are asking for assistance from PSPE staff and participation of PSPE engineers. PSPE has also been asked to provide $850 toward the event. **President Elect Bernstein moved that PSPE partner with ASCE in**
the Legislative Day event and provide financial support of $850. Motion seconded by Vice President Sadaka. Motion carried.

B. Internal/Regional Communications – Harve Hnatiuk, P.E., F.NSPE – PSPE currently lacks information regarding Chapter schedules, such as dates of their Board of Directors meetings. Hence, PSPE is interested in developing a master calendar of regional/chapter events. PSPE is investigating the development of an on-line calendar to be included within or linked to the PSPE web page.

C. PSPE House of Delegates By-Laws Revisions – Len Bernstein, P.E., F.NSPE – PSPE must amend its By-Laws to conform with the NSPE form of governance. PSPE is seeking members for the By-Laws Committee.

D. Special Presentation – Harve Hnatiuk, P.E., F.NSPE – Many years ago, Michel Sadaka, P.E., had developed the Task Force promoting and advancing continuing education requirements for professional engineers in Pennsylvania. Due to Vice President Sadaka’s relentless efforts, SB 655 was passed via legislation and signed by Governor Rendell. The signature pen used by Governor Rendell was presented to Vice President Sadaka. The PSPE Board thanked Vice President Sadaka for his leadership and tireless efforts in this successful endeavor. Vice President Sadaka recognized the individuals that assisted him in that effort.

XII. Next Board of Directors Meeting

A. Next Meeting – Saturday, June 2, 2007, 9:00 AM at the Inn at Reading.

XIII. Closing Comments – Harve Hnatiuk, P.E., F.NSPE – President Hnatiuk thanked all of the individuals that attended the meeting today. He encouraged the Board members to inform their co-workers about our Board meeting and be sure that they know just what PSPE is all about.

XIV. Adjournment – Motion to adjourn meeting by Treasurer Nawn and seconded by Secretary Boward. Motion passed. Meeting adjourned at 11:37 PM.

Respectfully submitted,

JOSEPH F. BOWARD, P.E.
PSPE Secretary
## PENNSYLVANIA SOCIETY OF PROFESSIONAL ENGINEERS
### STATEMENT OF FINANCIAL POSITION
#### JANUARY 1, 2007 - APRIL 30, 2007

### ASSETS

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This report reflects account balances as of 31-Mar-07

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Performance from 12/31/2004 Adjusted for cash reinvestment:
- General Fund: This is our short-term fund that was generated by past surpluses in our operating budget. It is invested in three Smith Barney Mutual Funds.
- Reserve Fund - Building: This is our longer term fund that was generated by the proceeds from the sale of our office building. It is invested in various company stocks and is managed by Laurel Capital Advisors.

General Fund:

Reserve Fund - Building:

PA ENG FOUNDATION:

PSPE CHECKING:

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Overall Performance from 12/31/2004:
- General Fund: 36.16%
- Reserve Fund - Building:
- PA ENG FOUNDATION:
- PSPE CHECKING:

(1) Amount Deposited in Fund @ Inception - no additional contributions or withdrawals were made since then. The interest rate is the effective rate since inception until now
PRESIDENT'S REPORT AND MESSAGE
Harve Hnatiuk, P.E.

My year as PSPE President has gone by all too quickly. I traveled to each of the five regions of our state and participated in meetings in four of the five regions. I saw many old friends and made some new ones while meeting so many fellow professional engineers who share the belief that what we do that PSPE is critically important not only to the sustainability of our profession but also its growth as well as to the health, safety and welfare of the citizens of the Commonwealth of Pennsylvania.

I enjoyed this year very much and learned a great deal. I have appreciated this opportunity to serve PSPE as its President and I thank you for your support and efforts throughout the years.

The theme for this past year has been “Engagement and Initiative”. We began the year with the goal of engaging more members in PSPE’s activities and initiating new plans and direction.

Throughout the year, PSPE’s committees ramped up activities and involved more and more members from our five regions to address the objectives, implement the strategies and work on the priorities identified in the strategic plan. Collectively, we accomplished a lot of what set out to do.

There are other areas in which we need to increase our focus in the coming year, namely Young Engineers and Legislative Affairs.

Our PSPE’s membership’s demographics point toward people of my age (54) and older. We need to begin to move that line down toward 40 in order to keep our organization not only alive but vibrant. Our Young Engineers event that is part of this year’s Conference is a start but our work must continue in order to ensure the long-term success and viability of PSPE.

Likewise, our participation in Engineers Legislative Day on May 8 has to be considered the beginning of increased interaction with legislators and their staffs in Harrisburg and at their local offices. I am hopeful that the coming year will include the formation of an active legislative and government affairs committee.

Here’s what I have been up to since we last met in late January.

January 2007

- Participated in NSPE Legislative & Government Affairs (LGA) Committee National Registry teleconference on January 29.
February 2007

- Served as the Moderator of the Valley Forge and Bucks County Chapters MATHCOUNTS Countdown Round.
- Participated in NSPE’s L&GA Committee meeting at NSPE Headquarters in Alexandria, VA on February 13.
- Participated in NSPE L&GA Committee’s “Day on Capitol Hill” on February 14 in Washington, DC and was involved in meetings with five representatives’ and senators’ staffs during which the National Registry and Qualifications Based Selection were emphasized.
- Conducted teleconference of PSPE’s Executive Committee on February 22.
- Participated in NSPE CIHS TF teleconference on February 26.

March 2007

- Participated in PSPE Membership Committee teleconferences on March 1 and March 13.
- Participated in NSPE L&GA Committee teleconference on March 6.
- Participated in PSPE teleconference to discuss Young Engineers event at Reading Engineers Conference.
- Conducted PSPE Executive Committee teleconference on March 22.
- Participated in NSPE CIHS TF teleconference on March 26.

April 2007

- Participated in NSPE L&GA teleconference on April 3.
- Served as Special Awards Judge with fellow Valley Forge PSPE members at the Montgomery County Science Fair in King of Prussia on April 4.
- Participated in organizational meeting of PSPE Publications Committee at PSPE Headquarters in Harrisburg on April 17.
- Conducted Executive Committee Meeting at Michael Baker in Harrisburg on April 18.
- Participated in NSPE CIHS TF teleconference on April 23.
- Provided presentation “PSPE: Today and Tomorrow” at a joint meeting of the Midwestern and Beaver County chapters in Zelienople on April 25.
- Provided presentation “PSPE: Today and Tomorrow” at the Erie Chapter meeting in Erie on April 26.

May 2007

- Participated in NSPE L&GA teleconference on May 1.
- Participated in PSPE Conference Committee teleconference on May 4.
- Participated in PSPE/ASCE Engineers Legislative Day at the Capitol in Harrisburg on May 8. Provided remarks as part of the morning program and then met with
Senator Vincent Hughes, Representative Kate Harper, and aide to Senator Roger Madigan. Discussions centered on improving the Commonwealth’s infrastructure and support for renewing support for mathematics and science education in middle and secondary schools as well as for upgrading laboratory equipment at Pennsylvania’s engineering universities.

- Participated in PSPE Conference Committee teleconference on May 10.
- Met with Len Bernstein, P.E., F.NSPE, John Bradshaw, P.E. and Jennifer Summers from Wanner Associates in King of Prussia on May 10 to discuss transition of leadership.
- Participated in PSPE Conference Committee teleconference on May 16.
- Participated in Delaware County PSPE’s meeting in Media on May 16. Provided remarks prior to dinner to promote the upcoming Engineers Conference in Reading.
- Participated in Lehigh Valley PSPE’s golf outing in Limeport on May 18th.
- Participated in a teleconference with PSPE MATHCOUNTS committee to discuss alternative approaches for advancing teams and individuals from local competitions to the state competition.
- Installed Valley Forge PSPE officers and board at the chapter’s May 22nd meeting.
- Participated in PSPE Conference Committee teleconference on May 23.
- Participated in PSPE Membership Committee teleconference on May 23.

Thank you for all that you do and have done for fellow professional engineers as active members of our PSPE.

Let’s continue to engage more members in our organization so that we make the coming years great ones for every member, every Chapter.

Harve Hnatiuk, P.E.
2006-07 PSPE President
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<td>N/A</td>
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<td>John Ackerman PE</td>
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NSPE Code of Ethics for Engineers

Preamble

Engineering is an important and learned profession. As members of this profession, engineers are expected to exhibit the highest standards of honesty and integrity. Engineering has a direct and vital impact on the quality of life for all people. Accordingly, the services provided by engineers require honesty, impartiality, fairness, and equity, and must be dedicated to the protection of the public health, safety, and welfare. Engineers must perform under a standard of professional behavior that requires adherence to the highest principles of ethical conduct.

I. Fundamental Canons

Engineers, in the fulfillment of their professional duties, shall:

1. Hold paramount the safety, health, and welfare of the public.
2. Perform services only in areas of their competence.
3. Issue public statements only in an objective and truthful manner.
4. Act for each employer or client as faithful agents or trustees.
5. Avoid deceptive acts.
6. Conduct themselves honorably, responsibly, ethically, and lawfully so as to enhance the honor, reputation, and usefulness of the profession.

II. Rules of Practice

1. Engineers shall hold paramount the safety, health, and welfare of the public.
   a. If engineers’ judgment is overruled under circumstances that endanger life or property, they shall notify their employer or client and such other authority as may be appropriate.
   b. Engineers shall approve only those engineering documents that are in conformity with applicable standards.
   c. Engineers shall not reveal facts, data, or information without the prior consent of the client or employer except as authorized or required by law or this Code.
   d. Engineers shall not permit the use of their name or associate in business ventures with any person or firm that they believe is engaged in fraudulent or dishonest enterprise.
   e. Engineers shall not aid or abet the unlawful practice of engineering by a person or firm.
   f. Engineers having knowledge of any alleged violation of this Code shall report thereon to appropriate professional bodies and, when relevant, also to public authorities, and cooperate with the proper authorities in furnishing such information or assistance as may be required.

2. Engineers shall perform services only in the areas of their competence.
   a. Engineers shall undertake assignments only when qualified by education or experience in the specific technical fields involved.
b. Engineers shall not affix their signatures to any plans or documents dealing with subject matter in which they lack competence, nor to any plan or document not prepared under their direction and control.

c. Engineers may accept assignments and assume responsibility for coordination of an entire project and sign and seal the engineering documents for the entire project, provided that each technical segment is signed and sealed only by the qualified engineers who prepared the segment.

3. Engineers shall issue public statements only in an objective and truthful manner.

a. Engineers shall be objective and truthful in professional reports, statements, or testimony. They shall include all relevant and pertinent information in such reports, statements, or testimony, which should bear the date indicating when it was current.

b. Engineers may express publicly technical opinions that are founded upon knowledge of the facts and competence in the subject matter.

c. Engineers shall issue no statements, criticisms, or arguments on technical matters that are inspired or paid for by interested parties, unless they have prefaced their comments by explicitly identifying the interested parties on whose behalf they are speaking, and by revealing the existence of any interest the engineers may have in the matters.

4. Engineers shall act for each employer or client as faithful agents or trustees.

a. Engineers shall disclose all known or potential conflicts of interest that could influence or appear to influence their judgment or the quality of their services.

b. Engineers shall not accept compensation, financial or otherwise, from more than one party for services on the same project, or for services pertaining to the same project, unless the circumstances are fully disclosed and agreed to by all interested parties.

c. Engineers shall not solicit or accept financial or other valuable consideration, directly or indirectly, from outside agents in connection with the work for which they are responsible.

d. Engineers in public service as members, advisors, or employees of a governmental or quasi-governmental body or department shall not participate in decisions with respect to services solicited or provided by them or their organizations in private or public engineering practice.

e. Engineers shall not solicit or accept a contract from a governmental body on which a principal or officer of their organization serves as a member.

5. Engineers shall avoid deceptive acts.

a. Engineers shall not falsify their qualifications or permit misrepresentation of their or their associates’ qualifications. They shall not misrepresent or exaggerate their responsibility in or for the subject matter of prior assignments. Brochures or other presentations incident to the solicitation of employment shall not misrepresent pertinent facts concerning employers, employees, associates, joint venturers, or past accomplishments.

b. Engineers shall not offer, give, solicit, or receive, either directly or indirectly, any contribution to influence the award of a contract by public authority, or which may
be reasonably construed by the public as having the effect or intent of influencing the awarding of a contract. They shall not offer any gift or other valuable consideration in order to secure work. They shall not pay a commission, percentage, or brokerage fee in order to secure work, except to a bona fide employee or bona fide established commercial or marketing agencies retained by them.

III. Professional Obligations

1. Engineers shall be guided in all their relations by the highest standards of honesty and integrity.
   a. Engineers shall acknowledge their errors and shall not distort or alter the facts.
   b. Engineers shall advise their clients or employers when they believe a project will not be successful.
   c. Engineers shall not accept outside employment to the detriment of their regular work or interest. Before accepting any outside engineering employment, they will notify their employers.
   d. Engineers shall not attempt to attract an engineer from another employer by false or misleading pretenses.
   e. Engineers shall not promote their own interest at the expense of the dignity and integrity of the profession.

2. Engineers shall at all times strive to serve the public interest.
   a. Engineers are encouraged to participate in civic affairs; career guidance for youths; and work for the advancement of the safety, health, and well-being of their community.
   b. Engineers shall not complete, sign, or seal plans and/or specifications that are not in conformity with applicable engineering standards. If the client or employer insists on such unprofessional conduct, they shall notify the proper authorities and withdraw from further service on the project.
   c. Engineers are encouraged to extend public knowledge and appreciation of engineering and its achievements.
   d. Engineers are encouraged to adhere to the principles of sustainable development in order to protect the environment for future generations.

3. Engineers shall avoid all conduct or practice that deceives the public.
   a. Engineers shall avoid the use of statements containing a material misrepresentation of fact or omitting a material fact.
   b. Consistent with the foregoing, engineers may advertise for recruitment of personnel.
   c. Consistent with the foregoing, engineers may prepare articles for the lay or technical press, but such articles shall not imply credit to the author for work performed by others.

4. Engineers shall not disclose, without consent, confidential information concerning the business affairs or technical processes of any present or former client or employer, or public body on which they serve.
a. Engineers shall not, without the consent of all interested parties, promote or arrange for new employment or practice in connection with a specific project for which the engineer has gained particular and specialized knowledge.

b. Engineers shall not, without the consent of all interested parties, participate in or represent an adversary interest in connection with a specific project or proceeding in which the engineer has gained particular specialized knowledge on behalf of a former client or employer.

5. Engineers shall not be influenced in their professional duties by conflicting interests.

a. Engineers shall not accept financial or other considerations, including free engineering designs, from material or equipment suppliers for specifying their product.

b. Engineers shall not accept commissions or allowances, directly or indirectly, from contractors or other parties dealing with clients or employers of the engineer in connection with work for which the engineer is responsible.

6. Engineers shall not attempt to obtain employment or advancement or professional engagements by untruthfully criticizing other engineers, or by other improper or questionable methods.

a. Engineers shall not request, propose, or accept a commission on a contingent basis under circumstances in which their judgment may be compromised.

b. Engineers in salaried positions shall accept part-time engineering work only to the extent consistent with policies of the employer and in accordance with ethical considerations.

c. Engineers shall not, without consent, use equipment, supplies, laboratory, or office facilities of an employer to carry on outside private practice.

7. Engineers shall not attempt to injure, maliciously or falsely, directly or indirectly, the professional reputation, prospects, practice, or employment of other engineers. Engineers who believe others are guilty of unethical or illegal practice shall present such information to the proper authority for action.

a. Engineers in private practice shall not review the work of another engineer for the same client, except with the knowledge of such engineer, or unless the connection of such engineer with the work has been terminated.

b. Engineers in governmental, industrial, or educational employ are entitled to review and evaluate the work of other engineers when so required by their employment duties.

c. Engineers in sales or industrial employ are entitled to make engineering comparisons of represented products with products of other suppliers.

8. Engineers shall accept personal responsibility for their professional activities, provided, however, that engineers may seek indemnification for services arising out of their practice for other than gross negligence, where the engineer’s interests cannot otherwise be protected.

a. Engineers shall conform with state registration laws in the practice of engineering.
b. Engineers shall not use association with a nonengineer, a corporation, or partnership as a “cloak” for unethical acts.

9. Engineers shall give credit for engineering work to those to whom credit is due, and will recognize the proprietary interests of others.

a. Engineers shall, whenever possible, name the person or persons who may be individually responsible for designs, inventions, writings, or other accomplishments.

b. Engineers using designs supplied by a client recognize that the designs remain the property of the client and may not be duplicated by the engineer for others without express permission.

c. Engineers, before undertaking work for others in connection with which the engineer may make improvements, plans, designs, inventions, or other records that may justify copyrights or patents, should enter into a positive agreement regarding ownership.

d. Engineers’ designs, data, records, and notes referring exclusively to an employer’s work are the employer’s property. The employer should indemnify the engineer for use of the information for any purpose other than the original purpose.

e. Engineers shall continue their professional development throughout their careers and should keep current in their specialty fields by engaging in professional practice, participating in continuing education courses, reading in the technical literature, and attending professional meetings and seminars.

Footnote 1 “Sustainable development” is the challenge of meeting human needs for natural resources, industrial products, energy, food, transportation, shelter, and effective waste management while conserving and protecting environmental quality and the natural resource base essential for future development.

—As Revised January 2006

“By order of the United States District Court for the District of Columbia, former Section 11(c) of the NSPE Code of Ethics prohibiting competitive bidding, and all policy statements, opinions, rulings or other guidelines interpreting its scope, have been rescinded as unlawfully interfering with the legal right of engineers, protected under the antitrust laws, to provide price information to prospective clients; accordingly, nothing contained in the NSPE Code of Ethics, policy statements, opinions, rulings or other guidelines prohibits the submission of price quotations or competitive bids for engineering services at any time or in any amount.”

Statement by NSPE Executive Committee

In order to correct misunderstandings which have been indicated in some instances since the issuance of the Supreme Court decision and the entry of the Final Judgment, it is noted that in its decision of April 25, 1978, the Supreme Court of the United States declared: “The Sherman Act does not require competitive bidding.”

It is further noted that as made clear in the Supreme Court decision:

1. Engineers and firms may individually refuse to bid for engineering services.

2. Clients are not required to seek bids for engineering services.

3. Federal, state, and local laws governing procedures to procure engineering services are not affected, and remain in full force and effect.
4. State societies and local chapters are free to actively and aggressively seek legislation for professional selection and negotiation procedures by public agencies.

5. State registration board rules of professional conduct, including rules prohibiting competitive bidding for engineering services, are not affected and remain in full force and effect. State registration boards with authority to adopt rules of professional conduct may adopt rules governing procedures to obtain engineering services.

6. As noted by the Supreme Court, “nothing in the judgment prevents NSPE and its members from attempting to influence governmental action . . .”

NOTE: In regard to the question of application of the Code to corporations vis-à-vis real persons, business form or type should not negate nor influence conformance of individuals to the Code. The Code deals with professional services, which services must be performed by real persons. Real persons in turn establish and implement policies within business structures. The Code is clearly written to apply to the Engineer, and it is incumbent on members of NSPE to endeavor to live up to its provisions. This applies to all pertinent sections of the Code.
MEMORANDUM

To: PSPE Board of Directors
From: John D. Wanner, CAE, Executive Director
       Jennifer Summers, Deputy Executive Director
Date: May 25, 2007
RE: Executive Director and Staff Activity

Membership
- Respond to member and chapter requests
- Ongoing solicitation of prospective members from company press releases
- Receiving monthly updates of PE registration list from State Board.
- Delivered invitation to join to new PE’s
- new PE list available to chapters
- met with membership committee via conference call
  o January 24
  o March 1
  o March 13
  o May 23
- Working with NSPE staff to standardize management of applications and requests for change from members.
- Monitoring requests to see if they appear in subsequent downloads of the member database.
- Ongoing reminders to past due members.

PSPE Communications
- Forward concerns to Title Pursuit Task force or State Registration Board
- Explain to callers how to find proof of licensure (www.licensepa.state.pa.us)
- Explain to callers when use of title is allowed.
- Explain to callers how to obtain a seal and provide regulations.
- Solicit articles for and publish bi-monthly PE Reporter.
- Manage advertising solicitation and publication schedule.
- Deliver information to members on listserv.
- Working with Public Relations Committee to develop 2007 radio ad campaign
  o January 5
  o January 11
- Met w/Zeyn Uzman, PSPE Communications and Publications chair and Harve

Legislative Action
- See current report in board binder and posted on www.pspe.org

Engineer’s Conference and Meetings
- Attended Harrisburg Chapter meeting on Jan. 15, 2007 with President Harve Hnatiuk
- Working with 2007 conference committee on schedule and seminars (current program of events included in board material)
  o January 11
  o January 18
  o February 5
  o March 3
  o March 14
  o May 4
  o May 10
  o May 16
  o May 23
- Contracted with Wyndham in Gettysburg for 2008 PSPE conference, co-hosted by Lincoln and Harrisburg chapters
- Participate in monthly NSPE State Society Executives Council conference calls
Executive Director’s Report
p. 2

- **PSPE Executive Committee Meetings/conf calls**
  - February 22
  - March 22
  - April 18

**Pennsylvania Engineering Foundation**

- **MATHCOUNTS**
  - Received balance of $75,000 state grant for 2006-2007
  - Met with Messiah University professors and Tim Ormiston to offer engineering activity to MATHCOUNTS students Friday prior to Saturday competition
    - Conference call Feb 23
  - Working with chapter coordinators on chapter competition details
  - Working on chapter reimbursements
  - Distributing registration material to chapter coordinators for students advancing to the state competition

- **Scholarships**
  - Updated application available online
  - Processed student requests for second payments based on 1st semester grades
  - Received PEF scholarship committee final selections

**Administrative**

- Prepared Membership Reports for meetings
- Updated NSPE on all address changes, etc. received in office
- Advised chapter presidents and state directors that access is available to member data online
- Invoiced Sustaining Associates at renewal
- Prepared PSPE checks for Treasurer’s signature
- Prepared PEF checks for Treasurer’s signature
- Processed and deposited all PSPE, PEF, and PAC receipts
- Prepared PSPE PAC Reports for meetings
- Prepared PAC campaign mailing
- Thank you letters mailed to PAC contributors donating more than $25.00
- Prepared PAC campaign expense reports to file with the state bureau of elections
- Prepared Financial Reports for meetings
- Mailings of Financial and Membership information to Chapter Presidents and Treasurers
- Mailing of Membership certificates and letters to new members and new Sustaining Associates
- Prepared mailing to Life members for voluntary donation
- Conducted (3) PEPP IBC Accessibility seminars – May 15, 16, 17 – 86 attendees
Date: May 21, 2007

To: PSPE Board of Directors

From: William R. Gorman, Jr., PE
PA MATHCOUNTS Coordinator

Subject: 2006-2007 Pennsylvania MATHCOUNTS Committee Report

The State Competition was held March 23 & 24 at the Harrisburg-Hershey Wyndham Hotel. We had 25 teams and 164 total students for the state event. The competition was predominantly 8th graders, with 115 eighth graders, 43 seventh graders and 6 sixth graders qualifying for state competition. The countdown round however, had five seventh graders out of ten competitors so the competition next year should be very exciting. Also, the state competition was 84.8% male, clearly an area where we would like to see a better balance between male and female. Our state team placed 4th at Nationals which were held May 10-13 in Fort Worth, TX. We are very proud of our team and coach Sandy van Horn of Sandy Run Middle School (state champ for three consecutive years) who has coached our state team the last three years. Pennsylvania has been in the top ten (out of 57 teams) the last two years. Also, Ben Kraft of Moravian Academy, Lehigh Valley Chapter finished an amazing second place at the national competition!

The Pennsylvania Engineering Foundation (PEF) and six universities awarded partial scholarships to the top seven finishers in the state competition again this year. The scholarships to University of Pittsburgh, Penn State University, Gannon University and Temple University are $2,500/year for 4 years. Drexel University’s and University of Pittsburgh at Johnstown’s scholarship is $5,000/year for 4 years. PEF offers a $1,000 scholarship to the Mathlete’s chosen school. In addition, the top male and female finishers are given a $500 savings bond from the Business and Professional Women and the top 6th and 7th graders are given $100 gift certificate from PSPE. National sponsor, Shell Oil Company, sponsored the awards luncheon again this year.

This year we had a surprise guest speaker at our awards ceremony. United States Senator, Bob Casey from Pennsylvania, stopped in to share a few words of encouragement to the coaches and students. He also thanked to P.S.P.E. for hosting the competition and for encouraging and recognizing excellence in mathematics.

Once again Pennsylvania was first in the nation with 413 schools and 2,764 students competing statewide. Pennsylvania continues to have a very successful program as evidenced by the number of participants, volunteers and positive comments from the coaches and parents. A summary of the number of registrants per chapter is attached as well as a copy of the State Competition Report Form.

Finally, thanks to the dedicated support of the PSPE staff and volunteers. With all their help my second year as State Coordinator was very fulfilling. My two-year term as coordinator is now nearly complete. David Stone, P.E. will begin his two-year term in June. Next year the State Competition is scheduled for March 28-29, 2008 in Harrisburg. We are already planning a Chapter Coordinators meeting in September to review changes to the program and familiarize new coordinators to the State program.
### 2007 PA MATHCOUNTS Participation Summary

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Total: 413 2764
Pennsylvania Society of Professional Engineers
Summary of Legislation
April 2007

Join your Fellow Engineers on the Hill

On May 8th, PSPE is joining with the Pennsylvania sections of ASCE to conduct an Engineers Legislative Affairs Day in Harrisburg. Engineers from all over the state will be converging on the State Capitol to meet with their Legislators on issues important to the profession. Infrastructure is high on both societies agenda and transportation funding will be one of the focuses of the lobby day. PennDOT Secretary Allen Biehler has been invited to speak to at the morning orientation to update attendees on the latest efforts to addressing the funding issue. Other issues for lobby day include State grants for engineering schools and K-12 science and math programs.

If you are interested in attending the Engineer’s Legislative Affairs Day in Harrisburg, please contact the following individuals from the ASCE Section in your area by May 3, 2007. The agenda for the day and a sign up sheet are located on www.pspe.org

  Western Pennsylvania - Greg Scott (gscott@chester-engineers.com or 412-809-6031).
  Central Pennsylvania – Tom Imholte (tijmolte@dawood.cc or 717-732-8576)
  Southeastern Pennsylvania – Chris Menna (Christopher.Menna@phila.gov or 215-686-5183)
  Northeast Pennsylvania – Bill MacNair (MACNAIWH@airproducts.com or 610-481-5967)

Legislative Activity

**HB 507 RE:** Home Improvement Consumer Protection Act (by Rep. Keith McCall, et al)
Provides that no person may hold himself out as a contractor nor would a person perform any home improvement without first registering with the Bureau of Consumer Protection. The bureau would maintain a toll-free telephone number from which a caller can obtain information as to whether a contractor is registered with the bureau. The bill provides for procedures for registration as a contractor. Each application for a certificate for a home improvement contractor or renewal of that certificate would include a fee of $50. The bill also provides for home improvement contracts, stating that no contract would be valid or enforceable unless it contains required information. The bill creates that Home Improvement Guaranty Fund, from which an owner may be compensated for an actual loss that results from an act or omission or a violation of this act by a registered contractor.

*Public Hearing Held in House Consumer Affairs Committee, 4/19/2007*

Amends the PA Construction Code Act further providing Section R404.1 and Tables R404.1(1), R404.1(2) and R404.1(3) of the 2006 International Residential Code and its successors are not a part of the Uniform Construction Code. Also provides for the provisions that would apply to the Uniform Construction Code regarding concrete and masonry foundation walls.

*Passed Senate, 3/20/2007 (50-0)*
*Reported as amended from House Labor Relations Committee, read first time, and laid on the table, 4/17/2007*
*Removed from the table, 4/18/2007*
*Read Second time, and rereferred to House Appropriations Committee, 4/23/2007*

**New Bills Introduced**
Amends the Tax Reform Code providing for a small business health care tax credit of up to 50% of the amount spent by a small business for providing health care benefits to its employees, but no more than $1,000 per employee receiving health care benefits. The bill also provides for reporting requirements to the Legislature concerning the effectiveness of the credit provided.

Creates the State Board of Electrical Contractors and provide for its powers and duties. The bill states it would be unlawful for any person to hold himself forth as a licensed electrical contractor unless he has obtained a license in accordance with the act. The bill provides for qualifications required for licensure. The bill includes an appropriation of $85,000.
Referred to House Professional Licensure Committee, 4/5/2007

Amends the PA Construction Code Act to create the Uniform Construction Code Advisory Council which would be charged with gathering information from municipal officers, building code officials, construction code officials, licensed design professionals, builders and property owners concerning issues with the Uniform Construction Code and evaluating this information in order to give recommendations to the Governor, Labor and Industry Committees in the Senate and House and the Code Development Councils of the International Code Council. The composition of the Council and meeting requirements are further provided for in the legislation.
Referred to House Labor Relations Committee, 4/18/2007

Amends Title 18 (Crimes and Offenses) by defining "licensing board" and "professional or occupational license." The amendment adds a section defining the offense of impersonating the holder of a professional or occupational license as when one pretends to hold a license or performs an act in furtherance of a false pretense. The bill provides for grading of the offense.
Referred to House Professional Licensure Committee, 4/23/2007

Amends the Right-to-Know Law to further provide for public records of judicial agencies, legislative agencies and state-related universities. The bill establishes an open records officer in each agency and exceptions officers to hear appeals. The bill also creates the Open Records Clearinghouse in the Department of Community and Economic Development that will provide information relating to the implementation and enforcement of this act, issue advisory opinions to agencies and requesters, and provide annual training courses to Commonwealth agencies and local agencies.
Referred to Senate State Government Committee, 3/29/2007

Prohibits government, government agencies, State-owned and State-related universities, community colleges, school districts and public authorities from competing against private enterprises. They would also be prohibited from funding any charitable or not-for-profit institution which would use such support to compete against private enterprises. Exceptions are provided and current cases of government competition would be grandfathered. Violations are provided for through preliminary and permanent injunctive relief in Commonwealth Court. The awarding of award actual monetary damages is also specified.
Referred to on Senate State Government Committee, 3/29/2007

Requires facilities leased or owned by the state to comply with certain energy and environmental standards outlined in the Act.
Referred to Senate Environmental Resources and Energy Committee, 3/29/2007

Amends Title 42 (Judiciary) providing for liability rules applicable to product sellers by stating that in a product liability action, a product seller other than a manufacturer would not be liable for damages resulting in death, injury to person or property or economic loss unless the plaintiff meets certain requirements. In a product liability action against a product seller, the product seller may file an affidavit certifying the correct identity of the manufacturer of
the product which allegedly caused the injury, death or damage. The product seller would exercise due diligence in providing the plaintiff with the correct identity of the manufacturer.

Referred to Senate Judiciary Committee, 3/29/2007

Amends the Mechanics’ Lien Law by stating that a contractor or subcontractor may waive his right to file a claim against residential property by a written instrument signed by him or by any conduct which operates equitably to estop such contractor from filing a claim. The bill defines "residential property".

Referred to Senate Labor and Industry Committee, 4/9/2007

2007 House Spring Session Schedule
The following are the remaining scheduled session days for the House in 2007:
April  30 (non-voting)
May   7, 8, 21, 22, 23
June  4, 5, 6, 11, 12, 13, 18, 19, 20, 25, 26, 27, 28, 29, 30

2007 Senate Spring Session Schedule
The following are the remaining scheduled session days for the Senate in 2007:
April  30
May   1, 2, 7, 8, 21, 22
June  4, 5, 6, 11, 12, 13, 18, 19, 20, 25, 26, 27, 28, 29

Copies of all bills of interest are available from the PSPE office, or they can be accessed via the Internet at http://www.legis.state.pa.us/WU01/LI/Bill/billroom.htm
PA SOCIETY OF PROFESSIONAL ENGINEERS
PAC
Action - April 1, 2007 to May 15, 2007

Balance 04/01/07 $ 798.38

Contributions to Account
April Contributions 430.00
May Contributions 0.00

Total Contributions $ 430.00

Payments from Account
Friends of Jim Rhoades Committee 500.00

Total Payments $ 500.00

BALANCE 05/15/07 $ 728.38
Immediate Past President's Report

To:     PSPE Board of Directors

From:   Harry E. Garman, P.E.

Date:   June 1, 2007

In accordance with our constitution, it was my pleasure to serve as the chairman on the Nominating Committee during 2006-2007. Early last year, the Executive Committee approved a schedule of dates for the nomination and election process. President Hnatiuk appointed the following to serve on the Nominating Committee:

Art Hall, P.E.  (Midwestern Chapter, Northwest Region)
Robert Reisinger, P.E.  (Lincoln Chapter, Central Region)
Johann Szautner, P.E.  (Lehigh Valley Chapter, Northeast Region)
Dave Briskey, P.E.  (Pittsburgh Chapter, Southwest Region)
Mike Moore, P.E.  (Valley Forge Chapter, Southeast Region)

After sending letters to all of the chapters, asking for suggested nominees for the Officers of the Society, the committee held several telephone conferences to discuss the nominees and in November reported to President Hnatiuk that the following were nominated and have agreed to serve as the Officers of the Society for 2007 - 2008.

President Elect:  John Bradshaw, P.E.
Secretary:  Joseph Boward, P.E.
Treasurer:  John Nawn, P.E.
Vice President Northeast Region:  Walter Poplawski, P.E.
Vice President Northwest Region:  David McCullough, P.E.
Vice President Southeast Region:  Frank Stanton, P.E.
Vice President Southwest Region:  Michel Sadaka, P.E.
Vice President Central Region:  Susan Sprague, P.E.

The slate of nominations was published in the PE Reporter as required by the bylaws; also included in the PE Reporter were the procedures for additional nominations by petition. Inasmuch as no additional nominations were made by petition, The Secretary was directed to cast a single ballot for all nominees. The BOD accepted this report in January.

In other matters this past year, I attended the NSPE annual meeting in Boston last July and have been involved with NSPE by serving on the Implementation Task Force, the Leadership Development Task Force and the Continuing Education Committee.
Membership Committee Report
Annual Report to the PSPE Board of Directors

May 25, 2007

Timothy S. Ormiston, P.E.; Chairman

Committee Members:
- Virginia Dailey, P.E.
- Jon Drosendahl, P.E.
- Paul Dugan, P.E.
- Carl DuPoldt, P.E.
- David Folk, P.E.
- Jennifer Summers
- Thomas Terry, P.E.

Advisors:
- Harve Hnatiuk, P.E.
- John Bradshaw, P.E.

2006-2007 Scorecard:
- Early August 2006: Tim Ormiston signs on as the new Membership Committee Chair.
- Early September: A majority of the previous committee members re-joined for 2006.
- September 18th: Committee conference call to discuss committee options.
- September 19th: Committee report to the Executive Board.
- November 14th: Committee conference call to create committee sub-groups to address the key action points.
- November 17th: Committee report to the Executive Board.
- October-December: Jennifer Summers actively working with NSPE to correct membership data.
- December: Chapter Membership Survey is issued to the Chapter Presidents.
- Jennifer contacted 330 past due members to encourage renewal.
- December 21st: Committee Operating Plan submitted to Executive Committee
- January 24, 2007: Committee conference call to discuss committee progress.
- Late-January: Committee report to the Executive Board.
- March 1st: Conference call with several Chapter Presidents, discussing chapter membership activities.
- March 13th: Committee conference call to discuss committee progress.
- Chapter Membership Survey results and best practices distributed to the Chapter Presidents.
- April: Jennifer did a follow-up contact to 350 past due members to encourage renewal.
- May 23rd: Committee conference call to wrap-up the current year.
- May 25th: Committee annual report to the Executive Board (State Conference)
Individual Sub-tasks assigned to committee members:
Virginia Dailey, P.E.: Determine the best way to utilize the PEPP Division structure to contact engineering firms and individuals, as a recruitment tool.
Jon Drosendahl, P.E.: Determine the best methods of recruitment for individuals and companies as a whole.
Paul Dugan, P.E.: Determine ways of accomplishing public outreach, primarily focused upon students at all levels, as a tool to involve the general membership in a positive activity.
Carl DuPoldt, P.E.: Determine the best methods of retention for individuals and companies as a whole.
David Folk, P.E. & Thomas Terry, P.E.: Identify opportunities to improve membership created by the Chapters; specifically, what are the best practices by the Chapters to involve members.
Jennifer Summers: Continue to work closely with NSPE to maintain correct membership records, and support the team as a whole.
Timothy Ormiston, P.E.: Team coordination and recommend ways to improve the PSPE Membership web page for more impact.

Other Membership Activities:
• High level of activity with NSPE member data base hassles.
• Membership Committee articles written for every PE Reporter, and started Member Question of the Month to encourage feedback from the general membership.
• Created “Benefits of PSPE Membership” Poster and Membership Committee Name Cards for use at public functions.
• Newly Licensed PE’s in Pennsylvania:
  o PSPE obtains a list of new PE’s from the state bi-annually. (Data includes name, address, license, and renewal date. E-mail and phone data is not available.)
  o Congratulatory letter is mailed with offer of 6 month free membership.
  o A total of 117 people have accepted the 6 month free offer since 2005.
  o Of this total, 13 people joined PSPE in 2005 and 52 joined in 2006. The remaining 52 are TBD for 2007.
  o At least 56% of the people offered the 6 month free membership then paid to join PSPE.
  o This contact information is available to chapters for additional communication.
• PSPE member count is 2085 on May 22, 2007, per NSPE data base.

Future activities:
• The next Committee conference call is scheduled for Wednesday, September 12, 2007.
• Focus points to start the 2007-2008 season include:
  o Increased activity for membership services at the Chapter level.
  o Conduct regularly scheduled conference calls with Chapter Membership Chairs.
  o Increased activity on PEPP link to membership efforts.
  o Actively engage Young Engineers in membership efforts, including adding a young engineer to the Membership Committee.
I want to thank Harve Hnatiuk and John Bradshaw for their strong support and believing in the committee efforts.

*During several of the conference calls, a common message surfaced that I feel is an important concept to use: Tell the true and personal story of engineering. Use examples of everyday life experiences to describe the benefits, the importance, of engineering. Share personal examples of the benefits of membership in PSPE / NSPE; be passionate! When talking to that member who has not been active for years, tell them of the most recent positive thing that you experienced with the Chapter. Sure you will get "Yeh, but!" but there may be a nugget of information they take away and become interested in later. There will be those that in no way are interested in what you have to say. Wish them a great day and thank you for listening. There are others who want to hear your ideas. Tell The Story!, we have a great product to discuss.*

With kind regards,

[Signature]

cc: PSPE Membership Committee
## PSPE Membership Statistics

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