



SPOKANE Chapter

www.csispokane.org

November 2011 Newsletter

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CSI Spokane Upcoming Events

DECEMBER 9, 2011

Then and Now – Social
Networking/Mobile Solutions

- Holiday Social

JANUARY 12, 2012

The 4 C's – Decoding
Construction Documents

-Evening Program with appetizers

FEBRUARY 2, 9, 16 & 23

Writing Specifications:

Yes! You Can!

Four 1-hour sessions. Learn to
read, write and coordinate
specifications. Registration
opens in November

-Brown Bag Lunches

MARCH 8, 2012

Exterior Materials –
Problematic Transitions

-Luncheon and Tech Talk

President's Message

"There is a great deal of difference between knowing and understanding.
You can know a lot about something and not really understand it."

~Charles F. Kettering


Communication. That is the bottom line, isn't it? How do we communicate? How do we decide what message is received? How do we clarify information? In this world of instant communication, global communication, random communication and *mis*-communication what does it all mean? Am I being heard? Am I hearing others? Information is communicated to us throughout the day in such a stream I often wish to hold up a shield and slash through all the messages with a sword to defend myself. But....what if I miss the message I need? What if the information I've been looking for is lost in the maelstrom of messages? What if my message isn't reaching its intended recipient? Do I have a connection?

The title of John C. Maxwell's bestselling book says it all, "Everyone Communicates. Few Connect". Are you communicating and not connecting? Are you looking for new ways to connect in your career? Are there new resources to aid in your success? Do you feel you don't know the right person? The local chapters of CSI, our Spokane Chapter, are the grassroots of the foundation of communication for our industry. From the local, regional and national levels of CSI, communication and connections go

hand in hand to improve our industry. Take a walk through our local chapter website (csispokane.org) and review the monthly newsletter. Amble through the CSINET.org website and see what you can find. Follow a CSI group on LinkedIn for healthy discussions. Mr. Maxwell states that to connect with people at all levels the group must share a common goal. Only by combining the unique abilities of the individual members can the goal be achieved. And when the group accomplishes a win, we celebrate together.

What is the goal? The Mission of CSI is to advance building information management and education of project teams to improve facility performance. I didn't make that up. It is written in the CSI Strategic Plan. Bottom line? We are the communicators. Whether face to face, via a phone call, voice mail, text message, e-mail, letter, website, blog or heaven help us, tweet, we are the communicators. And we are the connectors. Are you taking advantage of the chance to connect and achieve the goal?

*Georgia Spencer, CSI CDT
President, CSI Spokane Chapter*



CSI Spokane

ANNUAL HOLIDAY PROGRAM & SOCIAL

“Social Networking Then and Now”

Enjoy a special presentation discussing how social networking has evolved over the years and the value of both. Hors d' oeuvres and spirits served by The Lincoln Center.

December 9th
5:30 p.m. to 7:00 p.m.

The Lincoln Center
1316 N. Lincoln Street
Spokane, WA 99201
Parking is available.

Cost: \$25 per person/ \$30 per couple
(Includes hors d' oeuvres and your first drink from the bar)

Please R.S.V.P. by December 2nd online at www.csispokane.org
Contact Faith Brown, CSI CDT at fbrown@integrusarch.com or
call 509-838-8681 with any questions or help with registration.

CLASSIFIEDS

Get involved in your CSI Spokane Chapter!

Wanted:
Publications Committee is in need of additional talent to join our team! If you want to join in a creative environment and assist in developing and distributing our monthly newsletter please contact: editor@csispokane.org
Help with writing and editing articles, formatting newsletter pages or finding fun graphics!

CSI's Core Values

- ✓ Foster innovation and creative thinking.
- ✓ Honor & embrace our diversity.
- ✓ Encourage personal & professional growth.
- ✓ Make knowledge-based decisions.
- ✓ Strive for cooperative solutions.
- ✓ Promote stewardship of the environment.
- ✓ Promote & recognize individual & team excellence.
- ✓ Celebrate camaraderie.
- ✓ Keep promises, & trust others will do the same.
- ✓ Value the needs of those we serve.

New Ventures in Uncertain Times

The Value of the CSI Network



By: Greg Markling, FCSI, AIA, CCS, CCCA, NCARB, LEED AP BD+C
Institute President-Elect

A CSI Testimonial

I have long had the dream of launching a consulting firm that would integrate 35+ years of design and construction experience with my skill sets and passions, but had yet to make that ultimate decision to pull the proverbial “trigger” on that dream. I have recently done so, and do not intend to look back.

Once such a decision is made, first thoughts can include fear, anxiety, and uncertainty about prospects for success – particularly in these unprecedented challenging times in our industry. Then, you have to decide how you will choose to measure success. Will it be financial measurement, number of clients, quality of exciting projects, or some combination of these and others?

Let me interject here to share my thoughts on the CSI “network” and how it has shown itself to be more robust than even I could have imagined. In the short time that I have been actively pursuing this dream, I have received overwhelming affirmation, support, encouragement, and quite literally CLIENTS from CSI colleagues all across the country!

I know of no other industry association or professional organization in which I would receive such unselfish and direct support from members of our design and construction industry with whom I not only work but actually compete! The “networking” value proposition is perhaps the most valuable of CSI’s many value propositions, and I am now even more convinced that I belong to the most important organization of professionals in the design and construction industry – no qualifications!

Join fellow architect Greg Markling and become part of the CSI community!

Don’t miss this special offer for architects! Register to become a CSI Member by **November 30, 2011** and **pay only \$192** for Institute Dues – a **20% savings**.

1. Log onto www.csinet.org/joincsi
2. Select “Join Now,” and then click “Sign Up as a New Member”
3. Enter Promotion Code **1220ARCH** when prompted
4. Click the “Add Discount” button

We recommend you also join a chapter, where you can attend local education sessions and networking opportunities (chapter dues are not included in this promotional offer).



I've got more than 100 years experience behind me.



CSI – A network with solutions to the problems that happen outside of your drawings. Visit www.csinet.org or call 1-800-689-2900 to become a member of CSI and enhance your credibility in the building industry.



6-Digit Numbers: NOW!

There are downloads on the Internet, conversion charts, even an app! But exactly when should you go about making the transition from MasterFormat 1995 to the most current, MasterFormat 2011 Update?

Why did we fix what we already knew? As our industry has evolved, so has our need for more Divisions in our specifications. Before MF'04 was published, there was a scramble between the consultants to see who could claim Division 17 first. Yes, the non-existent but ever popular, Division 17. Would it be Fire Suppression? Telecommunications? Security? There simply were not enough numbers in Division 13 for Solar and Wind Energy Equipment and Lightning Protection. There was an ever growing need to expand the materials classification listing as our buildings required additional coordination with technology and innovation and sustainable systems integration.

Originally, grumblings erupted from MEP stating that they were 'the hardest hit.' Civil and landscape had to entirely move from Division 2 to the back of the bus. Surprisingly however, the last of our design team to get on board with the update - the architects. The ole 'all you have to do is add a 0' architects, which by the way is not always the case, but it's kind of fun to tease.

Unfortunately our architects are not always getting support from their clients. Consider the large institutions and universities that have already spent thousands of overhead expenses getting the Construction Documents, Design Standards, and General Conditions just where they can understand them. Now we are asking to revise them, and they may have several projects already under construction with the 5-digit numbering. It's difficult to draw the line as to 'when' to implement the new numbering system.

For several architects that subscribe to Arcom MasterSpec®, the 5-digit numbering system is no longer being supported. That alone will force a few changes. There may even be some architectural firms that have a long range plan to re-use the 5-digit specs and call them the office master. Please note this practice is strongly discouraged. Failure to adapt to the nationally accepted specifications format unfortunately causes additional headache for many players on the design team who have to maintain 2 separate masters. This is not only time consuming but can cause discrepancies in the information contained or updated in each master, resulting in errors down the road.

My suggestion to all parties involved in our built environment from the Owners to the Contractors and everyone in mix; NOW is the time to draw the line in the sand. Mark time with the coming of the New Year. It is time to stop ignoring the 6-digit numbering format. It is not going away. We already have an update to it since it came out in 2004, almost 8 years ago. It is time to get to know the new system, and let's allow the entire team to be on the same page.

There are plenty of resources on the internet that will guide you on your way, you have colleagues that would help out, and you can always contact CSI. At a minimum, CSI will help ease the pain by answering your question and set you in a direction of positive advancement.

Best of Luck!

Wondering what your 6-digit number is? This article is submitted by Sherry Harbaugh, CSI, CCS, NCARB. Sherry is an independent specifications writer at TRC Inc. She can be contacted at 509.456.6525 with any questions.

In order that people may be happy in their work, these three things are needed: They must be fit for it. They must not do too much of it. And they must have a sense of success in it.

~ John Ruskin



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UPDATING

Register Now for the Spring CDT Certification Exam!

Early Registration Deadline: Feb 2
Final Registration Deadline: March 2
Exam Dates: April 2 – 28

Register Now at: csispokane.org
 For more information email: certification@csispokane.org

What is the CSI Program?

Through the CSI Program, you will develop a conceptual understanding of the entire construction process and develop concrete skills in: construction documentation development and administration; specification writing and enforcement; product research and

sourcing; and communication with the design and contracting teams. The CDT program provides training for architects, contractors, contract administrators, specifiers, and manufacturer’s representatives.

Why become a CDT?

CSI’s CDT Certificate is recognized throughout the industry as evidence of a proven level of education, knowledge, and experience in construction documents. These credentials demonstrate professional commitment, credibility, and reliability to employers, colleagues, and clients.

- Learn what it takes to deliver projects on time and on budget
- Decrease change orders

- Understand the fundamentals of construction documentation
- Learn to write specifications
- Understand your authority and responsibility in a construction project
- Develop construction documentation that keep you out of courts (and stands up if you end up there)
- Be better prepared to deal with a LEED project or to take the AREs

How do I study for the CDT?

Free downloadable study guides are available from the CSI website. The study guides serve as the candidates “road map” to the specific source material that is relevant to each subject matter area.

The Spokane CSI chapter will also offer independent study sessions, which will occur once a week beginning in January and will continue through March.

*Jennifer Leui, CSI
 CSI Spokane Certifications Chair*

Member Doug Pennell married Carrie Pullom, Congratulations!!!

Writing Specifications: Yes! You Can!

This is a 4-Part Series of 1-hour presentations that will be held each Thursday during lunch for the month of February. Whether you write them, read them, or enforce them, this is the opportunity to get to know your specifications better. Learn where to locate or find information within the specification, why certain words or terms are used, and further your understanding of why the information is located where it is.

Cost: FREE

Location: Spokane Public Library

Pre-Registration is Required
 Sign up now! www.csispokane.org

Schedule of Classes:

February 2nd

Organization of Specifications: Project Manual vs. Specifications, MasterFormat, SectionFormat, PageFormat, UniFormat

February 9th

What are Division 01 General Requirements? Say it once, what should be included, how does it relate to the rest of the specifications, and to the General Conditions

February 16th

Specifications Language: Learn the industry accepted way to convey the intent, how to streamline, when to use abbreviations and symbols

February 23rd

Specification Writing Procedures: Putting it all together; collecting data, making a manufacturer’s spec your own, understand what goes where and how to figure it out.

Bonus!

During each session, someone will be on hand to answer questions about conversion of your in-house master spec to 6-9-digit numbering!

CSI Spokane November Seminar Ignites Enthusiastic Collaboration

An enthusiastic crowd, an excellent group of table sponsors, an experienced panel, an electric night!

CSI Spokane's first seminar featuring an evening round table discussion "Starting Early: Resolving Common CA Issues During the Design Phase" provided insight and valuable networking opportunities for all who attended. The seminar kicked off at 4:30 with an education session given by Lee Malmquist (Laticrete International) who discussed the TCNA (Tile Council of North America) Handbook Changes. Guests were given the opportunity to familiarize themselves with products and services provided by sponsors tables displayed around the room.

The Mirabeau Park Hotel served an excellent dinner and after a round of "quick-pitches" from our wonderful table sponsors, our electric round table discussion began. Our panelists provided excellent insight on the benefits of

working together, the value of a product representative who knows their product, the results of specifications that are too generic and the importance of ethics in today's economic bidding climate. One of the great benefits of CSI Spokane is the wealth of knowledge that our members bring to each meeting. "It was amazing

to have 40+ minutes of intense discussion that you can't get from other meetings," Greg Johnson, Aroua LLC. The People Make the Program, and this one was a HUGE success!

Faith Brown, CSI, CDT, Integrus Architecture, PS

A HUGE THANK YOU TO:

Our Sponsors

- Lee Malmquist, Laticrete International
- Tim Spencer, BASF
- Jeff Herrmann, Georgia Pacific
- Bill Alma, Building Systems Northwest
- Joel Rabe, L&W Supply – Building Specialties
- Georgia Spencer, Pacific Mat & Commercial Flooring

Our Round Table Participants:

- Doug Heyamoto, CSI AIA, NAC Architecture
- Dean Childs, CSI, CDC Hardware Consultants
- Tim Spencer, CSI, BASF
- Jeff Herrmann, CSI, Georgia Pacific



Ethics In Today's Economy

Continued from Round Table Discussion

The state of today's economy has practically every subcontractor and supplier bidding products at very low profit margins, and many times bidding products that are not specified. It presents challenges and issues after the bid is awarded. It's easy for the Architect

to reject the submittal, but the burden ultimately becomes the GC's responsibility to iron out the problem and correct it without a change to the contract amount. I agree 100% that relationships are built among Architects, suppliers, product representatives through

mutual trust, following through with what's promised, sharing a common design goal and fulfilling it.

*Doug Heyamoto, CSI AIA
CSI Spokane Immediate
Past-President*



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The seminar, last night was a non-competitive atmosphere that brought together product representatives, specification writers, contractors and architects; to express, in an open forum, how to transcend differences and work together early in the project design phase to make a successful project for the owner.

Kathryn Fuller, Integrus Architecture PS

Teaching an Old Dog New Tricks

The monthly meeting of the Spokane Chapter of CSI, held November 10th at the Mirabeau Park Hotel, included a lively panel discussion centered around **Common Construction Administration Issues** that enter into the process during design. The panel included Jeff Herrmann, Architectural Sales Manager for Georgia Pacific Gypsum, Tim Spencer, Sales Manager for BASF Wall Systems, Dean Childs, a local Independent Hardware Spec Writer and Doug Heyamoto, Associate Principal at NAC Architecture. The discussion ranged from a product representatives role in the design process, to specifications writing and substitution requests.

Jeff Herrmann spoke about the technical aspects of product selection and the need for product descriptions to be specific rather than general. Doug Heyamoto emphasized the need for products

representatives to make appointments and return calls with technical information in a timely manner. The panel discussed substitutions at length with Dean Childs commenting on Owner driven product selection that can make substitutions difficult. Tim Spencer spoke about the ethical challenges facing the construction industry in product representation, selection and substitution. The entire panel noted the increased pressure that a challenging economy has brought to the process of product selection, specification and substitution.

After more than 25 years of product sales and representation I realize that I never stop learning the value of relationships, ethics and the hard work involved in our industry.

Mike Kilgore, CSI
CSI Spokane Membership Chair



What CSI Member was married on 11-11-11? Answer on page 5.

Did you know

The proper location for your name tag is on your right! Think about it. When you go to shake hands which side of your body is easiest to see?



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