

SPECIGRAM

Newsletter of the Pittsburgh Chapter, Construction Specifications Institute

October, 2013

THIS MONTH

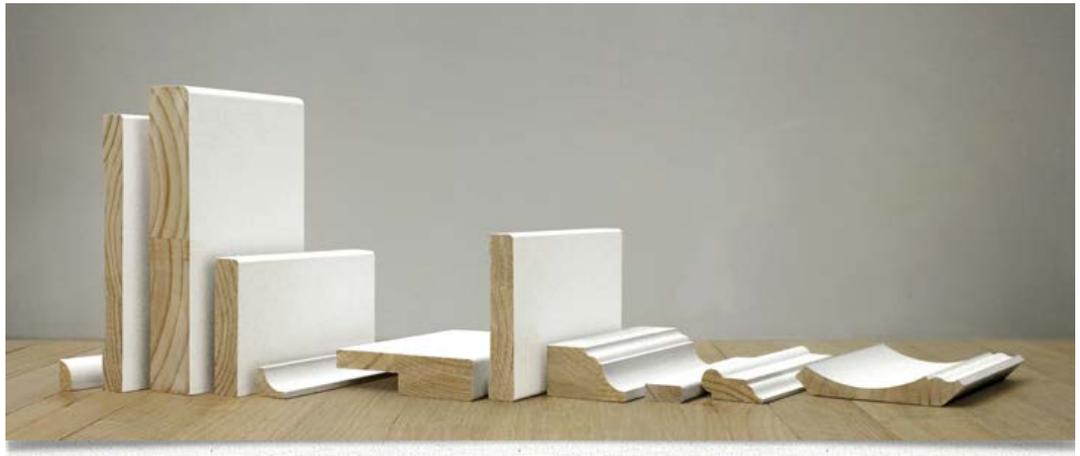
- President's Message pp.2-3
- Member Profile p.5
- Technical Seminar p.6
- Remembering Roger Mallory p.8
- 10 Things Specifiers Wish Product Reps Knew p.9

CSI Pittsburgh Chapter Mission Statement

1. To support and promote the mission and core values of the Institute.
2. To help its members perform their jobs better by providing education and promoting certification programs.
3. To provide an opportunity for networking to facilitate project team building.

October 8 Program

Reviving the Lost Art of Moldings



Presented by: Steve Kelly,

Product Specialist and Accredited Wood Specialist , Windsor One.

Steve has been with Windsor One over 3 years as the product specialist covering the Mid- Atlantic region.

Windsor Mill has been a leading manufacturer of interior and exterior trim since 1972.

-**Understand** the origin of classic molding design.

-**Learn** how moldings, used correctly, have the power to change the way people experience a room.

-**Rediscover** the lost art of crafting moldings.

-**Learn** how to specify historic moldings utilizing today's materials for lasting results and satisfied clients.

Location:

Cefalo's
428 Washington Ave.
Carnegie, PA

5:00 pm Social Time
5:30 pm Board Meeting
6:15 pm Dinner
7:00 pm Presentation

Cost: \$35/person

Reservations

to
MAZell@NationalGypsum.com
(412) 951-8715

President's Message

October 2013

Miki Vargo, Chapter
President



Happy BUC-tober, CSI Pittsburgh!

Hopefully by the time this newsletter hits the stands, our Pittsburgh Pirates will still be in the Playoff hunt.

I have just returned from Nashville from the **CONSTRUCT Institute Convention**. I know I said this last year, but you haven't attended an Institute Convention, you really need to. It's a great place to meet other fellow CSler's and industry members. The trade show held at the CONSTRUCT show is really remarkable. Each year I seem to find at least one product that I never heard of, that I think just makes sense and leaves you asking, why has no one thought of this before? The educational seminars are fantastic and appeal to all areas of the construction field. However, for me, the best part of the convention is

the leadership seminars. This year, our own member **Bob Schrock of PPG** headed a leadership panel discussion on Region Conference Planning. Bob, a member of several other chapters, recently fronted the Great Lakes Region Conference. Bob moderated a great discussion on how to host and plan for a successful region conference. Thanks, Bob, for sharing your time and experience with other CSI members from around the country.

Also at CONSTRUCT, I was honored to accept on behalf of our Chapter, our 10th **Outstanding Chapter Commendation (OCC) Award**. We were the only chapter in our Region to have received the Silver OCC this year. You should all be pretty proud of yourselves, because it is our members that make our chapter 'Outstanding.' Another award given by the Institute at CONSTRUCT is the Chapter Cup. This award is given to the chapter with the largest percentage growth in membership and/or the largest net membership growth. I know it may be a little naïve and ambitious, but I want our Chapter to win the Chapter Cup. If each member where to recruit just one person, we could do it. Which leads me to my next topic, **CSI's BOGO program**. Many of you are aware of the program and have taken advantage of it already, but for those of you who are unfamiliar with the BOGO, this is how it works. BOGO stands for Buy One Give One. For every new member a current member recruits to join a CSI Chapter, the recruiting member will receive a free Institute membership to give to another non-member. So basically, if you recruit a person to join, you can actually gain two new members. In order to partake in the BOGO program, just make sure the new recruit enters the recruiting member's name and membership number on their enrollment form. Enrollment Forms are available to download both on our www.csipittsburgh.org website along with the Institute's www.csinet.org website.

(continued on p.3)

President's Message (cont'd)

October 2013

Last month's program and tour of the **Scalo Solar Sunscape Demonstration Project** was pretty remarkable. Other than exploring the rooftop installations on what happened to be the hottest day in September in recent years, the tour and lecture were both interesting and informative. Michael Carnahan, Design and Operations Manager of Scalo Solar Solutions, LLC was our host and guide. Mr. Carnahan is very well versed in all things solar and green. His insight and commentary on the past, present and future of solar energy was quite thought provoking. Not only does the Scalo Solar Sunscape Demo Project offer research opportunities for local students they also offer comprehensive consulting services to our local design professionals should you need help with either selling a client on, or designing a building with either solar or vegetative roof systems. The facility located in Crafton is just one more example of the evolution of Pittsburgh and the amazing things our city has to offer.

This month's program, "**Reviving the Lost Art of Moldings,**" is a program I encourage all of you to attend. I have had the pleasure of seeing this program quite a few years ago and I was blown away by how informative and entertaining it was. Steve Kelly, Product Specialist with Windsor One, is a charismatic presenter who will take us on a journey through the evolution of wood and moldings. From the time of the Greeks, the Vitruvian Man, WWI and WWII to today, Steve will demonstrate how lumber has evolved from dimensional to nominal; and how today's moldings are far from the proportional, classic profiles of the past. He will give us architects a refresher on the significance of scale and proportion; and how moldings when used correctly, have the power to change the way people experience a room. I encourage anyone interested in history, woodworking/craftsmanship, and design in general to come and attend this presentation. I promise, you won't be disappointed. Plus, Windsor One products are available through our own Allegheny Millwork & Lumber.

Finally, I have some exciting news. The Pittsburgh Chapter has new, **permanent Name Badges** for sale. These new name tags include both the Pittsburgh Chapter Logo and new Institute tag line. They can be personalized by either marker or printed labels. The name tags come with a plain black lanyard but are also capable of having either a pin or magnetic fastener attached to the back, should you choose. The price has yet to be determined. In addition to the Pittsburgh custom name badges, we also are offering general CSI name badges which include the CSI logo in lieu of the Pittsburgh Chapter Logo. If you belong to multiple chapters and do not want to flaunt the amazing Pittsburgh Chapter logo at other chapter meetings, pick up a general CSI name badge as well. Those of us that attended the Nashville CONSTRUCT convention wore our new Pittsburgh name tags, and let me just say, there was quite a bit of envy going around. Make sure you ask to see the name tags at the October meeting. I'd also like to thank **former chapter V-P Don Gold**, for helping make these nametags happen. Don not only recommended our producer, Artcraft Printers, LLC, located in Latrobe, PA; but he also did a lot of leg work negotiating pricing and feasibility on our behalf. Thanks again, Don.

-Miki Vargo, Chapter President

MEMBERS-ONLY PRICING
FOR
ADVERTISING AND TABLETOP DISPLAYS

- Advertising on Website: \$50.00 for 1 year (must include digital artwork/layout of final image.)
- Advertising in Newsletter: \$50.00 for 1 year.
- Advertising on BOTH Website and Newsletter: \$75.00 for 1 year.
- Table top display during Social Time: \$50.00
- 3 minute product/business promotional speech at beginning of meeting: \$50.00.

A special welcome to our newest newsletter & website sponsor, ARDEX Americas.



**A big welcome to the newest member of the
CSI family!**

Cole Easton Telenko

Born October 1, 2013

19 inches

8 lbs 1 oz

**Cole is the second son for Josh and Sherri Telenko.
Big brother Blake turned 2 in June.**

Member Profile: Tracy Spencer

October 2013

Name: Tracy Spencer

Company: ATAS, International

Position: Product Representative

Tell us about your job: It is my responsibility to educate both contractors and architects about the proper use and installation of our metal roofing and siding products, in the WV and PA territories.

What part of your job do you most enjoy? The satisfaction I receive when I help architects and contractors complete a high quality project.

If you weren't a product representative, what would you be doing? Woodworking and building are my passions. So, I would definitely be doing something in the construction industry.

Tracy at Myrtle Beach



Tell us about your spouse/family: I have a wonderful wife and three children. My wife and I are currently learning how to enjoy our empty nest.

What year did you join CSI? I am a new member to the CSI family, having just joined this year.

Why did you join CSI? For the opportunity to meet fellow professionals within the industry and to continue my professional growth.

What do you see as the value of CSI membership? Having the opportunity to meet and collaborate with the decision makers within the industry.

What would you want somebody considering CSI membership to know? It allows you to foster relationships with others in your field with whom you otherwise would not have the time or opportunity to engage.

What CSI certification(s) have you achieved? I have not had the opportunity to achieve any certifications yet, however, my goal is to achieve my CDT within the year.

What is the funniest/oddest thing that has happened in your professional career? I once had a competitor ask his sales manager to hire me and move me to another territory in order to get me out of the market in which we both competed. (it almost worked!)

What would people be surprised to know about you? I am a skilled furniture/cabinet maker.

CSI PITTSBURGH TECHNICAL SEMINAR

October 2013

Thursday, November 21, 2013

Commercial Low-Slope Roofing Common Problems and Solutions

Presented by Florida Consulting

Kris Kennedy, AIA, RRC, RRO, CCS

Location: MBA of Western PA Headquarters

631 Iron City Drive, Pittsburgh, PA 15205

Cost: TBD

8:00 A.M. - Registration and Continental Breakfast

9:00 A.M. - Presentation.

This presentation will earn 1.5 AIA CEUs.

Pittsburgh Chapter Officers

President

Ms. Michaelleen Vargo, CSI, LEED AP BD+C
Gerard Associates Architects, LLC

Phone: 412-566-1531

mdvargo@gerardassociatesarchitects.com

1st Vice President

Mr. Bill Vernon, CSI
Renaissance 3 Architects

Phone: 412-630-9166

bjv@R3a.com

2nd Vice President

Mr. Richard Strayer, CSI
Maffei Strayer Furnishings

Phone: 412-630-9166

rstrayer@mstrayerfurn.com

Secretary

Mr. Dennis Buirge, CSI, CCS, CCA

thespecden@gmail.com

Treasurer

Ms. Gail Nagie, CSI, CDT

Phone: 724-622-6301

gailnaige@aol.com



AMERICAS

Allison Birkmeyer, CSI

Architectural Specialist – North East

Direct: 724-777-2799

Allison.Birkmeyer@ardexamericas.com

www.ardexamericas.com

ARDEX Tile and Stone Installation Systems

ARDEX MC™ Moisture Control Systems

ARDEX PANDOMO®

ARDEX Substrate Preparation Products

ARDEX Polished Concrete Systems

ARDEX ARDIFLO™ System

ARDEX Engineered Concrete Systems

September meeting - CSI Pittsburgh visits the Scalo Solar Sunscape Demonstration Project.

October 2013



Michael Carnahan, Design and Operations Manager of Scalo Solar Solutions, LLC was our host and guide.

Located in Crafton, the Scalo Solar Sunscape Demo Project not only offers research opportunities for local students but also comprehensive consulting services to local design professionals for solar or vegetative roof systems.

Remembering Roger Mallory

October 2013

A year ago in October of 2012 the Chapter lost a long-time member with the passing of Roger Mallory. Roger was President of CSI Pittsburgh from 1994 to 1996.

Born in 1939, Roger was a graduate of Carnegie Tech in Architecture, and later taught architectural design there. He worked at Duquesne University in the facilities department in the mid-1960's, where he met the great modernist architect Ludwig Mies Van Der Rohe when Mies was designing the Mellon Hall of Science for the Duquesne campus.

Roger also had occasion to make the acquaintance of Edgar Kaufmann, Jr. such that Kaufmann invited him to come swimming at Fallingwater.

Later, Roger worked at Valentour English as a specifications writer. In the late 1980's, Roger came to WTW to replace Charlie Brown who had left to go into partnership in his own firm. WTW is where I got to know Roger and I spent a year working as his understudy. I remember that he would often say, with a twinkle in his eye, after a long day, "I'm specked out." He enjoyed this little witticism with its double meaning.

After a year at WTW, Roger went to Burt Hill, and then subsequently went into private practice as a specifications consultant.

Those of us who knew Roger fairly well remember how totally devastated he was after the accidental death of his son Jesse, 15 years old, in 1988. Roger was a divorcee and his ex-wife had subsequently passed away. Jesse was his only child.

In an eerie turn of events, Roger himself died almost 24 years to the day after his son was killed.

CSI Academies

[learn more, or register now](#)

March 27-29, 2014, Indianapolis

What are the Academies?

For more than 60 years, CSI has focused on improving construction communication between architects, specifiers, product reps and others to save money, time and stress for all the parties. The CSI Academies teach construction industry skills that can improve your performance.

Product Representative Academy (PRA)

Contract Administrator Academy (CAA)

Construction Specifier Academy (CSA)

10 Things Specifiers Wish Product Reps Knew

CSI asked members who are Certified Construction Specifiers (CCS) what they wish the reps calling on them knew:

- 1. Get to Know Me and the Firm:** “I get calls all the time from representatives who want to do a lunch-and-learn in my office with a product that I will never specify.”
- 2. Know What Information to Provide, and When:** “I wish that product reps knew when the appropriate time is to contact an architect regarding a project and propose their product for use on that project.”
- 3. Know What Division 01 Says About Your Substitution Request:** “Substitutions are all too often attempted during the submittal process when it's too late to get them approved.”
- 4. Know Your Product & Your Product Literature:** “Product reps need to understand why testing to meet referenced standards is important to getting their product specified.”
- 5. Write Good Guide Specifications:** “99% of manufacturer-provided guide specifications are bad!”
- 6. Be Honest About Your Product’s Limitations:** “Tell me the real information about the product – not the sales pitch.”
- 7. Know the Competition’s Products:** “A product rep needs to know his competition’s products almost as well as his own.”
- 8. ... But Don’t Trash the Competition:** “I do not want to listen to you run down a competitor.”
- 9. Teach About Your Industry, Don’t Sell Your Product:** “Architects really appreciate the opportunity to earn learning units when product representatives talk about the latest developments in the industries they represent.”
- 10. Join CSI and Get Your CDT and CCPR:** “Knowing you have that understanding adds a level of respect and trust instantly.” “Get your CSI credentials so I know you know what I need to know!”

CSI Pittsburgh Student Outreach continues:

With a presentation tentatively schedule for **Tuesday, November 5, 2013**, at **Carnegie Mellon University Department of Architecture**.

Dennis Buirge will once again be presenting “**Specifications for Non-Specification Writers.**”

All Chapter members are encouraged to come out for the presentation and meet the students afterwards.

For more information, contact Mike Moyta at Design 3 Architecture M.Moyta@d3a.com 412-373-2220



Summer Golf Outing August 29, 2013

The Chapter Golf Outing was held at Strawberry Ridge Golf Course in Harmony, PA.

In the accompanying photo, left to right is Roger Dunlap, Marty Thornton and Patrick Harding.

Next Month...

November 12, 2013 Chapter Meeting

Joint meeting with ASHRAE



HVAC Control System Design and Specification Guidelines

Presentation by:

Sam Tascarella, Sr. Mechanical Engineer at CDM Smith
Marc Mondor, Principal at evolveEA

- **Designing the control system for the customer and the building's purpose.**
 - **Control Design Considerations.**
 - **Specifying user access / system interface.**
 - **Specification Details that need to be included.**
 - **LEED considerations and Commissioning**