

THE MEMPHIS

PERSPECTIVE

September Edition

WWW.CSIMEMPHIS.ORG

2010



Understanding EIFS Drainage

RANDY CAMPBELL
Parex, USA

This Month:

Product Substitutions * Maximizing Memberships * GSR Leadership Meeting
Service to Our Country * Can You Find It?

All About...

THE INSTITUTE

The Construction Specifications Institute
110 South Union Street, Suite 100
Alexandria, VA 22314
www.csinet.org

Founded in 1948, the Construction Specifications Institute is a not-for-profit technical organization dedicated to the advancement of construction technology through communication, research, education and service. CSI serves the interests of architects, engineers, specifiers, contractors, product manufacturers and others in the construction industry.

THE MAGAZINE

The Memphis PerSPECTive is published ten times a year by the Memphis Chapter of the Construction Specifications Institute. Appearance of products or services, name or editorial copy does not constitute an endorsement by the Memphis Chapter of CSI nor any of its members.

Circulation of *The Memphis PerSPECTive* includes over 275 people consisting of members of the Memphis Chapter of CSI, members of the Memphis AIA Chapter, CSI Regional editors, the CSI Institute and other interested persons nationwide. To be included on future mailings, forward your name and address and a check for \$25.00 to the following address:

The Memphis PerSPECTive
P.O. Box 172349
Memphis, TN 38187-2349

You may also access a complimentary copy of *The Memphis PerSPECTive* online at www.csimemphis.org.

MEMBERSHIP

Architects, engineers, contractors, and manufacturers—14,000 members strong—are in touch with one another through their Construction Specifications Institute membership. CSI provides contacts in the construction industry as well as provides you up-to-date information to help you do your job efficiently and effectively. Yearly Institute membership fee for Professional, Industry, or Associate is \$240 plus \$40 Memphis Chapter fee = \$280; Institute membership fee for Intermediate is \$115 plus \$40 Memphis Chapter fee = \$155.00; and Institute membership fee for students is \$27 plus \$10 Memphis Chapter = \$37.

Membership Info. - Nikole Daniels (901) 261-1505
Email: ndaniels@selftucker.com

For contact information on any Board Member or Committee Chair, see inside the back cover for a complete listing including phone and fax numbers as well as available email addresses.

SUBMITTING ARTICLES

Readers are encouraged to submit articles of interest within the construction industry for publishing. Articles on individual projects whether currently in design, under construction, or recently completed are encouraged.

Any article and its related images must be submitted **before the 20th of the month preceding publication** in order to meet production deadlines. Any printed articles, photos or program inserts should be forwarded to:

The Memphis PerSPECTive
Attn: Duke Walker
612 North 5th Street
Memphis, TN 38107
or
dukeonbass@att.net

Articles and images should be submitted in electronic format via digital media or email.

Microsoft Word documents are strongly preferred for articles, minus tabs and any other formatting. All images must include a date and caption. If printed photographs are submitted, please include SASE

Magazine Info. Contact - Duke Walker 901-355-6208

Email: Dukeonbass@att.net

MAGAZINE ADVERTISING

The advertising rates for 10 issues of *The Memphis PerSPECTive* in printed version and as published on the CSI Memphis Chapter website (www.csimemphis.org) are as follows:

	5 Issues	10 Issues
One-Eighth Page	\$125	\$215
One-Fourth Page	\$245	\$430
One-Third Page	\$330	\$575
One-Half Page	\$490	\$860
Full Page	\$900	\$1,600

Get your company's name in front of a variety of industry professionals—check out our magazine's circulation.

Advertising Info. Contact - Jay Sweeney (901) 260-967
Email: jsweeney@trojungbrannen.com

Tabletop Displays at Monthly Meetings

At each monthly meeting, the Chapter encourages Industry Members to provide a table display of their product and/or services for inspection and education of those attending the meeting. After the meal and prior to the program, the displayer will be given five minutes to address the group. The table display is also encouraged to be represented during the social hour and after the program for any questions by the attendees.

The presentation fee for this time is \$25.00.

Table Top Info. - Danny Clark 901-774-8150
Email: ndidanny@bellsouth.net



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CSI Memphis September Meeting

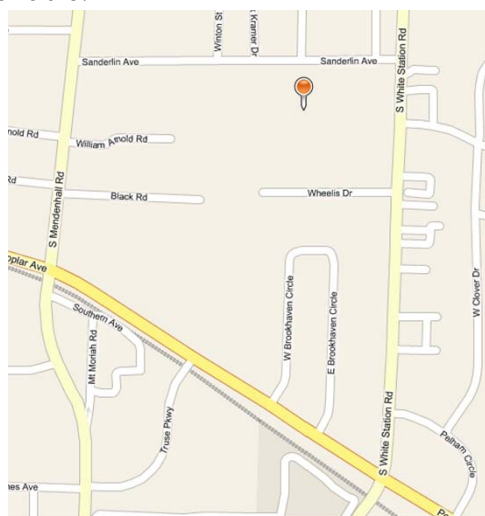
EIFS with Drainage

Presented by Randy Campbell, Parex USA

CEU: 1

This presentation presents the facts about EIFS with drainage, including:

- a. recognition of the circumstances that have precipitated the popularity of the system;
- b. definition of the basic components of the system;
- c. consideration of the benefits and limitations of the system;
- d. accessibility to code changes that have a bearing on EIFS specifications; and
- e. consideration of the types of EIFS with drainage systems that are available.



Thank you for your continued support and dedication to CSI and the Memphis Chapter. We look forward to seeing you for the meeting.

PS Remember to wear your pin!

Please visit csimemphis.org for information on all chapter activities

September 2010

Schedule at a Glance:

September

Sept. 16: Board Meeting 4PM
Chapter Meeting—Dinner 5:30PM,
Program 6:30PM Racquet Club

October

Oct. 21: Board Meeting 4PM
Chapter Meeting—Dinner 5:30PM,
Program 6:30PM Racquet Club

Sun	Mon	Tue	Wed	Thu	Fri	Sat
			1	2	3	4
5	6	7	8	9	10	11
12	13	14	15	16 	17	18
19	20	21	22	23	24	25
26	27	28	29	30		

'extradosed' page 10, July 2010

President's Message

The August meeting is behind us and we are moving on. The Chapter Board Meeting concluded before the August Chapter Dinner meeting started and practically all Committee Chairs had reports. The Chapter is financially sound. Membership is stable and we are expected to gain some new members this year. Chapter programs will be stronger than ever. In fact, we have more request than ever from presenters to present a program. Most programs will be learning unit approved.

The program for September, not confirmed at this time, will be a presentation by USGBC (United States Green Building Council), SIP (Structural Insulated Panels), or historic preservation (Victorian Village). Please watch for announcements to come concerning the September program.

CDT certification classes are taking place at ITT Tech. If you are interested in attending or teaching a class, contact Edith Washington at edithconnects@aol.com. I taught one night and found it to be very rewarding. The deadline to make application for testing is nearing. Check with Edith for specific dates or go on line to www.csinet.org.

An Ad-Hoc committee was formed at the August board meeting to do some discovery about joining with the Home Builders Association trade show. More information about this will be presented after the committee has a chance to fulfill their duties.

Let's remember the Products Display Show in March. We should all start now to create interest in the show and promote booths. Ron Roberts and his committee seek your help. Talk to your product reps, vendors, sales persons, insurance companies, bonding companies, and any other construction related company you may come in contact. Inform them of our show and ask them to buy a booth. Call Ron Roberts for more information at (901)850-1367 or email at ronr5929@yahoo.com.

Let's also remember the Golf Tournament on September 27th. The tournament this year supports the Dempsie B Morrison Scholarship Fund for U of M Architectural students. You can contact Ron Spurlin at (901)755-9400 or email at rspurlin@brick.com. There is a Hole-In-One contest this year with a grand prize of \$10,000. There will be three other chances for hole-in-one prizes (flat screen TV, Callaway clubs and bag, and trip for two). A putting contest to win \$250 cash will be conducted. The registration form will be on the Memphis Chapter website by August 23rd. Just go to www.csimemphis.org and find the link for the registration form. You will also be able to use PayPal.

I want to thank all of the Officers, Board of Directors, Committee Chair and Co-Chairs, and special Ad-Hoc committee members for their service to CSI -The Memphis Chapter. Without your efforts day in and day out throughout the year our Chapter would not be a success. I mentioned apprecia



*Charles F. Cooper, CSI, CCCA
President-The CSI Memphis Chapter*

tion in the August Chapter meeting. I sincerely appreciate each and every one of you for your help and support. I am proud of our Chapter and I want you to be also. As a team we will work each month to make this the best Chapter in the region. We do this so each and every member can view their investment in the Chapter as meaningful, personally and professionally. As Pam Davidson said so much last year our Members are important and we must support them. Support means great leadership.

So, Members if there is anything you need, questions you might have, suggestions, comments, criticism or help you want to offer, contact one of your officers or committee chairs. Our names, positions and contact information are found in the Memphis PerSPECTive magazine or go on line to www.csimemphis.org.

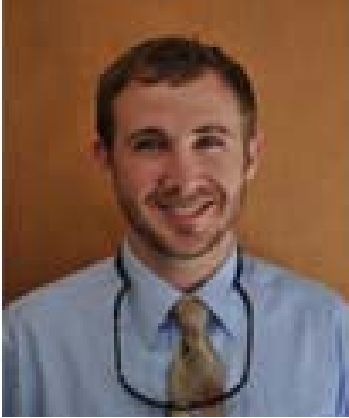
We look forward to seeing you at our chapter dinner meeting, September 16th. The meeting place is at the Racquet Club on Sanderlin. Our social hour starts at 5:30 p.m., dinner served at 6:00 p.m. and the program starts at 7:00 p.m. To make reservations please call 261-4671 or email pdavidson@allenhoshall.com. Reservation should be made by September 14th by 3:00 p.m. Dinner cost is \$20.00 for members and non-members and \$10 for students. Cash or check at the door or go on line for pay-pal at www.csimemphis.org. Spouses are always welcome to attend. **Remember no shows will be billed.**

Who are we? WE ARE CSI- **THE MEMPHIS CHAPTER!**

*Charles F. Cooper, CSI, CCCA
President-The CSI Memphis Chapter*



Student Affiliate News



*Dustin Collins
CSI-Memphis Student
Affiliate Chapter President
The University of Memphis*

It's that time of year again. The days are getting shorter and cooler and we're about to begin another academic year here at the U of M. We are re-grouping after being scattered about for the summer and are currently cooking up some plans to promote our chapter to the new incoming students. We are also looking forward to getting to know our new sibling chapter at ITT Tech and hope this provides even more avenues for us to net-

work with each other and grow our emerging professional basis from strictly architecture into all fields of construction. After all, that's what CSI is all about. This year is no doubt going to bring some welcomed and needed changes to our student body.

A few of our officers were fortunate enough to attend the Gulf States Regional Leadership Conference in Huntsville this past month. It was a great time and we

picked up on some new ideas for how best to take our chapter into a year of growth. The overall theme was "fishing for new members" and we realized the importance of strengthening and growing our student body in order to provide CSI with ongoing new membership for years to come. The golf tournament attached to the conference had to be one of the highlights for me. Mr. Cooper and I were on a team in the scramble and took second place! We are also really looking forward to participating in the Dempsie B. Morrison Scholarship Tournament in September by recruiting players and volunteering to assist in whatever is needed.

Last week five of our students attended the monthly CSI meeting at the Racquet Club and enjoyed a good meal, great company and heard a presentation on the importance of moisture barriers. This kind of specific and in-depth topic is one of the many resources that enrich our education and give a CSI-S student the edge over others. We are really looking forward to attending the upcoming meetings.

Its going to be a great year and we will keep you all posted as the semester progresses and as always, thank you for your ongoing interest and support!

Dustin Collins

THEY ARE OFF AND RUNNING! ITT TECHNICAL INSTITUTE - CSI STUDENT AFFILIATE

Memphis Chapter CSI has organized its second student affiliate. There are now 11 CSI Student Members at ITT Technical Institute. All of the members have completed, or are close to completing their Associate Degrees in Computer Aided Drafting (CAD). Four of the students are majoring in construction management. The students are enthusiastically supported by Dr. Lee Niles, Dean and Faculty Advisor and School of Drafting and Design Chair, Ms. Charity Hill. Representatives from ITT have attended four chapter meetings and two students attended the Gulf States Region Conference in Huntsville, Alabama.

The start of this affiliate actually began on a horse ranch. Earlier this year, Janya Roland thought she had found a place to board her horse. When she arrived at the ranch, little did she know that she had just entered the domain of one of CSI's most enthusiastic and dedicated members, Wally Bostelmann. The conversation moved from horses to careers and Wally learned that she was pursuing a career in design and construction. That conversation was the seed for what would become the new Student Affiliate at ITT Technical Institute.

2009 Chapter President Pam Davidson, along with Education Chairman, Harvey Wilmoth, Wally Bostelmann

and Ron Roberts visited ITT and met with Dean Niles and Advisor Charity Hill. Students were encouraged to attend the winter CDT preparation class sponsored by Memphis CSI. In addition to those attending the winter class at least eight students attended a spring class held at ITT and taught by chapter volunteers. Some members of this class will be taking the September CDT Examination. Edith Washington, Harvey Wilmoth, Rachel Gardner and Charles Cooper have all assisted with the ITT CDT classes.

ITT Student Affiliate Officers include Pele Chaffins (President), Janya Roland (Vice President) and Bernard Boone (Secretary). Other affiliate members are: Todd Adkins, Jermaine Buchanan, Angela Cassidy, Glen Easley, Venessa Hennings, Xavier Houston, David Roberts, and Thadrack Webster. Chapter advisors to the ITT Student Affiliate are Edith Washington, FCSI, CCS and Dirk Veteto.

Memphis CSI members, Dirk Veteto, Ron Roberts, Edith Washington, and Wally Bostelmann serve on the ITT Technical Institute School of Drafting and Design Advisory Board. The Board plays a vital role in identifying trends that impact the profession, as well as identifying

(CONT'D P7)

PRODUCT SUBSTITUTIONS:

This article is related to documents required for submission prior to or, if allowed, when construction activity has fully commenced. Product substitutions are noted in the General Conditions with specific requirements noted in the Instructions to Bidders or in Division 01 General Requirements. The individual specification sections will detail the specific submittal substitution requirements.

A Substitution in construction terms is simply proposing one product not named in the specification for another product that is named in the specification. This activity is typically a request made by the bidding contractor(s) or subcontractor(s). Specifiers often prefer to include certain manufacturers and products that have a proven record of successful integration into their past projects. The specified product and manufacturer's production requirements become part of the specification. This is very important when specifying complicated systems or specific types of finishes (e.g. a specific metal panel finish or the color and texture of a tile). Use of the listed specified products usually means if those specified products and listed manufacturers are used there will be no unpleasant surprises.

The term "or equal" in contract specifications means the product contemplated is equal to the named specified product in all aspects of the materials' properties. This includes functionality and look. Architects commonly make appearance the focal point of product selection thus ensuring a conceptually consistent design. However, ALL aspects of the proposed equal product must be met in order to be considered truly equal. Generally speaking "or equal" products true substitutions and do not require the same level of attention precisely because they are listed or implied as listed in the specification. If the product is not listed as acceptable, it becomes a substitution by definition.

For example: there are four manufactures of drywall listed in the products section of the technical specification. The technical specification is composed around the first named product yet all three manufacturers make products with close to exact characteristics of the specified product. Consequently the bidding contractor has four "listed" manufacturers from which to base his bid: one specified and three equal products. If the contractor has determined for whatever reason he can obtain virtually the same material from a manufacturer who is not listed, manufacturer number five, then a substitution is born.

Substitutions are often pre-qualified. This means the bidding contractor is required to submit a request for substitution prior to submitting a bid. This is the pre-

ferred method by bidders because substitutions are generally at the bidders' risk. By the terms of most contracts the architect is in the position of granting approval for substitutions. If a bidder offers a bid with a less expensive substitution and it is rejected, the bidder could then stand to lose significant dollars. If granted consideration, request should be placed on an appropriate Substitution Form (such as the CSI Substitution Request Form) and include a side by side comparison of the specified vs. the proposed substitution. The form and evaluation should indicate any monetary benefit to the project if the substituted product is found to be acceptable as well as any schedule impact resulting from the products' use. This information allows the design team to determine if any design modifications are necessary due to the use of the substituted product. Once a product is pre-qualified, an addendum will be issued to all bidders of record informing them of this acceptable product thus allowing all bidding contractors the same opportunity to include the newly accepted product in their proposal.

In many cases there are modifications in design required by the substitution under consideration which will require some level of re-detailing. If this occurs any re-detailing cost will be at the expense of the substituting contractor. This means the contractor will be required to document all locations where the substitution occurs in the construction providing details of the substituted product in revised details found in the contract documents. Typically this will require new details not found in the contract documents, which would also be the responsibility of the substituting contractor to provide. These details allow a demonstrable depiction of the proposed product in context thus allowing a fair evaluation by the designer of the proposed substitution's acceptability.

Substitutions after bid, if allowed, have the same requirements as those that are pre-qualified. The substitution request should be placed on an appropriate Substitution Form (such as the aforementioned CSI Substitution Request Form) including a side by side comparison of the specified vs. the proposed substitution any monetary incentive to the project and any schedule impact.

There are many reasons for requesting substitutions. However, there are two main reasons, which are: monetary and availability. A monetary example would be in a value engineering exercise where significant savings are realized by substituting a more economically priced product with much the same characteristics in lieu of the specified product. The owner then could put the new found funds to other uses elsewhere in the project.



Availability issues can be because the product is no longer manufactured, thus no longer available or the specified product could have a long lead time. Availability in this context means the product is no longer available consequently the contractor can not obtain it. Long lead times often compromise the contractor's construction schedule and the owner's anticipated occupancy of the building.

Substitution due to availability should not be construed to mean the contractor is simply having a difficult time finding the specified product and wants to substitute for it to save time. Availability means: no longer available for purchase through no fault of the purchaser, in this case the contractor. This happens many times when project specifications have been generated and there is a time lag between compiling the contract documents and the start of construction. The product in question simply becomes replaced by a new model or is no longer manufactured. Availability assumes proper planning had occurred by the contractor prior to discovery of lead time as an issue to be an acceptable reason for requesting a substitution.

Substitutions have become more problematic with the advent of LEED based projects. LEED substitutions require a higher level of scrutiny due to the fact that there may be certification points that could be sacrificed because of the substitution. Conversely points could be gained. Recycled content and distance from project become real factors in evaluating substituted product acceptance.

Substitutions are necessary in our profession for various reasons and they occur with distinct regularity on almost every project. Substitutions should not be viewed as a negative but more of an opportunity to improve the project from both a quality and esthetic aspect. The process for substitutions will not be cumbersome if the contractor follows the requirements for the substitution and the designer promptly reviews and disposes of the request. Finally, the process can result in a win-win situation for the project when all of the factors are properly and systematically taken into consideration.

Hans Dietrich Faulhaber, AIA, CSI / TRO JIB



Memphis Chapter President Charles Cooper (seated front row) and Edith Washington (standing) conduct CDT class at ITT

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internships and employment opportunities for graduating students.

A Special Thanks to

The Memphis Chapter Board of Directors and Chapter members Wally Bostelmann, Dirk Veteto Ron Roberts, Edith Washington, Harvey Wilmoth, Rachel Gardner, and Charles Cooper for their on-going support of the new student affiliate. And to Dean Lee Niles and ITT Technical Institute for subsidizing student memberships and student delegates Region Conference attendance.

Edith Washington, FCSI, CCS



Gulf States Regional Leadership Conference

On August 13th & 14th, 2010, I too, along with 9 other members of our chapter, attended the Gulf States Regional Leadership Conference in Huntsville, AL. Unlike my first attempt to “network” with region members 4 years ago in New Orleans, this particular conference was far more enlightening, educational and just plain fun. Because I was somewhat “green” to CSI in general, the New Orleans GSR conference was a huge “learning curve”. The experience was, momentarily, a “b-b in a boxcar” identity crisis. At the time I knew very little about the inner workings of CSI chapters much less anyone connected with GSR. But, thanks to Ron Roberts, Rob Huserik and the genuine hospitality of the region members I met, my insignificance quickly changed to overwhelming acceptance.

My agreement to serve as Co-Chair of the Region Membership Committee with Sharon Helms (Chairperson) allowed me to participate in the membership committee presentation on Friday. This role expanded, not only my place in the region, but opened the door for me to “fit in” with the members on a greater level. Very quickly I found out that there are great, professional and fun loving individuals who are dutifully functioning in their positions. Several members soon became more than new contacts for networking but instead new friends.

As the conference unfolded, I made the decision to attend the seminars that targeted Planning, Education, Technical and Awards issues. For some reason, these four segments seemed to “jump off the page” in my direction. All four of the seminars were skillfully and professionally presented by seasoned CSI veterans. Each seminar provided me with new tidbits and insights that will be helpful in helping lead our chapter. It didn't take long for me to see how critical all areas of the chapter's operation are succinctly linked together. When each is properly functioning, the CSI Memphis chapter's “motor” runs smooth, quiet and powerful while fulfilling our goals.

But, none of the other “disciplines” within our chapter can be fruitful without membership. It goes without saying, but I'll say it anyway – membership is the most critical part of our chapter. Without active, vibrant members, CSI Memphis is nothing more than a lame excuse for existing. The region seminars began with emphasis on membership – the “hub” of all the other chapter “spokes”. Chapter disciplines like Planning, Awards, etc are only sustained through the cohesiveness of our members.

A challenge was made to all Gulf States Regional Chapters at the close of the membership presentation. A challenge to which I'm sure our chapter can tackle and conquer. Because our chapter represented approximately 14% of the total number of attendees at GSR Leadership, I'm confident we can stand up to the challenge to increase membership and secure a high level of retention over the next 9 months. We can “git-r-done” but it will take all of us. Not just the board members, committee members or long time veteran members but ALL of us. We are CSI Memphis- YOU are CSI Memphis. As a team, let's pick up the gauntlet and show the other chapters how it's done. As Charles Cooper has voiced – “who are we – CSI THE Memphis Chapter”. I look forward to working with everyone connected with CSI Memphis over the next 2 years, not only in our month-to-month issues but, to improve and increase our overall presence within the construction community.

*Submitted by: Dirk L. Veteto, CSI, EI
President Elect*

Note: Photos taken by John and Charlene Dunaway of the Mississippi Chapter.

Can You Find It?

Well there was not a winner in August. The word for August was “Tessellation” as found in the Construction Specifier on page 84 in the May 2010 issue. ‘Tessellation’ is the geometric term for dividing a surface into polygons (i.e. multi-sided shapes). The term comes from the Latin ‘tessellare’, meaning ‘to pave with tiles’. The use of tessellated surfaces appears to be a growing trend in contemporary architectural design.

Better luck in the next issue for ‘Can You Find It?’. I will have the editor place the word or phrase in a more conspicuous location.

Charles F Cooper, CSI, CCCA
President CSI Memphis Chapter

Editor's Note:

The word was indeed printed in last month's edition in the footer on page 9. I will make it a bit less hard to find this month!!

GSR Leadership Images



Memphis Chapter President, Charles Cooper, attends GSR Board meeting.



Floyd Sterling, GSR President, welcomes attendees to the 2010 GSR Leadership Conference.



Huntsville Chapter Conference committee receives "congrats" for a job well done!



Kent Kile, CSI member of Nashville and Memphis Chapters, presents report on the Region Education Affairs Committee.



Attendees enjoy luncheon - can you spot the Memphis members?

GSR LEADERSHIP CONFERENCE

President's Perspective

After attending the GSR Leadership Meeting I have had time to pull my thoughts together, somewhat. The two day meeting is crammed with multiple and sometimes overlapping learning opportunities. You have to prioritize and choose the seminar or seminars that best suits your comfort level or your current leadership role in the Chapter. We (The Memphis Chapter) had 8 persons attending including three U of Memphis affiliate chapter students. Also in attendance were 2 students from ITT Technical. In total we had 10 in attendance at the Leadership Meeting. Again, Memphis shines with the largest number of attendees. Well, we will have to share the honors with the Nashville Chapter, as they had 10 attendees also. With a total GSR attendance of 75, Memphis and Nashville represented approximately 26% of the total attendance.

The Leadership Meeting is an excellent place for our Chapter leaders to learn their duties and rolls for their leadership positions. Memphis has an excellent Operating Guide and former leaders that can step in to be mentors and teach the new incoming leaders, but the GSR Leadership Meeting each year is an excellent resource for developing new leaders. Our new leaders can attend the specific seminar designed for their roll in our Chapter. The sharing of information and net-working is truly invaluable. In my opinion, it should be mandatory that all officers and committee chairs attend the GSR Leadership Meeting each year. As an emerging professional this meeting will kick start your leadership role in your chapter. I have heard comments from some new members who are considered to be first timers or emerging professionals in our chapter that they do not want to get involved until they have a few years under their belt on the local level. This GSR Leadership Meeting serves that purpose, to help you get started quicker.

Membership was an important issue on the GSR Leadership Meeting agenda. Nationally CSI is losing members (approximately 10% each year) and there are many causes. The fact, that we have more 50 year olds or older, is very alarming. We need more youth. CSI, The Gulf States Region and the Memphis Chapter are working hard to develop programs to appeal to the new emerging professionals. The programs would be designed to compliment the lifestyles of emerging professional with lunch meetings in lieu of evening meetings for example.

On a final note about the GSR Leadership meeting, The Memphis Chapter is on target and message. We are doing everything and more in relation to chapter leadership. Everything taught by topic or leadership role at the Huntsville meeting is being carried out by The Memphis Chapter. Okay, we are not perfect. Each attendee brought back something we can use to improve our chapter. You will be reading their reports in the PerSPECTive. The students, in attendance, were absorbing it all. Remember the importance of membership as noted above. Students are the key to the future of CSI.

*Charles F. Cooper, CSI, CCCA
President-The CSI Memphis Chapter*

HATS OFF TO HUNTSVILLE

What else can you say? The seven or eight that got together and put the pieces where they belong did a great job.

WHAT A GREAT ARRAY OF FOOD FOR THE MIXER!!!!

I was able to attend "Awards", "Fund raiser", "Education", LUNCH, "Academic Affairs", "Leadership" and "General Membership Meeting".

The real "show-stopper" was our very own "Dirk-the-jerk" laying everyone on their sides with laughter, as he did a great job of fishing for the new members. I thought for a few minutes that someone had found a new "Redd Foxx".

What a deal Dirk, as I told you, "no more hiding that energy!!"

In the Awards session we heard that the Institute is changing the Chapter Awards forms. We asked the leader to send a strong message back to institute that we work all year in following the current form for submittal and for them to finish it and have it ready for next year, not this.

We were all urged to have our chapters get going on submittals as we all have people that should be getting submitted. We were urged to get our CSI Bios up to date, to help facilitate submittals.

Many different avenues were suggested for Education and Programs. It was felt by some that the younger folks like the noon meetings as this lets them free to be with the working wife and the kids, in the evenings.

Field trips, workshop demos, and invite, invite and invite to the meetings. CEU are getting to be a must for some to attend.

The "Fund Raiser" session had a few new adders to hook on to the Product Shows. Make sure that you have seminars that are CEU certified. When inviting to a fund raising activity it might to good to go by the offices with some fresh donuts to put next to your invite.

Different ways for "running" the product shows were discussed.

The Leadership session was filled with examples of correct management and alignments of your chapter for better understanding of what the Chapter was having as its goals.

The Academic Affairs session was very informative to those getting involved for the first time and for the old heads to share success and failure stories.

Again, Huntsville did a great job and the facilities were really nice. I always keep forgetting to take along a light jacket when we meet in the Hotels as we seem to get stuck in the meat aging coolers.

Wally Bostelmann FCSI Em.



The Dempse B. Morrison Scholarship Fund Golf Tournament
 Presented by the
 Construction Specifications Institute

Memphis Chapter



Golf Tournament

'10

at the
 Olive Branch Country Club

Monday, September 27, 2010
 Shotgun start at 1:00pm

Entry Fee:

- \$85.00 Per Golfer (includes dinner)
- \$340.00 Per Team
- \$15.00 for dinner only

Needed: (Check all that apply)

- Volunteers
- Door Prizes from Suppliers
- \$125.00 Hole Sponsor
(2 signs per hole)
- \$125.00 Longest Drive
Sponsor (4 available)
- \$125.00 Closest to the
Hole Sponsor (4 available)

Company	Name	Phone
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<input type="text"/>	<input type="text"/>	<input type="text"/>

PLAYER OPTION # 1
 (\$20 Per Player)
 Putting Contest (\$250 Prize)
 and
 2 Mulligans

PLAYER OPTION # 2
 (\$10 Per Player)
 Putting Contest (\$250 Prize)

PLAYER OPTION # 3
 (\$10 Per Player)
 2 Mulligans

Good Times, Fun,
 and Fellowship

Prizes

Cash Prizes for the First,
 Second, and Third Flight
 winning teams

Longest Drive and
 Closest to the Hole Prizes

Door Prizes

Hole In One Contest
 \$10,000 Prize

Dinner and awards will be
 provided after the
 Tournament

Lunch will be
 available at the club on
 your own



For more information or to register Ron Spurlin: 901.755.9400 (voice) or 901.755.6502 (fax)

BRING YOUR OWN TEAM OR WE WILL PUT YOU ON ONE!

Make checks payable to CSI Memphis Chapter in advance or at the door.
 Pay via PayPal at www.csimemphis.org

Mail form and entry fee to:

Ron Spurlin
 c/o CSI Memphis Golf Tournament
 9400 Macon Road
 Cordova, Tennessee 38016-6548

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All proceeds after expenses will be donated to the Dempse B. Morrison Scholarship Fund, Inc.
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CURMUDGEON'S CORNER

I recently received an e-mail from my local IMI (International Masonry Institute) representative, saying that she would be retiring in a few weeks. Even though I had known her all the twenty-plus years I have been a CSI member, and knew we were about the same age, it was a bit of a shock. After trying to convince her not to retire (not very hard), I thought about other favorite product reps - my go-to guys, some of whom retired or lost their jobs in the past couple of years.

Specifiers have a simple job: to know everything about everything. Which is interesting, given that they not only must try to keep up with new products and changes in old ones, but must somehow divine what it is that the rest of the project team has in mind. Of course it's impossible to know everything, so what they do know is phone numbers for their go-to guys. These are the people who have the right answer or know where to get it, help extract information from manufacturers' labyrinthine websites, respond quickly, and appear to remain unfazed by calls made just days - or hours - before bidding documents are issued. They're the ones who know not only their own products but those of competitors, and are able to offer advice about installation, maintenance, potential problems, and corrective measures for defects or failures beyond their control.

Thanks to years of experience, both good and bad, when I meet new reps I quickly develop a feel for their experience and knowledge, and my BS meter occasionally warns me that I'm not likely to get the straight scoop from a particular rep. I may call them later, but I remain uncertain about the value of what they say. One thing that gives new product reps, if not instant credibility, a big step in that direction, is three letters on their business cards. You might think I mean CSI, but what I look for first is CDT; if I see both CSI and CDT, we're ready to rock! If the CDT isn't there, before they leave, they get a quick and friendly lecture about the value of CDT to a specifier. And if they are CDTs, I tell them how much I appreciate their efforts to understand construction documents. Although my go-to guys don't have to be CDT or CSI members, most of them are. Not all of my go-to guys are product reps. Many of them are specifiers, architects, engineers, and others whom I trust in the same way as the product reps. Some of them I know only through online forums, but, as is the case with the product reps, most of them are CSI members.

I often am amazed at how personal business can be. In theory, you can get good information from any product rep, from any company's customer service department, or from any company's literature or website. And, also in theory, you'll get the same excellent support from those same sources. That being the case, I find it

strange that a particular brand of hardware or roofing, for example, is dominant in one area while virtually unused in another. If one hospital or university believes it is the best option, why is it dismissed elsewhere?

The answer, unfortunately, is something that can't successfully be specified, but is realized only through personal relationships. It's the experience, knowledge, and trust that come from knowing that the person you're dealing with is someone you'll work with again, and will be there when needed. It's easy to specify that a manufacturer must have 24-hour service, or maintain a local parts center, but once the final payment has been made there isn't much an owner can do if those post-completion requirements disappear.

Perhaps more important is the confidence that this person will be not only honest, but will tell the whole truth. There are few things that will build credibility more quickly than a suggestion that the manufacturer's product may not be the right one for the job.

Just a few days ago, I put my network to the test. I got a call from one of our construction administrators, something about fireproofing. I thought I knew the answer, but to make sure I called my fireproofing go-to guy. She was on vacation, but answering machine included the name and phone number of someone who would fill in for her. A nice touch, better than the usual "press zero and take your chances."

At this point, one of Murphy's laws kicked in; the less time you have to get an answer, the more difficult it will be to find a person with the answer. I called the backup person and got another answering machine, this one telling me only that the person I called was not available; no indication of when he would be back or how to contact anyone else. My next move was to pull up CSI's online member database, and search for people who worked for the fireproofing company. Several names appeared, and I recognized one of them as a person I had worked with several years ago and, fortunately, one of my go-to guys from that time. He was in, and was able to confirm my belief immediately.

Another recent experience, which also started with a call from a construction administrator, confirmed the value of go-to guys. This one involved a proposed substitution for a specified joint sealant. Again, my go-to guy wasn't available, but this time, instead of looking for another CSI member, I called the manufacturer's customer service number. During the conversation, the person who took the call told me several interesting things; among them that the company does not provide information about expected life of their products, and that there is little difference between polyurethane and silicone sealants. I asked for a recommendation for use with masonry, and was given the name of a specific product. While we were talking, I pulled up the data sheet from the manufacturer's **(CONT'D P13)**

SERVICE TO OUR COUNTRY



Dan Brewer after graduating from the University of Memphis in May of 1966 was invited at age 24 to serve in the United States Army. After completing Basic Training and Advanced Combat Engineer Training at Fort Leonardwood, Missouri I received orders from the Commanding General of the Fifth Army Division to report to Fort Sheridan, Ill. I was assigned to work in the Post Engineers Post Office as a draftsman. The task involved planning and remodeling quite a few old civil war buildings to house the relocated Fifth Army Headquarters from Chicago to Fort Sheridan. It was great duty. I had almost more experience than the existing civilian staff. Great duty. I spent seven months playing architect. It was too good to be true in the light of what was going on in Viet Nam "AND" I had my pretty bride with me for several months. We had been married about six months before I had to go into the Army.

You guessed it my next duty station was a small Army base about 40 miles from Saigon, Viet Nam. I actually joined up with the Combat Engineer Group that I had trained with. Again I had more experience than my fellow men in the First Engineer Battalion. There was a real Engineer in charge of our team "A Civil Engineer". I spent the next 6 months drawing plans for military air strips, helicopter landing pads, bridges, bunkers, command headquarters, a tactical operations center and even latrines for the Division and The First Engineer Battalion as we moved from time to time in support of the First Infantry Division. It was good duty as long as the war activity was light. We dodged rocket fire during the Viet Nam TET Offensive and lived through the monsoon season for quite a while.

Having survived Viet Nam, I was transferred to a base near Seoul, Korea for the last several months of my tour of duty. There was no real need for my skills. I spent much of that time drawing maps and charts and at times had to coordinate small construction projects with local Korean help on the base. I also was able to see a lot of Korea with my job and on week ends too. Those months

in Korea were needed because it gave me time to readjust to the real world before coming home to my wife of almost two years.

My experiences were not all military. There are good memories of the soldiers I served with and the local people I met and also worked with. There was a lot of bonding, and some very fun times. At age 24 I saw and experienced many situations that

were not expected nor would have been in my life any other way. I will always have the greatest respect for the military in support of our America and what we stand for.

CURMUDGEON (Cont'd)

website, and found that it made no mention of staining masonry, while another product specifically said that it was recommended for masonry. I asked about the second product, and was told, "Oh, you could use that one, too."

About then, I saw that I had another call coming in, from my go-to guy, so I took his call. He provided all the information I did not get from talking with the factory rep, recommended specific products, and discussed at length the differences between them. I couldn't help but compare my experience with the factory rep to that of buying a camera or computer from Target. The sales people are friendly and helpful, but their knowledge extends no further than the information printed on the outside of the box. Most calls I've made to manufacturers were much more satisfying, but I'll always prefer talking with someone I know to talking to a faceless person who might have started the same day.

There are times when I don't know anyone who is familiar with a given product. When that happens, my first stop is the member database, where I look first for certified members. When I find a likely source, I call and start by identifying myself as a CSI member, then go on to say that I found the person's name in the member database. Does that get me a better or faster answer? I'm not naïve enough to believe that every CDT or CSI member is going to be the go-to guy I need, but thus far I have not been put off or disappointed.

The longer I do this job, the more I know how much I don't know. So here's to the go-to guys who make it possible!

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RA, FCSI, CCS, CCCA, CSC

Maximizing Memberships: Hans Faulhaber



Hans Dietrich Faulhaber, AIA



ATTENTION: Please take advantage of our new online registration by visiting www.csimemphis.org to register for monthly membership meetings and programs.

Hans has been a member of CSI for over ten years and has served as the editor of the newsletter, with both Louis Medcalf and Duke Walker. He has been a contributing writer from time to time, joining CSI at the recommendation of Bill Kaiser and John Norman who at the time informed him that the best professional decision he could make would be to join. Hans admits without reservation they were correct and his professional life has been better off because of that membership. Hans is an adjunct faculty member at Southwest Tennessee Community College (formerly State Technical Institute at Memphis) where for the past 20 years he has taught a majority of the subjects offered in the Architectural Technology curriculum. Hans has been married to Marcia Clifton (Faulhaber) for 21 years. They have two children (see photo): Claire who is a sophomore at Kansas City Art Institute and William who is a 5th grade student at White Station Elementary School where Marcia is also the school librarian. Hans has been a board member of the Memphis Literacy Council and continues to volunteer for their annual book sale. His association with CSI has led to meeting many great folks among them Louis Medcalf and Duke Walker who both have been editors of the newsletter and members of Critical Path, a bluegrass and gospel band dedicated to playing music in service to the Lord. A little known fact about Hans: before attending architecture school he attended State Tech and had Dempsey Morrison as a drawing instructor. Hans encourages anyone who reads this to join CSI and become a member of the best professional organization dedicated to the building and construction arts. Currently Hans is a firm associate with TRO Jung Brannen, responsible for handling most of the construction administration for the firm

Chapter Membership Report

We are so excited for all the members that have chosen to renew your memberships! Thank You! Thank You! Thank You! Each of us play a significant role in the success of this chapter & we could not be the award winning Chapter that we are without YOU!

If you're still deciding whether or not you'll renew your membership, just remember that as a CSI member you enjoy many benefits:

- Increased technical knowledge, and being on the cutting edge of building trends
- Access to a network of cross-industry contacts and identifying new business opportunities
- Advancing your career – the CSI Career Center currently lists over 5000 targeted construction-related jobs
- Discounts on CSI certification exams, bookstore purchases, CONSTRUCT & The CSI Annual Convention registration, business shipping, insurance programs, and more.

A special note to any member that is 65 years or older: You get a discount if you been a member for at least 5 consecutive years! Please see me as soon as possible so you can take advantage of this.

If you have any membership related issues (CSI pins, membership renewals, etc), please feel free to contact me via email me at ndaniels@selftucker.com with CSI in the subject line or see me or my co-chair, Carey Ward at the sign-in desk at the Chapter meetings.

Thank you for continuing to help us grow!

Nikole H. Daniels, CSI, CCCA, Membership Chair



Memphis Chapter Leadership '10 -'11

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Asst. Editor	Ron Roberts	ronr5929@yahoo.com	(901) 850-1367	(901) 850-1367
Nomination	Dirk Veteto	dlveteto@yahoo.com	(901) 601-0694	
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