Knowledge for Creating & Sustaining the Built Environment
CSI Net - Home of The Construction Specifications Institute

LRCSI November Chapter Meeting

The 11th Hour Bid
What takes place that last hour before bid time?

Join us as Doyle Phillips, CCCA, CPE, CPC and his team of volunteers takes us on a journey into the bid room. Experience the thrill and stress of that last hour before the bid is due. Attendees will be divided into teams and will compete against each other to see who wins the bid. The teams will be equipped with a laptop and a spreadsheet with take-off items already filled in. All you need to do is analyze quotes and get your bid turned in on time. Join us for a fun-filled educational experience! I assure you that you will walk away with a better knowledge and understanding of this vital process!

Continuing Education: 1 AIA LU (non-HSW), 1 PDH, 1 CEH, 0.1 CEU
Cost: $10 per person

Reservations are due by noon on Tuesday, November 13. Payments can be made online at www.csilittlerock.org or by contacting Kara White at whitekdeane@yahoo.com or 501-765-5250
President’s Message

Leadership Seminar on Fundraising:

One of the critical components of a nonprofit organization is to be able to raise sufficient funds that ultimately will benefit its members. Every donation, whether it be from advertising, lunch meetings, tournaments or member dues, is an important piece of what makes our organization possible. One of the reasons our supporters contribute is because they believe in the CSI mission. Our acknowledgement of these individuals or companies is sometimes the only tangible return of their investment. In order to strengthen our fundraising for our Chapter, we need to familiarize ourselves with our sponsors and help them see how their contribution benefits and improves our industry and our professions.

Jerome Sorensen, AIA, CSI
WER Architects Planners
CSI Little Rock Chapter President 2012

Golf Report:

CSI would like to thank Kay Young, Sally Bowen, Allen Barnhardt, Jim Russenberger, Jimmy Klawetter, & Roshita Jordan for a very successful golf tournament. Eighteen teams participated in this years event. Christina Lecuyer helped to raise $872 for the Ray Echols Scholarship with the “Beat the Pro” Contest. Robert Arnold won two dozen golf balls in the Beat the Pro drawing. The winner of the tournament was the Bradco team of Ronnie Fewell, Ron Reynolds, Michael Reynolds, & Fletcher White. We thank all of our sponsors and volunteers.

The Construction Specifications Institute is a nationwide non-profit technical organization dedicated to the improvement of specifications and building practices in the construction industry through service, education and research. Founded in 1948, CSI provides a forum for architects, engineers, specification writers, contractors, suppliers and others in our industry. Membership is open to all who are involved in the built environment. Please contact Chapter membership Chairman, Kare White or any chapter officer listed on the “Officer, Directors and Committee Chairs” page of this newsletter.

No. 189
THE PRODUCT REPRESENTATIVE AS EDUCATOR
by Ralph Liebing, RA, CSI, CDT-- Cincinnati, OH

Information, appropriate to the need and with proper explanation and flexibility is the root and hallmark of education-- no matter the topic. Information enriches knowledge and provides a thick layer of bedrock substance used by designers, architects, contractors, engineers, etc. Lacking this, or holding but a mere snippet of information is fatal to project success.

There is big difference between “selling” and “informing”-- and the product rep needs to do both. Obviously the sale of the product is most valuable to the rep and the manufacturer he or she represents. The life blood is to make money from the sale of various products and accessories, in the largest quantity possible. This, of course, sustains the manufacturer[s], its stock holders and its staff including those at the product representative level.

But even the best of sales techniques is the adjunct function of value to all involved-- the conveyance of information and, if you will, “education”. And by the way while adjunct in status this function is a necessity! Almost another, “you can’t have one without the other!”

There is not to imply reps are generally wrong in their approach, but rather that they can help themselves as well as the design professionals, if they carry an increment of “education” in their minds. With ever increasing numbers of construction personnel who do not know the basics of the products of all types, and sizes, and raw material, reps, if prepared can fill-in many of the blanks. This will make the design side a better and more flexible work unit who correctly uses and understand, in turn, allows for quicker ordering, manufacture, etc.-- and a better set of products better fitted together.

We cannot continue to overlook or misuse products simply because we don’t know enough about them. And this includes the small details, nuances, fabrication and installation. But there are few sources for this information in the academic climate. You will find people who do not know the difference between an extrusion and a rolled section; alkyd and acrylic, etc. Many only know products by part numbers in catalogs; nothing about making frames or other complexes.

So it would seem most prudent and helpful where product representatives seek [to educate] beyond the highly technical manufacturers’ information [and minutia] and only the sales “shtick” with aesthetics and glitzy and real substance of a technical nature. Be ready with and challenge your contact with questions specific to the project and information to the designer for a variation of the products. Doing this will “stir the pot” and create more innovative uses [perhaps on other projects]. Get up on the approach of “this is what I got and this is what we added, so sell it any way you can!”

You, reps, are part of the project team, so be a contributor as well as a resource, or someone “sitting on bench” for use when needed! Your “educational” contribution is vital to better projects, and in aiding the continuing upgrade of project personnel. So, welcome, and thanks much for your help and effort! We appreciate it—VERY MUCH!!
October 2012 Minutes

LITTLE ROCK CHAPTER OF THE CONSTRUCTION SPECIFICATIONS INSTITUTE
Board Meeting Date: OCTOBER 9th 2012
Meeting Time: 10:30 AM
Meeting Location: Baldwin & Shell
Attendees: See attached document of roster.

President: Jerome Sorensen
- Call to order.
- Welcome and Opening Remarks.
- Quorum Check= 10 attendees (8 voting members) 1 absent, quorum met.

Secretary: Wendell Poore
- Presentation of Minutes from Last Board Meeting previously by email by W Poore.
  MM to be updated by Poore when he returns to work.
- Discussion & correction= J Sanders proposed correction as noted on email sent 10/5/12.
  Voting= Davis motion approval, Morris seconded.
  All voted in favor of approval. = APPROVED.

Treasurer: Jan Sanders
- Financial Reconciliation Report Received. New bank statements were not received from Secretary so no report was performed. See reconciliation report on attached document.

Old Business:
A. Savings Account: Bank of America-to be closed by Tim by next Board Meeting. 10/9- No new action. J Sorensen suggested kidnapping T Davis and coerce him to perform, or for him to obtain new signature card to add J Sorensen to account. T. Davis agreed to attempt to complete this task before end of month. = OPEN
B. Chapter General Liability Insurance: Michelle C. is looking into options. 10/9- M. Christen still requires further documentation to complete quote which includes a fiduciary document. Christen to coordinate remaining items with Sanders. = OPEN
C. Close of Fiscal 2011 Records: Jan to work on. 10/9- Sanders still in progress. Requesting files from J Lowery in PDF format for file conversation. Sorensen emailed to Davis & Christen to assist. Not all receivables have been deposited into account. = OPEN
D. Andrew Heigel as Distinguished Member: Approved 9/18. Waiting on Check to be issued. 10/9- No new action. = OPEN

E. Andrew Heigel and Betty Hayes elevation to Member Emeritus: Jan has spoken with Andrew and he is “technically” already a Distinguished Member. After Andrew is reinstated as a continuing member and elevated to Member Emeritus, Billy Mathis, who is on the Institute Awards Committee, will look into the possibility of getting Andrew’s Award Certificate changed to reflect the new designation for the award i.e. Distinguished Member. Jan has spoken with Betty. Betty wishes to wait to clarify the requirements for Distinguished Member status before she accepts. 10/9- No new status. = OPEN
F. D. Phillips Fellowship submittal: 10/9- Meeting to be held 10/9 to discuss submission status. = OPEN
G. 2013 Officer Election: Secretary to begin compiling ballots. 10/9- Davis to begin compiling potential candidate by end of December for recommendation to Board on January 8th, 2013. Elections to be sent out and completed by February 12, 2013. = OPEN
H. Sponsorship: 10/9- No new action. = OPEN

New Business:
A. None.

Committee Reports:
A. Electronic Communications= Chapter website is now using CSI micro site as hosting page.
  Investigating how to use committed chairs to populate website’s information.
B. Membership= Discussed status of October meeting. Still looking for potential sponsors.
C. Programs/TableTops= UALR is looking to host November meeting at UALR with student class. 17 - 32 students may attend. Event to be on Wednesday at 5:30 the 14th in lieu of normal tuesday.
D. Fundraising / Golf= Event on Friday. Needing 1 - 2 volunteers for helping the setup and watching of event.

Upcoming Events
- October 12 = Golf Tournament.
- October 25th = Membership Meeting October 25 at Murray Park.
- November 14th = Next Chapter Meeting = 11th Hour Bid! At UALR.

Meeting Adjourned
2012 Golf Tournament
iTunes Store Now Features International Codes eBooks

Construction industry iPad and iPhone users now have easy access to many International Code Council codes, commentaries, standards and handbooks in Apple’s iTunes Store. Titles available include the International Codes, among them the debut of the 2012 International Green Construction Code and 2012 International Swimming Pool and Spa Code.

“Mobile and digital access is a must today. Whether you are a building official, inspector, architect, engineer, designer or other construction industry professional, when you need information, you need it now, especially codes and key references. To meet that need, International Codes, several custom state and local codes and many popular I-CODE references are available as eBooks in the iTunes store,” said ICC Executive Vice President and Director of Business Development Mark A. Johnson.

The latest series of International Codes and references now available in the iTunes store include:

- 2012 International Codes and Code and Commentaries
- 2009 International Codes, Q&A’s, and IBC Handbooks
- ICC Referenced Standards
- 2011 Ohio Codes
- 2010 Florida Building Codes
- 2009 Michigan Codes
- 2009 Virginia Codes
- 2009 New Jersey Codes

To purchase an ICC product in Apple’s iTunes store, customers need an Internet connection and iTunes account, which can be set up simply and quickly.

The International Code Council is a member-focused association dedicated to helping the building safety community and construction industry provide safe and sustainable construction through the development of codes and standards used in the design, build and compliance process. Most U.S. communities and many global markets choose the International Codes.

Contact Steve Daggers: 1-888-ICC-SAFE (422-7233), ext. (4212)


http://www.iccsafe.org/newsroom/Pages/05112012-NR-iTunes.aspx

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SpecWork is now all electronic and will be sent out via e-mail and available on our web site at www.csilittlerock.org.

Interested in providing an article or placing an ad in the next newsletter? Please notify Bart Lusk.

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Please visit our web site: www.csilittlerock.org

Please consider the environment before printing this newsletter!