

THE ADDENDUM

The Newsletter of the Metropolitan New York Chapter of the Construction Specification Institute, Inc. Volume 58 Number 3 November 2009



Meeting Information

2009

WEDNESDAY November 11, 2009

Using BIM for Sustainability Goals

Annie Moore's Restaurant
50 East 43rd St
New York, NY

Wednesday December 9, 2009

Holiday Dinner

Annie Moore's Restaurant
50 East 43rd Street
New York, NY

Using Building Information Modeling to Meet Sustainability Goals

While Green may be the hot topic in the construction industry, there is more to Green than meets the eye. Furthermore, Building Information Modeling (BIM) continues to transform the industry. Together, the concepts of building sustainability and building technology combine to offer all stakeholders the opportunity to retrofit existing buildings and construct new buildings unlike any the industry has seen.

This presentation will offer two perspectives on the opportunities to use BIM to achieve Green building and sustainability goals. First, the presentation will discuss a current assessment of how BIM is being used today to identify opportunities to achieve Green and Sustainability goals in construction. This will include an assessment of nationwide research as well as real-life examples of the efforts being taken today. As is true with many new technologies, the first area of implementation is typically that which is easiest to achieve with the greatest benefits. As such, the presentation will also discuss what opportunities are likely to be pursued in the future as the industry continues to adopt both Green and BIM. Topics will include:

- Current state of economic stimulus funding and the support of the Obama administration for Green building

Continued on page 3 - Sustainability

INSIDE THIS MONTHS ADDENDUM

PAGE 2 - THE PRESIDENT'S MESSAGE
PAGE 3 - SCHOLARSHIP AWARD
PAGE 4 - LIKE IT WAS
PAGE 5 - THE PAPERLESS OFFICE
PAGE 6 - OUR SPONSORS, MEMBERSHIP NEWS
PAGE 7 - 3R'S OF PRODUCT PRESENTATIONS



BETTER BUILDING IN CHANGING TIMES

President's Message

Metropolitan New York Chapter Officers

President: Linton Stables III, CSI, CCS, LEED-AP
Perkins Eastman

Phone: 212-353-7207

E-mail: l.stables@perkinseastman.com

Vice President: Arnold Kravitz, CSI

Besam Entrance Solutions

Phone: (800) 792-8638

E-mail: akravitz@besam-usa.com

Vice President: Luis Rosario-Lliveras, CSI

United States Air Force

Phone: (732) 207-7208

E-mail: lrosario@optonline.net

Treasurer: Russ Carpenter, CSI

Euclid Chemical Company

Phone: 516-847-0012

Email: massbldr@aol.com

Secretary: Bill Dubois, AIA, CSI, CCS, MAI, LEED-AP

Gensler Associates

Phone: (212) 492-1425

E-mail: bill.dubois@gensler.com

Director (2010): Dennis Italia, CSI

Metro Building Solutions, Inc.

Phone: (908) 284-1676

E-mail: ditalia@metrobuilding.biz

Director (2010): Susan Kaplan, CSI, CCS, MAI, LEED-AP

HLW, Intl

Phone: 212-353-4686

E-mail: skaplan@hlw.com

Director (2011): Anthony Drummond, CSI

Koroseal

Phone: 516-480-8085

Email: adrummond@koroseal.com

Director (2011): Bert Korteling, CSI, CCPR

MATS, Inc

Phone: (732) 492-0853

E-mail: lescadigan@yahoo.com

Immediate Past President:

Scott Tobias, AHC, CSI, CDT

ASSAABLOY Door Security Solutions

Phone: (845) 427-0853

E-mail: stobias@assaabloydss.com

NE Region Director-Metro NY Chapter

Jeff Matles, CSI

Matles Enterprises

Phone: (845) 352-3511

E-mail: jmatles@aim.com

As the weather gets cooler it seems that hearts grow warmer. Fall and winter are great times to get together with friends and share a meal. At CSI we do that, plus get a great presentation as part of the deal! The atmosphere at Annie Moore's is always welcoming, and now it is a little quieter thanks to the new acoustical curtain at the entrance, provided by member Neil Gordon of Decorating With Fabric.



The Chapter's program year continues in a big way on Wednesday, November 11, with a presentation on the Using BIM to Meet Sustainability Goals. The construction industry is taking sustainable buildings seriously, and employing all the latest tools in doing it. Our sponsor for the evening is Pittsburgh Corning Foamglas, represented by Axel Rebel.

Last month's Board meeting was a busy one, since it was the first of our fiscal year. We adopted the annual budget, approved our goals and objectives for the year (more on that later), and adopted a code of conduct for the Chapter. This last item is important, because as a Chapter it is important that we respect all the people who come through our doors, and that we maintain the integrity of our decisions as Board members and Chapter officers. We will be posting the Code of Conduct on our web site.

The Board of Directors has adopted this vision statement for the Chapter:

We intend to grow our Chapter by reaching out to our industry and those who are training to be part of our industry, involving our

Committee Chairs:

2009 - 2010

Academic Liaison	Scott Tobias	(845) 427-0853
Awards	Scott Tobias	(845) 427-0853
Certification	Luis Rosrio-Lliveras	(732) 207-7208
Environment	Susan Kaplan	(212) 353-4686
Education	Ruma Som	(201) 612-7459
House	Arnold Kravitz	(718) 982-5594
Membership	Bert Korteling	(917) 309-7196
Planning	Arnold Kravitz	(718) 982-5594
Product Show	Scott Tobias	(845) 427-0853
Program	Tor Sundlin	(973) 340-3666
Technical	W Jacqueline Jr.	(212) 663-3167
Golf Outing	Anthony Drummond	(516) 480-8085

membership in sharing our knowledge and passion for the built environment.

To accomplish this we plan to take our message “on the road” to some places where we have not gone before, like college campuses, engineering firms, construction companies, and other professional organizations in the New York area. If you are interested in helping with this goal, by being a presenter or sharing some of your contacts with us, please let a Board member know.

Results are already apparent! We welcomed eleven new student members this summer. They are:

Salome Balderrama, CSI-S,

Deborah Ferrer, CSI-S, The Cooper Union

Tashira Gibson, CSI-S, City College of New York

Melissa T. Goldman, CSI-S, Columbia University

Alon Hadas, CSI-S, City College of New York

Yael Hameiri, CSI-S, The Cooper Union

Calvin Lee, CSI-S

Yoo Jin Lee, CSI-S, City College of New York

Michael H. Marsh, CSI-S, Columbia University

Yvonne Matinyi, CSI-S, Catholic University of America

Kirsten B. Monro, CSI-S, Columbia University

Daniel Wills, CSI-S, The Cooper Union

I invite you to come and share CSI’s vision along with the next generation of construction professionals!



Linton D. Stables, III, CSI, CCS, LEED® AP
Chapter President

Sustainability - Continued from page 1

BIM as a Useful Tool For Sustainability

o As well as the importance of BIM in Federal Contracting and Green projects

- Energy efficiency measurements and their consideration in BIM tools

- Life cycle value analysis and the impact of energy use and BIM models

- Building Retrofits – how can BIM assist in making buildings more efficient?

- Where are the current opportunities with Green and BIM – LEED certified architects? Those with the most experience? Specifiers? Consultants?

- Is Green and Sustainability a Panacea? What are the challenges? What are the concerns – legal, financial, operational?

To pre-register for this meeting and to pay online go to



at : <http://www.brownpapertickets.com/event/82006>



During our October meeting the Metropolitan New York Chapter CSI award the Francis L. Frybergh Memorial Scholarship to Yoo Jin Lee, Architecture student from City University of New York.

LIKE IT IS-WAS

By S. Steve Blumenthal, FCSI

Former Institute President

Last month's article generated quite a few comments and suggestions. One corrected the Fellowships of David F. M. Todd, who aside being a Fellow in CSI is also a Fellow in AIA. There was also a correction regarding the beer in the specification having originated in MNY. Thanks Teek for this information and the following two paragraphs.

The tale so I'm told goes back to the late forties or early fifties. "Fred Tilip, an Architect and a founder of CSI whose office was in Washington wanted to ensure his specs would be read. He included a paragraph in his Supplementary Conditions requiring the contractor to keep a case of cold beer in the shanty for the Architect's use at all times. During an inspection he would walk into the shanty and if the beer was not available he advised the contractor of failing to conduct the work in accordance with the contract documents." (Did you figure out what a shanty was?)

There was another story about Fred Tilip that I also found amusing. "He designed a lot of schools. One day after a school was completed the school board called his attention to the fact he had omitted a brick path from a side door to the sidewalk. They insisted he pay for the path since it was his error of omission. He agreed, went to a brick manufacturer and had the bricks made. He saw that they were installed properly. Every brick was stamped with Fred Tiip Architect. When inspected the Board objected. He told them as long as he had to pay for the bricks he might as well get some advertising from them".

Between the Region Conference and the Institute Convention I received several phone calls and E mail. It was great hearing from friends and learning about the events. Apparently there is the same question no matter the year or event. "Why should I stay in CSI? What has or is it doing for me?" Specifications and formats aside my answer..... simple, it is a convener of people. Our Chapter specifically was known to cross membership lines long before it was the accepted practice. Industry members for the most part have always been welcome to the design Professionals office. Networking has always been available no matter the conversation, business or football. First names are regularly used and in many cases lasting friendships established. The reason, because each requires the others knowledge and expertise as such networking and I might add friendships are

established. The Chapter has practiced this for over 50 years, it has been copied and modified but the answer is always the same MNY is the

convener of the membership encouraging networking within their market areas.

On a lighter subject. Have you noticed when going to a super market that the packaging has gotten smaller and likewise the contents. The container although smaller appears the same size but the contents have been reduced. One more non related item. Next time you see toilet tissue make note that is an inch shorter in width. That said I wonder if packaged building products have likewise changed. The specification of paint is so many square feet per gallon, but do you need an additional container?

What about caulking/sealant tubes are they 12 ounces? Pete Paterson would pride himself on how he figured how many rolls of wall covering you needed on a job the width and roll told it all, Pete are they the same today?

No matter the packaging building products for the most part meet specific application specifications to assure performance and durability. So long as these are met the number of containers, bags and pallets are meaningless the completed project is what counts no matter how packaged or delivered. Essentially this is the reason for networking and being a member of the Chapter.

Dialogue between members relating to a project and the specification is what MNY is all about.

Once again, thanks Teek, your input is appreciated and always welcome as is those who have communicated in the past. Drop me a line at asecsi@aol.com I would appreciate your comments. In fact why not let me know "Like it is rather than like it was"



The Paperless Construction Office



Presenters Kim Sieber and Brian Watson of Cianbro Construction, seen above, were responsible for designing, implementing, and managing the information flow during design and construction of the Carosel Mall project in Syracuse NY, a \$250 million, multiple phase project.

The key point of the presentation was on getting all parties on board with the paperless process. Without all of their buy in the process would be near impossible to complete. It did require some effort to overcome the “this is how it been done” mind set and a number of unexpected pitfalls...but it was done. To do this all parties to the contract had

to be shown how to work within the system and see some of the advantages and, in many, cases the cost saving that could be realized by going paperless.

Using a combination of web-based electronic software, three-dimensional design tools, and an openness to new ideas the team was brought together to achieve the Owner’s goal of using the fewest natural resources possible during the construction of this expansion.

This presentation was very well attended and informative, and the Metropolitan New York Chapter of CSI would like to thank the members and attendees for their participation and hope they were able to take something from this presentation. See you at the November meeting and presentation for the presentation on utilizing BIM to achieve sustainability goals

Winter is Coming

Have you winterized your car yet?

Don’t get caught in the cold with a dead car.



Bill Jacquette, technical Committee Chair and Chapter Vice President Arnie Kravitz holding a discussion prior to the start of the October meeting

Published monthly, except July and August by:
The Metropolitan New York Chapter of the Construction
Specification Institute, Inc.

Chapter website: www.csimetronewyork.org
Editor.....Russell Carpenter, Phone: (516) 847-0012
Fax: (516) 293-4511, E-mail: Massbldr@aol.com

Business Card: \$350-10 Issues, Non-Member \$450-10 Issues
Double Business Card: \$600-10 Issues, Non-Member-\$700-10 Issues
Quarter Page: \$150 per Issue, \$750/year- Non-Member-\$250, \$850/year
1/2 Page: \$270 per Issue, \$900/year, Non-Member-\$370, \$1000/year
Full Page: \$350 per Issue, Non-Member-\$450

Similar pricing for Website Advertising
Meeting Tabletop rates available

Copyright 2007, Metropolitan New York Chapter of the Construction
Specification Institute, Inc..

Thank you to Our Program Sponsors

Making Sense Out of the NYSERDA

Sponsored by PPG Ideascapes, Mary Hosley
201-805-7262

Constructing Exterior Walls to Avoid Moisture Infiltration

Sponsored by Henry Building Envelope System, Dennis Italia, Metro Building Systems
908-608-2700

Glass Fabrication and Design Issues

Sponsored by JE Berkowitz, LP Mike Niklas
800-257-7827

New Inspection Requirements for Fire and Egress Door Assemblies

Sponsored by ASSA Abloy, Scott Tobias
845-427-0853

Second Avenue Subway - A Status Report

Benjamin Moore Paints, Bob Upton
973-495-0309

Exhibitors

Architectural Newspapers - Diana Darling - 212-966-0630

ASSA Abloy Door Security - Scott Tobias - 845-427-0853

Benjamin Moore Paints - Bob Upton - 973-495-0309

Ceasarstone - Renee Pecquex - 917-459-0397

Code Impex - Can Ozturk - 973-337-2323

Decorating With Fabrics - Neil Gordon - 845-352-5064

Dow Corning - James Perling - 973-543-1506

Extech Building Materials - 718-852-7090

GP Gypsum - Ron Muschello - 718-984-2225

Glasscare, Inc. - Mel Neulander - 201-679-8788

Henry Company - Dennis Italia - 908-608-2700

Ingersoll Rand - Lauchlin MacMillan - 646-872-9231

JE Berkowitz - Mike Nicklas - 800-257-7827

Kane Sterling - Jim Lenaway - 814-837-6464

MAPEI - Julie Travis - 954-246-8792

Metal Era, Inc. - Tom Scriven - 732-381-3804

Parex Lahabra, Inc. - James Pease - 610-324-5699

PPG Industries - Mary Hosley - 201-805-7262

Sherwin William - Marc Machlovitz - 516-375-1912

Stone Panels - Don Schroeder - 800-328-6275

Woodboo - Dan Mitchell - 319-731-0200

Membership News

At the Education Day and Trade Show held in September a membership offer was extended to potential new members. There were 6 people who that joined taking advantage of the 50% off membership, those people are:

Joshua Diamond

Jeffrey Weiss

Alice Oviatt Lawrence

Catherine Hagin

Amanda Langweil

Martin Biskup

Our membership is holding steady, and shows signs of regaining strength. I am always available to answer any questions about membership and it's many advantages.

Bert Korteling CSI

Membership Chairman/Director

bkorteling@matsinc.com 917-309-7196



Robert Crane of ATAS and Jim Lenaway of Kane Manufacturing Corp at the October meeting on the Paperless Office

**ASSA
ABLOY**

*The global leader in
door opening solutions*

Scott J. Tobias, AHC, CDT, CSI, LEED AP

Architectural Relations Manager

Tel: 845-427-0853 * Cell: 854-742-4827 * Email: stobias@assaabloydss.com
Visit us at www.assaabloydss.com

**Product selection
and consultation**

Pre-bid meeting

**Factory-trained
technical support**

Product Research

**Electronic access
control consulting**

Product design review

Submit review

**Field hardware
surveys**

Punch-list creation

**Specification writing
and hardware
schedule**

**Code compliance and
installation review**

**Job site inspection
services**

3RS OF PRODUCT REPRESENTATION: RELATIONSHIP, RESPONSE, AND RELIABILITY

By Michael D. Chambers FCSI FAIA CCS

At a recent CSI San Francisco Chapter meeting, I had the privilege of chatting with Elizabeth Porter CSI, of San Francisco's Topflight Specs, about an upcoming meeting with a mutual friend and product representative, Al. As we shared reminiscences of our experience with this product representative, I asked Betsy why she made time to see Al when I knew her workload is very heavy. She replied that her relationship with Al went back many years to when she worked in New Jersey and he called on her there.

I then took the opportunity to ask Betsy what was most important to her in a product representative. What was it that made her take time from her very busy schedule to see Al? She replied that it was his reliability that made him so valuable to spend time with. She could always rely on his technical insights and that he would always give her the straight story even when it was not in his product line's favor. Finally, no matter how busy Al was he always returned phone calls and delivered information when she requested it.

Relationship

Relationship is key to getting specified and limiting substitutions. Relationship comes from working with someone who demonstrates industry expertise, who is knowledgeable about design and specification processes, and who can supply a complete competitive solution for the design problem. Ultimately, relationships are forged between design professionals and product representatives because of solutions rather than products.

Product representatives who can focus solely on understanding the specifier's issues, problems, and constraints immediately begin to build relationship with the design professionals. As Betsy so clearly stated, she works with reps on the basis of relationship and trust. Learn to build relationship with design professionals and see how much more effective sales calls will become.

Response

Recently I wrote an article entitled Follow-up: Missing in Action. In it I suggested that follow-up is critical to maintaining relationship. Ultimately, a product representatives' ability to be truly competitive with specifiers is to develop and deploy a consistent follow-up strategy. All the knowledge and industry expertise in the world is useless unless it is available to specifiers when they need it.

Being responsive to design professional inquires and

requests is a tremendous competitive advantage and should be an integral and disciplined part of every product representative's sales and marketing toolkit. Effective response is a significant aspect of developing a competitive advantage with design professionals.

Reliability

Interestingly, Betsy's first response to my questions of "why make time for Al?" was that he was reliable. It surprised me a bit until I had a chance to reflect on it. For a design professional to be able to rely on someone is significant. To be able to depend on an individual to follow-up and provide needed technical or design is a huge benefit in the design and specification process.

The web defines reliability mostly in computer and machine terms but used the following terms to define reliability: dependable, responsible, and trustworthy. In my experience, design professionals base their decision making processes on solutions that can be clearly shown to be reliable, dependable, and trustworthy. Much of that is a direct reflection of the relationship they have with the product representative providing the solution.

Finally, another very interesting concept showed up in the search to define reliability. An engineering site suggested that reliability was "Quality over Time", a rather profound notion in the context of this discussion. Betsy clearly stated that the quality of her relationship over a considerable amount of time was the basis for her relying on Al to support her specification development efforts. Relationship, response, and reliability are the keys to being successfully getting specified and effectively working with design professionals.

* * * * *

Michael D. Chambers FCSI FAIA CCS is Technical Director for SB Architects, San Francisco (415-673-8990) and principal of MCA Specifications, Construction Product Marketing Group (415-239-6566), www.mcaspecs.com.

CertainTeed 

Quality made certain. Satisfaction garanteed

Daniel R. Leonard, C.S.I.

Architectural Sales Manager

CertainTeed Ceilings

750 East Swedesland Rd, P.O.Box 860

Valley Forge, PA 19482

e-mail: dan.leonard@saint-gobain.com

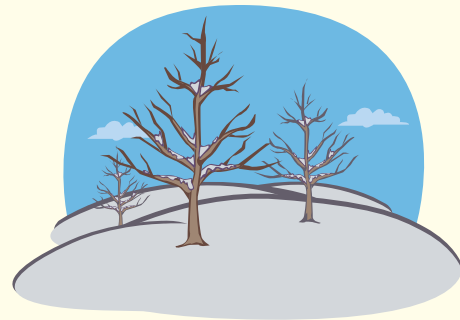
www.certainteed.com

Metropolitan Chapter CSI Monthly Schedule for FY 2010

November 11, 2009 - Using BIM for Sustainability Goals - Annie Moore's Restaurant
December 9, 2009 - Holiday Party and Meeting
January 13, 2010 - How to Sell When No Body is Buying - Annie Moore's Restaurant
February 10, 2010 - How to Make a Presentation - Annie Moore's Restaurant
March 10, 2010 - Using Innovative 3D/4D Tools for Construction Planning - Annie Moore's Restaurant
April 14, 2010 - New York City Code Changes; Greening the Code - Annie Moore's Restaurant
May 19, 2010 - Site Tour with LI and NJ Chapters
June 9, 2010 - Awards Dinner - Annie Moore's Restaurant



**Did you set your clocks back
on Sunday?
or
Did you get into work
real early today.**



Construction Specification Institute
Metropolitan NY Chapter
P. O. Box 612
Farmingdale, NY 11735

