

THE ADDENDUM

The Newsletter of the Metropolitan New York Chapter of the Construction Specification Institute, Inc. Volume 58 Number 10 June 2010



Meeting Information

2010

**Wednesday
June 9, 2010
Awards Dinner**

Dinner at 6:30 PM
Annie Moore's Restaurant
50 East 43rd St
New York, NY

**Tuesday
July 13, 2010
Metropolitan NY CSI
Golf Outing**

South Shore Country Club
Staten Island, NY

**Wednesday
September 15, 2010
Education Day
& Tradeshow**

2010 Annual Awards Dinner

A great evening has been planned for June 9th, 2010 Awards Dinner. The Annual Awards dinner has been arranged to be held at Annie Moore's Restaurant, 50 East 43rd Street in Manhattan, easily accessible by subway, taxi or car, with a garage around the corner. Just a half block west of Grand Central Station on 43rd Street.

A wonderful menu will be served and complemented with an open bar. Come and socialize with your friends and associates. More importantly, support those members that will be receiving awards on this evening. This will be a great event for all.

Everyone is welcome to attend. Please register for the program by clicking on the icon below. Register even if you are going to be paying for your dinner check or cash (sorry, no credit cards at the dinner):

www.brownpapertickets.com/event/82006



Bring a guest, friends and associates and show your support for our chapter and the outstanding members that keep this organization moving along.

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President's Message

Even though the program year is winding down, there are a few important activities that you will want to note on your calendar and plan to attend.

The Chapter's Awards Night and Officer Installation extravaganza will be on June 9. In keeping with our recognition that the economy should not keep any member from attending this event, the usual price for dinner (\$30.00) will apply to this special dinner as well. Included will be appetizers, your choice of Annie Moore's menu, and dessert. This will be a time to celebrate the achievements of our Chapter and our members, to look toward next year as we install our newly-elected (or re-elected) officers and Board members, and to socialize with each other.



The Metro New York Chapter received a lot of recognition at the CSI National Convention and Construct 2010 in Philadelphia. We were one of the few chapters in the nation who grew by more than four percent this year, a goal set by CSI's Board of Directors. A combination of a good retention rate and the inclusion of a number of new student members accounted for our success. The Chapter Board thanks all of those who renewed their memberships this year, and we encourage those whose membership is up for renewal to do so.

In the past few years our presentations have gradually improved and we have enhanced them with a good sound system to overcome Annie Moore's usual "ambiance". We are indebted to Draper, Inc., and Todd Garner for providing the Chapter with a fantastic new projection screen. Earlier, ASSA ABLOY and Arnie Kravitz had donated a digital projector.

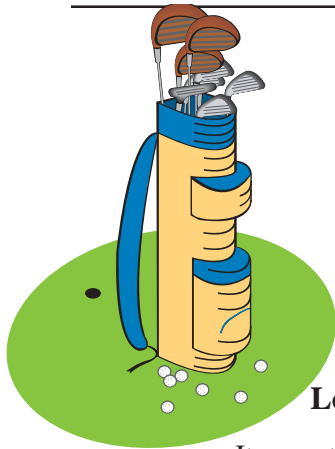
Mark your calendar now for the July 13 for the annual Chapter Golf Outing at the South Shore Country Club on Staten Island, and September 15 for the annual Trade Show and Education Day at the Center for Architecture. You won't want to miss any of these!

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

Committee Chairs:

2009 - 2010

Academic Liaison	Scott Tobias	(845) 427-0853
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Technical	W Jacquette Jr.	(212) 663-3167
Golf Outing	Anthony Drummond	(516) 480-8085



Metropolitan New York CSI

Annual Golf Outing

DATE: JULY 13, 2010

TIME: NOON

**THE PLACE: South Shore Country Club
200 Huguenot Avenue, Staten Island, NY**



Located just off Exit 4 of the West Shore Expressway (Rt 440)

Its now time to get your commitment in for this years golf outing. Each year for the last seven years, the Golf Outing has been our major funding source for the Fryburgh Scholarship Fund. Each year, we contribute more to the scholarship fund to be able to provide better scholarships. Not only does the day provide lots of good fun for everyone, it provides the dollars for the Chapter to award the scholarship each year!

Last year we fell just short of 100 that's right! Some sponsorships are still available. Sponsorship costs start at \$100, the most is \$500.

Sent in you reservation form as soon as you can

**Reservations can be mailed to: Anthony Drummond, 68 Barrett Avenue,
Bayport, NY 11705**

**For more information contact Anthony Drummond at 516-480-8085 or
adrummond@koroseal.com..**

NAME: _____ NAME: _____

NAME: _____ NAME: _____

Cost per golfer: \$175.00 each. Foursome: \$650.00

Just a little more than a month to go before the annual golf outing and spots are filling up. We still have a couple of sponsorships available. Give a call to Anthony Drummond and save your spot.



**BETTER BUILDING IN
CHANGING TIMES**

Report from Philadelphia

Several members of the Chapter attended the annual CSI National Convention in Philadelphia, held from May 11 through 14. Three and a half days of classes, trade show, meetings, and tours made for a very full week of activities.

The Philadelphia Chapter did a superb job of hosting members and vendors from around the country and around the world. The event organizers were pleased to announce that the attendance was six percent higher this year than last, despite the economy. A number of attendees remarked that the trade show seemed about the right size, given both the economy and anyone's ability to see more than a few hundred exhibitors in the time allotted. Our hosts gave us a grand party at the Fairmount Waterworks, now a wonderful museum of water and public works, highly educational while being a great deal of fun. Of course mini Philly cheese steaks were served.

The Metro New York Chapter received a lot of recognition at the convention. We were one of the few chapters in the nation who grew by more than the four percent growth goal this year set by CSI's Board of Directors.

This year's keynote speaker, architect Bjarke Ingels from Denmark, was one of the highlights of the week. An extremely talented young designer, Mr. Ingels was funny and somewhat self-deprecating in his presentation of several major projects throughout the world, including some commissions he didn't get. His buildings, often highly-warped structures whose forms defy the definitions of "interior" and "exterior", include the [Danish pavilion at Expo 2010 Shanghai](#) and several multi-family housing projects in Denmark. The Danish pavilion includes a bicycle lane with free bicycles for those wanting to tour the building really fast!

CSI's business meeting was a well-run combination of business and awards. Outgoing President Michael Davis and the Board of Directors can be proud of their year of leadership, having shepherded a major transition in governance passed by the membership last year.

Only one contentious item of business was raised, and that was a proposal to have the membership take another vote on whether or not to have a single membership category, rather than the "Professional" and "Industry" categories that now apply. The full membership voted on this issue in February and though it garnered a majority of affirmative votes (about 62%), it did not pass because it did not meet the super-majority requirements (66%). The Los Angeles Chapter proposed that the Annual Meeting recommend to the Board to put the issue on the ballot again in February 2011, with a commitment to having a fuller discussion prior to the vote. After impassioned speeches on both sides of the issue, the measure passed with 80% of those present voting in the affirmative, and 20% in the negative. You will see this issue discussed in the coming months, and the Metro New York Chapter will offer forums for discussion on our local level prior to the vote.

The next annual meeting and trade show for CSI will be in Chicago in September 2011. This represents a shift in the season for the meeting, something that was done after much consultation and thought. One of the main factors is the shift of the AIA convention to nearly coincide with CSI's, presenting a conflict with many members and with most of the vendors. After Chicago the convention will be held in the West, and thereafter will rotate from East to Central to West.

Architects and specification writers benefit greatly from the wide range of education courses offered at the national convention, as well as enjoying the opportunity to share experiences and knowledge with each other and with the product vendors. The manufacturers who exhibit at the conference are able to meet with specifiers and designers from all over the country within the span of a few days. It seemed this year that many of the attendees were happy with their experience in Philadelphia.

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

Maintaining your Membership

Just a reminder to keep your membership active and contact information up to date. Running through our current list of members, there are many of you who have been long time members that have or are very close to having your membership expire.

If those of you could take a minute and let us know how we can help, or to express your concerns, it would be greatly appreciated.

Thank you, Bert Korteling CSI Director/Membership Chairman Metropolitan New York Chapter CSI - bkorteling@matsinc.com 917-309-7196

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.

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.

How will earning an advanced CSI certification (CCS, CCCA, CCPR) help you every day on the job?"

As a lawyer having had a one year course on contracts in law school and then about 12 years of practice, quite a bit handling construction disputes, I thought I understood construction contracts fairly well. The CDT and CCCA education totally opened my mind to all the contract documents, and how they relate to one another in how a contract and project is administered. The knowledge has greatly enhanced my ability to analyze issues and be an advocate for my clients, as well as serving as a mediator and arbitrator. Without question, the CSI certification program has made me a much better construction lawyer." - Bryan Varner, CSI, CCCA, LEED AP
Learn more about the CSI advanced certifications and how they can help you do your job better, faster and more economically at www.csinet.org/
certification Exam Dates: September 20 - 25, 2010
Early Registration Deadline: July 20th
Final Registration Deadline: August 20th

LIKE IT IS – WAS

By S. Steve Blumenthal, FCSI

Former Institute President

The convention is over and another CSI year is coming to a close. Based on some of the feedback from the Convention it was a success. Unofficially there were 275 exhibitors and thousands registered the final tally being done as this is written for the Addendum dead line. Next year the convention is going to be in Chicago in mid September. The various workshops and presentations were well attended in some sessions there was standing room. The annual meeting and business will be reported by the Institute shortly.

When the Chapter announced they along with Long Island and New Jersey Chapters were considering obtaining a bus for a day trip to the Convention. I thought it was a great idea and that I would participate. Unfortunately not enough members were able to participate and the trip was canceled. It would have been a unique trip made up of members from within our area exchanging ideas and getting to know one another.

The concept of the three Chapters doing something together has been discussed many times. Years ago there were regular discussions about having joint meetings. The thought was once a year having a joint meeting in a location selected by their Boards. It was a good idea since the majority of our membership reside outside of the city. The question of location made it difficult to happen. There were

cross river program assistance when needed but not a full chapter meeting. We assisted Long Island when they were Region Conference hosts and they helped us when we hosted the Conference at Bear Mountain. Our Chapter helped prepare the documents for the chartering of the Long Island, New Jersey, and Housatonic Chapters. Many of our members were original members of the new Chapters and hold dual membership to this day. A delegation of members visited the new Chapters and presented programs during the first year. Perhaps it is time to discuss inviting all CSI members in the area to our informative meetings.

Getting back to the Convention, I was asked if our Chapter ever hosted a Convention. We have in 1961.

Glen Applenap, FCSI a former Chapter President was the Institute President. Assisted by Justin Henshell FAIA, Harold Rosen FCSI and Herb Pendelton FCSI. If you E Mail either of them they can give you specific information. For reasons unbeknown to me we haven't been asked to host again. Perhaps like the super bowl effort the Giants and Jets are making for 2014 we too can make a pitch to the Institute Board.

CSI is a convener of people within the industry and a platform for networking nationwide.

Have a good summer.....If you want to add to this or complain E mail me at asecsi@aol.com



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Adapting Business to Succeed

Scheduling and planning for the September Education Day & Trade Show is and has been under way for a while. The listing below is the schedule for the education seminars that are scheduled.

9:00 – 9:50 AM

Aleksander Zeljic, Gensler **IMPACT OF GLOBALIZATION**

10:20 – 11:10 AM

Nicholas DAlessandro, Donnelly Sustainable Energy Services, **ENERGY INCENTIVES AVAILABLE IN NEW YORK CITY AND NEW YORK STATE**

11:40 – 12:30 PM

Matthew Blesso, Blesso Properties

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1:30 Lunch

Walter Marlowe, Executive Director, CSI NATIONAL

WHAT CSI IS DOING FOR YOU

2:00 – 2:50 PM

KEYNOTE SPEAKER

Bob Harvey, Executive Director, Lower Manhattan Construction Command Center (LMCCC) brings over 30 years of experience in corporate and project management, design and construction for major transportation and commercial facilities projects though out the greater New York , the United States and internationally.

3:30 – 4:20PM

Tri Tran, Preconstruction Director, SKANSKA USA Building, Inc. One of the leading development and commercial construction companies in the country. Projects: WTC, New Rail Tunnel for New York, LEED Construction offices.

5:00 PM

Conclusion of Table Top Exhibits

5:30 PM – 7:00PM

ARCHITECTURAL MIXER



At this year Awards Dinner the following member will be recognized for their anniversaries.

One Year Anniversary

Benita lowery
Michael Mastroberti
Deborah Webb
Ryan Whaley

Five Year Anniversary

John Lawler

Ten Year Anniversary

Jan Kouzmanoff
Patrick O'Connor
Eric Weinstein

20 Year Anniversary

Thomas Olam
Luis Rosario-Lliveras

40 Year Anniversary

Raymond Searby

DID YOU SIGN UP FOR THE GOLF OUTING YET?

See page three for details

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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

Metropolitan Chapter CSI Monthly Schedule for FY 2010

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 - Skanska NY Headquarters site Visit, LEED Platinum site
June 9, 2010 - Awards Dinner - Annie Moore's Restaurant
July 13, 2010 - Chapter Golf Outing - South Shore Country Club, Staten Island, NY
September 15, 2010 - Trade Show & Education Seminars
October 13, 2010 - Information Technologies in Modern Buildings

About CSI

CSI is a national association dedicated to creating standards and formats to improve construction documents and project delivery. The organization is unique in the industry in that its members are a cross-section of specifiers, architects, engineers, contractors and building materials suppliers. The organization has 146 chapters and more than 14,000 members. Monthly Chapter meetings allow members the opportunity to communicate openly with their counterparts and exchange information for successful project management. CSI is renowned in the industry for its rigorous certification programs for professionals seeking to improve their knowledge of accurate and concise construction documents. CSI provides continuing education, professional conferences and product shows. For more information, visit www.csinet.org, or call (800) 689-2900.

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