

T H E A D D E N D U M

The Newsletter of the Metropolitan New York Chapter of the Construction Specification Institute, Inc. Volume 59 Number 6 February 2011



Meeting Information

2011

**Wednesday
February 9, 2010**

**Door Hardware
Specifying**

Annie Moore's

50 East 43rd Street
New York, New York

**Wednesday
March 9, 2011**

**Energy Uses in
LEED**

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

INSIDE THIS MONTHS ADDENDUM

PAGE 2 - THE PRESIDENT'S MESSAGE
PAGE 3 - CSI VOTE, OUR 60TH YEAR
PAGE 4 - PAYING ATTENTION
PAGE 5 - EVALUATING NEW PRODUCTS
PAGE 6 - EVALUATING NEW PRODUCTS
PAGE 7 - MULTI-FAMILY GREEN
HOUSING

The Future of Hardware Specifying

Joint Meeting with the Door and Hardware Institute

Wednesday, February 9, 2011

Program: Designing a green or net zero building is hard enough. Specifying high performance doors and hardware shouldn't be. In this program we will take a look at the future of door hardware specifying and how it is affected by the move toward green and net zero buildings, as well as how BIM will allow openings to be modeled in buildings.

Program Speaker: Aaron C. Smith, LEED® AP is the Director of Sustainable Building Solutions for ASSA ABLOY. Smith has more than 16 years of building product experience.

Date and Time: Wednesday, February 9, starting at 5:30 p.m. with a social hour. The program and dinner start at 6:30 p.m. and the program usually ends around 7:30 to 7:45 p.m.

Cost: Program includes dinner and there is **no charge for those in the design and construction industry**. However, please register in advance at Brown Paper Tickets so that we can determine how many will be attending.

www.brownpapertickets.com/event/82006



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: Susan Kaplan, CSI, CCS, MAI, LEED-AP

HLW, Intl

Phone: 212-353-4686

E-mail: skaplan@hlw.com

Treasurer: Russ Carpenter, CSI

Euclid Chemical Company

Phone: 516-847-0012

Email: massbltr@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): Ruma Som

Assa Abloy Door Security Systems

Phone: 201-612-7459

E-mail: rsom@assaabloydss.com

Director (2011): Anthony Drummond, CSI

Koroseal

Phone: 516-480-8085

Email: adrummond@koroseal.com

Director (2011): Bert Korteling, CSI, CCPR

Gerflor North America

Phone: 917-587-2814

E-mail: bkorteling@xypex.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

President's Message



Our Chapter meetings are important as both a means of networking and as a way to learn new stuff. For those reasons—and because we always have a lot of fun—the Board is always hesitant to cancel one of our monthly meetings.

However, when it looks like the weather or some other threat may endanger our members we have to respond accordingly. That's what happened last month. Don't worry though, as we will have our round of Construction

Jeopardy at our May meeting. Next up: Our joint meeting with the local chapter of the Door and Hardware Institute on February 9.

Aaron Smith, one of our outstanding presenters at last year's Trade Show, will be speaking about the Future of Hardware Specifying.

There will be no charge for the dinner or the program if you are a professional or student in the design/construction industry. (If you are reading this, then you are most likely eligible.) Come on out and enjoy the company of your fellow professionals on February 9.

As part of the Board of Directors effort to reach our Goals, Objectives, and Strategies for the year, the Chapter sponsored a special program for interior designers and architects last month. It was a very successful outreach to a group that has not been particularly well represented in our membership, and a part of our industry that has not always taken specifications seriously. We think we made an impact there! I want to thank Angela Centanni and Tandus Flooring for putting the whole thing together and hosting the event. Thanks go also to Armstrong Ceilings, LumaVision, Benjamin Moore Paints, and Decorating With Fabric for being sponsors.

We are still planning to celebrate the Chapter's 60th Anniversary in a big way. The Co-Chairs of the Anniversary Planning Committee are Anthony Drummond and Arnie Kravitz. Contact them if you have an

Committee Chairs:

2010 - 2011

Academic Liaison	Scott Tobias	(845) 427-0853
Awards	Scott Tobias	(845) 427-0853
Certification	Luis Rosrio-Lluveras	(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) 587-2814
Planning	Arnold Kravitz	(718) 982-5594
Product Show	Scott Tobias	(845) 427-0853
Program	Tor Sundlin	(973) 340-3666
Technical	W Jacquette Jr.	(212) 663-3167
Golf Outing	Anthony Drummond	(516) 480-8085

interest in working on this. Michael Bean is working on putting together the history of the Chapter. You can help him out by sending him photos, old Addendums, or some remembrances that you have written down.

Before we get started with the program at the meeting on the 9th we will be having an open discussion on the question “Should the Institute do away with the distinction between Industry and Professional membership?” which will be put to an Institute-wide vote in February. The purpose of the discussion is to hear both sides and be more informed when we cast our ballots.

I do not normally get up on a soapbox for Institute issues, but I feel pretty strongly about the need to eliminate the distinctions among CSI members, between those who are “Professional” and those who are “Industry.” In my way of thinking, all of us in the design/construction industry are professionals. And these days there are too many people who defy these labels to make them very meaningful. For example, is an architect who works for a construction manager not a professional? Is a specification consultant not a part of the industry? Where do those in academia fit? How about those in government service, or construction management, or industrial research? The days when people could be neatly divided into two categories are in the past. It is time to do away with this anachronism in CSI’s membership structure. I encourage you to vote Yes on this issue.



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

Membership Vote this Month

Your vote counts!

The Institute will be sending out an all-electronic ballot in a few days for the election of officers and to revise the By-Laws. The issue in the by-law change is the same issue voted on last year, which is whether to eliminate the distinctions among Industry, Professional, and Associate members. The issue garnered a significant positive vote last year, but not the super-majority (67 percent) required for passage.

The Metropolitan New York Chapter’s Board of Directors urges you to vote YES on this issue, and to eliminate the distinctions in membership. The Board vote on this issue was 5 in favor of eliminating the distinctions, 1 opposed to eliminating the distinctions, and 1 opposed to taking a position.

Northeast Region Conference
May 5-7, 2011
Holiday Inn, Enfield, CT
Start making your plans today
at NERegionCSI.org

Sixty Years!

We are going to be sixty years old this year, and we are nowhere near even thinking about retirement! **The Metro New York Chapter** is the oldest chapter in CSI, and we are going to celebrate in a big way! We will keep you posted on upcoming events. In the meantime, if you would like to help, please contact the Anniversary co-chairs [Anthony Drummond](mailto:adrummond@koroseal.com) (516-480-8085 or adrummond@koroseal.com) and [Arnie Kravitz](mailto:akravitz@besam-usa.com) (718-982-5594 or akravitz@besam-usa.com). If you are interested in unearthing the history of our Chapter contact [Michael Bean](mailto:mbean1313@gmail.com) (mbean1313@gmail.com).

DOES ANY BODY REALLY PAY ATTENTION?

by Ralph Liebing, RA, CSI, CDT
Cincinnati, OH

It really is amazing some of the situations and dilemmas we get into! Seems that no matter how hard you try, they still occur— all too often! And often unneeded and bordering on the silly.

You sincerely try to approach your work with the best you got— valid information; wide and substantiating research; applied experience; well-founded specifications writing; best of intentions; intelligent approach to reasonable solutions for your clients, and still.....does anybody really pay attention? A product representative bemoans the fact he is not in your specification— but his/her technical binder in your library is 5 years out of date [missing two mergers, and a rather substantially revamped product line!].

Paying attention?

Project Managers come by late in the game and ask IF you included this or that— which was done as SOP early in the game. It is merely part of the standard, routine and usual situation— why would you change it [you're not dumb and can retain and know what needs to be included] Oh, well! They're satisfied and while no "award" is in sight, you did do your job. But.... did anybody pay attention? Or do they simply accept what you give them with full confidence?

You challenge a Project Architect over some aspect of the work, and come out looking [or at least feeling] like a worm-like creature; slimy, wiggly, and somewhat useless. Why? You tried to straighten out a situation, provided decent, creditable reasoning and resolution, only to be dissed by someone who "knows better", plays better defense with seemingly stronger "tools" and talks louder because of higher status, or firm conviction. [Keep that file, though, this may/will be re-visited again— soon!] Why didn't anybody pay attention, first off?

Why do we do so much re-work, where we do; undo; re-do; revise; undo; modify; and finally abandon or move back to the first solution? Wasn't anybody paying attention someplace along the line? If the keynote on the detail doesn't synch with the specifications, are the specifications wrong?

A real revelation is the final, close-out client meeting, when the owner tends to diss the design professionals because the project didn't turn out exactly as first developed and approved. Huh? There was \$100 million spent and the Owner finds out, NOW, that the project is not as desired? Didn't anybody pay attention— to the numerous changes of scope, owner required change orders, shifting of logic, re-thinking of configurations, re-setting priorities, needs lists, re-visits to "done"

decisions [and subsequent undoing], etc. au nauseum! Guess nobody thought to pay attention to the "small leaks" in the dam before it burst from "thinking overload"! Was anybody paying attention when we moved to new, zippy software for document control and storage [i.e., storing that which is already stored], only to convolute our entire process and upset our norm [as in "fixing that which is unbroken"]? Creating all new simply because some software designer had a nightmare that turned into a new wave of doing old things— better???? Better for whom? [think profit for software folks—designer, manufacturer, seller, distributor, and them other folks in the cave, who without paying attention merely "pay the freight" but can boast use the latest software].

Department meetings have evolved into long discussions about what needs to be done because new software is about. So we review what has been done [for years?], adjust our policies [again!] and change our operations to meet the parameters and nuances of the software. [what drives what?] Little is discussed about "the department" overall, so it would seem that the design and the document production efforts are really functions of the software and not vice versa— what?

Yep, just plain gripping here, but all the same is this not all true—at least to some extent? We are so busy that we outsmart ourselves often times, and really messing ourselves up. Nothing is straight line any more, and even if it did happen to be, we would find a way to make it different, crooked and skewed. And guess what— chances are, nobody would really pay attention anyway!! [too busy working on their own mess!].

We KNOW our work is essential and works to the good of all, but I guess being taken for granted is the reward we get. Few pay attention feeling and assuming that our work is right and will do its job. Wonder why that tends to be so ignored and such a secret?



EVALUATING NEW PRODUCTS: INNOVATION OR RISK AVOIDANCE?

By Michael D. Chambers FAIA FCSI

The best product with a bad application is still a bad product.

Application knowledge is vastly more important than product knowledge.

In my opinion one of the critical issues in the design profession today is making appropriate construction product choices. Whether to select innovative products and systems to meet design goals, or to go with tried and true products for an often less than stellar design outcome, is a constant quest of design professionals.

Product Risk Management

So what do we do? Accept risk, transfer risk, avoid risk, or insure the risk? In reality, probably some of each, but before we make any choices or decisions, it is critical to have a consistent product evaluation process. This process must reflect the type of design projects undertaken and the level of risk acceptable to the design professional and client.

Problem Identification

Effective design solutions do not necessarily require innovative products nor do innovative products generate effective design solutions. That is why it is so important to search out solutions rather than products in the design and problem seeking process.

Any competent problem identification process requires in-depth investigation and analysis. It is incumbent on designers to demand real, industry standard, information from manufacturers. Avoid “features and benefits” at any cost. It is nearly impossible to adequately assess the risks inherent in the design process using a manufacturer’s marketing hype and fluff. Features and benefits should never be a deciding factor in the problem identification and risk assessment process.

Product Application Risks

There are a number of issues to consider and review to determine the acceptable level of application risk in selecting products and systems.

- “Fitness for use” is both a legal notion and good analysis tracking. It is important to determine if a product is the right fit to solve the problem.
- Environmental factors can be a range of issues including VOCs, sustainability, heat generated, or corrosion.
- Quality of installers is probably the most important. A bad install is a bad situation no matter how fine the product. Look for manufacturer trained and certified installers programs. This is a significant value-added to the project.
- USA versus imported products. With the increasing number of new products from around the world, compatibility and integration are key elements to consider.
- Scheduling, delivery, lead times can be significant issues if not taken into account. Many great designs have been trashed because long lead times or scheduling issues were not discovered and handled up front in the specifications.

Critical Product Evaluation Process

There are a series of critical questions and issues that must be addressed in the evaluation process.

- Are primary systems, such as, structural, MEP, or building envelope affected by the selected product?
- Health or Safety Issues?
- Integration and connections; can the product or system be used with normal effort and planning?
- Installation quality? Again, specifying qualified installers and manufacturer certifications can be significant.

Continued on page 6-New Products

ASSA ABLOY <i>The global leader in door opening solutions</i>	<i>Scott J. Tobias, AHC, CDT, CSI, LEED AP</i> Director of Architectural Development		
	Tel: 845-427-0853 * Cell: 854-742-4827 * Email: stobias@assaabloydss.com Visit us at www.assaabloydss.com		
Product selection and consultation	Product Research Electronic access control consulting	Field hardware surveys	Code compliance and installation review
Pre-bid meeting	Product design review	Punch-list creation	Job site inspection services
Factory-trained technical support	Submit review	Specification writing and hardware schedule	

- Sustainability and life cycle cost are issues for more and more clients and design professionals. Beware of “greenwashing” and related hype. Make certain the issues are real and supported by industry standard information.
- Warranty vs. quality installation? Don’t fall for the more warranty / less quality bait and switch from manufacturers.
- Product manufacturer representative relationships are critical to getting useable information and knowing that support is near at hand.

Warranties

Warranties are not a risk management tool. Warranties are drafted by attorneys to limit the risk of product manufacturers. They do not provide any significant protection to the client or architect. Warranties are important, they are required as part of the Uniform Commercial Code, and in general, are part of good business practice.

Warranties do not avoid or reduce risk; they do not prevent roofs from leaking or sealants from failing. Only good design and installation practice can reduce or avoid the risks inherent in the use of construction products and assemblies. In some cases, warranties may increase perceived risk of an installation due to unreasonable expectations for performance on the part of the client.

Finally, longer warranties are never a justification for a lower first quality in products or assemblies. The practice of resolving bad value engineering judgments with longer warranties is not just bad practice. It is unethical and poorly serves our clients. Warranties have their proper place in the construction process but rarely as a part of a product evaluation.

Evaluation Tools

There are a number of key tools that can help design professionals in the product evaluation process. First and foremost; ask questions. In particular, ask the right questions to obtain real industry information so that appropriate decisions can be made.

Using the outline of topics found in CSI’s SectionFormat™ can be a very useful tool to ensure that information topics are covered and the right questions are asked.

Mock-ups are a significant evaluation tool, though somewhat after the fact. However, mock-ups are excellent for resolving integration and interface issues that may not be clearly understood during the evaluation process.

Understanding and investigating testing processes and procedures can often be useful tools in determining adequacy and quality of new or innovative products. Be cautious, because just because a product passes testing does not mean that it is the right product for the project. A good example is door closers. Manufacturers love to tell you that their closer passed a 100K cycle test. The interesting fact is that closers rarely fail by wearing out. They fail because they are not adjusted correctly, or because they are sized incorrectly for the door.

Manufacturers’ installation instructions and installer warnings are another great source of product evaluation material. For some reason, manufacturers will not misrepresent their products to the installers, as they sometimes will to design professionals. Read the installation instructions. Lots of very interesting information about “fitness for use” can be found there.

Checklists are another useful tool to keep product evaluations organized. A couple of checklists that I have developed follow this article.

Risk avoidance in product selection and innovative design practice is a simple discipline that can provide significant benefits to clients and design professionals. Ask questions, demand industry standard responses, and look for manufacturers who provide excellent products rather than unreal warranties.

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: Massblldr@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 2010, Metropolitan New York Chapter of the Construction
Specification Institute, Inc..

Multi-Family Housing Green Opportunities

By Gail L. Ascher, AIA, LEED AP

There are many opportunities for green retrofits in today's multi-family housing market. Much of our existing housing stock is out-dated, energy inefficient, potentially unhealthy, and costly to maintain or operate. Furthermore, the current economic conditions dictate a focus on alterations, retrofits, and remodels - as opposed to new construction. Given these facts, the time is ripe for sustainable renovation projects. And seemingly every day there are new, affordable 'green' products and materials becoming available for the exterior building envelope, interiors, mechanical systems, lighting, or numerous other elements. For example, window replacements can be both sustainable and highly energy efficient. Non-toxic (no/low VOC) paints can now be purchased for scarcely more than typical latex paints. New HVAC equipment uses less energy and fuel, produces cleaner air, and is easier to control. Efficient lighting alternatives are abundant, including LED fixtures, which today, render good color, and are long lasting. Renewable energy alternatives for multi-family housing include photovoltaics (PV), and thermal (hot water) collection systems. Some of these are "building integrated", including new roofing products and skylights. Geo-thermal design which utilizes near-constant deep earth temperatures yearound is often a viable alternative to traditional HVAC systems offering significant cost savings over time. Incentives and rebates for multi-family housing are available from many government, non-profit, and for-profit organizations. These vary from state to state, from program to program. These programs can reduce the overall cost of an upgrade by up to 50%; however the program deadlines are constantly changing, so it is important to stay informed and updated. We will discuss all of the above in upcoming SDC newsletters. Stay tuned! Gail Ascher is President of Ascher & Associates and a frequent collaborator with SDC. She can be contacted directly at: gascher@optonline.net

Time to Get Yourself Certified

Metro New York CSI offers classes to help you pass

The Certification Committee of the Metropolitan New York Chapter of CSI is offering a series of classes to help those who have signed up for the Spring CDT certification exams. A Certified Documents Technologist (CDT) is someone who has been tested on the knowledge of contracts, documentation, and concepts of construction procurement.

Luis Rosario-Lliveras, Chair of the Certification Committee, invites you to attend the classes, free of charge, starting on Thursday, February 3, at 6:00 p.m. in the offices of Perkins Eastman, 115 Fifth Avenue, New York. The classes will continue on Thursday nights at the same time and place for eight weeks.

To sign up for the classes please [e-mail Luis at lrosario@optonline.net](mailto:lrosario@optonline.net).

Playing the Odds

- * The 50-50-90 rule: Anytime you have a 50-50 chance of getting something right, there is a 90% probability you'll get it wrong
- * A fine is a tax for doing wrong. A tax is a fine for doing well.
- * Light travels faster than sound. This is why some people appear to be bright until you hear them speak.

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@xypex.com 917-309-7196

Metropolitan Chapter CSI Monthly Schedule for FY 2011

October 13, 2010 - How to Make a Killer Presentation
November 10, 2010 - Technology Design Principles in Modern Buildings
December 8, 2010 - **Holiday Italiano!**
January 12, 2011 - ~~Construction Jeopardy!~~ Snowed out
February 9, 2011 - The Future of Door Hardware Specifying
March 9, 2011 - Energy Usage, Savings and Changes in LEED-Certified Buildings
April 13, 2011 - Tour of Columbia's Northwest Corner Building
May 11, 2011 - Construction Jeopardy!
June 8, 2011 - 60th Anniversary Membership Meeting and Awards Dinner

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.

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

