



## April Chapter Meeting and Tour

with Bowling afterward

### Tour of the High Line Park, phase 2

Wednesday, April 11, 2012

Starting at the High Line 30th Street stairs, just west of 10th Avenue, NY, NY at 5:30 PM

The High Line in New York City is a public park built on an abandoned elevated freight rail trackbed. Originally built in the early 1930's, the freight line was a vast improvement for both the rail companies and the street life on the west side of Manhattan, since before that these activities co-mingled on the city streets. It was only a few decades later, however, that rail traffic decreased dramatically and the elevated railway fell into disuse. The last train on the High Line was in 1980.

In 1999 local residents formed a non-profit corporation to preserve the structure and turn it into an elevated linear

*Continued on page 3 - High Line Tour*

### INSIDE THIS MONTHS ADDENDUM

PAGE 2 - LETTER FROM THE PRESIDENT - JEFF MATLES  
PAGE 3 - A PARK ABOVE THE CITY STREETS  
PAGE 4 - WHY IS IT?  
PAGE 5 - LIKE IT IS/WAS  
PAGE 6 - RISING TIDES, CSI & METAPHORS, GOLF OUTING  
PAGE 7 - CSI BALLOT 2012

## In the Spotlight



**Angela Centanni,**  
**CSI**

Angela Centanni is a new member of CSI, joining the organization in 2009. She is a graduate of East Carolina University in North Carolina with a Bachelor of Science degree in Interior Design. Angela has practiced in the field of commercial space planning and design for 20 years, which also included a self-employed design consulting business. In 2007, she changed career paths to become an Account Executive in the contract flooring industry. Employed by Tandus Flooring, she currently works as a representative for the New York City Architecture and Design community. In the short time of becoming involved with the Construction Specification Institute, "I have found it to be a rewarding experience, as it has introduced me to many talented professionals and am looking forward to many more years of contribution and involvement".

**Metropolitan New  
York Chapter Officers  
FY 2012**

**President:** Jeff Matles, CSI

Matles Enterprises

Phone: (845) 558-0123

E-mail: Jmatles@aim.com

**Vice President:** Arnold Kravitz, CSI

Besam Entrance Solutions

Phone: (917) 715-4079

E-mail: akravitz@besam-usa.com

**Vice President:** Anthony Drummond,

Koroseal

Phone: (516) 480-8085

Email: adrummond@koroseal.com

**Treasurer:** Russ Carpenter, CSI

Euclid Chemical Company

Phone: (516) 847-0012

Email: massbltr@aol.com

**Secretary:** Angela Centanni, CSI

Tandus Corporation

Phone: (732) 796-3037

**Director (2011):** Dennis Italia, CSI

Metro Building Solutions, Inc.

Phone: (908) 268-2700

E-mail: ditalia@metrobuilding.biz

**Director (2011):** Ruma Som

Assa Abloy Door Security Systems

Phone: 201-612-7459

E-mail: rsom@assaabloydss.com

**Director (2012):** Thomas Lanzelotti,  
AIA, CSI

Gensler Associates

Phone: (212) 492-1400

**Director (2012):** Bob Crane, CSI

Phone: (484) 225-6720

**Immediate Past President:**

Linton Stables III, CSI, CCS, LEED-AP

Perkins Eastman

Phone: (212) 353-7207

E-mail: l.stables@perkinseastman.com

**NE Region Director-Metro NY Chapter**

Bert Korteling, CSI, CCPR

Xypex Corp

Phone: (908) 242-9922

E-mail: bkorteling@xypex.com

**President's Message**

**METROPOLITAN CSI NEW  
YORK LEADING THE WAY**

Apple Computer just released the new iPad3, another revolutionary device and it seems to be an early success. A sure sign that technology creates excitement and improvements are here to stay. What makes it so interesting is that we have moved onto another exciting level of technology.

Last year, in June 2011, I was approached by Metropolitan New York CSI team members, Tom Lanzelotti, Bill DuBois and Ruma Som with a game plan to bring our organization into the "20th century". The idea from Tom and Bill was to provide new membership ID card to use as name badges at Chapter events. Tom and Bill put together a document explaining the concept behind the membership card that he and Bill crafted very well. The card would have a stripe for identification with an inline color and personalization information to track attendance, assist in tracking learning units, assist in networking at Chapter events, provide a sense of belonging and give a more visible presence. Ruma helped to make the idea a reality. To be truthful, I was a little skeptical. Would our membership accept a change? Who would pay for it?

With our team leading the way, ASSA ABLOY Door and Hardware Solutions graciously stepped up to sponsor the equipment for printing and encoding. We were all delighted and now can say we will be using the new card swipe system at our monthly meetings.... Thank you Tom, Bill and Ruma and ASSA ABLOY for your foresight.



*Continued on page 4 - J Matles*

**Committee Chairs 2011 - 2012**

Academic Liaison	Linton Stables III	(845) 427-0853
Certification	Luis Rosrio-Lliveras	(732) 207-7208
Environment	Susan Kaplan	(212) 353-4686
Education	Ruma Som	(201) 612-7459
House	Anthony Drummond	(516) 480-8085
Membership	Tom Lanzelotti	(212) 492-1400
Nominating	Arnie Kravitz	(917) 715-4079
Planning	Bill DuBois	(212) 492-1400
Product Show	Arnie Kravitz	(917) 715-4079
Product Show	Jeff Matles	(845) 558-0123
Program	Robert Crane	(484) 225-6720
Public Relations	Angela Centanni	(732) 796-3037
Technical	Bill DuBois	(212) 492-1400
Golf Outing	Anthony Drummond	(516) 480-8085

CSI National will be studying our system for possible use nationwide. Let us help to lead the way into the future.

On March 14, 2012 the Door and Hardware Institute - NY and Metro CSI NY met at the Steelecase Showroom to hear an AIA presentation regarding "SOCIAL MEDIA for Construction Professionals.....Understanding Social Media and How it Works" by our guest speaker Joy Davis, CSI, CCPR. Whether your considering a blog, a Facebook page, a Twitter feed, a Linkedin profile or another networking option, you have something to offer in cyberspace-and social media has something to offer you in return. Thank you Joy and Bob Crane for bringing her to NYC for the event. It was one of the best presentations we have seen in awhile and it was enjoyed by all.

Come join us in April....

Jeffrey Matles

President, Metro New York CSI  
[www.metronewyorkcsi.org](http://www.metronewyorkcsi.org)

---

---

*High Line TourContinued from page 1*

## **A walking park above the hustle of the streets of New York City**

park. The City backed the project in 2002. Construction began on the infrastructure in 2006 and on the park itself in 2008, following the design by the team of James Corner Field Operations and Diller Scofidio + Renfro. In June 2009 the first segment of the park opened

to the public, followed by the second segment in June 2011. The third segment is in the fund raising stage now.

For more information about the design of the High Line, go to the [High Line website](#). The park now stretches from Gansevoort Street at the south end, north to 30th Street, about 19 city blocks.

Date and Time: Wednesday, April 11, 2012, starting promptly at 5:30 p.m. Bowling and refreshments will start at 7:00 p.m.

Location: Tour starting point is at the bottom of the 30th Street stairs, just west of 10th Avenue. We will end the tour at 23rd Street, where we will descend to street level and walk over to Chelsea Piers for bowling, pizza, and beer at [300 New York](#). Entrance to Chelsea Piers is at 23rd Street and the Hudson River.

Note to Participants: The tour will involve walking the equivalent of about 10 city blocks and climbing stairs equivalent to three stories up and back down.

Cost: The tour, bowling, and refreshments are included for \$20 per person. You must register and pay in advance.

[www.brownpapertickets.com/event/179842](http://www.brownpapertickets.com/event/179842)



**ASSA ABLOY**

*The global leader in door opening solutions*

*Scott J. Tobias, AHC, CDT, CSI, LEED AP*  
Director of Architectural Development

Tel: 845-427-0853 \* Cell: 854-742-4827 \* Email: [stobias@assaabloydss.com](mailto:stobias@assaabloydss.com)  
Visit us at [www.assaabloydss.com](http://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

# WHY IS IT ?

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

If you were to put a random group of construction “people” [architects, engineers, construction professional, etc. in a large room, and mention the word specifications, I’d bet the topic would be esoteric [and increasingly so], mysterious or flat-out baffling to the vast majority.

Why?

Why is it when they are “contract documents” [with the drawings and Agreement] they are not fully understood. Yet the overwhelming number of people dealing with contract documents have barely a passing or less] understanding of them. Contract documents are NOT separable, or used piecemeal, but yet those involved with the work are at a loss to apply and correctly use the specifications information.

The answer to the same as it is for status and knowledge of the Agreement— no basic instruction of the content, intent, creation and interrelationship with the other CDs. Of the three premium documents required for projects, TWO are readily used with relatively little [or actual] no instruction, and basis for understanding and correct use their content. Sad! Just discovered a book called, EDUCATING OF THE ENGINEER FOR 2020. Interesting and from a very reliable source.

[from the National Academies]. This is a follow-up to a similar study in 1996 which included architects. A national overview by a national agency both booklets carried high credentials and reliable information. Of course, both are sad tales of educational ineptness and mis-direction. The former, however, does work with a truer eye to the future ad a better overview of the current situation and the expanding litany of needs. As

engineering technology changes so MUST its educational programs.

Maybe that what is missing for architects—a mis-directed view of the future based o the current highly visionary and bizarre work [read— “signature architects”]. All too many architectural curricula are wanting and rife with only the highly subjective and/or experimental course work— both, quite denuded of technology [BIM is NOT construction technology!] and fundamentals of construction practices, materials, systems, methods, etc.. And this has a direct and imposing bearing on the work of the product representative, their presentations, literature, etc.. Also, as well as on the construction professional and all those who must contribute knowledge, services [incl. engineering services] and products— and have an obligation and responsibility to their product lines and staffs.

The specification at once cannot be a defined and integral part of the contract documents [referred to in the Agreement and General Conditions], and a non-plus set of words to be ignored, disregarded, violated, or sublimated.

It is frightening clear, at this juncture that no one s sure just how specifications will evolve [or disappear], but no matter as the rational [even if faulty] is required. This requires early and deep review and study and almost immediate establishment of instruction covering specifications at the basic level and the transfer of newly gained knowledge to them. It they are to exist, why? in what form? and what do practitioners of the future need.

An in-depth study like these and by a similar panel of expertise [no regulators, academics, society members, etc. and other with highly singular perspectives and biases] is long overdue. It really should include how the concept of professional registration is being violated, [and its possible result] and definitive solutions, universally applied and continued or allowed as individualized decisions [i.e., new requirements]

**Sorry, but I just don’t know why it is as it is— Why do we allow it to continue? No sense trying to figure out why it was allowed to happen— CHANGE IT!**

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

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

Business Card: \$350-10 Issues, Non-Member \$450  
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..



---

## LIKE IT IS/WAS

By S. Steve Blumenthal, FCSI

This article was titled LIKE IT IS, since its inception about three years ago, I was asked about yesterday and added/ WAS. With that in mind let's talk about the marketing to the design professional as it was. From what I have been able to research there is an interesting history, which for the most part, is unknown to many today.

As you know the chapter has been around for 60 years. Apparently for the first fifteen years (the fifties to the mid sixties) there was a **we and they** philosophy. If you were not registered, you were the "peddler" Industry member of CSI who dared to call upon the design professional without an appointment. Picture this, a man wearing a sun visor, rolled up shirt sleeves held in place by elastic bands that matched his suspenders with sissors on his desk, (the cut and paste of the era). If you were granted an appointment you sat in the waiting area from ten to thirty minutes until announced and asked the purpose of your visit. For most part these were not cold calls as appointments were required.

In some time someone would come out and escort you to the conference room and within ten to thirty minutes the party you had the appointment with arrived apologizing for keeping you waiting. When the formalities were concluded the purpose of your visit was reviewed. You either agreed or illustrated very carefully where there was a misunderstanding in the spec. or drawing. You were talking to a design professional who did the research, knew the answer and only wanted to confirm them with you. When satisfied he showed you the way out without a clue regarding your material and the specification.

During the late sixties and early seventies in addition to CSI, several members participated in "PC" the Producers Council which afforded additional creditability. Education and training illustrated a better understanding of material and design. The "industry" member was accepted as a knowledgeable person within the scope of the design. The "Professional" was an individual who wanted to know all about your product and needed you to confirm and offer suggestions. This became the era of listing three products and the approve equal. It was a great improvement as products for the most part were specified based on performance and the test data which were furnished along with the product data. The late seventies saw the introduction of "electronic sweets" (developed by former Chapter President Mirian Eldar, FCSI). Being a new concept for information retrieval there was confusion among all, both the design professional and marketing person, besides numerous offices did not utilize the program.

By the mis seventies the sissors were gone. The word processor was more efficient. If a change to the specification was required, it was accomplished, as you know, with the keyboard. CSI's Spec. Data and Master Format became the national criteria for products with specific sections numbers 1-60, followed by the five digit format and the current numeric system. Our colleagues in Canada "CSC" along with the Institutes technical committee issued a new edition to the Master Format a couple of years ago and now published.

The eighties and the economy was a difficult period, projects were canceled and put on hold as today. Representatives not only had to know their products but be aware of the design professional's problems. It was a cycle where Reps would see Principals, make their presentation and be available. During this decade the industry "modernized" and went electronic, CAD utilized by a few years earlier was becoming more prevalent as the major A&E offices started to tool up. Manufacturing for the most part was automated and products were improved in addition to the introduction of new materials.

The ninties saw a dramatic change on both sides of the aisle. For most part, everyhting was electronic. Cell phones replaced the street corner phone booth and territories were expanded, communication was instant. The men and women (the Archie Rep as the were called in the seventies) were better educated and more sophistocated in marketing methods. Design improved and new products and methods were introduced. Communication between the A&E office and the territory rep was accomplished by pressing various buttons. By two-thousand, with hand held apparatus, all parties were in touch instantly, Drawing spec sections and material information was transmitted faster then I was able to type this sentence.

Downsized in the mid nineties as Director of Architectural Marketing for RPM, a major holding company, I personally participated in the transition illustrated, RUSS CARPENTER, our editor and former Chapter President, is with one of the companies should you want more information. If you want to get a view point from the other side of the aisle, get in touch with CARL GRIMM, a former Chapter President who many of you know, he too went through this transition.

Note that I have used the term "Professional" and "industry" several times, in addition to the side of the aisle. Anyone who joined CSI before Jult 2011 were listed based upon an employment as Professional (P) and Industry (I). The bylaws were amended and today there is only one classification "Professional" for both sides of the aisle which no longer exists. There are other classifications that do not relate to this article. It would be great if someone would write something about 2000 into and including today for the Addendum telling it;...LIKE IT IS.....today.l

---

## Rising Tides, CSI and Metaphors

One of the things I do in retirement is participate in an Investment Club to earn and learn. Those of you with investments are aware that recent years have been better for learning than earning. But right now looks to be the time to employ the basic investment strategy of buy low and sell high. Yes, a rising tide does lift all boats. So all we have to do is look at the beach, determine how far out the tide is and get ready for our boat to rise. Metaphorically speaking!

The tide has been going out for a while in our world economy and most of us painfully realize that the construction industry boat went out with it. As is the way of the world, some of us felt the pull of the tide more than others. The bad news is that the strong pull of the tide identified weaknesses in our boat and crew and the good news is identification allows them to be corrected.

About now you're probably wondering where I'm going with this metaphor. CSI Chapters are some of the boats affected by the economy, the outgoing tide. They sit beached at various points along the wide, sloping beach. Those boats with many strong rowers were able to fight the outgoing tide and remain high and dry close to the high water line. Those with few to man the oars were taken by the tide and sit a varied distances from the water line. Some were taken by the strong outgoing currents and may be lost. The tide will turn and all seaworthy boats will rise with it.

When the tide turns, and it always has, those boats that have been kept shipshape will rise again. Those boats that have crews ready to bail and row will safely beach at the high water line. Will you and your chapter reach the beach? Could you offer a line to other boats struggling to reach the beach?

Will the Coast guard, AKA the NE Region, get there in time to help those adrift without power or will to fight the currents or are they playing pinochle? What to do while you wait for the rising tide to turn and lift your boat.

Here we'll abandon the metaphor and address the issues that face all construction industry member organizations and CSI specifically. We refer you to a webinar [Chapter Danger Signals: A Guide to Safety](#) This webinar suggests a process to be followed by chapters having issues that affect their performance.

Make no mistake all chapters could serve their members better by using the process suggested to identify and resolve issues.

The stress put on chapters by the economy is not unique to CSI. All Construction Industry member organizations

feel the effect. CSI chapters could utilize their diversified membership to help themselves and others in the industry respond to the challenge presented by current issues.

**Metaphor Warning** /So get out of your beached boats, wander the broad stretch of sand dotted with other beached boats and chat with their occupants about their issues. Could you work together to resolve common issues? Would you both be better for the effort?

Is that the Worcester County CSI chapter up by the high water mark cooking a pig and is that a keg that the crowd is gathered around laughing and singing, Happy Days are Here Again! Come on up and check it out, metaphorically speaking!

By: Edward "Ol Argyle" Healy, FCSI, Emeritus, CDT, RA  
WSS

---

## 2012 Annual Golf Outing



### September 11, 2012

The Chapter has set the dates for the Annual Golf Outing. Its a bit later than usual, in September this year instead of the heat of July .

So, if you want to get involved give Anthony Drummond or Bob Craner a call today.

Anthony Drummond - 516-480-8085

Bob Crane - 484-225-6720

The outing will be held at the South Shore Country Club on Staten Island, NY  
The cost is the same as last year at \$175.00 per golfer.

Sponsors please contact Anthony Drummond for sponsorship opportunities

---

# CSI\*\*\*OFFICIAL ELECTION BALLOT\*\*\*CSI

**This is your official ballot for the election of Metropolitan New York Chapter of CSI officers and directors and for proposed By-Laws revisions. Please complete this and mail it to Russ Carpenter, 37 Barberry Court, Farmingdale, NY 11735-1905. Ballots must be postmarked no later than April 30, 2012.**

**1. For the office of President, one-year term:**

- Jeffrey Matles, CSI Read about Jeffrey at <http://metrony.csinet.org/president>  
 Write-in (write your candidate's name)

**2. For the office of Vice President, one-year term:**

- Anthony Drummond, CSI Read about Anthony at <http://metrony.csinet.org/vp>  
 Write-in (write your candidate's name)

**3. For the office of Vice President, one-year term:**

- William Jacquette, RA, CSI, CCS Read about Bill at <http://metrony.csinet.org/vp>  
 Write-in (write your candidate's name)

**4. For the office of Secretary, one-year term:**

- Angela Centanni, CSI Read about Angela at <http://metrony.csinet.org/secretary>  
 Write-in (write your candidate's name)

**5. For the office of Treasurer, one-year term:**

- Linton Stables, CSI, CCS, LEED AP Read about Linton at <http://metrony.csinet.org/treasurer>  
 Write-in (write your candidate's name)

**6. For Director, two-year term:**

- Arnold Kravitz, CSI Read about Arnie at <http://metrony.csinet.org/directors>  
 Write-in (write your candidate's name)

**7. For Director, two-year term:**

- Ken Raikowski, CSI, CDT, DHI Read about Ken at <http://metrony.csinet.org/directors>  
 Write-in (write your candidate's name)

**8. Northeast Region Director, two-year term:**

- Ruma Som, AIA, CSI, CDT Read about Ruma at <http://metrony.csinet.org/regiondirector>  
 Write-in (write your candidate's name)

**9. Revise the Chapter By-Laws as recommended by the Board of Directors (To read the proposed changes see <http://metrony.csinet.org/proposedbylaws>):**

- FOR the proposed By-Laws revisions**  
 **AGAINST the proposed By-Laws revisions**

## Metropolitan Chapter CSI Monthly Schedule for FY 2012

September 7, 2011 - Casino Night, Beacon Hotel, 2130 Broadway, NY, NY

September 13 - 16 - CONSTRUCT2011, Chicago, IL

October 12, 2011 - Education Day & Tradeshow, Metropolitan Pavillion, 125 West 18th St, NY, NY

November 9, 2011 - CSI and the Future of the Design/Construction Industry, Hafele Showroom,  
25 East 26th Street, NY, NY

December 14, 2011 - Holiday Party, Annie Moore's Restaurant, 50 East 43rd St, NY, NY

January 11, 2011 - Presentations Make a Difference, location TBA

February 8, 2011 - McKim, Mead and White Classical Ideal, Tandus Flooring Showroom,  
71 Fifth Avenue, 2nd fl, NY, NY

March 14, 2011 - Social Media for Construction, Steelcase Showroom, 4 Columbus Circle, NY, NY

April 11, 2011 - High Line Tour and Bowling at 300 Bowl, Chelsea Pier, NY

May 9, 2011 - Networking Live!, Grohe Showroom, 160 Fifth Avenue, NY, NY

June 13, 2011 - Annual Meeting and Awards Night, Annie Moore's, 50 East 43rd St, NY, NY

**Celebrating sixty year as the worlds first CSI Chapter 1951 - 2011**

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

