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The art of creating things that have both beauty and use-



Knowledge for Creating
and Sustaining
the Built Environment

September 2010

AUGUST MEETING

PROGRAM:

PLACE:

H.E.S.S. Building
5430 Westheimer

TIME:

5:30 P.M. (Registration and
mixer)

6:00 P.M. (Evening Meal
and Awards Meeting)

DATE:

MONDAY,
SEPTEMBER 20, 2010

COST:

\$30.00 Per Person; Free to
CSI members.

RESERVATIONS:

Please e-mail: csihouston@gmail.com

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CSI Houston Website:
<http://www.csihouston.org>

September CSI Houston Chapter Program

“Choices of Air Barriers for Building Enclosures”

Presented By

**Casey F. Robb, FCSI, CCPR, LEED AP
Commercial Business Development Manager
DuPont Building Innovations**

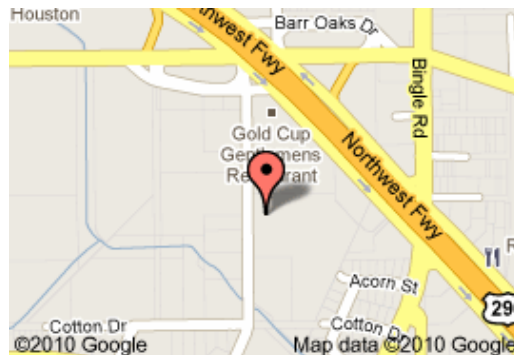
Seminar will discuss air barrier choices for exterior building enclosures. After attending this seminar, you will be able to better understand:

1. The importance of moisture management and air leakage control in building envelope design and the role of weather-barrier systems.
2. The main types of weather-barriers based on application methods.
3. Key advantages and limitations of each weather-barrier system and application examples.
4. What is new: The DuPont Tyvek Fluid-Applied WB System.

Coming in October . . .

Tour of the Craftsman
Fabricated Glass, Inc.,
facility, 4822 Southerland
Road, Houston, TX 77092.

Visit their website at
<http://www.gwiweb.com/>



CSI HOUSTON CHAPTER

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President	Thomas Atwell, CSI, CDT, AIA (713) 665-5665 tatwell@whrarchitects.com
President-Elect	Robert M. Cook, CSI, AHC (832) 496-9507 rcook@stanleyworks.com
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Treasurer	Robert M. Cook, CSI, AHC (Asst) & Harold Woolard, FCSI (832) 496 -9507 (713) 725-9881 RCook@stanleyworks.com hswool@consolidated.net

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2010—2011 CSI HOUSTON SPEC.TECTONICS

SPEC.tectonics Editor	Don Smith, CSI, CCS, AIA, LEED AP (713) 407-7700 don.smith@hok.com
-----------------------	--

2010—2011 COMMITTEE CHAIRS

Program	Christopher Quinten, CSI-I, CDT & Janet Babineaux, CSI (713) 366-0320 (281) 221-8353 cquinten@jordanconsultants.com jbxbp@comcast.net
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Technical	
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Product Show (CTE)	Di Ann Reid, CSI, CCS, CCCA, LEED AP (713) 844-0091 diann_reid@gensler.com
Golf Tournament	Holly Jordan, CSI, CCS, LEED AP, SCIP (713) 366-0320 hjordan@jordanconsultants.com
Table Top	Don Smith, CSI, CCS, AIA, LEED AP (713) 407-7700 don.smith@hok.com
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2010—2011 CSI HOUSTON WEBSITE

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Secretary	Dorothy Gumm Denison, CSI, CCS
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At Large Position 2	Greg L. Roberts, FCSI, CCS, CCCA, FAIA
At Large Position 3	Lance McHaney, CSI

September 2010

President's Message

by **Thomas Atwell, CSI, CDT, AIA**

I hope you all have managed to survive the economy and this sweltering Houston summer, but we are getting close to what seems to be the busiest time of year. CSI Houston has several things coming up in the remainder of the year that are of note. First is the 21st Annual CSI Houston Golf Tournament, The Brian T. Harrington Golf Classic which happens on Monday September 27th at Longwood Golf Club in Cypress. We have had a good response thus far for sponsorships and players, but there is still plenty of room for more. Check out our website or contact Holly Jordan hjordan@jordanconsultants.com with any questions. The "Golf Gal" and her committee have been doing a bang up job for this event, so let's keep the momentum going.



Next month are a couple of events in San Antonio that I hope we can support. First, CSI San Antonio and the South Central Region will have a booth promoting CSI at the TSA Annual Convention on October 14th thru 16th. If you plan to attend and have time to help man the booth, please contact Kathleen Liles kannliles@aol.com to sign up for a spot. In conjunction with this, the South Central Region will be holding a President's Council Meeting on Saturday, October 16.

Last but not least, our unofficial social committee is working on a special Christmas event for December; details to follow. I am very much looking forward to the Holidays, the cooler weather, and hopefully improved economic conditions.

Lance McHaney, CSI

Lance McHaney & Associates

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The presentation fee for this time is \$100 for members and \$150 for non-members.

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Plan to join us for the 21st Annual CSI Golf Tournament Brian T. Harrington Golf Classic

Monday, September 27, 2010

Longwood Golf Club
13300 Longwood Trace Drive
Cypress, TX 77429

For sponsorship and registration information go to: <http://www.csihouston.org/events.htm#golf>

Directions: 290N, exit Telge and turn right, cross light at Huffmeister and turn next right on Longwood Trace, go about 3 blocks and Longwood Golf Course will be on the left

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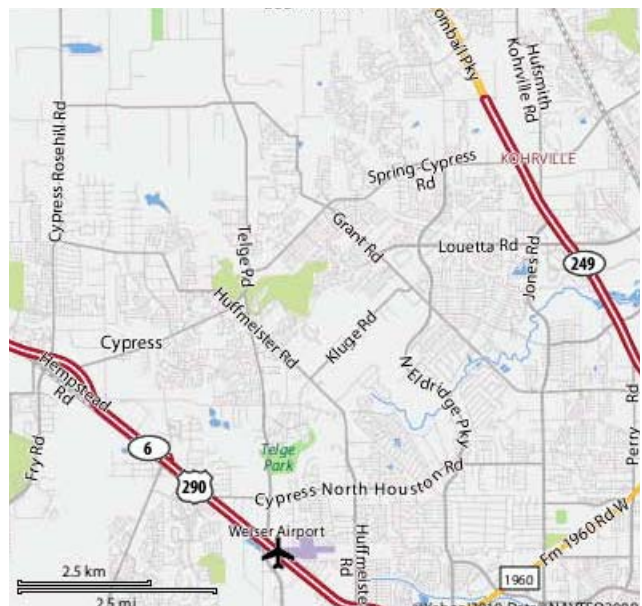
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Hurry!

21st Annual CSI Golf Tournament

Brian T. Harrington Golf Classic

Hurry!



LONGWOOD
Golf Club



Monday, September 27, 2010

**Longwood Golf Club
13300 Longwood Trace Drive
Cypress, Texas 77429**

**PROUDLY SPONSORED BY CSI HOUSTON CHAPTER
FOR THE BENEFIT OF OUR STUDENT SCHOLARSHIP FUND**

Don't miss your opportunity! Sign up today.

Send reply to Holly Jordan

FAX: 713-589-5493 or

E-mail: hjordan@jordanconsultants.com

- **\$125 per player** (includes range balls, cart, green fee, lunch, locker room facilities, BBQ dinner buffet, and awards ceremony)
- **Sponsorships available** (See our website for information and form)
- **Send checks to:** CSI Houston Chapter, Robert Cook, 19027 Ridge Hill Ct, Houston, TX 77084 (for each player include name, company, phone, handicap)
- **NOTE:** *Soft spikes only— Longwood Golf Club is a non-metal spike facility.*

**Visit our website for more information:
www.csihouston.org**



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Sometimes You Are In and Sometimes You Are _____

By Bill Fairbanks

Imagine for a moment that you are a construction product rep searching through all the projects in pre-construction. You search through the various building types in the design phase but more urgently through the product specifications which become available when the documents go out for bid. Your diligent research bears fruit when you find a project using your product. Well, it is not exactly your product. It is your competitors' products that are specified. So you scrupulously read the spec section and look through the drawings. Your product complies with every performance requirement and has only a few minor variations. i.e: The basis of design has 3 number 4s and your guys use 4 number 3s which is better anyway and why should it matter? The big question, your top priority, is can manufacturers of equal products be approved by addenda? If not, your chances of winning this work for your company go way down. You sift through Division 1 and the Instructions to Bidders. Section 01 25 00 has a substitution form, but that does not mean that pre-bid substitutions are being reviewed. The next step is to call a bidding GC; but no luck. Then, you call the Architect; no luck again. After calling three more GC's, you finally get someone to verify that you have a chance to be in an addendum. Good news, you've got 30 hours before the deadline for substitution requests.

Before going to bed for the night, get on your knees to thank God that this project is one that allows substitutions. You pray that your request for approval will be considered and if your product is worthy, may it be approved by addenda. After your prayer, you cannot help but wonder why the product that you represent is not one of the listed manufacturers. It seems like you have done the right things as a professional product representative. Namely:

- Long time member of the CSI chapter
- Qualified as a CDT
- CSI committee chairman for four years.
- Participate in every meeting, trade show, and golf tournament.
- Occasionally present a table top at monthly meetings
- Regularly contact every spec writer in town
- Meet with every architect who will see you.

You even presented a lunch and learn in the very office that did not include your product in the specification! It seems like they would want local competition. You fall asleep and dream of being the Coca-Cola® distributor, or maybe the Kleenex® rep.


The above scenario is more fact than fiction. Fellow reps have often cried on my shoulder and I have also been the crying salesman. Why do product representatives drop out of CSI? See the above narration.

This writer does not know of a product rep who expects to be the basis of design simply because their CSI friend writes the specification. What they expect is to have their company included as one of the approved manufacturers or to receive an email asking if their manufacturer offers the features and benefits that the specifier is looking for?

Area practices are always evolving. In our region, when a CM at Risk has been selected, many architects refuse to consider alternate manufacturers during the bid. The misconception is that they will only look at the ones who are low bidders. Question, how low do you have to be on a \$30K bid to be worth the time of the CM and A/E? Obviously, you must be so low that the job is not profitable. State and federal jobs usually do not add manufacturers by addenda. However, the GC will put some effort into the post bid substitution process since he used many unspecified, low bidders in his estimate. The point is, a qualified low bidder with comparable products should be awarded the work even when his price is only one percent lower. This is not the case when the specification omits a good manufacturer. Some architectural firms will not accept any product that was not approved by addenda, even on public work. In this case, you are toast if you are a day late discovering the project.

Inclusion on the approved list of manufacturers is critical to the survival of every product salesman and his company. Product representatives do not believe that the Owner requested only a certain brand. Nor do we buy the excuse that there is not enough time to do the research and update the specification section. CSI is all about team work and CSI product reps want to be responsible, contributing members of the team. Any CSI specifier who is not comfortable specifying a product that is represented by a fellow CSI member should contact the rep and explain his concerns. This kind of initiative and exchange will result in better specifications, better products and a better chapter.

Reps know about products. Architects and engineers know about projects. CSI is dedicated to improving the communication of construction information. Let's share.



**Rob Pelletier
Construction, Inc.**

**Bill Fairbanks, CSI, CCPR
V. P. of Sales & Project Management**

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Membership Chair Report

By Chuck Vojtech, CSI, CDT

Houston Chapter Statistics

Member Type:

Total: 162 (100%)
Associate: 20 (12.4%)
Industry: 52 (32.1%)
Industry Emeritus: 1 (0.6%)
Intermediate: 11 (6.8%)
Professional: 71 (43.8%)
Professional Emeritus: 1 (0.6%)
Professional Lifetime: 1 (0.6%)
Professional Retired: 1 (0.6%)
Student: 4 (2.5%)

We would like to recognize our newest members who have joined in August 2010.

Sean Duewel – W.R. Meadows
Taylor Hood – Pella Windows & Doors

We would also like to recognize members who have celebrated anniversaries with CSI in the month of August:

Stanley Bair – 51 Years
Jason Evans – 3 Years
Narendra Gosain – 4 Years
Timothy LaBorde Sr. – 1 Year
Judy Maniscalco – 21 Years
John Ziebell – 28 Years

Everyone is encouraged to reach out to colleagues, co-workers, customers, vendors and students to join CSI and get involved.

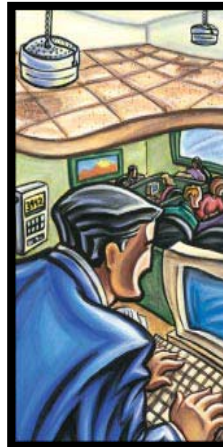
Thank you for your participation in CSI Houston!

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Kathleen Liles, CSI, CDT

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for more information.

CSI Houston Chapter Board Meeting Minutes

**Location: HESS Building
5430 Westheimer Road, Houston, Texas
July 26, 2010**

Present: Betsy Finch, Bill Fairbanks, Bob Cook, Christopher Quinten, Chuck Vojtech, Don Smith, Don Ude, Frank Bain, Holly Jordan, Lance McHaney, Lisa Murray, Mark Koehler, Tom Atwell

President Tom Atwell called the meeting to order at 4:10 p.m.

The May 2010 Board Meeting minutes were approved.

REPORTS

Member Services: James Sandoz
No report.

Programs: Christopher Quinten/Janet Babineaux
Christopher reported the date for the tour is scheduled for October 25, 2010.

Membership: Chuck Vojtech/Chris Jones
Chuck called National regarding transferring a company CSI membership to a new member when the original member moves to a different position. National is checking on it and will advise Chuck. Chuck will hold a new member orientation at the beginning of the Chapter meeting.

Awards: Amy Salmeron
No report.

Finance/Administration: Don Smith
Don Smith and Bob Cook have reviewed the finances. Checks from National are still being sent to Harold. In order to have them sent to Bob Cook, a form needs to be completed indicating the changes, signed by the president and secretary and sent to national.

Treasurer's Report: Harold Woolard/Bob Cook
Bank balance as of March 31, 2010 is \$11,220.94.

Tabletop Display: Don Smith
Two tabletops are reserved for July.

Public Services: Lisa Murray
The online registration is working well.

Golf Tournament: Holly Jordan
Twenty-one architects are signed up, five paying players are signed up, commitments from sponsors have been received. Don Ude is getting information about items for the goody bags and Bob Cook is working on setting up PayPal.
Don reported he is working on the newsletter and will post

SPEC.tectonics: Don Smith
The newsletter has been posted to the website. Has received a business card ad but has not received payment.

Electronic Communications: Jerry Abendroth
No report.

Public Relations: Tanner Spears
No report

Professional Development: Mark Koehler
No report.

Continuing Education: Mark Koehler
No report.

Academic Affairs:
Mark spoke with Mollie Striednig about taking over the position. Once she knows the time commitment she will discuss with her boss and let Mark know her decision.

Certification: Holly Jordan
Two students are attending a CDT study class at Jordan Consultants. WHR also has a study class.

Technical Committee: Brett Wilbur
No report.

Scholarship: Frank Bain
Don Smith "moved to approve the proposed Houston CSI Foundation 07/01/10 thru 06/30/11 Board of Directors: Frank Bain-President, Bob Cook-Vice President, Dorothy Gumm Dennison-Secretary, Brett Wilbur-Treasurer, Gregg Roberts-At Large Position, Harold Woolard-At Large Position, Lance McHaney-At Large Position." Motion was seconded and approved.

New Business:
CTE/Seminar: Di Ann Reid/Don Smith
No Report.

CIC Delegate: Di Ann Reid
No report

Meeting adjourned at 5:15 p.m.

Respectfully submitted by

Betsy Finch, CSI
Chapter Secretary

Using CSI to Find Your Next Job

CSI's membership network is unique in the industry – no where else will you find this cross-disciplinary mix of construction professionals. Through CSI, owners, facility managers, architects, engineers, specifiers, contractors, sub-contractors, product reps and manufacturers come together. That's good news if you're looking for a job.

Below are some ideas for using CSI if you're looking for a job, or think you might need to start looking in the next few months. CSI members with other ideas are urged to post them at <http://csinet.org/Get-Involved/Job/Using-CSI-to-Find-Your-Next-Job.aspx>

Visit CSI's Career Center. You can post a resume and read job postings from across the country for free.

Join a CSI chapter and go to the meetings. Your local CSI chapter is plugged in to construction in your area. Spend time with people who know which firms are hiring, and who could recommend you.

Improve your resume. Slant your resume to tell what you have accomplished.

Get your CDT, or advanced certification. Show potential employers that you are an expert. CSI chapters offer preparation courses and mentoring for exam candidates – another opportunity for you to expand your network. It the CSI Houston Chapter website to find out more about certification.

Write a technical article for Construction Specifier magazine. Contact the Specifier with your article idea at editor@constructionspecifier.com.

Participate in CSI. Potential employers are likely to Google your name while considering you. Give them something worth finding:

Your membership in a CSI committee or task team at the national, region or chapter level gives the opportunity to network with others.

Blog for CSI. CSI is looking for members who are interested in writing technically focused entries. Whether you're interested in writing about the entire construction industry, or just the ins-and-outs of a particular division, CSI is a great way to share your technical knowledge and show potential employers your wisdom.


Tweet what you know! Create a free profile at <http://www.twitter.com> and start sharing what you know about construction and CSI. Then let CSI know by sending a tweet to CSIConstruction. CSI follows and promotes CSI chapters and members that tweet.

Good luck!



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“Strictly SMITH-ly”

by Donald F. Smith, Jr., CSI CCS AIA LEED AP

When was the last time that you attended a CSI chapter meeting?

The economy has effected everyone. The people most obviously effected are those out of work. But, those still fortunate to have work are also effected. Instead of waiting for something positive to help your business, why not improve your chances by getting elbow to elbow with people who can help you do better.

This is a great time to network; find out who has problems that are in your area of expertise. Be a good listener, or better yet, practice to improve your listening skills. What problems need solving? How can you help? Is the problem something that you can offer help with or do you know someone with just the right expertise. Network in not about yourself. It's about marrying problems with solutions.

Look around you. Who are the go to people that you know? Who can you repeatedly trust for good advice and can steer you away from less than desirable results and help you find a path to success.

The networking help that you give or receive is not a one way path to a result. When someone helps you, you not only feel thankful, but also obliged to return the favor. It just feels good to share.

CSI Chapter meetings and members, in general, are a good place to start when you need help or what to explore a new opportunity.

Often, a great product will come along that may have applications beyond its primary design. Only though discussion, can the true value of a new product or idea be fully appreciated.

You may have the key to making someone a great performer and not realize it. Why not come to a CSI Chapter meeting and network. Do you need a look at something new to help solve your problem? Or perhaps a fresh look at an old problem with a different perspective?

Thomas Alva Edison (1847-1931):


"Just because something doesn't do what you planned it to do doesn't mean it's useless."

... Just My Opinion

Donald F. Smith, Jr., CSI, CCS, AIA LEED™ AP
don.smith@hok.com

Betsy Finch, CSI

Manufacturer's Representative



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September 2010 Through October 2010

Sun	Mon	Tue	Wed	Thu	Fri	Sat
AUG 29	30	31	SEPT 1	2	3	4
5y	6 Labor Day	7	8 CSI Planning Meeting	9	10	11
12	13	14	15	16	17	18
19	20 CSI Houston Board / Chapter Meeting	21	22	23	24	25
26	27 CSI Golf Tournament — Longwood	28	29	30	OCT 1	2
3	4	5	6	7	8	9
10	11	12	13 CSI Planning Meeting	14 TSA Convention	15 TSA Convention	16 TSA Conv. SCR President's Council
17 SCR President's Council	18	19	20	21	22	23
24	25 CSI Houston Board / Chapter Meeting	26	27	28	29	30