

Specigram

Newsletter of the Pittsburgh Chapter,
Construction Specifications Institute
April 2016



April 12, 2016

It's fast... it's furious... it's fun... it's One Hour To Bid

You're the estimator and it's a big day and a big project. But, can you pull it all together? All the alternates, combination prices, sub-quotes to deal with, and most of the information is coming in an hour before the bid is due. Will you have the "low bid" or the "right bid"? Hopefully yours will be both. Only time will tell.

Moderated by William R. Brightbill, FCSI, CCCA, CCPR
Supervisor, Central PA Sales Office of Modernfold of Reading, Inc.

THIS MONTH

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Bring a hand-held calculator and a sharp pencil... and remember... there are no prizes for second place on Bid Day!

Learning Objectives:
-Discuss project delivery methods
-Learn the process of bid assembly
-Understand the inherent pitfalls and obstacles of "Bid Day"

**5:00 Board Meeting
5:30 Networking
6:15 Dinner
7:00 Program**

**Cefalo's Restaurant
428 Washington Ave
Carnegie PA 15106
(412) 276-6600**

\$35.00/person

**RSVP to Marc Zell
by Friday, April 8th
MAZell@NationalGypsum.com
(412) 951-8715**

Highlights from the Board

www.CSIPittsburgh.org

visit us on Facebook:
<http://ow.ly/106c8x>

March 15, 2016 by GoTo Meeting



PRESIDENT

Chapter elections to occur in April - following is slate for new board members. President: Rich Strayer; 1st Vice President: Marty Thornton; 2nd Vice President: David Miller; Secretary: Josh Telenko; Director: Bruce Pollock (new board member); Director: Brad Bartley (full term); Director: Leisa McNamee.

PROGRAMS

April: 1 hour to bid at Cefalo's. May: Tour of Drury Hotel project. June: Chapter Awards, location to be discussed.

PUBLICITY

Miller will issue email about golf outing and a separate email about the election slate and the next meeting in April.

MEMBERSHIP

New member contact persons were assigned. List of members not on Chapter roster were discussed and contact persons were assigned. Member with lapsing memberships were discussed and contact persons were assigned.

TECHNICAL/EDUCATION

Dorenkott and MBA chair Jon O'Brien director industry relations went to a thank you lunch for MBA's support. MBA willing to host future events for the Chapter. Future event topic being pursued, suggestions are welcomed.

AWARDS/SPEC COMPETITION

Institute awards due May 6th, O.C.C. due July 5th; Chapter awards due before June meeting. Chapter has several members that have received Regional Awards - President will need to verify attendance of those nominated or provide acceptance of those awards not present. For institute awards, Kelly Brown and Specigram will be nominated the metal stud educational event will be nominated. The award set up has changed and the Narratives are very important to describe and achieve the awards.

LONG-RANGE PLANNING

There will need to be a revised approach as the person organizing this has other family commitments and will not be able to assist in this project.

GOLF OUTING

Next outing will be at Cranberry Highlands. D Miller will be in attendance to assist with Pay Pal account. Cost is \$100 per person \$380 per foursome. 9:00 a.m. check-in.

OLD BUSINESS

Strayer will represent Pittsburgh Chapter at LOS, Brown and Fulton will be attending as well.

Member News

April 2016

April Anniversaries

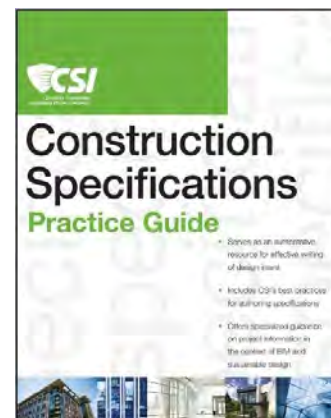
36th	Brian Joos	Brian Joos
30th	Martin Thornton II	WTW Architects
28th	Michael Bosco	Michael C. Bosco
20th	Joseph Kostuch	The K Group PGH LLC
18th	RonnaLeah Prindible	Dodge Data & Analytics
17th	Barbara Matejka	HHSDR Architects/Engineers
17th	Mark Viola	Source Architechnology
17th	James Geist	The Sherwin-Williams Co.
11th	Maria Holupka	HoLampCo International
6th	Alexandra Apostolou	Apostolou Associates Inc
5th	John Bliss	R.I. Lampus Company
3rd	Valerie McKee	Laface & McGovern
3rd	Kevin Spence	Marvin Windows and Doors
2nd	Pamela Neely	Inpro
1st	Dante Amato	The Blue Book Network

New Members

Michael Warren	Modernfold of PA
Jeff Carty	Strada Architecture, LLC
Mason Radkoff	

Membership Up For Renewal

Ben Mack	Ardex Americas
David Mosovsky	Daltile
Michael Soeder	Tremco Building Solutions
David Turner	84 Lumber Company
Alexandra Apostolou	Apostolou Associates Inc
Kevin Spence	Marvin Windows and Doors
Nicholas Lardas	Niko Contracting Company



Upcoming Tour - May 10, 2016

April 2016

Meet at site at 4:45.

Tour 5:00-6:00

Dinner following:
Location TBD

7:00
Cost \$35

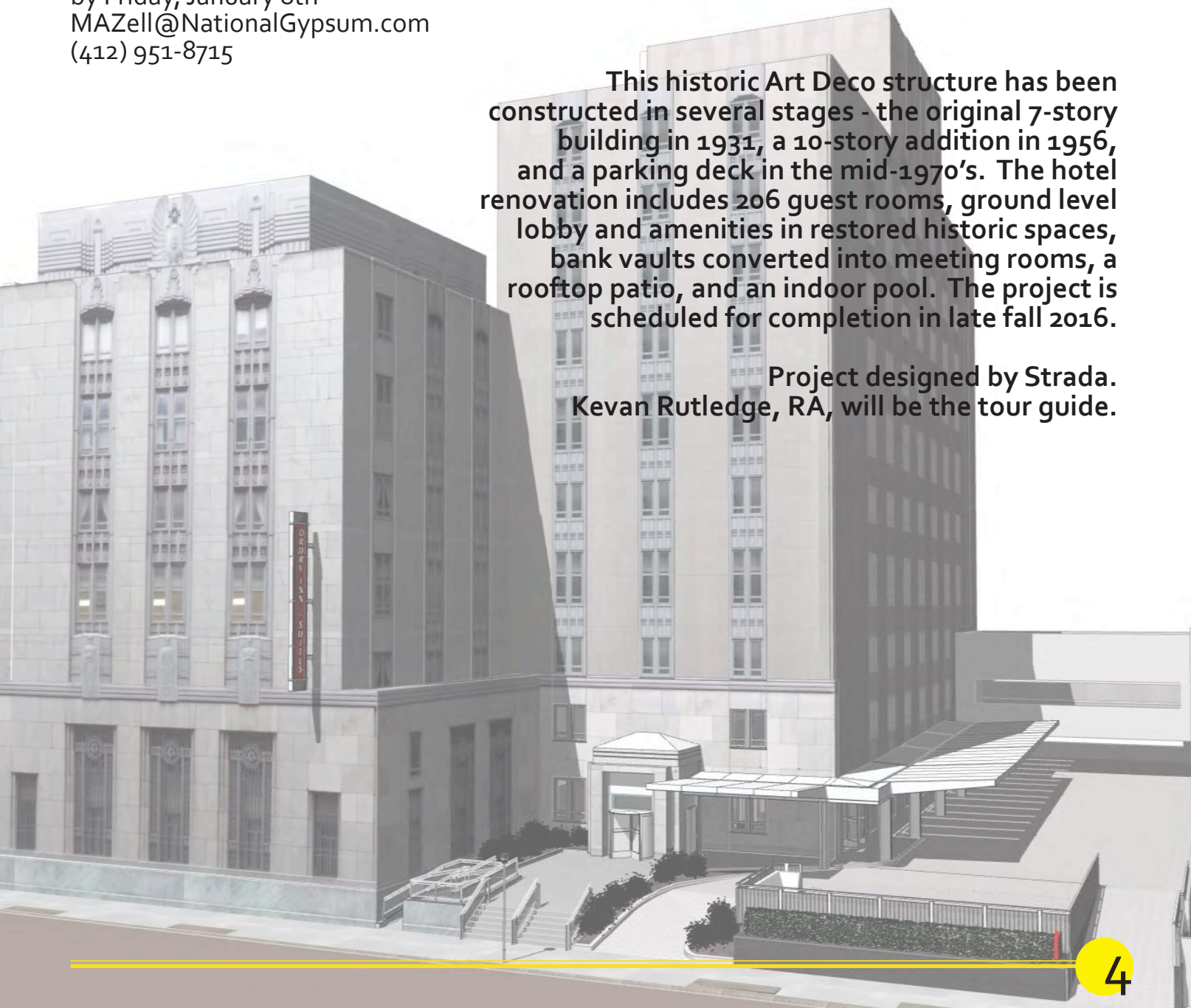
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Drury Inn and Suites Pittsburgh

at the former Federal Reserve
building, 745 Grant Street.

This historic Art Deco structure has been constructed in several stages - the original 7-story building in 1931, a 10-story addition in 1956, and a parking deck in the mid-1970's. The hotel renovation includes 206 guest rooms, ground level lobby and amenities in restored historic spaces, bank vaults converted into meeting rooms, a rooftop patio, and an indoor pool. The project is scheduled for completion in late fall 2016.

Project designed by Strada.
Kevan Rutledge, RA, will be the tour guide.



Member Profile - *Phil Dorenkott*

What is your company and what is your position?

I am an Account Manager with Atlas Wholesale Supply in Carnegie.

Tell us about your job.

At Atlas I sell a wide range of commercial building products (drywall, metal studs, acoustical ceilings, insulation and accessory products) to general contractors and interior contractors.

What part of your job do you most enjoy?

I very much enjoy my daily interaction with a wide assortment of people (customers and fellow employees). When our customers are happy with our performance, I'm happy.

If you weren't in your current job, what would you be doing?

I believe I would be involved in the financial industry. I'd enjoy being a stock analyst or part of a corporate finance department.

What is the funniest/oddest thing that has happened in your professional career?

Around 1987 I won a sales award trip to the Caribbean with 30 other USG employees and their spouses. During the cruise I seriously injured my knee playing volleyball on the "Lido Deck". The first question on The Workman's Compensation Injury Claim was "What were you doing prior to the accident?" I answered that I was having a rum and coke at one of the ship's bars.

What year did you join CSI?

I joined CSI around 1990-1991.

What position(s) do you presently hold with CSI?

I am currently on our chapter's Board of Directors. I also organize the Technical Seminars with Leisa McNamee.



If you could change one thing about your profession, it would be:

The notion that a large percentage of individuals in the sales profession are dishonest.

Why did you join CSI?

I joined CSI to build a deeper relationship with individuals in the architectural community. I also wanted to learn what I needed to be more valuable as a resource to the design community.

Person you learned the most from:

I have learned the most from my father. He has been very active in my life from the beginning. Professionally, I have learned the most from a former manager, Bob Richter. Bob has excellent analytical skills and was great at executing business strategies.



Member Profile - *Phil Dorenkott* (cont'd)

April 2016

Who is your favorite "Peanuts" character and why?

My wife, DeeDee, would say Pigpen. I have no idea why!!!!



What do you see as the value of CSI membership?

CSI is a great educational provider. Being a CSI member enables you to kick your game up a notch, whether you are on the design side or the product side of the business. There is an enormous amount of experience in our chapter. Our members are very willing to share their expertise with others. It is a good place to develop relationships with fellow members.

What would you want somebody considering CSI membership to know?

New members have the opportunity to make significant contributions to our chapter. You don't have to be a five year veteran to lead a committee or join the Board of Directors. If you want to get involved and develop relationships with fellow members, the Pittsburgh Chapter deserves your consideration.

What people influenced you most?

My parents and four siblings had a tremendous influence on me. They taught me the importance of honesty, respect and responsibility. They've influenced me in ways I don't even realize.

Within CSI, Bob Tench and Ken Nagie influenced me the most. In a month's time both of them told me that I needed to join CSI. In those days, Burt Hill Kosar and Foreman Bashford were major firms in the Pittsburgh market. In the last decade or so, Bob Bailey has been a major influence. Bob has been a constant source of ideas for Technical Seminars and a great sounding board on a wide range of topics.



Tell us a memorable CSI experience:

#1 At the beginning of a MARC meeting many years ago, a 4-year-old Elizabeth Bailey proudly told a few of us something we never knew. "My dad is a pretty funny guy."

#2 During a CSI golf outing on the 8th hole at Venango Trails I attempted to retrieve an errant tee shot from what appeared to be a dried up pond. During my third step onto the "dried mud" I instantaneously sank beyond my knees into the mud. I called my wife, DeeDee, and she brought me another pair of shoes and a change of clothes.

Tell us about your family.

DeeDee and I met during our sophomore year at Miami University. In September we will celebrate our 30th wedding anniversary. Our son, Brandon, is a junior at Villanova. He is majoring in finance and plans to work in the financial compliance sector of the field. Brandon has also been the varsity coxswain for the Wildcat's rowing team the past two years. My daughter, Lindsey, is a junior at Hampton High School. Currently, she is trying to decide where she'd like to go to college. She has also competed on the Hampton Track Team. We like to travel throughout the U.S. As a family, we've probably visited close to 30 states.



MIAMI
UNIVERSITY
OXFORD OHIO

Member Profile - *Phil Dorenkott* (cont'd)

April 2016

Tell us your education background

In 1978 I graduated from St. Edward High School in Lakewood, Ohio. In 1982 I graduated from Miami University (Oxford, OH) with a BS in Business (Marketing). In 1992 I earned an MBA from University of Pittsburgh's Katz Graduate School of Business (Concentration in Finance and Economics).

What was your first job?

Sales Representative with Donn Corporation, a ceiling suspension manufacturer (later acquired by USG). My first sales territory was based in Memphis, TN. I covered portions of 7 states.

What are your hobbies?

Travel, fishing, hunting, hiking, golf (sometimes), watching a wide range of sporting events, reading about financial topics.

How many years have you been in the Industry?

Over 33 years.

What's your favorite city?

Small city: Jackson Hole, Wyoming. It is located at the foot of the Grand Teton Mountains and close to Yellowstone. It doesn't get much better for me.

Larger city: Cincinnati, OH. It is very similar to Pittsburgh or Cleveland (my hometown) with a milder climate.

What's your passion?

I love being outdoors with friends and my family. I very much enjoy spending time in our National Parks, especially the parks out West.

What's a true sign of success?

Being honest and treating others with respect. Doing your very best at whatever you do; whether that be an architect, salesman, truck driver, spouse, parent, friend etc.

Best advice anyone ever gave you:

I don't know that I can call one piece of advice the best advice I've ever received. In the mid 1990's, however, I had the opportunity to be part of a very small audience to hear General Norman Schwarzkopf speak. I've never forgotten his advice.

He told us to:

#1) Using the information available, make a decision.

2) Do what's right. Most of us know in our gut what is right. Have the courage to do it.



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Spring Golf Outing

April 2016

Thursday, May 19, 2016



5601 Freshcorn Rd.
Cranberry, Twp Pa 16066

Scramble format

Cost: \$100.00 per person or \$380.00 for foursome

Price includes:

- 18 holes of golf with GPS cart
- Hot dog and drink at the turn
- Buffet dinner afterwards including roast beef, chicken, cheese shells, potatoes
- \$5 credit at Pro Shop
- CSI family & friends

Check-in time: 9:00 a.m.

All interested please email Mark Womer
mwomer@dsstristate.net

Hole sponsorships are available for \$50.

You will get to introduce your company.

Door Prizes!

If you'd like to donate, please let Mark know via e-mail what you will be donating.

Pay at course or send check to Mark at
526 Stirrup Drive
Greensburg, PA 15601
checks payable to CSI Pittsburgh

50/50 Drawing!

Bring your cash!



Leadership Orientation Seminar (LOS)

April 2016



2016 CSI Middle Atlantic Region

Leadership Orientation Seminars (LOS)

Chapter Officers and Directors - Plan **NOW** to attend!

Location: Heritage Hills Country Club, York PA
Room Booking ID is **MID081916**
For reservations, call 717-755-0123 (no internet reservations)

Date: Friday August 19 - Saturday August 20, 2016

- Golf Outing is being planned for Friday morning, August 19, 2016.
- Factory tour (with AIA Credits) will occur Friday afternoon, August 19, 2016.
- Region Board Meeting will be conducted Friday evening, August 19, 2016.
- LOS seminars will be conducted Saturday August 20, 2016.

CSI always encourages continuous leadership development on its Chapter, Region, and Institute levels. The Leadership Orientation Seminar (LOS) is the Region leadership's opportunity to present an overview of the duties and responsibilities of all new Officers, Directors, and Chairpersons, and focuses on training the new leadership of all Chapters within the Middle Atlantic Region.

Attendance by all current and incoming Chapter leaders is strongly encouraged. Other interested Chapter members, especially those on the "leadership ladder" and committee chairs are also encouraged to attend as LOS will give them a head start in their roles as both current and future Chapter leaders.

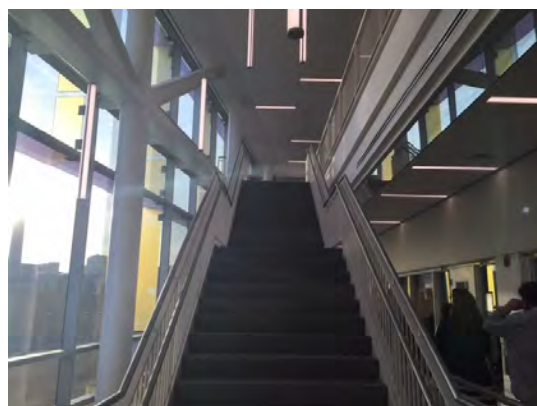
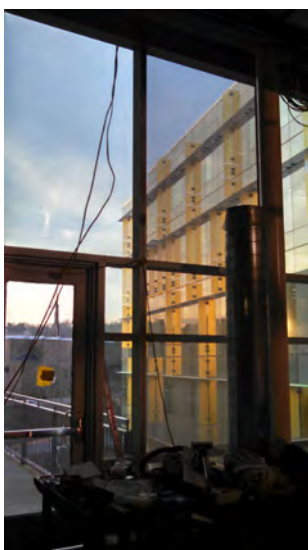
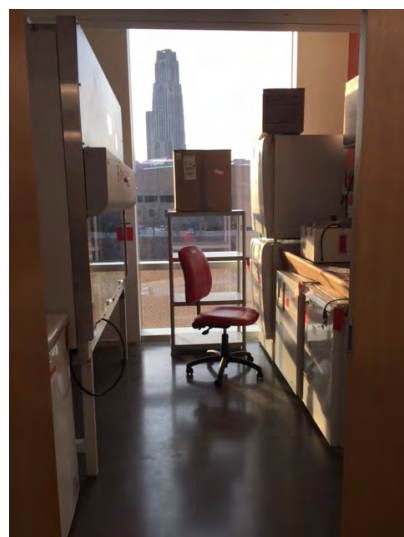
During LOS, attendees are briefed about Institute organization, staff, existing and new programs, and resources. This is also a forum for discussion of the mutual challenges shared by all Chapters as well as an opportunity for the sharing of ideas and experiences.

This will be our second year in York, and we are working now to improve on last year's event, with more sessions directed at CSI Mid-Atlantic Region leadership networking and development.

Please note: Attendance at the Region Board meeting as well as the Saturday LOS sessions will be required for anyone planning to participate in the Friday pre-LOS golf and/or tour activities. There is no charge to attend LOS. Attendees are responsible for their hotel and transportation, only.

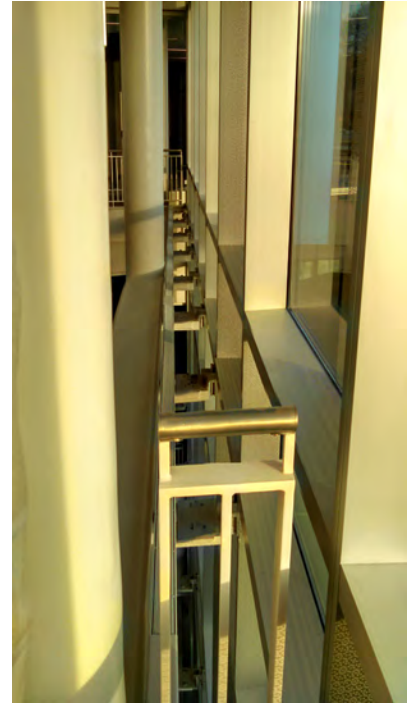
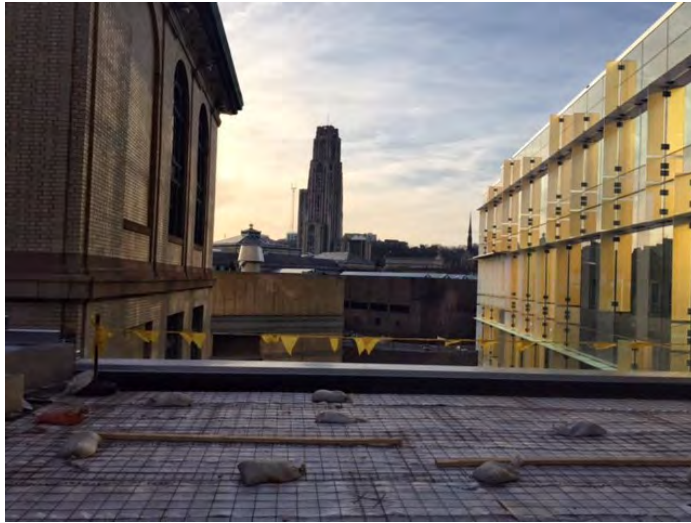
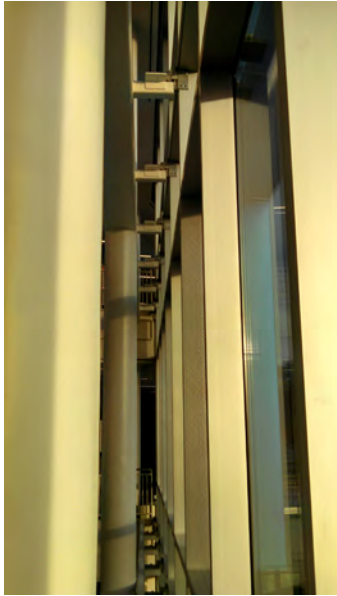
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Tour of Scott Hall - March 8



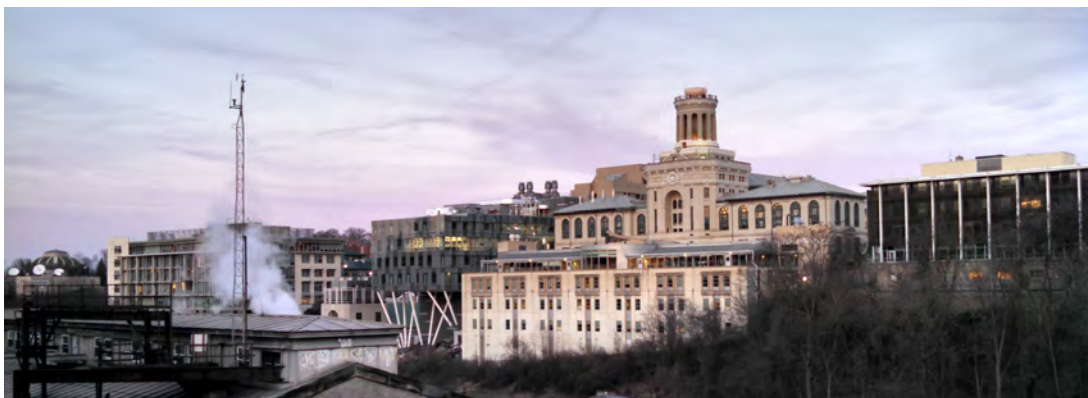
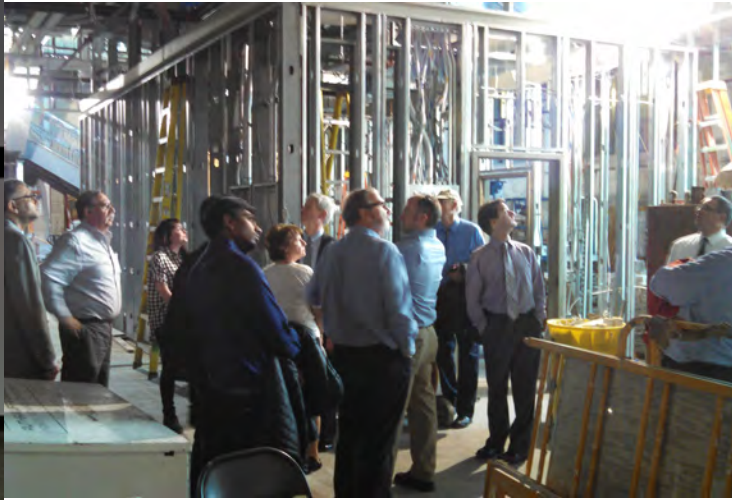
April 2016

Tour of Scott Hall - March 8



April 2016

Tour of Scott Hall - March 8



Get the App!



The Go Mobile PGH App (available for both iPhone and Android phones) is fantastic for those of us that use street parking. The first time you use it, you'll be asked for your license plate number and method of payment. VISA, Master Card, Discover, American Express, VISA Checkout and PayPal are all accepted.

You will also be asked for a mobile number and email. This information is used to send you **alerts** (such as 15 minutes remaining) as well as **payment receipts**. You can choose whether you want to receive this information via text or email.

The **absolute best function** is the ability to **EXTEND** your parking time right from your phone. Meeting going longer than expected? Open the app and hit "Extend Session". It will give you the option of how much more time to add.

1

Once you've registered, enter in Zone# located on stickers & signs on the meters

2

Depending on your area, choose the duration you wish to park

3

Confirm your information, including Location, License Plate#, time, and cost

4

A ticker will show up counting down your time remaining, & in some locations, you may extend your session remotely

5

Option to receive expiration alerts 15 minutes prior to your parking expiring

Using the app is very straightforward. Every one of the new parking stations has a zone number on the side. Enter that number into the app and then choose how long you want to park. Confirm by hitting the "Start Parking" button and you are done. You can open the app at any point to see how much time is left.

There are other features as well including the ability to create favorite zones, saving the location of your car if you have trouble remembering where you parked, adding other vehicles to your account and viewing your payment history.

All in all, the Go Mobile PGH App is a great way to park quickly, track your parking expenses and avoid those frustrating parking tickets.

Chapter Leadership

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