



SPECIGRAM

Newsletter of the Pittsburgh Chapter, Construction Specifications Institute

March 2014

March 11 Program

Forecast 2014: Gaining Confidence



Jeff Burd, owner and president of Tall Timber Group, will present the outlook for construction in 2014.

Jeff is the publisher of **BreakingGround** and **DevelopingPittsburgh** magazines. He was formerly the president of **Pittsburgh Construction News**, which provided detailed construction information in Western PA from 1994 to 2005.

THIS MONTH

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CSI PITTSBURGH CHAPTER MISSION STATEMENT

1. To support and promote the mission and core values of the Institute.
2. To help its members perform their jobs better by providing education and promoting certification programs.
3. To provide an opportunity for networking to facilitate project team building.

*Pittsburgh Chapter
Construction Specifications
Institute
P.O. Box 367
Wexford, PA 15090*

Location:

Cefalo's
428 Washington Ave.
Carnegie, PA

5:00 pm Social Time

5:30 pm Board Meeting

6:15 pm Dinner

7:00 pm Presentation

Cost: \$35/person

Reservations

to
MAZell@NationalGypsum.com
(412) 951-8715

President's Message

March 2014

Miki Vargo, Chapter
President



Can you believe Spring is less than two weeks away?

I for one will be more than happy to say good-bye to the terms "polar vortex", "school delay" and "salt shortage." One way to escape the doomed weather fate of good old Punxsutawney Phil is to head down south to Virginia Beach.

The 2014 Middle Atlantic Region Conference (MARC) will be held from April 3 - April 6, 2014 in Hampton, Virginia. The Tidewater Virginia Chapter has developed a conference theme titled, "Building Smart for Tomorrow, Using Technology Through History." The Hampton area is home to Fort Monroe, the largest stone fort ever built in the United States; location of Abraham Lincoln's Emancipation Proclamation;

Langley Air Force Base; and the original home of NASA. Planned pre- Conference activities include a golf tournament, sporting clays tournament, and Chesapeake Bay headboat fishing tournament.

The conference theme of exploring the technologies of history to build smarter technologies today, will include an educational tour of Ft. Monroe with a lecture by the fort's curator; a forum on Flood and Sea Level Rise; tour of the Air and Space Museum; along with Technical Programs including Design of Buildings for Explosive Effects, IBC Code 2012, Deconstructed Specifications, Energy-Efficient Building Envelope Technology, School Security, and Ceiling Design. The conference will close with the Region Awards Banquet celebration. In addition to the planned conference activities, the Tidewater Chapter will also be celebrating their 50th Anniversary with a dinner which all members are invited to attend. I encourage each of you to consider attending the MARC. Additional information, sponsorship opportunities and registration is available at the www.tidewater.csinet.org.

I would like to thank everyone who attended, participated in, and planned last month's program, **CSI Speed Dating**. I think it is safe to say the program was another huge success. It was great to see so many new, old and different faces. I hope all participants had an enjoyable and beneficial evening. As always, we'd love to hear what you thought. If you have any comments on things you did or didn't like, please feel free to let us know. Again, a huge thank-you to Lynn Fulton, the planner and coordinator of the event; and David Miller, master of the PayPal card swipe.

This month's program, "**Forecast 2014, Gaining Confidence**," will be presented by **Jeff Burd**. Mr. Burd is the owner and president of the Tall Timber Group and publisher of Breaking Ground and Developing Pittsburgh Magazines. He has a long history of providing the Pittsburgh construction and real estate markets with information and events affecting the market. Come and hear what the Pittsburgh construction outlooks looks like. *(continued on p.3)*

President's Message (cont'd)

March 2014

Next month's program will be an encore presentation of last year's **"Are You Smarter Than a Spec Writer?"** For those of you who missed it last year, the program is a game modeled after the "Are you Smarter Than a 5th Grader," only here, the questions are spec related. This year we have invited students from both CMU and Chatham University to participate. Six total students will be selected to participate after completing an application and short exam with questions related to the CDT. Each student will be paired up with a Product Rep and asked a spec-related question. A specifier and/or architect is also selected to fill the role of "classmates". If the team cannot answer the question, they are then able to peek, copy or be saved by the classmate's answer. The program is a nice way to expose the students to some of the topics they will be faced with once they enter the industry; and, it is a great way to further our student outreach efforts by showing the future of our industry one of the benefits of our organization, networking. I strongly encourage all of you to plan to attend the April program and welcome our local students.

Also coming up in April is our **Chapter Elections**. Our nominating committee will present the officer and director positions that are up for election and open the floor to nominations at our March meeting. Voting will then be held at our April meeting. If any of you have an interest in holding a board or committee position, or simply volunteering to help with a committee, please let me know. We are a volunteer organization that is only as strong as its members. Please consider how your contribution can help our chapter and consider volunteering for a board or committee position. Thank you.

-Miki Vargo, Chapter President

2014 Chapter Nominations – Officers and Directors

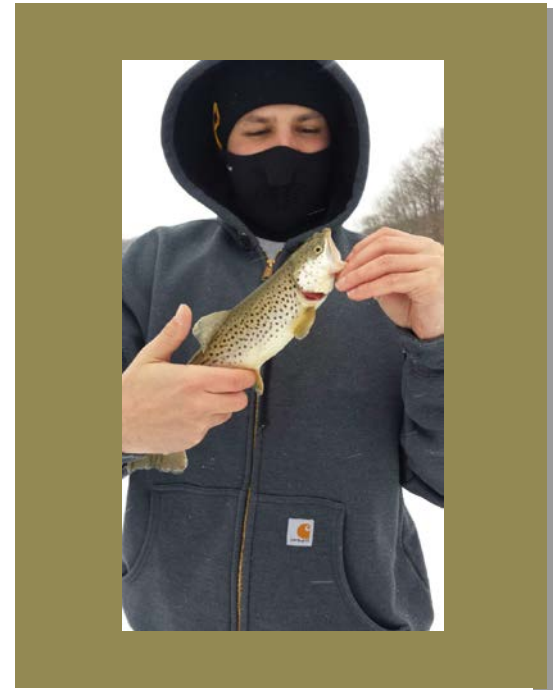
President: Bill Vernon
1st VP: Richard Strayer
2nd VP: Lynn Fulton
Secretary: Josh Telenko
Director: Courtney Watson
Director: Leisa McNamee
Director: Kelly Brown (to serve remainder of Lynn Fulton's term)

Member Profile: Damian Carnegie

March 2014

Company and Position: Sales Representative at Acoustic & Vibration Specialists Incorporated aka AVT, Inc. We are an organization, dedicated to noise control, proficient in supply and install of products related to architectural, acoustical, HVAC, industrial, and environmental markets.

Tell us about your job: Being the newest sales rep comes with a great responsibility; I shovel the sidewalks. Needless to say it's been a busy season. I feel a workman's comp lawsuit developing...*just kidding*. Working at AVT is amazing. Beginning in the summer of 2012, I'm now into the longest continual employment for a single organization of my life. Since college graduation, three other companies helped me develop but through hard work and good opportunity I've been fortunate enough to improve every step of the way. Leading to my job now of curing the world of noise; I work with end users and designers alike in handling and understanding my acoustic and noise control products.



What part of your job do you most enjoy? Besides the joy in my free workout I get from the shoveling, my work is exciting. Every day can be something different and exciting for me. One day I am on top of a building helping as a crane lowers a thousand pound AHU into position on my spring isolated curb. The next day I'm inside an architect's office discussing the development of a brand new facility and utilization of industry leading acoustical components. Another day I'm at a school during active construction doing field measurements. Come Friday, I'm looking forward to going out for a beer with coworkers. So it's the variety in my work I find very enjoyable.

If you weren't in your current job, what would you be doing? Well my studies in college and early career were in corporate accounting. It's a nice career path and can be quite lucrative but after my time with AVT, realizing some of the variety and excitement a job can offer, I don't think I could go back to accounting.

What is the funniest/oddest thing that has happened in your professional career? At a previous employer, for our quarterly department meeting about 150 of our staff would gather. After a brief talk from our department VP, the CEO is introduced to come up to the podium. The CEO was in his late 40's or early 50's, most of us had never met and I had not seen him person. In a nicer suite than one I'll likely ever own, he makes his way across the front of the room. Suddenly, simultaneous with a glance toward us, he stubs his toe and down he goes into a tumble taking out the live mic on the way. To his credit he had a pretty good recover saying "I've been known to make a memorable appearance."

Is there a significant other in your life? Yes, my girlfriend Samantha and I met in college and quickly became inseparable. We now have two little ones of our own, Scrappy and Mona, a couple of beautiful cats!

What year did you join CSI? 2013

Why did you join CSI? I think AVT has had a long relationship with CSI. In addition, I was chosen! See next response for explanation. *(continued on p.5)*

Member Profile (cont'd)

March 2014

Did you have a CSI recruiter/mentor? Not necessarily, however Matt Lander from AVT brought me to my first few meetings. Then Denny Buirge supplied a free one year membership for raffle, which I was lucky enough to win. I don't recall who picked my card but thanks! If you happen to read this please let me know.

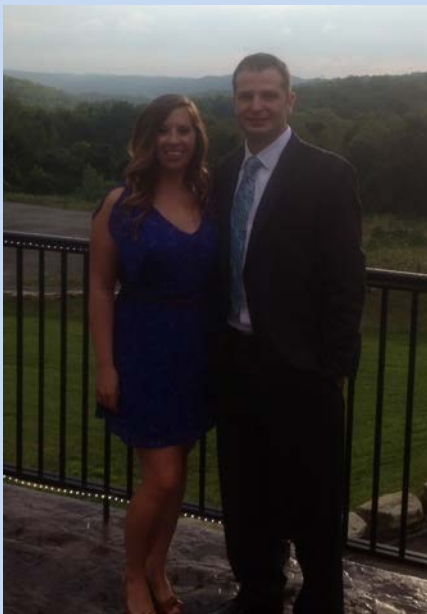
What is your role in CSI Pittsburgh? I started in the fall with the membership committee - preparing membership anniversaries for the Specigram along with creating the membership report for the board meetings is mostly it. Occasionally I'll get a call for help from a new or prospective member with questions about events, or payment.

What do you see as the value of CSI membership? To me it is a great way to meet people in the industry. CSI provides outstanding networking opportunities. Other tradeshow, events, and organizations do not offer a comparable type of environment.

Do you have a most embarrassing CSI moment that you'd be willing to share? Not yet, I'd wager it will not be long; I tend to do something ridiculous before too long. So watch out for a fall, dropped plate or something knocked over.

What would you want somebody considering CSI membership to know? In addition to being a great network to socialize with other professionals, CSI events are also very enjoyable. Our chapter features fun events include golfing, tours, and Christmas party.

What's your passion? I'd have to say, my family and friends. Spending time with the people closest to me, especially my niece and nephews is something I love to do. Catching a little league baseball game during the summer is a great way to spend a night.



What would people be surprised to know about you? You may be surprised of my recent obsession with ice fishing. With such a cold winter, 'polar vortex' and all, many local lakes have great ice conditions. I've been drilling holes and catching fish through the ice when typically I'd be stuck inside.

FEBRUARY 2014 MEETING

Cefalo's, Carnegie

March 2014



FEBRUARY 2013 MEETING

Cefalo's, Carnegie

March 2014



FEBRUARY 2013 MEETING

Cefalo's, Carnegie

March 2014



HAPPENINGS

March 2014

CSI PITTSBURGH PRESENTATION TO ART INSTITUTE OF PITTSBURGH

Dennis Buirge will be presenting "Specifications for Non Spec Writers" to the Art Institute's Interior Design class at 1:00 p.m. on Friday, March 7, 2014.

GBA'S INSPIRE SPEAKERS SERIES

Bob Berkebile: *Redefining Community Vitality*

Thursday, March 13 from 5:00 – 8:00 p.m.

Phipps Conservatory and Botanical Gardens

Ticket Prices: \$15 - \$45

[Learn more and register here](#)

Dr. John Francis: *Planetwalker: Spreading a Message of Sustainability Through Silence and Action*

Thursday, April 10 from 5:00 – 8:00 p.m.

Phipps Conservatory and Botanical Gardens

Ticket Prices: \$15 - \$45

[Learn more and register here](#)

Colonel Mark Mykleby: *Sustainability: An American Grand Strategy for the 21st Century*

Featuring Local Guest: Mayor Bill Peduto

Thursday, May 15 from 5:00 – 8:00 p.m.

Phipps Conservatory and Botanical Gardens

Ticket Prices: \$15 - \$45

[Learn more and register here](#)

CENTRAL PA CHAPTER CSI 39TH ANNUAL EXHIBITOR'S SHOW

March 19, 2014 Time: 8:00 am - 2:00 pm

RADISSON HOTEL - 1150 Camp Hill Bypass, Camp Hill, PA

Free food, beverages, wine tasting, and a drawing for door prizes every hour.

Register at this link: <http://www.cpc-csi.org/assets/pdf/2014-exhibitors-show.pdf>

Questions please contact Stu Cluck at (717) 850-2517, Cell (717) 887-3847, or Email: stucluck@msn.com

ZeroLandfill™ Pittsburgh

ZeroLandfill™ is an award-winning upcycling program. They collect expired specification samples from the architectural, interior, and graphic design industry. These materials are then repurposed and used by the creative community including artists and arts educators.

ZeroLandfill drop off dates will be:

- Friday March 28th, 2014 from 12:00 - 3:00p
- Friday April 4th, 2014 from 12:00 - 3:00p

Location: Guardian Self Storage - 2839 Liberty Ave, Pittsburgh

HAPPENINGS

March 2014



Building Smart for Tomorrow Using Technology Through History

The Tidewater VA Chapter of CSI invites you to join your fellow Middle Atlantic Region CSI members in Hampton, Virginia to celebrate our industry through a forum of exploring the technologies of history to build smarter technology for today.

Enclosed you will find information regarding our planned programs, registration information and sponsorship information. Come join us as we celebrate our 50 years of design and construction collaboration in the Hampton Roads area of Virginia. We look forward to seeing you!

Eric Guran, President

George Luce, MARC14 Chair

<http://tidewater.csinet.org/Functional-Menu-Category/Upcoming-Events/MARC-2014-Hampton-VA-2.pdf>

CONSTRUCT 2014 - BALTIMORE

From September 8 to 12, 2014, CONSTRUCT 2014 and the CSI Convention returns to Baltimore!

Festivities associated with Baltimore's bicentennial celebration of the [War of 1812's Battle of Baltimore](#) and writing of [The Star Spangled Banner](#) coincide with CONSTRUCT and the CSI Convention:

- September 8 and 9 (Monday and Tuesday): Seminars at the Convention
- September 10 (Wednesday): Seminars and product exhibit at the Convention.
- September 11 (Thursday): Seminars and product exhibit at the Convention.

Host Chapter's evening social event.

- September 12 (Friday): Seminars and product exhibit at the Convention.

CSI's Annual Meeting and evening Presidential Gala.

Member Anniversaries:

34 th	Nicholas Lardas	Niko Contracting Company
20 th	Duncan Penney	Michael Baker Corp.
19 th	Scott Cruttenden	Cruttenden Construction Services
18 th	Robert Sechler	Hill International
15 th	David Miller	Keith Bush Associates, Inc.
13 th	Michael Lipchik	
8 th	Tom Derubeis	Arch Aluminum & Glass
8 th	Marc Zell	National Gypsum Company
8 th	Karen Leto	Acme Clay Products, Inc.
8 th	Richard Strayer	Maffei Strayer Furnishings
7 th	Deborah Merges	Architectural Resources, Inc.
4 th	Eric Matyskiela	Matyskiela & Grant, Inc.
2 nd	Jeremy Perchinsky	Chicago Metallic
1 st	Karen Newman	KMA & Associates
1 st	Judy Stoy	Assa Abloy Door Security Solutions



ARDEX
AMERICAS

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ARDEX MC™ Moisture Control Systems
ARDEX PANDOMO®
ARDEX Substrate Preparation Products
ARDEX Polished Concrete Systems
ARDEX ARDIFLO™ System
ARDEX Engineered Concrete Systems

New Members:

Fred Smith - Allegheny Millwork & Lumber (reinstated)
Kristian Read - Tom Brown Performance Floors
Brad Bartley - AGC Glass Company North America
Walter Postufka - GAF

Congratulations to **Patrick Harding** of A.L.
Harding & Co. on the birth of his daughter!

Emalyn Grace Harding was welcomed into the
world February 12th @ 3:38 am and weighed 6 lb
15 oz and was 19" long.



#CSlstats

March 2014

2225

hours have been spent
watching CSI content
on YouTube

Data as of 12/01/2013

#CSlstats

27

is the average number
of registered sites for
CSI webinars

Data as of 12/01/2013

#CSlstats

452

is the average number of
registered sites for
webinars done through
CSI's Webreach program

Data as of 12/01/2013

#CSlstats

magical thinking:

seeing relationships
between events and
actions that aren't there



#CSlstats

active inertia:

responding to
disruptive changes by
doing what you've
been doing, only faster



#CSlstats

market penetration:

the number of people
who buy a product
divided by the size of
the relevant market



#CSlstats

mumpsimus:

a traditional notion that
is obstinately held
although it is untrue



#CSlstats

opportunity cost

the measure of what is
given up in favor of
something else



#CSlstats

insight-centric:

a method designed to
teach customers to
think differently about
their business



#CSlstats

CHAPTER LEADERSHIP

March 2014

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