



# SPECIGRAM

Newsletter of the Pittsburgh Chapter, Construction Specifications Institute

October, 2013

## THIS MONTH

- VEEP Talk p.2
- Member Profile p.3
- Calendar of Events p.4
- Chapter Technical Seminar p.5
- CONSTRUCT 2013 p.6
- Chapter Leadership p.7
- Industry News p.8

### 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*

## November 12 Program

### Making Room for Controls: A Joint CSI/ASHRAE Presentation



-How can architecture best be used to protect air for energy savings?

-How do windows, fenestration, and shading designs impact HVAC zones?

-Where does LEED coordination make for a more efficient building?

-How do you make room for controls?

-All of these questions and more will be answered in a presentation where our architects, spec writers, and engineers work together to design and construct the best project with respect to architecture, LEED, and HVAC controls.

#### 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](mailto:MAZell@NationalGypsum.com)  
(412) 951-8715

# VEEP TALK

November 2013

**By Bill Vernon**, 1<sup>st</sup> Vice-President, CSI Pittsburgh

As the first vice president I have been asked what will I do if I am selected to be president. What I want to do is strengthen the bonds between chapter members as well as members and the chapter. I would like to see the chapter increase our educational efforts & technical knowledge base. We do a good job with programs and our technical seminar. What we are missing is a better understanding of the expertise within the chapter.



Always Remember What Is Really Important.

However, I foresee my main challenge as president will be to transform elements of CSI, that I am passionate about, into action for our chapter.

I believe foremost that CSI is about organizing and spreading knowledge. Architects & engineers have requirements for continuing education, those who have LEED credentials also have continuing education, but everyone needs education to grow in their careers and education is a core part of CSI's mission.

This includes not just educating architects, but other members as well, from industry topics to professional concerns. For example; how does insulation affect masonry selection, what impact does a roofing installation have on a wall rain screen.

I would like to hear from our members other than architects about what have you run into that you would like to learn more about. We could provide a forum to discuss/debate topics like CSI's tag line is "Knowledge for Creating & Sustaining the Built Environment"...what does that mean to an architect, engineer, vendor, product representative or a contractor.

Also since, we all have industry concerns that overlap each group we should be leading the way in bringing these groups together. One way to increase our connections and working relationships is to reach out to other construction industry groups for example; AIA, MBA, AIC, IES, and ASHRAE.

We all want to work with people we know and trust and CSI can help form those bonds. These are just some starting ideas and topics that I have started to think about that I wanted to share with you.

# Member Profile: Mark Womer

October 2013

**Name:** Mark Womer

**Company:** Assa Abloy

**Position:** Manager, Western PA and West Virginia

**Tell us about your job:** I am a Manufacturer Rep for 25 companies, I mainly call on architects. I do call on UPMC and some distributors.

**What part of your job do you most enjoy?** I'm a people person, I love to interact and develop business relationships.

**If you weren't a product representative, what would you be doing?** Owning a restaurant.

Mark and son Andrew



**Tell us about your spouse/family:** Married for 13 years, My wife works from home for an internet based company, with two children: Lexi, 12, plays soccer and Andrew, 9, plays baseball and soccer.

**What year did you join CSI?** 2009.

**Why did you join CSI?** I spoke to other colleagues that had joined and recommended joining.

**What is your role in CSI Pittsburgh?** Golf planner and help where needed.

**What do you see as the value of CSI membership?** Great way to not only network but it is also a teaching tool.

**What is the funniest/oddest thing that has happened in your professional career?** The funniest was when I got hypnotized. It was at an annual Assa Abloy event. I ended up singing all the words to "I Feel Like a Woman." Prior to going on stage I did not know any of the words.

**Tell us a memorable CSI experience:** I think the most memorable experience I had was at the Christmas Parties. It's just a great time of the year and great time.

**What would people be surprised to know about you?** I have gone skydiving 3 times.

# Calendar of Events

November 2013

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## NOVEMBER

- 5 "Specifications for Non-Spec-Writers" Chapter presentation to Carnegie Mellon students; Margaret Morrison Carnegie Hall, Room 203, 5:00 PM
- 12 "Making Room for Controls: A Joint CSI/ASHRAE Presentation" November Chapter meeting at Cefalo's, Carnegie.
- 21 "Commercial Roofing Materials: Coordination & Trends" Chapter technical seminar at MBA of Western PA, Green Tree, PA

## DECEMBER

- 10 "Holiday Gala" 8<sup>th</sup> Annual event at The Chadwick in Wexford; 6:00 – 9:00 PM.

## 8TH ANNUAL CSI HOLIDAY/DESSERT PARTY

The Chadwick in Wexford  
6:00 until 9:00 PM  
Tuesday, December 10, 2013

Enjoy specialty dessert or hors d'oeuvres stations while o display promotional literature about the sponsoring company and the products they distribute.

Cocktail reception 6:00-7:00  
Trade show 7:00-9:00

Cost is \$35.00  
Reservations: Mark Zell 412-951-8715  
[mazell@nationalgypsum.com](mailto:mazell@nationalgypsum.com)

*Sponsored Dessert/Hors D'Oeuvres stations are limited and will be on a first-come, first-served basis.  
Cost to sponsoring a station: \$350.00; includes one admission for an open bar and a charitable donation that CSI Pittsburgh Chapter will be making to a local charity.*

Contact: Jim Geist  
110 Bonniebrook Rd.  
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# CSI PITTSBURGH TECHNICAL SEMINAR

November 2013

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## Commercial Roofing Materials Coordination & Trends

**Presenter:**

Kris Kennedy, AIA, RRC, RRO, CCS.  
Florida Consulting LLC.

**Topics:**

Roofing Materials  
Vapor Barriers (When & Where)  
Roof and Wall Coordination (Details) White Roofs/Green Roofs  
Common Problems / Remedies

**When:** Thursday, November 21, 2012

**Time:** Continental Breakfast at 8:30 AM

Presentation at 9:00 AM

**Location:** Master Builders Association of Western PA

631 Iron City Drive, Green Tree, PA

**Credit:** This presentation earns 1.5 AIA CEU's

**Advanced registration and payment required by Monday, November 18, 2013**

**Send to:** Phil Dorenkott (412-600-5306)

4161 Timberlane drive, Allison Park, PA 15101

MBA & CSI Members: \$30

Non-members: \$35

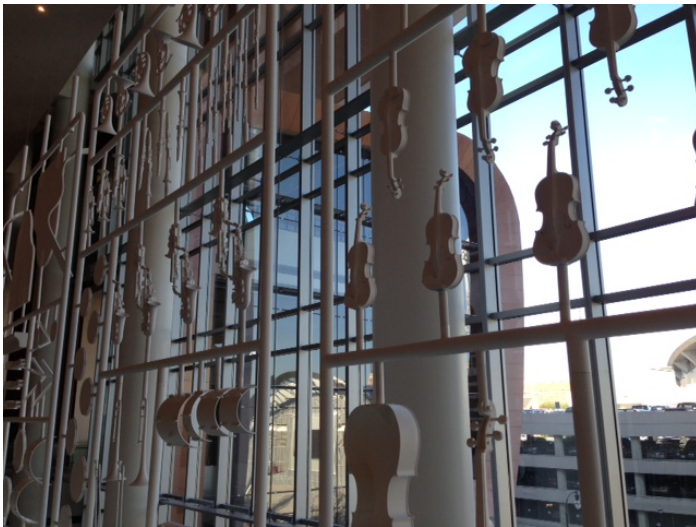
Checks payable: CSI Pittsburgh

(credit cards not accepted)



# CONSTRUCT 2013 NASHVILLE, TENNESSEE

November 2013



Photos clockwise from upper left: CSI Pittsburgh President Michael Vargo with Silver Outstanding Chapter Commendation; Outstanding Chapter Commendation winners from our Middle Atlantic Region, a screen of musical instruments at the Nashville Convention Center, Jared Pohl of CSI Nashville and Kate Schuster on the green roof of the Nashville Convention Center.

# CHAPTER LEADERSHIP

November 2013

## **Officers**

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*See Advisors*

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# INDUSTRY NEWS

November 2013

## Ingersoll Rand names planned \$2 billion spinoff: Allegion

The name of the new publicly traded company—expected to be spun off later this year—reflects the allegiance between Ingersoll Rand and its customers

Ingersoll Rand, which previously said it planned to spin off its security products business at some point this year, today announced that Allegion will be the name of the new company and that it will have revenues of \$2.05 billion.

Ingersoll Rand announced the name in a filing with the U.S. Securities and Exchange Commission.

The spinoff company will include the well-known Schlage brand of locks and other electronic and biometric access-control products. Other brands in its portfolio include LCN, Von Duprin, Interflex, CISA, Briton, Bricard, BOCOM Systems, Dexter, Kryptonite, Falcon and Fusion Hardware Group.



**ARDEX**  
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ARDEX Tile and Stone Installation Systems  
ARDEX MC™ Moisture Control Systems  
ARDEX PANDOMO®  
ARDEX Substrate Preparation Products  
ARDEX Polished Concrete Systems  
ARDEX ARDIFLO™ System  
ARDEX Engineered Concrete Systems

## How The CSI Academies Can Help a Product Rep

"I was wandering about the show floor at CONSTRUCT 2013 & The Annual CSI Convention, I couldn't help but notice the different techniques used by the various product representatives at their booths," writes CSI Academies Speaker [David Proudfit, FCSI, CCS](#). "Some were quite proficient in piquing my interest. Others demonstrated all the tact of a used car salesman, and I just wanted to get away (no offense to any used car salesmen out there). A little training can go a long way in getting more leads out of an expensive booth at a busy trade show.

I thought, wow, what a great opportunity the CSI Academies would be for these folks! At the Academies I always look forward to discussing how we architects can better interact with our product representatives. As a specification writer, I view my products representatives as my lifeline, and the better they do their job, the better I do my job. We both benefit from good representation skills.

At the Academies, product representatives will have the opportunity to learn from seasoned (and I don't mean just old) architects and specification writers about what they want in product representation.

Sessions will cover sale etiquette, knowing when their product is right for a project, how to be a trusted adviser, submitting the ultimate substitution request, working a trade show, and dealing with design professionals when their specification is unclear, among other topics. [See a list of sessions for product representatives.](#)

Best of all, product representatives will have the opportunity to discuss these issues one-on-one with architects, without the pressure of having to try and sell something. We can have a honest conversation about delivering better projects together.

I hope all you product representatives take advantage of this unique opportunity to hone your skills. See you at the CSI Academies in Indianapolis March 27-29, 2014!"

The CSI Academies teach construction industry skills that can improve your performance in three unique tracks, the [Construction Specifier Academy \(CSA\)](#), [Contract Administrator Academy \(CAA\)](#) and the [Product Representative Academy \(PRA\)](#).

[See a list of sessions and speakers for the 2014 Academies.](#)

Take advantage of lower prices during Early Registration!

Registration Before January 31: Member \$510/Non-member \$610

Registration After January 31: Member \$645/Non-member \$745

Registration now open -- [learn more, or register now!](#)



**MEMBERS-ONLY PRICING**  
**FOR**  
**ADVERTISING AND TABLETOP DISPLAYS**

- Advertising on Website: \$50.00 for 1 year (must include digital artwork/layout of final image.)
- Advertising in Newsletter: \$50.00 for 1 year.
- Advertising on BOTH Website and Newsletter: \$75.00 for 1 year.
- Table top display during Social Time: \$50.00
- 3 minute product/business promotional speech at beginning of meeting: \$50.00.



**PITTSBURGH CHAPTER NOVEMBER ANNIVERSARIES**

<u>Name</u>	<u>Company</u>	<u>Year Joined</u>	<u>Anniversary</u>
Lee Lundberg	Veolia Water NA	1980	33
Sandra Hundley	Sandra A. Hundley, Architect	1981	32
Jeffrey Anderson	Mistick Construction	1982	31
Kevin Kearney	Builders Hardware	1995	18
Michael Konkle	MAK Sales, Inc.	2002	11
Matthew Lander	AVT, Inc.	2010	3
Kevin Shinton	Easley & Rivers, Inc.	2010	3
Richard Onslager	Robbins Sports Surfaces	2010	3
Joe Marini	Joe Marini & Assoc., LLC	2012	1