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RICHMOND, VIRGINIA
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The Richmond Report

Volume 52 No. 02

DRIVEN FOR SUCCESS

February 2012

www.richmondcsi.org

CSI (LU) nch

Tour and New Member Social

February 16, 2012
11am to 2pm

Shade & Wise Brick Company
2010 Dabney Road
Richmond, VA. 23230
804.355.2886

- Meet our new members of the Richmond Chapter CSI
- Tour the Shade & Wise Brick retail showroom and sales facility
- Tour & Learn about Hardscape/Outdoor Living spaces with General Shale Brick's NEW Mobile Showroom
- Discuss Brick and Hardscape paving systems and receive 1 hour CES/HSW and 1 LA CES Credit thru The Brick Industry Association.

**Lunch will be provided by
Shade & Wise.**

PLEASE RSVP BY FEBRUARY 14, 2012

TO
Robert- rvaughn@shadeandwise.com
Or
Megan – mstahle@shadeandwise.com

Next Board Meeting

4:30 PM Monday,
February 20, 2012

Emerald Construction
2219 Dabney Road Richmond 23230

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**Notice to
Richmond CSI members.**

Your editor needs articles written
by Richmond CSI members.

Please submit and show your expertise.
Email articles to JCSCPM@aol.com



MARC 2012 will be here before you know it. I'm very excited to see how the conference is shaping up. We've got some great tours lined up as well as informative seminars planned. This event will be held March 21-25, 2012 at the Hilton Garden Inn, Downtown Richmond.

This year we are also hosting the Regional Leadership Orientation Seminar, scheduled for Thursday, March 22. If you are on the Chapter Board, this is a great seminar to get to know the other MAR board members and leaders of our Region. If you are thinking about coming on to the Chapter Board, this is a great opportunity to see what skills you need to lead our Chapter.

I hope that we have an overwhelming representation of our Chapter at the Conference and that when I ask you to be an Ambassador, you will welcome the opportunity.

There are still sponsorship opportunities available as well as a few booth spaces still available.

Please visit our website at <http://richmond.csinet.org/2012marc> and download the registration form and schedule and sign up now.

For additional information, feel free to contact Barbe Shaffer at b.shaffer@ha-inc.com or any member of the Board.

Meet me under the clock at Miller & Rhoads

Registration form and schedule are available on our website.

<http://ricmond.csinet.org/2012marc>

Schedule:

Wednesday, March 21, 2012:

- Ron Nattress Golf Classic (The Crossings)
- Kenneth Tyson Nagie Memorial Sporting Clay Shoot (Providence Forge)

Thursday, March 22, 2012

- Leadership Orientation Seminar (open to anyone interested in learning more about leadership in our Chapter)
- Meet and Greet Vendor Reception

Friday, March 23, 2012

- Tour of Capitol
- Historic Bus Tour (will highlight several historical landmarks in Richmond)
- VCU Rice Center, Charles City, Virginia

The Inger and Walter Rice Center for Environmental Life Sciences is Virginia Commonwealth University's field station devoted to a broad array of environmental research, teaching and public service. Located on 494 acres along the historic James River, midway between Richmond and Williamsburg, the Rice Center is rich in natural and cultural resources. The center has a variety of aquatic and terrestrial habitats that provide many research and educational opportunities.

- **Keynote Speaker:** Rebecca Aarons-Sydnor - *Sustainable Design Consulting*

Saturday, March 24, 2012

- Four (4) educational seminars
- Awards Reception and Banquet with Live Music

Sunday Morning, March 25, 2012

- Specifiers Forum (great opportunity to network with regional specifiers) (hosted by SCP)

Hospitality Room open on Friday and Saturday evenings (hosted by Central PA Chapter)



CSI MARC 2012 SCHEDULE

	WEDNESDAY MARCH 21, 2012	THURSDAY MARCH 22, 2012	FRIDAY MARCH 23, 2012	SATURDAY MARCH 24, 2012	SUNDAY MARCH 25, 2012
7:30 AM		Registration	Registration	Registration	
8:00 AM					Farewell Breakfast
8:30 AM		Opening Remarks	Richmond Capitol Tour	Seminar	
9:00 AM		The Strategic Plan	John Marshall Tour		
9:30 AM					SPIC Forum hosted by SCP
9:45 AM		Break			
10:00 AM				Break	
10:15 AM		Committee Discussion		Seminar	
10:30 AM		Groups			
11:00 AM					
11:30 AM	Kenneth Tyson	Lunch	MAR Business Meeting		
11:45 AM					
12:00 PM	Nagie Memorial		Lunch / Keynote Speaker	Lunch / Keynote Speaker	
12:30 PM	Sporting Clay Shoot (Old Forge)	Institute News			
1:00 PM		Open Forum			
1:30 PM			VCU Rice Center Tour Historic Richmond Bus Tour	Seminar	
2:00 PM	Ron Nattress				
2:30 PM		Break			
2:45 PM	Golf Classic (The Crossings)	Seminar			
3:00 PM				Break	
3:15 PM				Seminar	
3:30 PM		MAR Board Meeting			
4:00 PM					
4:30 PM					
4:45 PM					
5:00 PM		Dinner - on your own	Dinner - on your own		
5:30 PM					
6:00 PM		Welcome Reception		Reception	
6:30 PM		Mini Product Show			
7:00 PM				Awards Banquet	
7:30 PM					
8:00 PM					
8:30 PM					
10:00 PM			Hospitality Suite Hosted by Central PA	Hospitality Suite Hosted by Central PA	
12:00 AM					

2012 MIDDLE ATLANTIC REGION CSI

CC Image courtesy of [taberandrew](#) on Flickr

March 21, 2012 – Golf Outing and Skeet Shooting

March 22, 2012 -- LOS

March 23-25, 2012 at Hilton Garden Inn
Richmond, Virginia

Richmond -The Jewel on the James, Rebirth of a City

SPONSORSHIP LEVELS



HOPE DIAMOND

• \$5,000



SAPPHIRE

• \$3,000



RUBY

• \$2,000



EMERALD

• \$1,000

Sponsorship at this level includes:

- Table Display at Product Show
- Full Page Advertisement in Prominent Location in Program Booklet
- Reception/Dinner Sponsor
- Website Banner in Primary Location
- Company Logo on Conference Mailings
- Company Literature included in Welcome Bags
- Company Logo Banner and Company Literature Displayed in Seminar Rooms

Other Sponsorship Options:

Sponsorship at this level includes:

- Table Display at Product Show
- Full Page Advertisement in Program Booklet
- Lunch/Break Sponsor
- Website Banner
- Company Logo on Conference Mailings
- Company Literature included in Welcome Bags
- Company Logo Banner and Company Literature Displayed in Seminar Rooms

Opal (\$500)

Sponsorship at this level includes:

- Quarter Page Ad
- Company Logo on Website
- Company Literature included in Welcome Bags
- Golf/Sporting Clay Lunch Sponsor

Sponsorship at this level includes:

- Half Page Advertisement in Program Booklet
- Tour Sponsor
- Company Logo on Website
- Company Logo on Conference Mailings
- Company Literature included in Welcome Bags
- Company Logo Banner and Company Literature Displayed in Seminar Rooms

Pearl (\$250)

Sponsorship at this level includes:

- Business Card Ad
- Company Logo on Website

Sponsorship at this level includes:

- Half Page Advertisement in Program Booklet
- Golf/Sporting Clay Sponsor
- Company Logo on Website
- Company Logo on Conference Mailings
- Company Literature included in Welcome Bags
- Company Logo Banner and Company Literature Displayed in Seminar Rooms

Seminar Supporter

\$150

Quarter Page Ad

\$125

Business Card Ad

\$ 75

Contact Barbe Shaffer (B.Shaffer@ha-inc.com) for sponsorship information

Richmond Chapter CSI

2012 Calendar of Events

Meetings:

Chapter Meetings are held at a variety of locations in the greater Richmond area. These meetings offer members and guests a chance to network, as well as obtain valuable insight on important technical topics. Our programs are registered with the AIA and AIA members will receive 1.0 learning units (LU) for each program, often including health, safety and welfare (HSW) credits and Sustainability Design (SD) credits, depending on the topic.

Reservations for meetings may be made either by registering via PayPal from our website or by contacting our Hospitality Chair, Nancy Farkas at 672-7424 or nfarkasarch@gmail.com. Payment is required no later than the day of the event. Pay in advance to Gib DeShazo, Treasurer CSI Richmond Chapter, 2219 Dabney Road, Richmond VA 23230. No shows will be billed.

Programs and Board Meetings (Subject to Change):

February 16, 2012 – Facility Tour; new member orientation; at Shade & Wise, 2010 Dabney Road – Noon-1:00 PM “Lunch and Learn” FREE LUNCH. For more information contact Robert Vaughn at 355-2886 or rvaugh@shadeandwise.com.

February 20, 2012 Board Meeting: 4:30-5:30 at Emerald Construction

March 12, 2012 Board Meeting: 4:30-5:30 at Emerald Construction

March 21-25, 2012 – More information is found on other pages this newsletter.

April 16, 2012 Board Meeting: 4:30-5:30 at Emerald Construction

April 19, 2012 – Building Tour at Hotel John Marshall, 5th Street and Franklin (Time TBD).

May 17, 2012- Incorporating Sustainable Forest Products in your Designs – Forest Products Association of Canada (1.0 AIA LU-HSW, SD) at the Robin Inn, 2601 Park Avenue, 4:30-5:30PM Board Meeting, 5:30-6:00 PM Social time for all members, 6:00-7:30PM program. COST \$15. RSVP to Nancy Farkas 804-672-7424 or no later than Friday May 11, 2012.

June 21, 2012- Board Meeting 6:00-7:00 and Awards Dinner 7:00-8:30 at Grape Vine 2 Restaurant, 11055 Three Chopt Road, Glen Allen, VA. COST:\$10 per person, \$15 per couple. RSVP to Nancy Farkas 804-672-7424 or nfarkasarch@gmail.com no later than June 15, 2012.

July Board Meeting – to be determined

August Board Meeting – to be determined



Are you plugged into CSI online?
Check out the active LinkedIn
Group:

<http://www.linkedin.com/groups?home=&qid=706547>



<https://twitter.com/csiconstruction>





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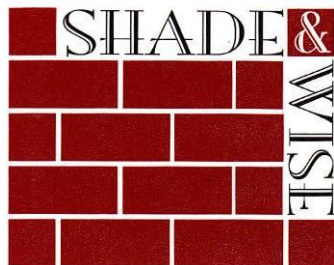
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Green Brick Specialist
Senior Architectural Representative

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rvaughn@shadeandwise.com
www.shadeandwise.com



Go to
<http://richmondcsi.org/calendar/>
to see up coming events

President's Message

February 2012



What a great time was had by all the members and guest at the recent Positive Vibe Café location monthly (lunch) meeting. Beth Lane, PPG Glass, presented an interesting and informative program on "Energy Efficient Glazings". Each time we have these lunch meetings we have guest that I get to meet for the first time! Again I want to thank Mike Bricker, Chairman Programs Committee and Nancy Farkas, Chairperson Hospitality Committee for another great meeting.

Ken Cordo is doing an excellent job with representing our local Richmond Chapter by submitting Institute, Regional and local awards information for many of our talented members. I am confident we will have more awards this year then we have seen in a long time.

Barbe Shaffer is also doing an exceptional job with our upcoming Mid-Atlantic Region Conference (MARC 2012) located in Richmond coming up next month, March 21 – 25. Folks we are talking next month! Barbe will need to have some members to volunteer to help and please accept her request with enthusiasm.

Your board has resubmitted the new bylaws to the Institute. Upon approval by the Institute and with a vote by our Richmond Chapter membership, our bylaws can finally be implemented. This is a real work in progress that has taken a few years to complete with the Institute's recent bylaws changes.

Paul Sweet, is actively preparing the Scholarship Committee to be back in position to hopefully present a scholarship or scholarships this year. As most of you know "Giving Back to the Community" is an important part of my agenda.

Jim Watson, our Richmond Joint Engineers Council (RJEC) representative is also actively seeking recognition for a CSI member through this organization. This RJEC award is an annual special recognition award for the Engineer of the Year. This is a very prestigious and competitive process. Good Luck Jim!

Our February 16th Monthly Meeting will be at Shade & Wise, 2010 Dabney Rd., Richmond and will be a tour of their facilities and a free "Lunch & Learn" at 12 noon! This is another example of the long standing support by Shade & Wise and their employees.

See you at Shade & Wise on February 16th!

Dave

Richmond Chapter CSI

Officers, Directors and Committee Chairmen 2011-2012

POSITION	NAME	PHONE	E-MAIL ADDRESS
President	Dave Shupe	804-908-6666	dshupe@seamancorp.com
Immediate Past President	Barbe Shaffer	804-521-7079	b.shaffer@ha-inc.com
President Elect	Robert Vaughn	804-355-2886	rvaughn@shadeandwise.com
Vice President	Tom Hanson	804-648-7122	hansonpc@msn.com
Secretary	Stephen Weisensale	804-262-7941	bloomage@verizon.net
Treasurer	Gib DeShazo	804-747-4854	gdeshazo@emeraldconstruction.com
Director - 2010-2012	Ken Cordo	804-698-9657	ken@lrgconstruction.com
Director - 2010-2012	Mike Bricker	804-794-0571	mbricker@balzer.cc
Director - 2010-2012	Keith VanInwegen	804-740-7500	kvaninwegen@1hg.net
Director - 2011-2013	Winnie Sung	804-644-4690	wsung@clarknexsen.com
Director - 2011-2013	Scott Wagner	804-523-1167	scott.wagner@comcast.net
Director - 2011-2013	Bill Manson	804-266-2464	bmanson@dmafloors.com
Advertising Chair	Nancy Farkas	804-643-1977	nklarch@aol.com
Awards Chair	Ken Cordo	804-698-9657	ken@lrgconstruciton.com
Certification Chair	Barbe Shaffer	804-521-7079	b.shaffer@ha-inc.com
Education Chair	Mike Bricker	804-794-0571	mbricker@balzer.cc
Hospitality Chair	Nancy Farkas	804-643-1977	NFarkas@brr-arch.com
Long Range Planning	Barbe Shaffer	804-521-7079	b.shaffer@ha-inc.com
MARC 2012 Chair	Barbe Shaffer	804-521-7079	b.shaffer@ha-inc.com
Membership Chair	Robert Vaughn	804-355-2886	rvaughn@shadeandwise.com
Programs Chair	Mike Bricker	804-794-0571	mbricker@balzer.cc
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Richmond Report Editor	Norman Jacobs	804-779-7076	JCSCPM@aol.com
Richmond Report Publisher	Mitchell Ayers	804-643-6196	mayers@ws-arch.com
RJEC Liaison	Jim Watson	804-622-6778	j.watson@tillerlawgroup.com
Scholarship Chair	Paul Sweet	804-819-4913	psweet@bonair.net
Technical Chair	Paul Sweet	804-819-4913	psweet@bonair.net
Web Chair	Stephen Weisensale	804-262-7941	bloomage@verizon.net

January 2012 Board Meeting Minutes

Date: 16 January 2012

Location: Offices of Emerald Construction; Richmond, VA

Present: David Shupe, President; Barbe Shaffer, Immed Past President; Tom Hanson; VP; Gib DeShazo, Treasurer; Stephen Weisensale, Secretary; Norman Jacobs, editor; Paul Sweet, technical, scholarship; Nancy Farkas, advertising/hospitality; Winnie Sung, Scott Wagner, Bill Manson, Directors; Jim Watson, RJEC liaison.

Not Present: Robert Vaughn, Pres-Elect; Ken Cordo, Keith VanInwegen, Mike Bricker.

Dave Shupe called the meeting to order at 4:30 PM.

President's report: David Shupe noted the following in his report:

Moved for approval of the December 2011 board minutes, approved as submitted.

Stressed the importance of soliciting sponsors for MARC sponsorship as we are now half-way to the needed sponsorship level. He also stressed the need for members to talk-up the conference so the host chapter has a large presence in terms of attendees and volunteers.

Treasurer's Report: Gib DeShazo reported as follows:

The chapter's cash flow continues to be in the positive, with a balance of \$15,000 as this date. Gib noted that about \$5000.00 of this is MARC-related.

Gib will look into the Chapter's registration status with the State Corp Commission (SCC).

Advertising / Hospitality: Nancy Farkas reported the following:

Several sponsor accounts have been billed, she is awaiting payment.

As a membership and attendance enticement, Nancy suggested the board consider underwriting part of the

cost of meals in order to lower the attendees' out of pocket cost. She also noted that not all of the sponsorship money was used at the holiday party, so it can be used at the Awards Program in June. Gib noted that all of the sponsor funds need to be used by the end of the fiscal year.

Awards: Ken Cordo was not present, reported the following via e-mail:

Ken is working on four regional awards for this spring. One has been submitted, the rest will be submitted within the next week. This will put the Richmond Chapter in strong contention for multiple awards as it hosts MARC on March.

Ken is also looking into several Institute national awards, which would be due later this summer.

Certification: Barbe Shaffer reported the following:

Barbe will be implementing some of the tools gained through the Institute's Certification task force when she starts focusing on the Certification Committee after MARC

Membership: Robert Vaughn was not present, reported the following via e-mail:

The chapter gained one new member, Mark Gero who was re-instated in December, and one renewal, Peter Trainor who renewed in December. One member was dropped, but she appeared to have switched regions to Gulf

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(Continued from page 8)

States.

Robert suggested each active member make it a mission to recruit one new member this year.

Programs / Education: Mike Bricker was not present, no report, thought the year's remaining programs have all been scheduled.

By-Laws: Barbe Shaffer reported as follows:

She is in general agreement with all of the edits as suggested by the Institute review. One change required specific board approval, which was to coordinate the list of officers and the required minimum number of Board members. The Board therefore approved one revision as follows: eliminate one Vice President position, such that the only Vice President shall now be that of Vice President / President Elect. The revised By-Laws will be returned to the Institute. And upon approval, voted on by the Chapter membership for final implementation.

Newsletter: Norman Jacobs reported the following:

With the new meeting schedule where meetings are on the third Thursday, and Board meetings are on the Monday preceding, submissions to the Richmond Report shall be due to the editor on the Monday following the Board meeting.

Scholarship: Paul Sweet reported as follows:

The SCC registration for the Scholarship Fund has been reinstated.

Website: Stephen Weisensale reported the following:

The Chapter and MARC websites have been updated for January. All of the MARC documents are posted, and Stephen will set up the PayPal registration next week.

Mid-Atlantic Region Conference: Barbe Shaffer reported the following:

The registration form and event calendar have been posted to

the MARC website.

Three seminars and several tours have been confirmed.

We are now approximately one-half of the way to our needed minimum for sponsorships. The Hope Diamond sponsorship level is still available, of which there will be only one.

Robert Vaughn has arranged for one of his staff to man the gratis MARC booth during the Central VA Product Show in Charlottesville.

Barbe noted that the next planning meeting is scheduled for 01/23/12 at the Offices of Emerald Construction at 5:00 PM.

Old Business:

RJEC liaison Jim Watson provided draft of nomination for RJEC Engineer of the Year award, he noted that review and comments were welcome within a week.

Dave Shupe reported that he has resolved the issue of getting up to date reports on membership from the Institute. Meanwhile, the change in membership classifications has been withdrawn due to resistance from the membership.

Bill Manson is re-establishing the phone tree, which will be in effect for the February meeting.

New Business:

None reported.

The meeting was adjourned at 5:45 PM.

The next board meeting is scheduled for 4:30 PM Monday, February 20, 2011 at Emerald Construction.

Stephen C. Weisensale, AIA, CSI – Secretary

CSI Academies

March 1-3, 2012

San Diego, The Westin San Diego

Early Registration Deadline: Feb. 1, 2012

This event sold out before the early registration deadline last year, so don't put off registering!

CSI Member Price: \$510 before Feb. 1, \$625 after Feb. 1

Non-Member Price: \$610 before Feb. 1, \$725 after Feb. 1

Earn up to *145 AIA CEHs!

What are the Academies?

For more than 60 years, CSI has focused on improving construction communication between architects, specifiers, product reps and others to save money, time and stress for all the parties. The CSI Academies teach construction industry skills that can improve your performance.

Designed for experienced professionals, the Academies:

- Instill confidence by teaching you the roles and responsibilities of all the construction teams, and how they should interact (and what to do when they don't!)
- Improve your marketability and productivity today with skills and information you can use immediately

Product Representative Academy (PRA)

Become a product representative and manufacturer who understands more than the product – know where and how you fit into the construction process, and become a useful resource the design team will call on again and again. You will learn best practices for presenting products and supporting the design and construction teams. While you may know all the features of your product or services, you will be given the skills to present that information and succeed in the commercial construction community.

Contract Administrator Academy (CAA)

Nowhere else will you find intense training for experienced construction contract administrators focused on general skills for managing construction documentation, Division One Specifications, and the general conditions. The information and skills you gain you'll be able to use tomorrow!



Construction Specifier Academy (CSA)

Let CSI, the most respected specifications information source in the U.S., teach you the best practices in writing, administering, and controlling your specifications. Courses focus specifying in the real world and current issues, including legal issues, LEED requirements, and BIM.



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Website: www.danielco.net

Spring National Exam:

April 2 - April 28, 2012

Early Registration Deadline:

February 2, 2012

Final Registration Deadline:

March 2, 2012

Through CSI's Certification Program, you can develop a conceptual understanding of the entire construction process and concrete skills in:

- Construction documentation, development, and administration
- Specification writing and enforcement
- Product research and sourcing
- Communication with the design and contracting teams

Certified Construction Contract Administrator (CCCA) Certification:

A CSI Certified Construction Contract Administrator (CCCA) develops, administers and enforces construction documentation.

Getting your CCCA means:

- Developing an in-depth understanding of quality assurance and quality control
- Having advanced skills in bidding and negotiating procedures
- Developing skills in construction observation and inspection
- Understanding Division 01, General and Supplemental Conditions, agreements, and all other documents related to the project
- Understanding enforcement and liability

Certified Construction Specifier (CCS) Certification:

Certification:

A CSI Certified Construction Specifier (CCS) is a skilled product researcher who knows how to investigate and identify cost-effective, efficient solutions, and then communicate those solutions through the specifications.

Getting your CCS means:

- Developing an in-depth understanding of agreements, conditions of the contract, Division 01, and their relationships to specifications
- Having advanced skills in specification development, enabling you to use spec-writing software more effectively
- Understanding how to research and source products

Certified Construction Product Representative (CCPR) Certification:

A Certified Construction Product Representative (CCPR) is a valued resource called upon by the design team again and again.

Getting your CCPR means:

- Making sales calls, presentations, construction meetings, and product shows more effective
- Knowing the key parts of product binders and other marketing collateral
- Understanding roles and responsibilities of everyone involved in the project, and how and when to communicate with them
- Understanding all phases of the construction documentation, and your role in each phase
- Speaking the same language as the design and contractor teams

Questions? Contact CSI Member Services at csi@csinet.org or 800-689-2900.



Three Reasons To Not Get Certified

Aren't you tired of all this talk about certification? No one will tell you, but there are a few good reasons to save your time and skip the exams. Why waste the time and effort on something you probably don't need? If any of these reasons apply to you, sit back and relax - you're in great shape.

You're irreplaceable

Doesn't it feel great? The principals understand and love what you do, and the rest of the staff simply can't believe you know as much as you do. If you're a consultant, your clients realize there is no one else who can do the job quite as well as you. Sure, there might be other people who can do your job, but it's obvious to everyone, they are far less qualified. You're on top, and no one can take your place. Certification won't make you any more valuable.

You have a great job and you don't need another one

You have looked around, and it's clear there is no better place to work. You have a great compensation package, and, because you have been holding the same job almost twenty years, you know your firm or your clients are completely loyal. There is no way they would turn you loose or cut into your income or benefits. If you are approaching retirement, you know you will never need to work again. You're not going anywhere, and you don't need to be certified.



You make too much money

I'm sure you're quite comfortable with your salary, even after the sagging economy of the last few years. You make more than enough to take care of your needs, with plenty left over for your cabin, your annual vacation to the Bahamas, and your flourishing Keogh plan. Kids in college are no problem, and you may even have a fund set up for the grandchildren. You can't possibly make any more money even if you do get certified.



Reality check

I don't know anyone who fits in any of these categories, and I don't know many people who would not benefit from certification. While certification won't make you irreplaceable, or ensure you'll keep your job, or get you a raise, it increases the possibility of all of those things.



Like it or not, the business world relies on credentials, at least for preliminary evaluation. A person who graduates from a school or apprenticeship program may have a good education, but when a company is hiring, the person with credentials is considered more valuable. A graduate architect or engineer has less to offer than a person with a professional license, and a master mason looking for work will have an advantage over an apprentice.

In the construction industry, CSI credentials are significant. As a specifier, I have great respect for the CDT. When new sales representatives visit my office, the first thing I look for on their business cards is CDT. If they have it, they automatically get more respect and credibility, because I know they are familiar with conditions of the contract and Division 01, and I know they have an understanding of the relationships between owner, designer, contractor, and supplier. If they don't have it, before they leave my office they get a brief sermon about the value of

(Continued on page 13)



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A Woman Owned Business

(Continued from page 12)

the CDT. I know I am not alone in this; virtually every specifier I know feels the same.

In my corner of the world, specifiers' jobs are rarely advertised; when positions open, architectural firms seek out those specifiers with the CCS, and recognize the value of the CCCA. Similarly, many manufacturers look for representatives with a CDT. Some require their reps to have a CDT; others may not have a formal requirement, but do encourage their reps to obtain CSI credentials.

When I became a specifier, I knew little about specifications and nothing about CSI. I had graduated from an accredited school of architecture, but the only reference to specifications I recall was a casual mention in our Professional Practice class. The school apparently believed there was nothing essential in contract documents - specifications or drawings, at least nothing that could not be picked up on the job with little effort.



Not long after taking the job, my boss suggested I join CSI. That being a time when a suggestion from the boss was tantamount to an order, I joined the local chapter, and quickly acquired CSI's Manual of Practice. Eureka! All was revealed! What previously had been a confusing collection of

documents suddenly took on meaning, as, for the first time, I was able to see all of the documents as an integrated, coordinated whole. I joined the chapter study group, and passed the CCS exam about a year later. Without the understanding I gained from the MOP, and from studying for the exam, it would be much more difficult to do my job.

Well, it's certification season again. If you work with specifications, either preparing or reading them, I urge you to pursue CSI credentials. If you're new to the industry, studying for the CDT will be an eye-opening experience. If you've been around a while, but haven't taken the exam, you may be surprised to find that there is logic behind the documents and processes we use daily. "It ain't what you don't know that gets you into trouble. It's what you know for sure that just ain't so." (Mark Twain? Will Rogers?)

Rather than give you all the details about this year's exam, and take the chance of providing the wrong information, I'll just refer you to www.csinet.org/certification. There you will find everything you need to know about exam dates, registration for exams, and a free online seminar that will help you learn about the benefits of the CDT.

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FCSI, CCS, CCCA, CSC

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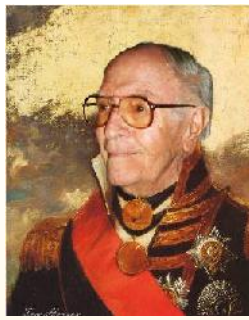
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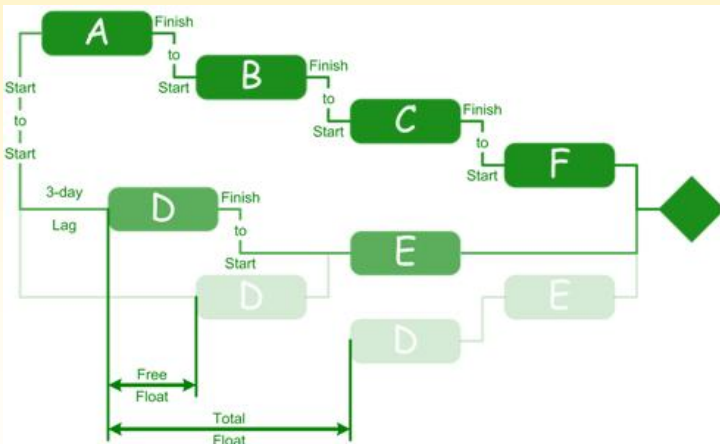
What does your specification say about (Critical Path Method) CPM Schedules and float ownership?

Today we live in a new era of construction cooperation. When it comes to project float, sharing it between the contractor and owner is in, while exclusive float ownership by either party is out. Although “float” is generally understood in the construction industry as extra time or leeway for completing a project schedule, its use remains controversial.



At stake in the float debate are hundreds of millions of dollars lost or won in timely completions or delays. Some say float calculations are fraught with deceptions.

Sharing float is rarely clear in case law regarding contracts, and it harms contractors in significant ways. By depriving contractors of use and control of the schedule they create and execute in carrying out the work, float-sharing cuts the connection between risk, responsibility and control. If timely completion resides in the contractor’s domain, control of time belongs there, too.



Float can lead to other problems. Float, for example, has been described as the period between the earliest possible start time for an activity not on the critical path and the latest time the activity can possibly finish, minus the actual number of days to do the work. Be very sure to know the terms such as total float, free float, activity float and project float that are confusing because they carry different meanings.

Gaming and manipulating float is a common worry of some construction people. Any gamesmanship up front, if even possible, will likely yield unintended consequences to the project CPM Schedule.

The benefit and ability to manage float should always follow the responsibility of managing and meeting the schedule. Float is one of the most important and least understood aspects of project management.

Check specifications as to the use of any CPM Schedule 3m’s; such as manage, massage or manipulate.



CSI COMPLIANT DOCUMENT PROGRAM

The **CSI Compliant Document Program for Guide Specifications** is a structured program for reviewing manufacturer guide specifications for conformance with the CSI formats and guidelines. The guide specification should conform to the intent expressed in the application guidelines provided in MasterFormat, SectionFormat and PageFormat. Other good specification practices as identified in the CSI Project Resource Manual or CSI Practice Guides (Project Delivery, Construction Specifications, and Contract Administration) should be used for a specification to receive approval for receipt of the CSI compliance designation.

CSI's Compliant Document Review Program can verify that the guide specifications produced by a manufacturer are organized and easy-to-use for busy designers. Only guide specifications that adhere to the principles set forth in CSI's published best practices and guidelines will obtain the CSI stamp of approval.

Our reviewers will determine if your guide specifications are organized and structured correctly, and if they properly apply CSI's standards and formats. If they do, you'll be able to add CSI's stamp of approval to your guide specifications, and show designers that the information you're offering them will save them time and effort.

The CSI Compliant Document program is not an evaluation of the technical merits, correctness of the material submitted, or the appropriate use of the work result being specified in a project.

What is the CDR?

CSI's Compliant Document Review (CDR) Program verifies that submitted documents comply with CSI authoring and presentation guidelines and formats, thus saving the end user time and effort in understanding a document. Document review and approval is intended to convey assurance that approved documents meet minimum standards of quality in their authoring and presentation only.

Compliant Document Review Program approval does NOT convey any form of CSI certification or endorsement, either implied or explicit, of the accuracy, currency, or suitability of any included language in the approved document, or of any underlying product, installation method, or the suitability of any language contained in any document for any specific project application.



What the CDR Logo Means

The CSI Compliant Document Review logo indicates that a document that has been reviewed by a third-party, CSI-certified professional specifications practitioner for:

- Conformance with CSI formats
- Recommendations given in the CSI Practice Guides
- Adherence to the intended uses expressed in CSI publications including MasterFormat, SectionFormat, and PageFormat

A CDR logo does not indicate CSI approval or endorsement of the technical merits or application of the work result being specified, or the appropriateness of using that technical solution in any project.



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Register Now for the Spring CSI Certification Exams!

Early Registration Deadline: Feb. 2, 2012

Final Registration Deadline: March 2, 2012

Exam dates: April 2-28, 2012

CSI is the construction community's authority on communication and construction documentation. Through CSI's Certification Program, you can develop a conceptual understanding of the entire construction process and concrete skills in:

- Construction documentation development and administration
- Specification writing and enforcement
- Product research and sourcing
- Communication with the design and contracting teams

Construction Documents Technologist Certificate (CDT)

CSI's CDT program has provided foundation training in construction documentation for architects, contractors, contract administrators, specifiers, and manufacturers' representatives for decades. As the cornerstone of CSI's certification program, it's also prerequisite to CSI's advanced certification exams.

Getting your CDT means:

- Understanding how a project unfolds from conception to delivery
- Understanding the documentation involved

Construction Contract Administrator Certification (CCCA)

A CSI Certified Construction Contract Administrator (CCCA) develops, administers and enforces construction documentation.

Getting your CCCA means:

- Developing an in-depth understanding of quality assurance and quality control
- Having advanced skills in bidding and negotiating procedures
- Developing skills in construction observation and inspection
- Understanding Division 01, General and Supplemental Conditions, agreements, and all other documents related to the project

Certified Construction Specifier Certification (CCS)

A CSI Certified Construction Specifier (CCS) is a skilled product researcher who knows how to investigate and identify cost-effective, efficient solutions, and then communicate those solutions through the specifications. Getting your CCS means:

- Developing an in-depth understanding of agreements, conditions of the contract, Division 01, and their relationships to specifications



- Having advanced skills in specification development enabling you to use spec-writing software more effectively
- Understanding how to research and source products

Certified Construction Product Representative Certification (CCPR)

A Certified Construction Product Representative (CCPR) is a valued resource called upon by the design team again and again.

Getting your CCPR means:

- Making sales calls, presentations, construction meetings, and product shows more effective
- Knowing the key parts of product binders and other marketing collateral
- Understanding roles and responsibilities of everyone involved in the project, and how and when to communicate with them
- Understanding all phases of the construction documentation, and your role in each phase
- Speaking the same language as the design and contractor teams



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HOSPITALITY COMMITTEE

CALL FOR SPONSORS 2011-2012

The CSI Richmond Chapter is seeking sponsors for our three main social events of the year:

Holiday Party

At Westwood Club

December 15, 2011

Mid-Winter Social

Location TBA

February 16, 2012

Summer Awards Social

Location TBA

June 21, 2012



Your generosity will be recognized at all three events by a large plaque with smaller displays on the serving tables. In addition, sponsors will be recognized in *The Richmond Report* both prior to, and after the events. If payment in full is received by September 30, 2011, then an additional advertising display will be made at the April 19, 2012 building tour.

COST TO SPONSOR ALL THREE EVENTS IS \$185

CSI events are well attended. We expect a large turnout again this year. In order to maintain the high quality of food and location that our members have come to expect, we hope you will participate. This is a great opportunity to create exposure for your company while supporting our chapter's activities. Members and their guests from all facets of the construction industry attend our functions.

There are two ways to reserve your sponsorship:

Pay electronically at: <http://richmondcsi.org/payments>

Pay by check to CSI Treasurer: Gib DeShazo 2219 Dabney Road Richmond, VA 23230

Once reserved, your contribution will be invoiced to you in November. Your timely response will allow for needed budget planning and venue selection. **QUESTIONS: Contact Nancy Farkas, Hospitality and Advertising Chair at 804-672-7424 or nklarch@aol.com** (note updated contact information)

ADVERTISING COMMITTEE

CALL FOR BUSINESS CARD SPONSORS 2011-2012

The Richmond Report is the electronic website for the CSI Richmond Chapter, updated monthly. Members may post their business cards on this website for \$200 per year. This is a great opportunity to create exposure for your company while supporting our chapter's activities. Individuals from all facets of the construction industry read the newsletter regularly to stay abreast of what's new in the construction world in Richmond and beyond. New last year, we asked that you provide us with an electronic copy of your business card and your company logo to ensure crisp print quality in the newsletter and the website. To create or update a new electronic business card you will need:

TIF, PNG or JPG file at +-200 DPI resolution. Images should be around +/- 600 x 800. For the logos that we post on the website sponsor's page the same TIF, PNG or JPG, along with a link to their website will do. Please e-mail the images (in either JPG, PNG or TIF format) to our Newsletter Publisher, Mitchell Ayers mayers@ws-arch.com. Phone 804-643-6196

If no payment is made for the upcoming year the business card will be removed at CSI's discretion.

There are several ways to reserve your space in the newsletter and make one payment for the 2011-2012 year:

Pay by check: Send to Gib DeShazo 2219 Dabney Road Richmond VA 23230

Pay electronically at: <http://richmondcsi.org/payments>

Once reserved, your contribution will be invoiced to you. Your timely response will allow for needed budget planning.

QUESTIONS: Contact Nancy Farkas at 804-672-7424 or nklarch@aol.com. (Note new contact information)

The Richmond Report
Volume 51 No. 13
October 2011
www.richmondcsi.org

Announcing the Sixth Annual CSI Golf Tournament & Product Show
Date: Thursday, October 27, 2011
Hosted by Brandermill Country Club
See inside for more information

8th ANNUAL FRONT PORCH
A Gathering of Richmond's Professional Creative Community
DATE | TIME: October 20, 2011 | 5:30-7:30PM
LOCATION: The Atrium at Baskerville
INTENT: 8th annual gathering of Richmond's professional creative community for networking, dialogue, food, drink and music.
This event is free to AIA Richmond Members. Others may attend for \$20, payable at the door.
RSVP to info@aiainc.org
Sponsorship Opportunities are available!
Contact Robin Morrison at (804) 754-4120 or at info@aiainc.org for more information.

Next Board Meeting
4:30 PM
Monday, October 10, 2011
at the Emerald Construction

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Notice to Richmond CSI members.
Your editor needs articles written by Richmond CSI members.
Please submit and show your expertise. Email articles to CSIRichmond@aol.com
Next Newsletter Deadline: Noon Monday, October 24, 2011

THE RICHMOND REPORT Page 1 www.richmondcsi.org October 2011

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The RICHMOND REPORT is the monthly newsletter of the Richmond, Virginia Chapter CSI which is distributed free to all members and interested parties in the Construction Industry in the Richmond area and others nationwide.

The RICHMOND REPORT does not approve, sanction or guarantee the validity or accuracy of any data, claim, opinion

Membership Update

The Richmond Chapter of CSI appreciates our members!

Renewing Members

Mark Gero

THE CONSTRUCTION SPECIFICATIONS INSTITUTE is a National Technical Society embracing the entire construction industry, including research and development manufacturers, material suppliers, subcontractors and prime building contractors, as well as designing and specifying Professional Engineers and Architects. The Society is dedicated to continuing education through free interchange of information and experience among its Members throughout the

Deadline for information to the Editor is MONDAY following the Board Meeting

2012 MIDDLE ATLANTIC REGION CSI

March 21, 2012 – Golf Outing and Skeet Shooting

March 22, 2012 -- LOS (Leadership Orientation Seminar)

CONFERENCE March 23-25, 2012



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