



THE WINNER'S CIRCLE

A Publication of the Indianapolis Chapter of the Construction Specifications Institute

MEETING DATE:
Thursday January 21, 2010

MEETING SCHEDULE:
5:30 p.m. Social Hour
6:30 p.m. Dinner
7:15 p.m. Program

MEETING LOCATION:
Riverwalk Banquet Center
Broad Ripple
Indianapolis, IN 46204

FEES:
Members: Free
Guest/Spouse: \$25.00
Students: \$5.00

RESERVATIONS:
Please RSVP via the chapter website, or contact the Chapter Voice Mail, (317) 465-1491

WRITING GOOD SPECIFICATIONS

January 2010 Meeting

D. Blake Wagner, AIA, CSI, CCCA, LEED AP



Happy New Year!!! Now that 2009 is behind us, it's time to enhance your expertise in specification writing. Our January Program will feature a panel discussion on the basics of writing good specifications and how CSI is a valuable resource when creating your specifications. Moderator Jack P. Morgan, CSI, CCS, CCCA, MAI, AIA will lead the speakers of this Program, all specification writers and members of the Indianapolis Chapter CSI, including Ivette Bruns, CSI, CCS, SCIP, Joseph McGuire, FCSI, CCS, SCIP, and Chuck Thompson, CSI, CCS. Each panelist will examine the three parts of a specification section and explain how they approach each part. Bring your questions and let's kick off 2010 with a return to CSI best practices! See you Thursday!

Upcoming CSI Programs

Be sure the third Thursday of the month is scheduled in your Outlook as a recurring event, you won't want to miss any of these upcoming programs:
February 18: Introduction to Indiana Limestone and the Indiana Limestone Institute
March 18: Evening with Institute President Mike Davis
April 15: J.W. Marriott Tour and Program (not at the Riverwalk)
May 20: Metal Corrosion and Protection
June 17: Awards Banquet

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JANUARY 21, 2010

January Meeting: Writing Good Specifications

FEBRUARY 18, 2010

February Meeting: Introduction to Indiana Limestone and the Indiana Limestone Institute

FEBRUARY 18, 2010

Seminar: Natural vs. Artificial Stone Panel Discussion

MARCH 18, 2010

March Meeting: Evening with Institute President Mike Davis



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VIEW FROM THE TOWER

January 2010

Phillip C. McMullan, CSI, AICP - 2009 – 2010 Chapter President



"Who the hell wants to hear actors talk?"

H. M. Warner, Warner Brothers, 1927

What better time to discuss the future of CSI than at the start of a new year. To this end I start with some famous technology predictions. Above is one of my favorites. I am sure that many of you have heard some of these, here a just a few:

"I think there is a world market for maybe five computers." Thomas Watson, Chairman IBM, 1943

"The world potential market for copying machines is 5,000 at most." IBM Executives to the eventual founders of Xerox, 1959

"There is no reason anyone would want a computer in their home." Ken Olson, Founder of Digital Equipment Corporation, 1977

"No one will need more than 637 kb of memory for a personal computer – 640 K ought to be enough for anybody." Bill Gates, Microsoft, 1981

(continued on page 3)





Predictions of technology are perhaps the most difficult. As L Gordon Crovitz stated in a recent article "Sometimes predictions about technology fail because they're overly optimistic – for example, we don't commute by jetpack yet – but more often predictions fail because we underestimate the ability of the inventors."

As I listened to a young professional address Walter Marlow, PE-CEO, CSI at the open forum during Construct 2009 in Indianapolis, I am "predicting" the young man has underestimated the viability of CSI. The man's comments in summary were that CSI is a dying professional organization and the practice of writing specifications is a dying profession.

There is no question CSI and the profession are changing. However, I have seen tremendous advances in what CSI is offering members through technology. If you are not receiving some of the electronic offerings from CSI such as CSI Weekly, you are not seeing some of the new opportunities. There are too many examples for me to detail here, but I will give one example. Spring CDT Exam early registration deadline is January 29th and with that many members and some non-members will be taking the test. To help members study for the CDT exam, CSI is offering CDTFlash an iPhone application that includes answers to 80+ questions and excerpts and citations from CSI's Project Resource Manual (PRM). To learn more or purchase this new application, visit iTunes. There are many more examples and I encourage you to check it out at csinet.org.

With 2009 behind us, I am pleased to inform you that we had over 90 people attend our annual Holiday Celebration on Thursday, December 10th. The committee once again made arrangements for the event to be held on the 10th floor of the Columbia Club in downtown Indianapolis. If you have never attended this event, please consider attending next year as plans are already in the works for another outstanding program.

This month's Chapter meeting is January 21, 2010 at the Riverwalk Banquet Center in Indianapolis. Following dinner, our program titled: "Enhance your expertise in specification writing" will begin. This program will feature a panel discussion on the basics of writing good specifications and how CSI is a valuable resource when creating your specifications. Moderator Jack P. Morgan, CSI, CCS, CCCA, MAI, AIA will lead the speakers of this Program, all specification writers and members of the Indianapolis Chapter CSI, will include Ivette Bruns, CSI, CCS, SCIP, Joseph McGuire, FCSI, CCS, SCIP, and Chuck Thompson, CSI, CCS. Each panelist will examine the three parts of a specification section and explain how they approach each part.

The reservation deadline is Friday, January 15th and you can make your reservation on line at www.csiindy.org or by using the CSI reservation line 317-465-1491.

Finally, this month's photo of my son and me was taken at the top of Alta Ski area located in Little Cottonwood Canyon in the Wasatch Mountain Range of Utah. Long before skiers discovered the powder paradise that is Little Cottonwood Canyon, miners discovered their own treasure within the rugged confines of the glacial canyon. The history of Little Cottonwood Canyon and the town of Alta dates back to the 19th Century, when a soldier in the U.S. Army first prospected for
(continued on page 4)

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silver in 1869. What the soldier had discovered will go down in history as one of the largest producers of silver ore in the Wasatch Mountains. The soldier's find eventually produced more than \$3.8 million in silver. At its peak, 8,000 people lived and worked in the narrow canyon, which boasted two smelters, 138 homes, hotels, boarding houses, stores and even a railroad. The entire town was later destroyed by a series of avalanches.

I look forward to seeing you at our Chapter meeting on the 21st and please feel free to e-mail me at pmcullan@thermo-scan.com or call me at (317) 846-4655 to discuss any suggestions, complaints, and other comments about our Chapter.

TABLE TOP PRICES

Indianapolis Chapter CSI

Ralph R Pitman, Jr., CSI, CDT

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The Indianapolis Chapter of CSI is accepting reservations for Table Tops for upcoming Chapter meetings. The list of programs for upcoming Chapter meetings is published in this newsletter, the web site, or contact Program chairman Jack Morgan, so if you would like to target a particular meeting, make sure to get your reservation in early. We do have a limit of four spaces available for Table Tops in a standard meeting room and 10 if we have a double room.

Table Tops are an opportunity to promote your company, products, or services to all attendees of our regular chapter meeting during the social hour. There is a maximum of 20 minutes for Table Top presentation at a regular Chapter meeting. You have the floor for maximum of five minutes during the dinner to communicate to the entire group if there are four presenters. If there is a greater demand, the 20 minutes will be divided by the number of presenters and rounded down to the nearest 30 seconds.

The Table Top presentations are FREE, one time, to new members, and cost current Indianapolis Chapter members only \$75. Non-members get the same opportunity for \$125. A 30 by 60 table with a cover and skit will be included. All proceeds go to support the Chapters Education Fund. Another opportunity for a Table Top is during an Education Seminar. The cost is if you combine it with the Chapter meeting and Education Seminar the cost would be \$100 for current members and \$150 for non-members.

If you would like to schedule a Table Top for a future meeting or seminar, contact Ralph Pitman, Sebree Architects, Inc., via e-mail at rpitman@sebreearchitects.com (317) 272-7800 or Matt Maier at mmaier@edgewoodbuildingsupply.com (317) 846-6060 make sure to put 'Table Top Request' in the subject line.

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HOLIDAY PARTY 2009

Ralph R Pitman, Jr





CERTIFICATION 2010

Understanding the process...

Charles Thompson CSI, CCS

Do you "really" understand the construction documents with which you work every day? Do you know and understand the proper intentions of the documents? Do you know why we have to have specifications? Do you know how the specifications and drawings are supposed work together? If you have not read the CSI Project Resource Manual (PRM), most likely you cannot answer the questions above affirmatively. Another good reason to read the PRM is to prepare for the CSI Construction Documents Technologist (CDT) or one of three other certification exams. A good reason to prepare for one of the exams is not only to learn the answers to the questions above, but to also pass one of them so you can display the acronym after your name and thereby inform your current employer, a prospective new employer, or a potential client or customer that you know how to prepare, use, and interpret the construction documents you work with daily.

The CDT certificate program is the first step toward meeting the eligibility requirements for CSI certifications – CCS, CCCA, and CCPR.

Each designation requires the successful completion of a comprehensive multiple-choice exam based on a core body of knowledge drawn from the PRM and other referenced sources.

The CDT is a lifetime award requiring no renewal.

CSI certifications (CCS, CCCA, and CCPR) require renewal every three years based on continuing education requirements.

The Certified Construction Specifier (CCS) certification program is recommended for architects, engineers, and other design professionals with responsibility for preparing construction specifications. It indicates that the successful candidate has demonstrated his/her knowledge and understanding of contractual relationships, construction document organization, and document preparation.

The Certified Construction Contract Administrator (CCCA) certification program is recommended for architects, engineers, contractors, facility managers, owners, and other design professionals with responsibility for administering contract documents.

The Certified Construction Product Representative (CCPR) certification program is recommended for product representatives including manufacturers' employees, material suppliers, distributors, and independent representatives. CCPR candidates are expected to demonstrate their knowledge of product representation, preparation and use of construction documents, and the construction process. By acquiring the CCPR certification, the successful candidate demonstrates his/her
(continued on page 7)

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knowledge and understanding of their role in the decisions made in respect to the product selection process, construction documents preparation, bidding/negotiating/purchasing process, and construction.

Improve your life by studying for and passing one or more of these exams. Sign-up for one of these exams, get and read the PRM, attend the chapter study classes, arrange with Prometrics to take one of the exams, and pass it, all to improve your knowledge of and position in the construction industry.

Key Dates:

- January 29, 2010 – Early Registration Deadline for the Spring National Certification Exams
- February 26, 2010 – Final Registration Deadline for the Spring National Certification Exams
- March 29 through April 3, 2010 – Spring National Certification Exams
- May 11 and 12, 2010 – CONSTRUCT 2010 & CSI Annual Convention Exams

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NEW ADVERTISERS

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CERTIFICATION QUIZ

Indianapolis Chapter Quizmaster

Jack P. Morgan, CSI, CCS, CCCA, MAI, AIA

1. Which organizational system is used in the preliminary stages of a project?

- a. MasterFormat
- b. UniFormat
- c. PageFormat
- d. All of the above

2. Addenda are:

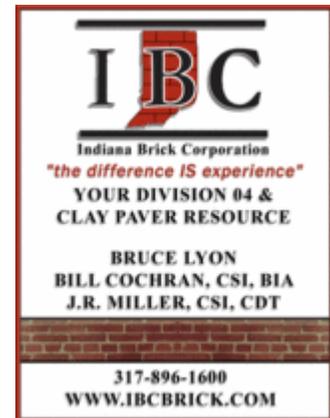
- a. Changes to the Contract Documents before the agreement is signed.
- b. Changes to the Contract Documents at any time.
- c. Changes to the Contract Documents after the agreement is signed.
- d. None of the above.

3. Lump Sum Contracts:

- a. Are negotiated between the Owner and the Contractor on competitively bid Contracts.
- b. Are where the Contractor is reimbursed for actual cost of labor and materials.
- c. Are typically used on engineering Projects.
- d. Are the method of stating the cost of the entire Contract.

4. Sufficient information should be contained in the Procurement Documents to enable Procurers (Bidders) to all of the following EXCEPT:

- a. Comply with required Procurement (Bidding) procedures.
- b. Determine that the Project meets all
(continued on page 9)






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- building codes.
 - c. Understand Procurement (Bidding) and award requirements
 - d. Understand conditions which apply after Procurement (Bid) submission and prior to Contract Award.
5. AIA A201 - The General Conditions of the Contract for Construction apply to the contractual relationship between:
- a. Owner and Architect/Engineer
 - b. Owner and Contractor
 - c. Owner and Subcontractor
 - d. Contractor and Subcontractor

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INDUSTRY EVENT

Utilizing the Building Information Model (BIM) For Estimating, Scheduling, and Project Management

Bill White AIA, CSI

IUPUI Construction Engineering Management Technology (CEMT) in association with the Society of Student Constructors (SSC) presents

Beyond the Basics:

Utilizing the Building Information Model (BIM)
For Estimating, Scheduling, and Project Management
box lunch + product presentation.

Come see software applications that utilize the BIM model for so much more than clash detection.

As BIM technology continues to spread throughout the construction industry, its reputation as a powerful coordination tool continues to grow. Clash detection and 3-dimensional imagery are the most often cited benefits. However the BIM model is a rich source of data that offers the General Contractor / Construction Manager so much more. Estimation, scheduling, and construction administration functions can be linked to the BIM database for improved accuracy, efficiency and automation. This presentation will review supplemental software applications which can exploit BIM's full potential.

Topics will include:

- Brief overview of 3D and clash detection
- Schedules and estimates in the BIM landscape
- 4D, 5D and beyond
- Preconstruction planning vs. production

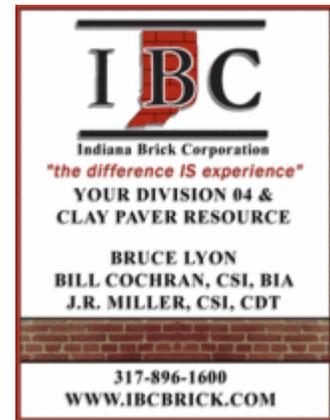
The program will be presented by Mr. Mark Sawyer, president and CEO of Vico Software. Receiving both his undergraduate and graduate degrees from Purdue University, Mr. Sawyer has enjoyed an extensive career in the construction software field. He served as vice president at Graphisoft and vice president / general manager at Autodesk before founding Vico Software in 2006.

Time: Friday, January 22, 2010 @ 11:30 AM EST

Location: Room CE 450A, Campus Center, 420 University Boulevard, Indianapolis, IN 46202 on the campus of Indiana University Purdue University Indianapolis (IUPUI).

Parking Parking garage directly connected to Campus Center. Bring your parking ticket with you for validation.

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Cost

Students: Free

Industry Representatives: \$30 includes the presentation, lunch & parking.

Make checks payable to Society of Student Constructors. Payment may be submitted on the day of the presentation.

Reservations & Information

Reservations must be received prior to Wednesday, January 20, 2010, 5:00 PM.

Students must make a reservation to receive a box lunch.

Reservations: Phyllis Koch @ 317-274-3428 (plkoch@iupui.edu).

Information: Bill White @ 317-278-1268 (wilwhite@iupui.edu)

NEW YEAR'S RESOLUTIONS

source: Internet

- Do something you love to do, and that you do best, every single day.
- Do something just for you every single day.
- Give yourself credit and a pat on the back when you deserve it.
- Strive to learn something new every single day.
- Make professional contacts and network.
- Listen more than you talk. *The old adage about one mouth and two ears is generally true.*
- Develop a method to track your life goals, your daily engagements, and your to do list.
- Read voraciously to continue to learn and grow.
- Take up a new hobby or activity this year.
- Take yourself a little less seriously.

How many of these things can be done right here with the Indianapolis Chapter CSI?

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CSI OUTREACH

CSI Presentation to Indiana University Interior Design Group

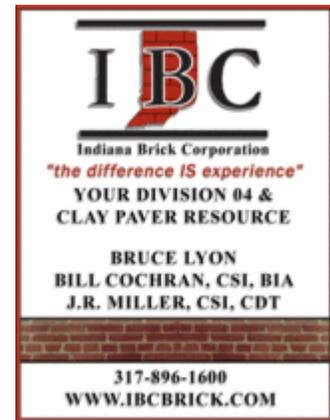
Chuck Thompson CSI, CCS

On November 19, 2009, Chuck Thompson journeyed to Bloomington, Indiana to present the Construction Specifications Institute and specifications to Indiana University fourth year interior design students. Approximately 15 interior design students attended and welcomed Chuck who presented a short history of CSI, a background of the start of CSI Masterformat, the evolution of Masterformat up to the present, The Project Resource Manual, and what CSI could do for them. Chuck also presented a short expose on some of the general rules of specification writing: terminology and the importance of the consistent use of specific terms, capitalization and its importance to the documents and their legal stature, and the requirement for the use of proper grammar.

As those of you who have read the Project Resource Manual or attended the CDT study classes know, we use the "Tower" graphic from the PRM as a overview of the documents and their organization. The IU interior design students now know about that graphic as well. A copy was distributed to them and its information explained in a general sense. The fact that the documents are legal documents and a very general overview of the General Conditions and Division 01 were also discussed. The Construction Documents Technologist certificate and the Certifications that CSI offers and their importance to the students and their careers were discussed as well.

The students were encouraged to join CSI, if not now, in the future when they are working in the industry. The value of membership was also explained in a general sense in that they can meet and work with product representatives with whom they can develop personal relationships that will be beneficial to their growth and accomplishments in the construction industry.

This was the fourth year that Ms. Barbara Young, IIDA, LEED AP, Lecturer invited Chuck to present to her class. We would anticipate that at least as long as she is involved in the program, we will be invited back.





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REQUEST FOR PICTURES

Indianapolis Chapter CSI

Ralph R Pitman, Jr., CSI, CDT



The Indianapolis Chapter of CSI is fast approaching its 50th Anniversary in 2011. What I'd like to do is archive our history in picture for posterity. I have been taking pictures for the chapter for a short time now and need your help. What I'm looking for are any and all photos that have been taken since the beginning of the Chapter. It doesn't matter if they are old black & whites or new digitals, we need them all. All photos submitted to me will be scanned and returned or you could scan them and send me a disk.

If anyone can help locate all the pictures taken during the SpecSource days that would be a start. A special thanks to everyone for allowing me to take your pictures and upload them this past year. I received an email from the Institute commenting on how much fun it looked like we had at the Holiday Program, thanks Pete and his committee. Below is a NEW link to all the pictures I have collected so far, 110+ galleries. Stop by and leave a comment about who's in the picture or where it was taken.

Please see me at the monthly meetings or contact me at Sebree Architects, Inc., via e-mail at rpitman@sebreearchitects.com make sure to put 'Old Pics' in the subject line or at (317) 272-7800.

<http://picasaweb.google.com/csiindy>

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CURMUDGEON'S CORNER

A Dickens of a Tale

Sheldon Wolfe, RA, FCSI, CCS, CCCA

Scrooge was an old man, set in his ways. And why not? He had been doing things the same way for many years, and the resulting success was sufficient evidence of the wisdom of continuing in that path. Whenever it was suggested that change might be a good thing, "Bah, humbug!" was his response. "I like things the way they are! I started this business, I've been doing things the same way for fifty years, and I don't see any reason to change!"

One evening, a strange series of events befell our dear Mister Scrooge. Having had a particularly trying day, he tried to enjoy a rich repast and a few glasses of wine in an effort to forget his problems. As he fell asleep, he was thinking of how much fun he had in his youth.

The First Spirit

"Wake up, Scrooge!"

"Who is that?"

"It is I, the Spirit of the Past. Come, let us revisit those wonderful days!" As the words were spoken, they were transported to a city long ago. They stood in the midst of a group of young men busily engaged in excited discussion.

"Good Heaven!" cried Scrooge, looking about. "I know these people! They are specifiers, one and all! Oh, what a marvelous time that was, with the construction industry expanding, and so much work to do."

"Yes, it was. Do you recall why these people met, what they planned to do?"

"It comes back to me now! We were a group of specifiers who were unhappy with the haphazard way specifications were done. Not surprising, considering we worked for the government! We met and decided specifications could be improved, and we formed an organization to work toward that end. We thought that, by working together, we could improve the practice of writing specifications, make them simpler and easier to understand, standardize government agencies' documents, standardize building codes, and bring greater efficiency to the industry as a whole. Ah, those were exciting days!"

"You certainly were enthusiastic, and set some lofty goals. And in the early days, you made significant progress."

Although it seemed to Scrooge that he and the Spirit remained stationary, the scene around them shifted and changed; different locations came into focus, and vivid images of people and documents materialized, then faded away.

"There is Carl Ebert!" Scrooge exclaimed. "He was there from the beginning - Institute President, first editor of the Construction Specifier, charter member of the DC Chapter. I see Ben John Small, a founder of the New York Metropolitan Chapter, and author of a column in Pencil Points. He was a great promoter of the value of good specification writing. And J. Norman Hunter! When he was president, we added twenty-two new chapters!"

"Once you started growing, what did you do to address the issues that brought you together?" asked the Spirit.

(continued on page 15)

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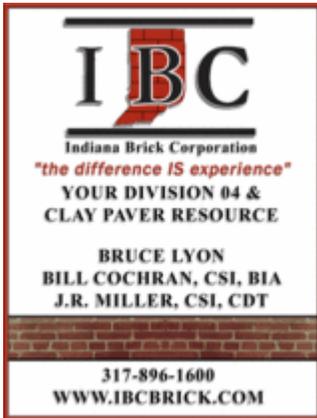
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-"Why, isn't it obvious? Look there - it's the CSI Format for Construction Specifications. The industry needed organization, and building designers quickly began using it to bring order to their specifications. It was so useful, it was also used for filing information about products, and it became the industry standard MasterFormat. And see there? It's SectionFormat. We didn't stop with an overall grouping of information, we also established an order for the information for a specific product! Or "work result" as today's young whippersnappers say! There again, we saw the need for better communication through standardization, and we responded. And what about PageFormat? Once more, we created a standard for the industry!"

-"Yes, you did all of that - and you created a forum where design professionals, product manufacturers and installers, and contractors could meet and discuss problems and solutions. CSI grew from a handful of people to a nationwide organization of nearly twenty thousand. Indeed, those were the good old days!"

Suddenly, the Spirit disappeared, and Scrooge found himself wondering if he had seen the Spirit, or if it was just something he ate for dinner. He took a couple of antacid pills and went back to sleep, remembering the way things were, so many years ago.

The Second Spirit

-"Wake up, Scrooge!"

-"What is it this time? Are you real, or am I having indigestion?"

-"I am the Spirit of the Present. It isn't your dinner, though you really should watch what you eat. You seemed to enjoy your visit with the first Spirit, so let's take another journey."

-"If it's like the last one, it will be fun. Let's go!"

Once again, Scrooge and the Spirit were surrounded by changing scenes of places and faces. But it wasn't quite the same.

The construction industry was even stronger than before. Despite a few economic setbacks along the way, there were many more design professionals, contractors, and building product manufacturers than ever before. The industry appeared to be moving ahead at a frantic pace, with plentiful new construction and renovation of existing buildings, seemingly without limits. Projections of future work indicated more work would be done in the next several years than ever before.

The results of Scrooge's earlier work were evident. That part of the construction industry involved with buildings was making good use of CSI's Formats: manufacturers included MasterFormat numbers on their literature; design professionals and contractors alike knew where to look for whatever information they needed; and, even though specifications often ignored the rules established in CSI's venerable Manual of Practice, communication was much improved over that which existed before CSI's standards existed. And, where before specifiers were forced to create their own documents, there were now several commercial master guide specification systems, some of them automated to the point that the user no longer had to worry about section numbers or titles, cross references, or all of the other nagging minutiae that consumed so much of a specifier's time in the past.

(continued on page 16)





Scrooge was delighted, thinking he would continue on and become even more successful. Still filled with such thoughts, he was taken aback when the Spirit showed him a smaller part of the industry - his own business. "Whatever is happening?" asked Scrooge. "The industry is growing by leaps and bounds, yet my own part of it is not keeping pace! There are so many fewer members, and the chapters that once were thriving and growing have lost their vigor! Is it possible I am mistaken? How could I have missed such ominous portents?"

Sadly shaking his head, the Spirit replied, "What you see is what now is. From the time of your visit with the first Spirit, your membership has decreased by a quarter. Many of your chapters seem to have trouble understanding what they are to do. And, in the comfort of your middle age - I'm trying to be kind - you lack the energy and purpose of your youth. You have become complacent, satisfied with your great accomplishments of days gone by."

"You have been, perhaps, too successful, and, pleased with that success, failed to see the opportunities to further improve communication in your industry. You have continued to concentrate on paper documents, even though the problems of the past have been solved, and little remains to be done with them. It is in electronic communication that today's challenges lie."

The Last Spirit

The second Spirit vanished, only to be replaced by yet a third Spirit.

"Judging by what has gone before, am I correct in assuming you are the Spirit of Yet to Come? If so, I fear what you may have to say. And yet, I sense that the visits by you and your kin are meant to help, and I am ready to listen."

Scrooge and the third Spirit were transported to an indefinite, yet not distant, future. Around them appeared a group of young people, engaged in serious conversation.

"I thought CSI was a TV show way back when!" exclaimed one.

"Well, yeah, but there was this organization with the same name, that had a huge impact back in the latter part of the twentieth century. They did some really cool stuff, like organizing construction information - back when it was all on paper. You wouldn't believe how crazy construction documents were before they came along."

"So what happened to them? If they had so much going, how did they let it slip away?"

"I don't understand it. What they did for paper later needed to be done with electronic documents. Maybe it was just a case of turning into a bunch of old farts, who didn't understand computers and couldn't see the new problems."

"Didn't they do a lot with education and certification?"

"They did, but they were so busy telling each other how important they were that they forgot to tell anyone else. Here's a funny thing: After all the good things they did, and not telling others how important those things were, other groups came along, and in just a few years each convinced government agencies across the country that what they did was the most important thing. First it was energy-efficient buildings, then accessible design, commissioning, design-build, construction management, "sustainable design", and somewhere in there was "partnering". All of (continued on page 17)



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which should have been done by design professionals all along. In the end, the things CSI did were absorbed by other organizations, and they didn't have anything to do anymore."

"I bet it was pretty sad in the end, when it was just a bunch of the same old people getting together, reliving the good old days, waiting for each other to die."

Scrooge cried out in agony, "Spirit, please tell me that what you have revealed is only what might be, rather than what is destined!"

After a pause, the Spirit replied. "It's not that you no longer do useful things. Your work with interoperability and global standardization are truly worthy efforts, and will one day make the industry better - but those things are of no immediate concern to your existing members, and they won't bring in new members. You have not accepted the possibilities of the near future, when the value of information itself will far outweigh the value of explaining it in words - a process that continues to demand less and less expertise."

"Some have said that all professional organizations have suffered loss of members and inability to connect with younger people. That may be true in most cases, but it is not an excuse to relax.

Those organizations that survive will have found something of value that will attract new members. You claim to represent all those involved in construction, yet you have done little to attract most of them. They represent an untapped resource of knowledge and challenges that can carry you into the future."

"You do have much to fear, and much to do if you are to avoid the future we have seen this evening. That is but one possible path, though it is one that becomes more likely with each day you do nothing to avoid it. It is possible to regain your former stature, but only if you look to the future. What was it that made you great? It was your ability to see the needs of communication in the construction industry and to provide solutions for those problems. Yes, certification has become more important in the construction industry, but if that certification is not required, it has minimal value. And yes, education is important, but there are many well-established sources of education, and you have little chance of displacing them."

The End?

We leave Scrooge on the verge of waking. What will he do when he wakes? Will he regain the intensity of his youth, or will he be content to rest on his laurels, meeting old friends until they are no more?

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INDIANAPOLIS CHAPTER CSI BOARD MEETING MINUTES

November 2009

Respectfully Submitted, Robin Leising, Secretary, Indianapolis Chapter CSI

November 12, 2009

Indianapolis Chapter CSI November Board Meeting
InterDesign, 141 E. Ohio Street, Indianapolis

Attendance: Phil McMullan, Jack Morgan, Pete Kerfoot, Andy Meiring, Robin Leising, Kathy Bultman, Scott Bays, Blake Wagner, Ralph Pitman, Bill Cochran, Edmund Brown, Mark Smith, Cheri Longerbone

Excused:

Guest:

Indianapolis Chapter Board Meeting called to order: 6:22 pm

1.0 – Review Meeting Minutes of previous Meeting: Leising

1.1 The Board approved the minutes as corrected. (Wagner/Cochran) Motion Passed.

2.0 – Treasurer's Report:

2.1 Review bills and budget. Meiring
2.1.1 Review bills to be paid. Submit for audit.

3.0 – Committee Reports:

3.1 Academic Affairs/Student Affiliate: Kerfoot

3.1.1 Notified Universities about student packets with information on CSI and order form for PRM.
3.1.2 Notified Universities about presenter packets and masterformat instructor presenter's packets.
3.1.3 National webinar upcoming on how CSI can help students.
3.1.4 Student drop off in attendance at the tradeshow. Discussion.

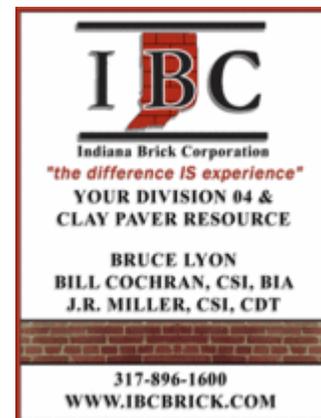
3.2 Awards: Leising

3.2.1 Gathering information on the Outstanding Chapter Award. Deadline of Dec. 1st on information from committee chairs.

3.3 Certification: Morgan

3.3.1 Registration is open for next spring's exams.
3.3.2 Discussion on training for new information to be included on exams.

(continued on page 19)





3.4 Communications: Cochran

3.4.1 No report.

3.5 Education: Brown

- 3.5.1 Ron Blank is presenting an academy seminar. 28 people signed up to attend.
- 3.5.2 November 19th & 20th – DHI seminar. Two day seminar. Cost for CSI members is \$45. 50-60 people registered for Thursday and 25 registered for Friday currently.
- 3.5.3 January 21st will be a joint seminar with AIA on ASHRAE. Discussion
- 3.5.4 February seminar – Masonry panel roundtable.
- 3.5.5 May – possible metal corrosion seminar. 2-hour seminar.
- 3.5.6 July – possible joint seminar with AWI.

3.6 Golf Outing: Cochran

3.6.1 Looking at a July date for the next outing. Working on finding a location for the outing.

3.7 Tradeshow: Bultman

3.7.1 Still waiting on final numbers on this years show. Discussion.

3.8 Membership/Orientation: Bays

3.8.1 Forms for the 50/50 are in for this months meeting. Scott Bays to track those that have taken forms so that the Committee can follow up with possible members. Discussion.

3.9 Programs: Wagner

- 3.9.1 Nov 2009 DHI joint meeting
- 3.9.2 Dec 2009 Holiday Party
- 3.9.3 Jan 2010 "Writing Good Specifications"
- 3.9.4 Feb 2010 Limestone
- 3.9.5 March 2010 National President Mike Davis has been confirmed.
- 3.9.6 April 2010 AIA joint meeting. Panel discussion at the J.W. Marriot. Possible tour prior to the panel. Steve Cain is the point person.
- 3.9.7 May 2010 Steel topic in conjunction with seminar on metal corrosion.
- 3.9.8 June 2010 Awards Banquet.
- 3.9.9 October 2010 Tour of the new Convention Center.
- 3.9.10 AIA and CSI LU are being worked out and should be completed by the end of the year for past events.

(continued on page 20)



3.10 National Convention / Region Conference Morgan

- 3.10.1 National Conference in Philadelphia, Pa.
- 3.10.2 Region Conference in Columbus, Oh. in July 2010.
- 3.10.3 Call for nominations at the Region level. Discussion.

3.11 CSI Indy 50th Anniversary: McMullan

- 3.11.1 Committee is forming. To get started early next year.

3.12 Special Events: Smith

- 3.12.1 Holiday Party will be at the Columbia Club Thursday December 10th. Invitations are being emailed.

3.13 Table Tops: Pitman

- 3.13.1 Three or four possible table tops. All new members.

3.14 Technical: Longerbone

- 3.14.1 Paul Sternberg presenting on Green Format at several chapters.
- 3.14.2 Paul Sternberg to present to Institute technical committee members next month.

4.0 – Old Business:

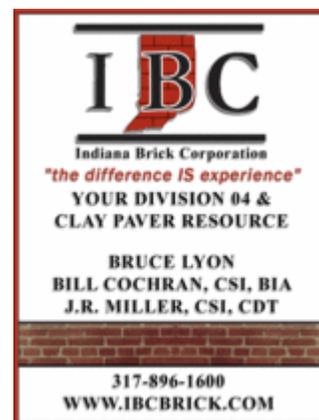
- 4.1 Trust update McMullan
 - 4.1.1 Most recent revisions to be sent out for final review by the board.
 - 4.1.2 Upon approval, the paperwork will be filed through the Attorney.
 - 4.1.3 Slate of Directors to be started for elections in March.
- 4.2 Holiday Party Invitations McMullan
 - 4.2.1 Invitations are being emailed.
 - 4.2.2 Other organizations are being invited to attend the event. Discussion

5.0 – Tabled / In-Progress Business (No discussion Needed):

- 5.1 By-Laws – In Process – Don Amt Chair
- 5.2 Policy Manual / Administrative Guide
 - 5.2.1 Posting of current document – In Progress
 - 5.2.2 Review of separating Policy Manual from Administrative Guide – In Progress

6.0 – New Business:

- 6.1 Proposal to host an Indianapolis Chapter Family Summer Celebration "August 2010". Discussion. More formal information up coming. Smith
(continued on page 21)





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7.0 – Next Meeting: December 3, 2009 InterDesign

Adjournment: 7:45 pm

Attachments: Board Meeting Agenda November 2009
Treasurer's Report November 2009

Respectfully Submitted, Robin Leising, Secretary, Indianapolis Chapter CSI

CERTIFICATION QUIZ ANSWERS

Indianapolis Chapter Quizmaster

Jack P. Morgan, CSI, CCS, CCCA, MAI, AIA

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ANSWERS: 1. – b; 2. – a; 3. – d; 4. – b; 5. – b
(January 2010, The Winners Circle-Electronic)

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Editorial content for future monthly communications, whatever form they may take, should be emailed to Scott Perez at sperez@fulcrum-studios.com or a disk mailed to: Indianapolis Chapter CSI; Box 20802; Indianapolis IN 46220



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The Construction Specifications Institute advances the process of creating and sustaining the built environment for the benefit of the construction community by using the diversity of its members to exchange knowledge. CSI members include architects, engineers, specifiers, interior designers, contractors, building owners, facility managers, and product manufacturers and representatives. Its long history of industry-wide membership has resulted in improved communication and unprecedented teamwork to develop innovative products and services of benefit to all involved.

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THE WINNER'S CIRCLE - January 2009