



VERMONT CHAPTER
PO Box 64902
Burlington VT 05406
www.csivermont.org



Green Mountain Specifier

March 2004

NEXT MONTH:

APRIL PROGRAM

FLETCHER ALLEN HEALTH CARE: RENAISSANCE PROJECT, PART II

HOST

Matthew Martin, CSI

TIME

10:30am – 3:00pm
Friday, April 23rd, 2004

LOCATION

Fletcher Allen Health Care, Burlington;
I-89 Exit 14E, head for the tower cranes
if you are walking, otherwise meet in the
Sheraton Burlington rear parking lot for
a short shuttle bus trip over.

CREDITS

3 hours of HSW credits available

AGENDA

10:30 Registration Begins at Sheraton
Parking Lot on the Shuttle Bus
11:00 Shuttle Bus Leaves for Burgess
11:25 CSI Business & Speaker
Introduced
12:30 Questions & Answers
1:00 Lunch
1:30 Walking Tour Begins
3:00 Shuttle Bus leaves for Sheraton Lot

COSTS

\$35 for CSI & AIA members
\$50 for Non-Members
\$10 Students
New Members *FREE!*

RSVP / QUESTIONS

To Program Chair Jonathan Miller at
campsi@earthlink.net

CSI SHOW 2004

From April 20-24 in Chicago, the
annual event will feature a pre-
convention seminar, technical tours,
Expo Education on the exhibit floor, a
product demonstration area, and more
than 70 education sessions!

Go to www.csinet.org for more info.

April 23rd Program

Renaissance Project Tour, The Sequel

Last year, for the chapter's first
Renaissance Project Tour, there was a
big hole and a big steel frame. Now
take a look at closing up walls and
other fit-up business one year later.
FAHC Project Manager, Matt Martin,
will reprise his great presentation
once more with updates on their
construction process, schedule
sequencing, critical path, schedule
creep, materials used, wall section
determination, and other issues.

Sign up for an overall discussion and
construction site tour of a \$380 million
+/- project. This is one of the largest,
if not the largest, construction projects
in Vermont's history. The tour will be
followed by a Q&A session and lunch.
After lunch each FAHC staff member
present will take groups of no more
than 15 attendees each on a 90-minute
walking tour. Join us for another fun
field trip! See you there and then !

Call For Topics

CSI Show Education Sessions

The Call For Topics program is now
accepting presenters' proposals for
education sessions to be part of The
49th Annual CSI Show & Convention
in 2005. All submissions must be
made using the electronic format on
CSINet at www.csinet.org/callfortopics
The proposal deadline is April 30. For
more information, visit
www.csinet.org/callfortopics .

WE WANT YOU ...

...to make a contribution to the
Green Mountain Specifier – ideas,
articles, letters, advertising or other
relevant material (if you're polite,
maybe we'll even take irrelevant
material). Contact:

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chris@pmarch.com

Peter Morris Architect

8 Roundtree Way

Vergennes VT 05491

phone: (802) 877-3830

fax: (802) 877-3972

19 New Student Members from VTC March Program

The March Program at VTC had 71
total attendees, 53 of them students, 19
of which decided to join CSI and the
Vermont Chapter. This brings the
VTC Student CSI membership to 68
members plus 2 professors! Go VTC !!
Also...with the addition of 19 new
members the total Vermont Chapter
membership is up over **150 !!!** Wow !
We are currently in the lead for CSI's
2004 Chapter Cup with 20 new
members to date !

Jonathan to Present !

"Indoor Air Quality: Breathe Deep the Gathering Gloom... awareness & solutions."

BSR (Building for Social
Responsibility) has arranged for our
own Jonathan Miller to speak from
7:00 to 9:00pm+/- on Tuesday, March
30th in Room # 104 of the Aiken
Center Building at UVM.

LAST MONTH:

THE PRODUCT REP – ARCHITECT – CONTRACTOR RELATIONSHIP

SPEAKER

Al Brosseau, CSI, MANA
Albro Inc.

TIME/LOCATION

Friday, March 1, 2004; 12pm-2pm
at Vermont Technical College

SUMMARY

The seminar began with an introduction to the concept of “partnering” in construction projects. Partnering brings people on board earlier in the process, and functions somewhat like a negotiated-bid contract. The idea has been growing in popularity overseas and has gained a foothold in some regions of the U.S. – the concept is designed to increase cooperation between the various parties on a construction project, to reduce problems and thusly the amount of construction-related litigation and profits in one’s pocket.

Once the students began to filter in, our speaker Al Brosseau got started. As a Product Rep, project Owners, Contractors, and Architects are all among his customers, and he has to speak to the needs and concerns of them all. Also, as a product rep, he sees “marketing” as the central part of business today, taking the place of financier (last half of 20th century) and before that, manufacturer/industrialist.

The next piece of Al’s presentation revolved around the differences between a direct sales force, which is employed by one particular company, and agents, who are independent and represent several companies. Al noted that the general trend seems to be away from the direct salespeople, and towards the agents – they cost less for the manufacturers. Instead, the customers pay for their services.

In a general way, we went over some of the things to look for in a rep, and how to evaluate one. Also some specifics such as, ‘do budget (product) prices include labor, engineering, and shop drawings?’

We reviewed organizations – CSI, MANA – and certification programs for product reps, including CSI’s and MFERF’s.

Al closed with a tie-in to the partnering concept: “What we need is not a declaration of independence, but a declaration of Interdependence.”

The President’s Corner

By John A. Gant, CSI, CDT; john_gant@irco.com

We would like to thank all of the chapter members who have taken time out of their busy lives to take the Chapter Survey. To those chapter members who have not yet taken the survey, and you know who you are, we still wish to hear from you. Copies of both versions of the survey (Adobe Acrobat, and Microsoft Word) are available at the chapter website <http://www.csivermont.org/links.htm>. Please take the time to fill out the chapter survey if you have not already done so.

As promised last month below are some of the highlights from our recent chapter survey.

1. How do you rate the performance of your CSI Chapter. **Rating 1(Worst) - 10 (Best) 8.8333 was the final tally.**
2. Some future chapter programs suggestions:
 - Fiberglass Windows
 - HVAC
 - Geothermal Systems
 - Foundations and Waterproofing
 - Design Build
 - Engineered Lumber
 - High Performance Coatings
 - Specification Section Critique
3. Questions 1-5 (1 strongly agree-5 strongly disagree)
 - A. The Vermont chapter is a forward thinking well focused chapter. **1.0 a perfect score!!!**
 - B. The benefits of chapter membership are clear to me. **1.2**
 - C. I get a fair value in return for my dues. **1.4**
 - D. The chapter understands the needs its members. **1.8**
 - E. Information flows well from the chapter to members. **1.2**
 - F. The chapter is responsive to membership. **1.2**

Continued on p. 3



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Specifications Consultation

IN TWO MONTHS:

MAY 20th PROGRAM

WINDOWS, DOORS & HARDWARE TRADE-FAIR & SEMINARS

THREE SPEAKERS

TIME / LOCATION

Afternoon of Thursday, May 20, 2004 at the Sheraton Burlington.

CREDITS

Up to 3 hours of HSW credits available

SUMMARY

Mini-Trade Fair of Windows, Doors, Hardware and other related exterior fenestration Products...plus 3 seminars, one on each topic. Stay tuned for more detail.

RSVP / QUESTIONS

To Program Chair Jonathan Miller at campsi@earthlink.net; more specifics will be forthcoming...

Continued from p. 2

4. Please rank the following locations for future consideration for a chapter event.

(1-Most preferred, 5-Least preferred)

Burlington	1.8
Rutland	2.33
Randolph	2.5
Montpelier/Barre	2.8

Other locations written in were: Brattleboro, Manchester, Vergennes, Middlebury, and White River Junction.

5. Other program themes that you would attend.

The answer "Business Leader" was clearly preferred, and no one chose "Sport Figures".

6. Suggestions for chapter social events included:

VT Expos Game, Golf Outing, and a Ski Evening in Stowe

Remember – Volunteers Are Always Wanted!

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CSI Vermont Chapter: FY2004 Officers

Mr. John Gant, CSI, CDT

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Academic Liaison & Education Chairs**

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GUI Bytes

Twenty Years Ago Today – Part VI

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side effects

Now that we've looked at how personal computers have evolved in the last twenty years, let's step back and see how computers of all types have developed. When personal computers first caught the attention of the general public, the ones that did the "real" work were large mainframe computers, some of which cost millions of dollars. They were used primarily by the government, educational institutions, and very large companies. Perhaps the most significant factors in the evolution of the personal computer were the reduction in size and number of components.

The age of modern computers may have begun in 1946, but people continued using mechanical or electric adding machines and slide rules for another thirty-five years, until the advent of the personal computer. If you saw the movie "Apollo 13" you may recall the scene in which the mission control team was told to calculate a new orbit - and they all pulled out their trusty old "slip sticks". That was in 1970; the Texas Instruments SR10, a four-function only, hand-held calculator, wasn't introduced for another two years - at \$149.95. Today, when we are surrounded by miniature computers - in our vehicles, offices, appliances, even in pens - it seem unimaginable to fly anything without the aid of several computers.

Without miniaturization, there would be no personal computers, no computers in our cars and planes, no digital clocks on every appliance; even if they were free they simply wouldn't fit. And, although we don't think of them as computers, most of our electronic equipment - TV, tuners, CD and DVD players, cell phones, digital cameras - couldn't exist unless their components had been reduced by a factor of millions.

Continued on p.7

Mr. Peter D. Morris, CSI, CDT

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“The King” by R.L.Manders, CSI, CDT

The lion is a big, powerful cat. Probably the most feared of all animals, it is often referred to as the “King of the Jungle”. The lion is the fastest of all members of the cat family. Lions “stake out their territory”, and are the masters of that particular space.

Years ago, quite like the lion, the Design Professional was the “King of Construction”. In those days, Specifications were written that were *Complete, Concise, Correct and Clear!* Then on every project, the Design Professional was the “King”. Just as in the jungle, the roar of the lion puts a certain fear in the other animals, and back in those days the roar of the Design Professional kept all of the construction workers in line. The territory was patrolled, and Specifications were enforced.

Back in those days, there weren’t any modifications to the Design-Bid-Build contractual relationships with a client. Design Professionals were selected by discriminating clients because they actually were the “masters of the territory”...the Construction project.

Today we see less frequent jobsite observations, and more and more Specifications are written and not enforced. Even more disturbing to many prospective clients, in Part II of the Specifications we often see a “Shopping List” which makes it easy for the “Spec Breakers” to work in

products of a lesser value. This is assumed that this saves the client money in the Bidding process, but in reality seldom is a Change Order ever written to pass any savings back to the person who is paying the bills and everyone’s salary....the Owner!

Competitive Bidding is defined as “who will perform a specific job using the specified materials for the least amount of money”. Today that definition has been re-written: if a lot of products are listed, this is now presented as saving the Owner a lot of money, but in reality it means “who can scrounge around and find the cheapest possible product” and either get it approved, or used and not enforced during a job observation by the Design Professional.

It is interesting to observe today that if a Design Professional is served a steak in a fine restaurant, and it is not cooked the way they ordered it, they immediately summon the waiter or waitress and ask the cook to re-do it. Yet, these same individuals will allow inferior products to be improperly applied or installed to be used on a project that an Owner is spending many, many more dollars on!

When better Specifications are written and enforced, more discriminating clients will be knocking on the doors of those Design Professionals.

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February Board Meeting Summary

This is just a synopsis; the full text of the February 17, 2004 meeting minutes is available from the Chapter Secretary.

- No word as yet from the Institute Secretary on our revised bylaws. He's probably still recovering from the surprise of getting about 100% more text of bylaws than we gave him the first time. We continue to anticipate a response (read: approval) in time for the chapter to bring the topic up for a member vote in April.
- We have another contact at Norwich University who will help us maintain our relationship with the school and its student population. Chapter leaders will soon do another bag lunch event for students.
- The chapter is looking for sponsors for seminars, and especially for the Chapter Awards Banquet.
- We'll soon have to start thinking about this year's Chapter Awards Banquet (in June). Submittals for Region Awards are usually not until September.
- Jonathan Miller will likely be trying for something big at the Region or Institute Level – a Distinguished Service Award from the Region and/or possibly a Fellowship from the Institute.
- Discussion on whether board meetings should take place on the same day as monthly programs, in order to take up one full day of people's schedules as opposed to two half-days (or more, depending on travel). Most preferred our current approach, rather than switching to an all-day affair. Motion by Peter Morris to keep the two events separate for the time being; seconded and passed. Hopefully these meeting minutes make participation easier for those members who can't attend.
- The April program at Fletcher Allen has not been set up yet, as our liaison there, Matthew Martin, has been extremely busy of late. Should be nailed down soon. *[now scheduled for April 23 – see p.1]*

- May 20 at the Sheraton is penciled in for the mini-trade fair on windows, hardware, doors, and anything that relates to penetrations in the building envelope. For the HSW credits, there will likely be speakers for the big three topics – an hour or so apiece, with snacks and browsing time in between. A large number of tabletops (20-30 or so) are expected.
- Future program proposals include a review of the new MasterFormat due out this fall; and for late summer a Vermont Code Review might be a good idea (we haven't seen Fire Marshals Stan Baranowski or Bob Patterson at a program for well over a year now, and we miss them).
- The chapter is thinking of taking advantage of the region's offer to host its chapters' websites. Not only is it free, but it can give a ready-made structure to the site.
- **Next Board Meeting: TBC** at 12:00 – 1:30pm, Tuesday, **30th of March 2004** at the *Little Saigon Restaurant* on Shelburne Road.



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Zen Thoughts Or Alternatively, Bumper Sticker Slogans

42.7 percent of all statistics are made up on the spot.
99 percent of lawyers give the rest a bad name.
I feel like I'm diagonally parked in a parallel universe.
Honk if you love peace and quiet.
Remember, half the people you know are below average.
He who laughs last thinks slowest.
Depression is merely anger without enthusiasm.
I drive way too fast to worry about cholesterol.
If everything seems to be going well, you have obviously overlooked something.
Support bacteria. They're the only culture some people have.
Monday is an awful way to spend 1/7 of your week.
A clear conscience is usually the sign of a bad memory.
Change is inevitable, except from vending machines.
Plan to be spontaneous tomorrow.
Save the whales. Collect the whole set.
A day without sunshine is like, night.
On the other hand, you have different fingers.
Always try to be modest, and be proud of it!
If you think nobody cares, try missing a couple of payments.
How many of you believe in telekinesis? *Raise my hand...*
How do you tell when you're out of invisible ink?
Hard work pays off in the future. Laziness pays off now.
Everyone has a photographic memory. Some just don't have film.
What happens if you get scared half-to-death twice?
I used to have an open mind but my brains kept falling out.
Inside every older person is a younger person wondering what the hell happened.



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The Green Mountain Specifier is published as the official newsletter of the Vermont Chapter of the Construction Specifications Institute. Neither the Editor nor the Chapter assumes responsibility for any alleged errors, and opinions stated are not necessarily those of the Editor, the Chapter's members or leadership, or the Institute.

Contributions to the newsletter are welcome, and should be submitted to the editor by the 24th of the month in order to be eligible for the next issue. Contributions may need to be edited for, among other things, clarity, file size, and length. Submitted pieces also may not be able to be accepted due to space constraints. -Editor

GUI Bytes, continued from p.4

Chips keep getting smaller, faster, and cheaper, and we keep finding more things to use them for. What might we expect in the years to come? Obviously, shopping from home, easier exchange of large volumes of data (music, movies, interactive games), and wider cell phone coverage are on the way.

We're also well on the way to wireless computer systems, with cordless mice, keyboards, and data exchange between desktop and palm computer. Before we casually transmit data from computer to computer, printer, or monitor, we need secure programs that will allow only the intended recipient to use the data, but that will doubtless happen.

Personal data - clothing size, birth date, physical characteristics, medical history, chemical sensitivities, and favorite colors, foods, and beverages - can easily be recorded on a chip that could be worn as a pin. Go to a clothing store, and the store's computer will tell you where to find a shirt or shoes, and help match the colors you like. Go to a restaurant, and the waiter will ask if you want your regular, even if you've never met him before. If you're in an accident, the paramedics will instantly know if you have any complicating conditions or allergies.

Taking it one step further, why not embed programmable chip under your skin? You could use your own computer to enter whatever personal information you wanted, to help you access products and services that would be automatically activated as you approach. Somewhere, someone is at this moment coming up with a new use for technology that will make a lot of money and change the way we live. If only I could figure out who it is, I'd buy stock!

The first time I saw a cell phone with an integral camera and display, I thought, "This would be great for architects. When someone calls in from the field to report a problem, we won't have to spend fifteen minutes making sure we're talking about the same thing. Just point the phone at the problem and send a picture back to the office." I guess I'm getting old - the idea of taking a cell phone into a shower never occurred to me!

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2003-2004 Vermont Chapter CSI Events

- June 5, 2003** “Chapter Awards Banquet”
4:00 – 10:00pm at Basin Harbor Club
- July 17, 2003** “Lighting Design, Dimming, and Controls”
Ed Jaffee, CSI, IES, LTCD
11:00am-2:00pm at the Clarion Hotel
- August 14, 2003** “The LEED Process & Specifications”
Ross Spiegel, RA, FCSI, CCS, CCCA
CSI Liaison to U.S. Green Building Council
Former CSI Institute President
- Sep. 24, 2003** “The Buzz About Electronic Hardware”
by Shelley Hudson, CSI, CCPR of *Ingersoll-Rand*
12-2pm at VT Technical College, Randolph VT
- October 9, 2003** “The Power of One: Facilitating Green Building”
by Paul Murray of *Herman Miller* (Lynn Ovitt, CSI)
11:00am-2:00pm at the Clarion Hotel
- Nov. 5, 2003** “Brick & Stone Paving”
Gene Pawlikowski, CSI of *Trowel Trades Supply*
11:00am-2:00pm at the Sheraton, S. Burlington
- Dec. 4, 2003** “P.Lam & Solid Surface Fabrication Shop Tour”
Top Shop & Steve Benjamin, CSI of *WilsonArt*
- January 15, 2004** “The Bidding Process”
By Sandy Fead of *Paul Frank & Collins* + Panel
11:00am-2:00pm at the Sheraton Burlington
- Feb. 11-12, 2004** “Better Buildings by Design 2004”
by *Efficiency Vermont*, at the Burlington Sheraton
Seminars, Forums, and Exhibits
- March 1, 2004** “The Product Rep-Contractor-Architect Relationship”
Good Service-Expectations-Killer Issues, at VTC
Al Brosseau, CSI of *Albro Export & Marketing*
- April 23** “FAHC Renaissance Project Site Tour – Part II”
Host - Matthew Martin, CSI, Assoc. AIA
Sr. Project Manager, *Fletcher Allen Health Care*
- May 20** “Windows, Doors & Hardware”
Mini trade-fair with luncheon seminar
- June** FY 2004 Chapter Awards Banquet
location TBD
- July** “Daylighting Design & PVA Workshop”
Joint program with NESEA & VGBN

New Members Welcome !

February 2004

Peter Gibbs, PE, CSI
Engineering Ventures Inc.

January 2004

December 2003

84 new 2003 Members!

Mr. Jason M. Butler, CSI
Pella Windows & Doors

November 2003

Mr. Sam D. Gibson, CSI, AIA
Sam D. Gibson, Architect

Mr. Tom Good, RA, CSI
Tom Good Architect

Mr. Jerry F. Thornton, CSI, RCDD
University of Vermont

October 2003

Mr. Roberto W. Fitzgerald, CSI, AIA
Dore & Whittier Architects

Mr. Michael S. Simanskas, CSI, AIA
Dore & Whittier Architects

Mr. Mark A. Marshall, CSI, Assoc. AIA
Dore & Whittier Architects

Mr. John F. Thompson, CSI, Assoc. AIA
Dore & Whittier Architects

Ms. Kaija Johnson, CSI-S; VTC
Mr. Shaun White, CSI-S; VTC

September 2003

Mr. Tony Bartorillo, CSI, CCPR
Russell Construction Services
Transfer from the Pittsburgh Chapter CSI

Mr. John Goodell, CSI
SVE Associates

Mr. Tom Bartholomew, CSI
Northern NE Concrete Promotion Association
Joined us from the Maine Chapter CSI

August 2003

William Alexander ‘Sandy’ Fead, CSI
Paul, Frank & Collins

Mr. Martin V. Hawkes, CSI
Tree Ridge Enterprises Inc.

July 2003

Mr. Andrew Gregory, CSI, AIA
Truex Cullins & Partners

Mr. Bill Mueller, CSI
Miller-Sheehan-Sullivan Sales

VT Chapter Stats as of Feb. 29:

	Feb '04
New Members, 2003...best in CSI !!!	84 & 121%
New Members, 2004	0
New Members to date for FY2004	17
Sponsored New Members in FY 2004	12
Retention rate year to date	81.0%
Total VT Chapter Members	132 !!!