

January 2008

Tidewater Virginia CSI Chapter



# the COMMUNICATOR

The Construction Specifications Institute

## CHAPTER LUNCH MEETING AND PROGRAM JANUARY 8, 2008, 12 NOON

### HOW DO YOU DO? - THE SPOTLIGHT ON YOU!

How often have you been in the position where you meet a potential new client and you need introduce yourself, make a great impression and convince this person that you and your product or services would in their best interest, all in about 30 to 60 seconds? This can be quite a challenge even for experienced sales, design or building professionals.

Marketing of yourself or your company requires networking. CSI provides that opportunity for all members of the design/construction industry. RonnaLeah E. Prindible, CSI of Pittsburgh Chapter says "When I started out in the construction industry, I was calling on owners, architects, and engineers. I needed some help – so, I joined CSI." "CSI has been an excellent forum to develop business and to promote the success of my company, Trac Builders Inc." William Tracey, CSI, CDT of CSI Rhode Island Chapter.

Lisa Renz of the Southeast Virginia Region BNI will come to give us pointers in how to put such an introduction together effectively. BNI (Business Networking International) is a business networking organization providing opportunities and training for it's members in the area of marketing and referral of business.



Come prepared with business cards and a synopsis of your business to participate in this interactive program helpful to Sales reps, students, interns, firm marketers, and even the Designers and Principals of the A/E firms.

In addition to your business, you can talk about your favorite topic, knowing that you will be networking with fellow construction team members. Even if you have a pet peeve relating to Tidewater Chapter procedures or traditions, this is the time to "let it all hang out."

There will be prizes for 1) the most interesting presentation, 2) the most entertaining presentation, and 3) the most shocking presentation. (Due to the nature of this meeting, no AIA Learning Units will be available, but you will have the advantage of networking with your peers)

**RSVP for each meeting** so we will have a place waiting for **you!**

**Leave a message at 437-0807**

or [presbspec@yahoo.com](mailto:presbspec@yahoo.com) to give a reservation to pay at the door

No-shows will be billed by mail. **or** check page 5 and fax your credit card reservation to Lee Fry at 757-422-4419 no later than COB the Friday before each meeting.

**Thanks!**

#### **LOCATION:**

**the Offices of Clark Nexsen in the Clark Meeting room, First Floor, East Wing, 6160 Kempsville Circle, Norfolk, VA**

#### **TIME:**

Lunch Fee:	11:45 am	Registration
CSI Members:		(come early to network)
\$15.00 (includes lunch)	12 noon	Lunch and
Non-Members:		Presentation (1 AIA LU)
\$20.00 (includes lunch)		



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**About CSI**

CSI is an individual membership technical society that serves as the premier integrating force for those that create and sustain the built environment, and as a primary gateway to resources for programs, services, and the exchange of knowledge. The Institute offers products and services that provide a common system of organization and presentation of construction information, enhancing communication among all construction industry disciplines. CSI's 18,000 members include architects, specifiers, engineers, contractors, product representatives, building owners, and facility managers. Founded in 1948, CSI is headquartered in Alexandria, Va., and has 143 local chapters nationwide. For more information about CSI, call 800-689-2900 or visit [www.csinet.org](http://www.csinet.org).

## PRESIDENT'S MESSAGE



It's time to start the NEW YEAR! My hope is that everyone had a wonderful and joyous holiday.

As we often reflect on the year's passing, there are so many things that we didn't get to do. Such as loose those last 15 pounds of the 30 we swore we were going to drop, get that bathroom remodeling project done, or make a change in how we work, play and relate to others.

Well CSI can't help with those last few pounds or the bathroom remodel, but as an Organization we have the resources and tools available to us to improve the way we work in any aspect of this industry. This month we have a speaker who specializes in helping individuals market themselves and their small companies. I was a member of BNI when I first started SpexResources and found the marketing training I learned invaluable; not only for my company but for myself as an individual as well.

Next month, I plan to see you all at the Hampton Roads Building Products Show at the Holiday Inn Executive Center on Feb 12th. We have some wonderful seminars planned from the Brick Industry Association, and I understand Calvin Crofford will be back with a great program from the Navy. We'll have more information shortly to be sent out as soon as everything is finalized.

As we reflect on the events of the past year and the promise of the new, I was struck by the essay sent by my friend Sheldon Wolfe in "A Dickens of a Tale" from his series Mr Wolfe goes to Washington. We've many things to think on as we plan for CSI's future. The CSI ByLaws amendments will be presented again this February which will significantly alter the governance of our organization. Altho' last year's amendments were well intended, they were not well thought out, resulting in an uproar within our organization and were as a result defeated. Past-President Gary Betts went back to the "drawing board" with his team, to listen and rework the proposal to be presented this year. I believe that they have it right this time. I urge you to check out the proposals with the links noted on page 8. I believe you will agree with me the time for change is now.

Speaking of the upcoming CSI National elections, we have one coming up in the Middle Atlantic Region as well. I have been nominated to run for Institute Director from the Middle Atlantic Region, therefore I ask for your support and vote to represent you at the Institute Board.

Remember to bring your business cards and information to the January meeting. Altho' I know many of you well, I'm looking forward to learning more.

See you January 8th!

*Margaret G. Chewning FCSI CCS*  
President, TVA CSI



# CSI WORKS BECAUSE:

Offers benefits to all members of the construction team.

CSI chapter meetings and events facilitate discussion among all project team participants.

- More communication means fewer errors and less money lost.
- Development of leadership skills – organization, management, communication, budgeting, public speaking
- Valuable business contacts

CSI offers industry standard technical publications to improve documentation and communication. The first step to a successful project is properly prepared construction documents.

- Better documents means fewer errors and less money lost.

CSI's CDT and advanced certification programs help you successfully produce construction documents, administer contracts and deliver a project.

- Doing your job better means fewer errors and less money lost.

CSI chapter membership offers education, networking, resources, and leadership opportunities.

- Better local resources means better project delivery.
- Opportunity to tap a network of professional contacts to turn to when you need help or information on a project or product

CSI Benefits the Employer too.

- Gain exposure to new business opportunities before they even hit the market
- Increase your company's visibility among potential clients, and partners

## CSI CORE VALUES

- Foster innovation and creative thinking.
- Honor and embrace our diversity.
- Encourage personal and professional growth.
- Make knowledge-based decisions.
- Strive for cooperative solutions.
- Promote stewardship of the environment.
- Promote and recognize individual and team excellence.
- Celebrate camaraderie.
- Keep promises, and trust others will do the same.
- Value the needs of those we serve.



# Hampton Roads Building Products Show 2008

The Tidewater Virginia Chapter of the Construction Specifications Institute (CSI) presents the annual Design and Construction Products Show for the Hampton Roads area of Virginia:

**Focusing for a Second Year on Building Green, Controlling Sound Transmission and Sustainable Building Products.**

**LOCATION**

Holiday Inn Executive Center  
5655 Greenwich Road at Newtown  
Virginia Beach, Virginia 23462

**Parking:** Free Parking

**DATE**

February 12, 2008

**TIME**

11:00 A.M. To 2:00 P.M

**Lunch:** (Buffet style) 12 - 1



## An Invitation to the entire Construction/Design Industry

The Tidewater Virginia Chapter of the Construction Specifications Institute (CSI) presents **The Hampton Roads Building Products Show 2008**, the annual design and construction products show for the Hampton Roads area of Virginia. **This year's theme focuses on Building Green, Controlling Sound Transmission and Sustainable Building Products.**

The **2008 Building Products Show** will offer something of value to all area architects, engineers, designers, contractors, and exhibitors alike. The list of exhibitors below and events include construction related software and services as well as construction products representing CSI divisions, and other related construction services.

In all, **The 2008 Hampton Roads Building Products Show** will be the industry event of the year for the Hampton Roads area. We at the Tidewater Chapter of the Construction Specifications Institute look forward to seeing you in February.

US Gypsum	Architectural Resources	Virginia Sustainable Building Network
ATAS International, Inc.	Riverside Brick and Supply .	Terrazzo Promotion Committee
Parex	Bachelder and Collins	Seaboard Concrete Products Co.
Barranger and Co	Atlantic Aluminum Products	
Mohawk Commercial Carpets	Simson Strong-Tie	
Marvin Windows and Doors	Lawrenceville Brick & Masonry Supply	
CENTRIA Architectural Systems	The Shockey Precast Group	
Wall Technology & Marketing	Ervin Architectural Products	
Falcon Waterfree Technologies	Bessco	
Solar Lighting of Virginia	Allied Concrete	
Bloch Enterprises, Inc.	Soprema Roofing	

**CONSTRUCT 2008**  
THE ART AND SCIENCE OF BUILDING

hanley wood SPONSORED BY 

**EDUCATION:** June 3-6, 2008  
**EXHIBITS:** June 4-6, 2008

Las Vegas Convention Center | South Hall 3  
Las Vegas, Nevada USA

**CONSTRUCT2008 brings Architects, Engineers, General Contractors, Specifiers and commercial construction professionals together for one amazing event!**

Thousands of commercial, industrial, and institutional construction professionals and hundreds of exhibiting companies will come together at **CONSTRUCT2008** to network, to learn and to increase business.



## Upcoming CSI Events Planned todate

### January

- 8 Chapter Meeting Lunch  
Clark Nexsen Meeting Room  
**How Do You Do - The Spotlight on You**
- 15 Chapter Board - Friendly's Restaurant for Lunch

### February

- 7-9 CSI Construction Academies, Orlando Florida
- 12 **Hampton Roads Building Products Show**  
Holiday Inn Executive Center, VA Beach
- 19 Chapter Board - Friendly's Restaurant for Lunch

### March

- 11 Chapter Meeting Lunch  
Clark Nexsen Meeting Room  
**How to deal with Aging Parents concerning their Financial and Health Matters:**  
John Sommers AAMS, Wachovia Securities
- 18 Chapter Board - Friendly's Restaurant for Lunch

### April

- 8 Chapter Meeting Lunch  
Clark Nexsen Meeting Room  
**The Future of Practice: Integrated Project Delivery**
- 15 Chapter Board - Friendly's Restaurant for Lunch
- 18-19 LOS, Gettysburg PA

### May

- 13 Chapter Meeting Lunch  
Clark Nexsen Meeting Room  
**Program TBA**
- 20 Chapter Board - Friendly's Restaurant for Lunch

### June

- 3-6 Construct 2008, Las Vegas. National Convention
- 14 Chapter End of Year Picnic-Outing (Saturday)  
Location and details to be determined.
- 17 Chapter Board - Friendly's Restaurant for Lunch



### **Top Ten reasons to come to MARC 2008 at Bear Creek in Macungie, PA**

Bear Creek Mountain Resort Sept 25 - 28, 2008

**# 10. Learn the true definition of "Macungie".**

**# 9. 5th Annual Ron Nattress Memorial Golf Tournament, in Ron's home chapter!**

Coming next month: #8

### **The Chapter can now take Credit Card payments for Lunch Meetings and for Seminar fees**

As a service to our members, the Tidewater VA Chapter has set up an account to allow us to take credit card payment for lunch meetings and other events such as reservations for the Hampton Roads Building Products Show. If you wish to reserve your seat for our monthly lunch meetings you can fax the form below to Lee Fry at 757-422-4419 and we will have a plate waiting for you.

Tidewater VA Chapter CSI

Credit Card Charge

<b>Payment Information</b>			<b>AMOUNT</b> \$ _____	
NAME			Event: January Meeting	
COMPANY			" VISA " MASTERCARD	
ADDRESS			CARD NUMBER	EXP DATE
ADDRESS			V-CODE (3-DIGIT NUMBER ON BACK OF VISA/MC CARD)	
CITY	STATE	ZIP CODE		
TELEPHONE	FAX	SIGNATURE		

## Looking for Good Leaders!

Your elected board needs to fill some critical chair and committee appointments needed for the business of the chapter. Below is a list of Chapter Committees and a synopsis of what they do. We have indicated where there is a chair present.

Please think on where your interests lie and where you would like to participate in the work of the chapter. Contact the indicated chair to offer your assistance and when contacted by Margaret, Rick or Jim don't hesitate to lend your leadership skills to the work of the Chapter.

### Education

- Develop and promote an educational event during the Chapter year on a topic requiring a full day or half day seminar, usually in conjunction with the Products Show.
- Promote and encourage participation in Institute educational events and products (ie Webinars, CSI Academies, Education Program packages).
- Submit AIA LU's on behalf of attendees for Chapter meeting topics.

### Products Show - Soutgate Leigh chair

- With the assistance of an event planner, oversee registration of exhibitor spaces
- Organize events including educational programs (in coordination with Education Committee) for the day of the Show, February 13, 2006.
- Note this is the Chapter's big fundraiser, this is one committee that definitely needs multiple hands.

### Program - Tom Gill, Rick Rivin co-chair

- Organize and schedule program topics for each chapter meeting.

### Hospitality

- Make recommendations and arrangements for locations used for Chapter Meetings, Socials and other events.
- Receive reservations for Chapter Meetings and receive payment for lunch fees.
- Organize member greeters at meetings.

### Membership - Dick Chipchak

- Promote and coordinate Chapter activities pertaining to Institute membership programs.
- Track status of member information and renewal.

### CSI Construction Academies Registration Now Open!

CSI will hold the CSI Construction Academies for professionals in the construction industry, in Orlando, Florida, February 7-9, 2008, at DoubleTree Hotel at the entrance to Universal Studio.

This event is the only forum where construction industry members responsible for contract administration, specifications, and building materials, can meet and engage in open and frank discourse on successful project delivery and the latest advances in specifications, contract administration, and product representation. [Click here](#) or go to [www.CSInet.org](http://www.CSInet.org) to register



# The Job Board

### Academic Affairs

- Promote the Institute's Academic Affairs Program by developing relationships with local institutes of higher learning on behalf of the Chapter.
- Encourage Student Membership and development of Student Affiliates.
- Provide a resource for speakers on topics of interest and value to students in a construction/design curriculum.
- Promote student participation in Chapter events.
- Organize at least one program (pizza lunch) on each campus each year to promote CSI and the study of Construction Documents.

### Certification - Rick Rivin chair

- Promote the Institute's Certification Program within the Chapter by encouraging certification exams
- Organize and provide sources of mentoring and education for potential Certification candidates.
- Develop and schedule a Fundamental Formats of Construction Documents Workshop on a yearly basis.

### Technical -

- Promote the Institute's Technical programs
- Including the review and comments on the current updating and revisions to the SectionFormat and PageFormat,
- As well as the continuing review and addenda process for MasterFormat 04.

### Publications - Margaret Chewing, Communicator George Luce, Website

- Maintain current information on the Chapter website.
- Produce and distribute a monthly informational newsletter - The Communicator.
- Develop special publications as needed.

### Awards -

- Promote the recognition of exemplary work among the chapter membership through Chapter Awards and nominations for Region and Institute Awards.



## A Dickens of a Tale

*Sheldon Wolfe, RA, FCSI, CCS, CCA  
Institute Director, North Central Region, CSI*

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.

"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.

*(Continued on page 9)*

## 2008 Fundamental Formats Workshop

Thursday Evenings, February 14 thru March 27, 6 - 9 pm  
Offices of Clark Nexsen, 6160 Kempsville Cir. Suite 200

Each workshop session includes an light supper, presentation of the week's topic materials and discussion with review.

The Workshop is designed to acquaint **building design and construction professionals, owners** involved with construction projects, and **construction product representatives** with the Fundamental Formats of Construction Documents as provided in CSI's Project Resource Manual (MOP) and to assist candidates preparing for CSI's Certification Exam program.

This is not a lecture series. Participants are expected to read and discuss material scheduled for each session in a workshop setting.

Workshop costs include: \$100 for workshop, plus purchase of a PRM for \$220.00

Registering for the workshop DOES NOT register you for the Exam, nor is exam registration required to take the workshop.

Contact Rick Rivin at 757-455-5600 about the Workshop.

Contact CSI at [www.CSInet.org](http://www.CSInet.org) to register for a CDT or Certification Exam.

Entry Tiles



# Mohawk Commercial

Rubber tiles-  
VCT- Sheet  
Vinyl- Cove Base  
Luxury Vinyl  
Tile

Carpet tiles



EverSet® Fiber  
Systems Lifetime  
Stain Release  
Water Only

Solutions –  
Solve it before  
it happens

Woven Interlock



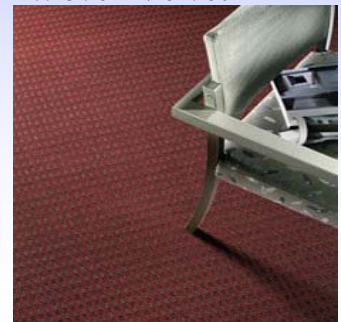
UPS Broadloom



Moisture Barriers:  
UPS Bloc & Attached  
Urethane Cushions

Warranties &  
Performance-  
Unequaled

Woven Velvet



## Proposed CSI Governance Revisions

In November the CSI Board voted to present to the membership a revised governance proposal for the February 2008 ballot. Having listened to the membership's concerns, the Board has brought forward four recommendations. Each must receive affirmative votes amounting to 2/3 of the votes cast in order to change CSI's bylaws. Visit [www.csinet.org/governance](http://www.csinet.org/governance) to review the latest information and documents available to help you understand the proposed recommendations and how it can improve CSI's governance. Also visit the governance forum [www.csinet.org/forums](http://www.csinet.org/forums) (you must be a CSI Member and logged in to view) for the latest discussion.

Use your right as a member of CSI to VOTE in February!

Your Business Card  
could be here  
Check out sponsorship  
opportunities



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- Certified Construction Specifier and MasterFormat Accredited Instructor;
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- Specifications Primer and MasterFormat Workshops for design and construction personnel;
- Quality Assurance Review of Documents.

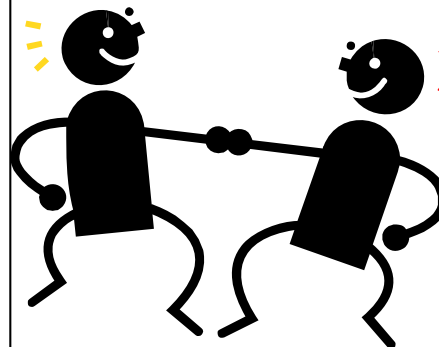


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JAN CHAPTER  
PROGRAM !

1/8/08  
LUNCH

HOW DO YOU DO? -  
THE SPOTLIGHT ON YOU!



*(Dickens of a Tale Continued from page 7)*

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.

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 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?

# TVA CSI SPONSORSHIP OPPORTUNITIES

## How and why should I sponsor the Tidewater VA Chapter CSI?

The meetings, newsletters and events planned by the Tidewater VA Chapter CSI are supported by the dues of our members and the meeting fees for our lunches and seminars. However these fees do not cover all of the costs of running the chapter every year. A Chapter Sponsorship provides the chapter with operating funds to offer educational events to the design and construction community and work with young folk at ODU and Hampton University who are the future leaders of our industry. The Sponsor benefits also, your sponsorship provides a way to get your name or your company's name out to the design and construction community you serve through the Communicator, the chapter's monthly newsletter and a powerpoint slide presentation

shown at every meeting.

Note, Sponsorship isn't just for Industry Members, we encourage Professional and Associate Members to sponsor to show their support for CSI and to use the opportunity at the Hampton Roads Building Products Show to display information on an innovative project.

We look forward to working with you in the coming year.

For more information contact The Editor at [www.presbspec@yahoo.com](mailto:www.presbspec@yahoo.com)##

**The annual sponsorships and ad sizes available for FY08 are shown below**

### Master Level - \$1500

- Full year CSI dues, Institute and Chapter
- A booth or table at the HRBPS 08
- Full powerpoint slide that continually wraps at all monthly membership meetings
- A 1/2 page ad in The Communicator throughout FY 2008

1/2 page  
7.5 x 4.5 inches

### Journeyman Level - \$1000

- Full year CSI dues, Institute and Chapter
- 50% off cost of table at the HRBPS 08
- Half PowerPoint slide shared with another sponsor at the same level that continually wraps at all monthly membership meetings
- A 1/4 page ad in The Communicator throughout FY2008

1/4 page ad  
3.5 x 4.5 inches

### Apprentice Level - \$500

- Full year CSI dues, Institute and Chapter
- quarter PowerPoint slide shared with another sponsor at the same level that continually wraps at all monthly membership meetings
- A Business card ad in The Communicator throughout FY 2008

Business card  
2 x 3.5 inches

If not interested in membership or a booth, \$300.00 will get you a Business Card Ad and PowerPoint Slide.



# TVA CSI CHAPTER BOARD AND COMMITTEES FOR FY08

<u>OFFICERS</u>	<u>NAME</u>	<u>PHONE</u>	<u>E-MAIL</u>
President	Margaret Chewning FCSI CCS	581-0428	mgcccs@spexresources.com
Past President	Linda Pressler CSI CDT		
1st Vice President	Richard A. Rivin FCSI CCS	455-5800	rrivin@clarknexsen.com
2nd Vice President	Jim Benson CSI	496-9613	jim@bensonbuilders.com
Secretary	Calvin Crofford CSI	322-4237	horace.crofford@navy.mil
Treasurer	Lee Fry CSI	437-0807	fryWL@aol.com
Director 2008			
Director 2008	Sherry McMillion CSI PE	322-4303	sherry.mcmillion@navy.mil
Director 2009	Richard Chipchak CSI	814-1708	dchipchak@appliedctrls.com
Director 2009	Thomas Gill Jr. CSI CDT	623-1641	tgill@mmmdesigngroup.com
<b><u>COMMITTEE CHAIRS</u></b>			
Academic Affairs			
Awards			
By-Laws	Don Jernigan, CDT	651-2583	Donaldjernigan@cox.net
Certification	Rick Rivin FCSI CCS	455-5800	rrivin@clarknexsen.com
Convention	Kevin Casey CSI	428-5380	kevin_casey@mcgraw-hill.com
Publications – Web	George Luce CSI CDT	498-4400	georgel@ameinc.biz
Publications —Newsletter	Margaret Chewning FCSI CCS	581-0428	mgcccs@spexresources.com
Education			
Hospitality	Eric Guran CSI		
Membership	Dick Chipchak CSI	814-1708	dchipchak@appliedctrls.com
Nominating	Past President's Council		
Product Show	Southgate Leigh CSI CDT	640-1450	sleigh@lightstyles.com
Programs	Rick Rivin, FCSI, CCS	455-5800	rrivin@clarknexsen.com
Technical			

Board Meetings are scheduled for the 3rd Tuesday of each month at lunch time at Friendly's Restaurant, Virginia Beach Blvd and Military Hiway.

Board meetings are open to all Chapter Members .

(757) area code unless noted otherwise

## the small stuff

### The Communicator

Publication of the Tidewater VA Chapter CSI

Editor: Margaret Chewning FCSI

Edition - 08-03

The Tidewater VA Chapter of the Construction Specifications Institute was Chartered in June 1964. The Communicator is the newsletter of the Tidewater VA Chapter CSI and is distributed free of charge to all chapter members and other interested parties in the construction industry.

This publication does not approve, sanction, or guarantee the validity or accuracy of any data, claims, or other opinions stated in the articles or advertising. The information is presented with the understanding that the institute, the Chapter, and its members are not engaged in rendering legal or their expert professional services in the newsletter.



Founded in 1948, the Construction Specifications Institute is a non profit technical organization dedicated to the advancement of construction technology through communication, research, education and service. CSI serves the interest of architects, engineers, specifiers, contractors, product manufacturers and others in the construction industry.

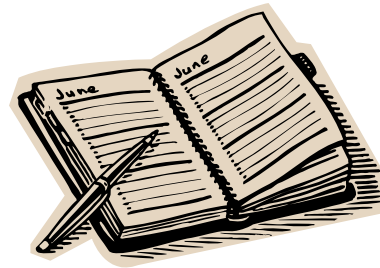


Knowledge for Creating  
and Sustaining  
the Built Environment



January 8, 2008

Lunch Meeting at 12 noon  
Tidewater VA Chapter CSI



Please post and/or pass on to others who may be interested.

