



# SCIPping Along

August 2010

Sheryl Dodd-Hansen, FCSI, CCS, CCA, SCIP  
Editor

Welcome to Fiscal Year 2011 and the first of several *SCIPping Along* newsletters that are intended to keep members informed about the activities of the organization during the year. The following includes reports from officers and some time-sensitive informational articles from SCIP members. Please enjoy...

## **PRESIDENT'S MESSAGE**

**Nina Giglio, CSI, CCS, SCIP**

We have all seen a great deal of change in our industry over the last several years, some of it certainly for good, much of it not so good, but we are all doing what we can and need to do to adapt and hopefully survive. A new fiscal year started for SCIP on July 1 and now with a new board in place, the organization is in a bit of transition as well. One very notable change in the faces on the board is the absence of David Metzger, who has served as Treasurer for the last 12 years and has certainly been a driving force for the organization for many years prior to that. Thank you, David, for all your guidance and care in maintaining SCIP's financial health. I've asked each of the Board Members to provide self introduction to be included in this issue.

When the Board met on its July conference call, we discussed planning for SCIP's future and how we as an organization need to be benefiting our membership; but the board cannot do this alone. In its 40+ years it has been SCIP's members that have moved the organization forward. We will continue to operate in that manner, but require the support and participation of you. Mark Kalin once said that if each member would just spend 1 hour a month on SCIP just think of all that we would accomplish. We are a membership of just over 200, so yes, think what we could accomplish. Though I have enough trouble filling out my timesheet for the office - we won't be asking for you to document what you do, but please plan to find a way to participate in SCIP. Over the coming months we will be establishing some committees that will need members' participation in order for them to be successful; some of those opportunities will include:

- Conference Committee - Over the past several years the SCIP booth has showcased the work of our members at the AIA, CSI, and at various other conferences. This is not a small task to organize and ensure that our members are represented at the events. A HUGE Thank You to our members Paul Just, Todd Maxey, David Lorenzini, and Dennis Hall for assisting with the booth at AIA in Miami this year.
- ByLaws Review Committee - There has been some discussion that it may be time to once again review the existing bylaws to ensure they are clear, correct and that they are being enforced as they are written.
- Policy and Procedures Committee - SCIP's bylaws identify the major point of operation for the organization, but with the most recent board transition, it became obvious that an operation guide would be beneficial so that in the years to come, each new board doesn't need to reinvent the wheel or assume the best way of accomplishing tasks.

- Sponsorship Committee - As more and more manufacturers are coming to understand the importance that SCIP members bring to the table we have seen an outpouring of desire from these companies wanting to support SCIP activities. It is time to evaluate the sponsorship program that was established and ensure that both the organization and the sponsor are receiving benefit from these agreements.
- Organizational Alliances Committee - SCIP has a written alliance with CSI and CSC; again it is my goal to bring these alliances to life so that there is true mutual benefit between the organizations.

We will be looking for members that are interested in participating in these committees, so please feel free to contact me at [ngiglio@hbig.us](mailto:ngiglio@hbig.us) or any other board member and express your interest. Also if you believe there is an area that SCIP needs to be participating or a way that we should be supporting our members, please bring that to the attention of the board.

The board holds its meetings each month on the 2nd Thursday at 2 pm Eastern time. If you have an item that needs to be brought forward at this meeting please contact any board member and we will attempt to get the topic on the agenda in the coming month.

Thanks to Holly Robinson and Randal Reifsnider for managing the SCIP LinkedIn Group; there are currently 40 members signed up to participate.

Thanks to Sheryl Dodd-Hansen for agreeing to once again ride herd on the board to get a few more issues of *SCIPping Along* out this year.

As I have been heard saying - if everyone does a little, no one has to do a lot; even in this slower economy, many of us are reconnecting with our "freetime", so I hope you will apportion a bit of that time to SCIP activities.

## SCIP Events at Construct2010 in Philadelphia

SCIP membership attendance seemed to have been down a bit this year, most likely due to the continued downturn in the economy and then certainly affected by the location on the East Coast, an added hardship to our West Coast membership.

Tuesday evening, ARKEMA hosted an enjoyable get together where our membership once again had the opportunity to catch up with friends before the bustle of the week really got underway.

Congratulations to SCIP members who were recipients of CSI honors and awards including:

Wade Bevier - Certificate of Merit and Appreciation

John Guill - Ben John Small Memorial Award

Spec Guy (Phil and Nancy Kabza) - Hans William Meier Award

Nina Giglio - J. Norman Hunter Memorial Award

Paul Bertram, Jr. - Distinguished Service Award

Approximately 40 members attended the SCIP annual meeting held on Saturday morning following the completion of Construct2010. The business meeting wrapped up in 90 minutes and then the open discussion forum continued into the middle of the afternoon. Topics included general practice discussions, along with new technology and best practice for developing new skills. The ever present discussion on how are we all dealing with BIM and are we all eventually out of a job again didn't answer the question but we are each certainly developing skills and new knowledge in these areas. It is unlikely that any of the big global problems were resolved but a great time was had by all the attendees.

## **PRESIDENT-ELECT'S REPORT**

**David Lorenzini FCSI, CCS, SCIP**

### **Introducing President-Elect David Lorenzini**

**SCIP:** I have been a member of SCIP since 1985, the year I passed the CCS exam. I had switched from partner in an architectural firm to independent specifications consultant the year before. My first SCIP annual meeting was in 1985, and I have attended every one since. In 1994 I was elected Secretary-Treasurer, and six months later took over as Editor of the KnowHow for five years, producing 10 issues. In 1996 I registered the scip.com domain name and created the SCIP web site. Eventually, the office of secretary and treasurer became separate and I served as secretary for a few years before becoming a vice president.

**CSI:** My CSI activities have included membership on the Technical Documents Committee, Chair of the Symbols Subcommittee, Chair of the Drawings Subcommittee, Chair of the SpecGuide Update Task Team, and Chair of the SectionFormat/PageFormat Update Task Team. I have been president of two CSI Chapters and co-chair of one region conference. I was elevated to Fellowship in 1991.

**Career:** I originally started my career in Pennsylvania, practiced architecture in California, and currently operate a specifications consulting business out of my home office in Virginia. The bulk of my work consists of higher education projects in California.

**SCIP Goals:** Although my basic officer duties are to assist the President whenever possible to help SCIP function better, I do have a few responsibilities and goals that I would like to advance during my two-year tenure as Vice President.

1. The most difficult responsibility is organizing the SCIP archives. As Editor, I was fortunate to inherit Ev Spurling's correspondence file relating to the early efforts to form SCIP, including his entire collection of KnowHows. I reported on this in a past issue of KnowHow. It is difficult because it is time consuming, not as urgent as work obligations, and it needs more research to fill the missing gaps.
2. The second responsibility is the continued improvement of the SCIP web site:
  - a. The most difficult task is to create a private folder protected by member password that we can use to share specifications resources and store SCIP archives.
  - b. A more manageable task is to create an RSS (real simple syndication) feed to notify members when important news is added to the web site.
  - c. A third goal is to provide the ability for members to make reservations and payments online.
  - d. A fourth goal, and probably the most important, is to encourage more participation by members in contributing to the content of the website. We already have one loyal contributor who has sent articles of interest for five years without missing a month. Ralph Leibing, although not a member, submitted his first article "A Niche" in July 2005. According to the survey that appeared on the SCIP web site during June and July this year, 55% of the respondents indicated that they read, or checked out, the Leibing articles "Often". Ralph's articles have provided substantial and thought provoking issues for our members and web site visitors to consider.

### **ADVERTISING SCIP -- A BENEFIT TO MEMBERS**

- Q. How do you get the attention of thousands of architects and design professionals?  
A. You advertise, of course.

Capitalizing on such an opportunity, SCIP took out a 1/6-page promotional advertisement in *Architect Magazine*, published by Hanley Wood, for the months of April through September 2010. Running the ad for six months was the best value, and running it during the month of June when Miami was hosting the AIA Convention was an added reason for advertising.

Starting in early May, the magazine has been sending SCIP, by email, "sales inquiries" (leads, for short), which includes a summary of leads, an Excel spreadsheet with all the data filled out by the respondents, and a report in Word showing more detailed information about the respondents.

The purpose of the *Architect* ads was to promote the SCIP web site where the directory of members is available to anyone looking to engage a specifier for a variety of services. The ad prominently shows the SCIP logo and the web site address. So far, after four issues, approximately 60 responses have been received from all over the world, including Brazil, China, India, Iran, Mexico, Yemen, and the USA. SCIP has responded by sending a letter referring recipients to the website, or to call Mark Kalin for more information. (Mark reports that no calls have been received).

In addition, a single-issue advertisement was placed in the May 2010 issue of *The Construction Specifier*, which coincided with Construct2010, the CSI convention in Philadelphia. The *Specifier* ad sought to inform the design organizations, public agencies, facility managers, and manufacturers that SCIP represented both independent and in-house specification writers who provide specifications and related services. The ad also hoped to attract new members including in-house specifiers who did not realize that they were welcome to join SCIP and participate in the sharing of techniques and industry developments that are common to both groups.

The graphics used for the ads are available for viewing on the SCIP web site at [scip.com](http://scip.com).

## **VICE PRESIDENT'S REPORT**

### **David Stutzman, AIA, CSI, CCS, LEED AP, SCIP**

As I was nearing completion of my architectural studies in 1974, the Dean announced that the school was considering requiring architectural students to take a computer class - programming, not drawing. I did not wait for the final decision and signed up for the course. Today, I am thankful that I did. I could not have known that Fortran concepts would allow me to work efficiently and accurately by creating and customizing macros to help write specifications. Heck, I hardly knew what a spec was when I graduated college. I think the professor mentioned specs once in the professional practice class.

Since then, I have worked as a draftsman, project architect, and specifier. I never considered myself a designer. Design was always left to others. I did enjoy the technical and engineering aspects of design and construction. I have enjoyed a varied background, writing specifications for environmental and process engineering projects and many architectural projects at every scale. The greatest joy still comes from solving daily problems that our clients cannot and guiding product selections - knowing that my contribution made the project a success.

Recently, I heard a specifier lament that his was a dead-end job. He chose to be a specifier and then watched his colleagues remaining in design and project management roles be promoted to firm management positions. He saw no opportunity to improve his position while remaining a specifier. I do not know this individual, but I wonder if he is adapting to changing conditions or simply hanging on to the status quo.

So what are the hot topics facing specifiers... Sustainability? BIM? Whatever is lurking over the horizon? I believe specifying sustainability requirements is nearly routine, now. I find that BIM is the immediate issue and the unknown future is, well, still unknown. Linking specs and models seems to be at the forefront of many discussions. Conspectus is working with several clients to link specifications with building information models. Some attempts have shown some success and others not so much. We are learning from each attempt. And we keep trying. Hopefully we will find or someone else will devise the "right" solution.

I believe SCIP should be proactive in helping our members understand what is happening in the industry and prepare to respond quickly and intelligently. SCIP should help inform members about effective tools and techniques to produce specifications to ensure specifiers remain relevant to the construction industry.

I also believe SCIP should be helping the industry understand the value specifiers add to projects. SCIP should be actively promoting specifiers and their invaluable role on construction projects. Although the role seems to be changing as BIM becomes ubiquitous. Specifiers, the young, the old, the experienced, and those that are still (always) learning, must be prepared to adapt to this rapidly changing industry. SCIP should be helping educate members today so each will have the skills needed for that unknown future.

## **VICE PRESIDENT'S REPORT**

**Gary Beimers, FCSI, CDT, SCIP**

Some of you may be asking, "who is this Beimers guy we've elected as Vice President." Many may recall me as "that Sweet's guy", and you would be right. I spent 11 years with McGraw-Hill Construction, and, while my primary responsibilities related to product classification and product development, I was also called upon to assist with relationship-building with associations like SCIP and CSI. (yep, I had a small role in the free Sweets to SCIP members). Others may identify me with various CSI activities. I've served on both '04 and '95 MasterFormat revision groups, chaired the Technical Committee a few years ago, been involved with OmniClass and the Terminology initiatives, and served as CSI's Liaison to the International Construction Information Society (ICIS) for six years. Add to that participation in the developing years of the International Alliance for Interoperability (IAI), now known as buildingSMART.

What some of you may not know about me may be my two careers prior to Sweet's. I spent my first years out of college as a high school industrial arts teacher. Yep, I taught "Drafting" in the days of t-squares and triangles. The second career was for the A&E division of a large Midwestern retailer, where I was responsible for procurement of construction materials, capital equipment, and maintenance services. It was there that I was introduced to the world of specifications, eventually becoming the specifications coordinator for company projects.

For the last four plus years, I've been doing the "independent thing" (aka "anything for a buck"). I've providing consulting services to CSI for MasterFormat Maintenance; and assisted an information company in the development of an online directory for process equipment and services. I consult to a library management company servicing 50+ firms. More importantly, I've provided specification consulting to a number of AE firms, product manufacturers, and master specifications providers.

Having been on the sidelines of SCIP for a number of years, my interest and participation has increased in recent years. For a lot of years I was a "lurker" and "learner" in the various online discussion forums frequented by SCIP members. While with Sweets, I attended a few SCIP meetings, mostly as observer (and "knowledge sponge"). Finally, able to join SCIP, I took the plunge.

Today I'm looking forward to serving SCIP as Vice President with a mixture of appreciation and excitement for the opportunity to help move a great organization into bigger and better things. I'll always be keenly interested in formats and terminology; but I'm hoping to help further SCIP in the areas like alliances, social networking, emerging technologies, and education.

## **TREASURER'S REPORT & MEMBERSHIP INFORMATION**

**John Carter CSI, CDT, SCIP**

As of July 1 the SCIP membership was 215 total: 171 members; 43 affiliates; 1 retired.

Those who haven't renewed their membership need to send their renewal form and dues to the SCIP Treasurer.

Mail renewal form with your name filled in, and a check for \$50 (payable to SCIP), to:  
John Carter, C Plus C Consulting LLC, 12526 Neon Way, Granada Hills, CA 91344-1341

## **SECRETARY'S REPORT**

**Walter Scarborough, CSI CCS, AIA, SCIP**

From Walter's Dallas Chapter President's message of May 2010

A personal observation about the future of architects: it is my personal observation that, because there is an overwhelming lack of understanding of the anatomy of architecture, the architectural profession, once a noble and important endeavor, is losing its leadership position in the project delivery process. While still claiming responsibility for the technical design of an aesthetic design, the architectural profession has at the same time shown its fundamental inability to provide construction documentation that is sufficient for its intended purposes. Architects have settled for mediocrity, deficient drawings, and bad specifications.

The architectural profession is at a turning point. By the time you read this, I will have given a presentation at CONSTRUCT2010 (the national CSI convention) in Philadelphia in which I will make the case that, by the year 2025, architects will have very little relevance. It is my opinion that contractors are aggressively gaining control of the process and are actively endeavoring to marginalize architects. But the part that bothers me the most is that the architectural profession neither seems to notice this progression, or seem to care it is happening.

BIM is revolutionizing the drawing side of the profession. BIM is a wonderful tool and it is the next logical step for the design professions. However, because there is so much pressure to take time and money out of the project delivery process, it is my belief that the next service to fall victim to "efficiency" will be construction documentation. The perception that seems to prevail with many contractors, subcontractors, and suppliers, is that architects no longer have the ability to provide construction documentation that is sufficient to construct an aesthetic design.

So, it seems entirely logical that when the aesthetic design of a project has been developed and modeled, the model can then be taken by the contractor and the technical design developed. Stated another way, what we once called design development documents will be the conclusion of the design services and the beginning of what we know as shop drawing submittals. Think about it: if the model is definitive and descriptive enough to present the design intent, why would construction documentation from the design professions be necessary when the contractor, via the subcontractors and suppliers, can "take it from there?"

Thus, the following are my personal observations of what the architectural profession will look like in the year 2025:

- Architects will only be needed for planning and the exterior aesthetic design.
- Architects will no longer represent the Owner.
- Architects will be a consultant, not a leader, in the project delivery process.
- The architectural profession will be much smaller than what it was before the recent economical turn of events.
- The technical design will be negotiated between the Owner and the Contractor as part of the cost, time, and scope of work.
- Clients of architects will be contractors.

I truly hope I will be wrong.

## **AFFILIATE DIRECTOR'S REPORT**

**William Pegues, FCSI, CCS, SCIP-Affiliate**

For a short introduction, I served as Affiliate Director several years ago, and I am pleased to do so again. I am here to respond to your concerns and interests, for all SCIP members, not just Affiliate members.

Professionally, I am head of specifications at WDG Architecture, and though located in Washington, DC, I also write the specifications for our Dallas, TX office. The kinds of projects I write for include high rise



residential, university housing, commercial office buildings, corporate headquarters, hospitality and government projects of various types, including design/build projects. I am a Fellow of CSI since 2001, and a member since 1976. I am also an affiliate member of the Architectural Woodwork Institute (AWI) and during the early and mid 1990's, I served on their national board of directors as their first board member from the design community. I have been very involved with them and their Quality Certification Program over the years.

Personally, I am a nationally ranked fencer in the Veterans 60-69 group for foil. It's a great sport, and yes the age range does imply that there is a group for 70+. The top 4 at the end of a season make up a team that goes to World Championship that moves from country to country every year. I have been ranked as high as 6th at the end of a season.

You may reach me at my email [wpegues@wdgarch.com](mailto:wpegues@wdgarch.com) any time. I also host the 3 specifications related forums on CSINet.org and I read virtually every post to 4Specs.com and may be reached there as well. For more detailed background information, my LinkedIn Profile (<http://www.linkedin.com/in/williampegues>) is available. If you don't have a LinkedIn profile, I strongly encourage it. Many in the architectural profession and related industries are there and it makes it easy to keep track of them.

Let's all work together for a great year!

## **IMMEDIATE PAST PRESIDENT'S MESSAGE**

**Mark J. Kalin, FAIA, FCSI, CCS, LEED-AP, SCIP**

During my term as SCIP President, we had two annual meetings with 70 people and 40 people attending, staffed booths at three trade shows, produced a Specifier's Property Sets document, continued our free LegalLine service for members, held a few regional meetings, opened/closed/opened a LinkedIn group, convened monthly Board teleconferences, and participated in the turmoil and painful belt-tightening of the construction industry. To all of you who contributed to SCIP activities, a warm thank you; to all of us, a prosperous next year!

Moving on to my next volunteer assignment, I will be serving as Chair of CSI's Technical Committee. This group of six met in Chicago last month and includes two other SCIP members, Dave Stutzman (Chair of CSI's Specification Practice Group) and Robert Weygant (Chair of CSI's BIM Practice Group). Please stay tuned as we begin new projects, and please let me know if your CSI chapter has an active Technical Committee, or documents to share nationally.

## **INTERESTING INFORMATION FROM SCIP MEMBERS**

**From: Mark Kalin FAIA FCSI LEED AP SCIP**

**NRCA ROOFING MANUAL DISCOUNT**

For a limited time, the NRCA has offered SCIP members a 15% discount from member prices for the 4 volumes of the NRCA Roofing Manual: Architectural Metal Flashing, Condensation Control and Reroofing—2010; Steep-slope Roof Systems—2009; Metal Panel and SPF Roof Systems—2008; and Membrane Roof Systems—2007.

With a list price of \$ 650 for non-members, SCIP members may purchase the guide between now and August 20 for only \$ 362.00 !! Detailed information regarding the NRCA Roofing Manual may be found at <http://www.nrca.net/rp/pubstore/details.aspx?id=794&c=4> To order using this discount, contact Mark Kalin at [mkalin@kalinassociates.com](mailto:mkalin@kalinassociates.com) by August 15 for the group purchase.

**From: David Lorenzini FCSI, CCS, SCIP**

### **Upgrade Discounts for Microsoft Office 2010**

There aren't any. That's right, Microsoft requires everyone, existing customer or not, to pay the same price for Office 2010. For those specifiers who use Microsoft Word and usually skip a version every once in a while, they will have a reason to skip Office 2010.

At the Annual SCIP Forum in Philadelphia in May 2010, I spoke about this issue, and I wanted to bring it to the attention of all members, since many of them use Microsoft Office products. Unfortunately, it is a complex issue and the solution depends on what your needs are. If you didn't upgrade to Word 2007 because you didn't like the new ribbon interface, then you won't like version 2010 either. Your best bet is to wait until there is a compelling reason to change. Another solution around the problem is to look at a free copy of Open Office or Google Docs.

If you are attached to Microsoft Office and you decide it is time to upgrade, then you should know about the Microsoft Technology Guarantee. If you buy a new copy of Microsoft Office 2007 now, even if you already own a copy of Office 2007, you may qualify for a free copy of Microsoft Office 2010. However, this only makes sense if you intend to buy the Professional or Ultimate version, since the lesser priced bundles won't save enough to be worth the effort.

Based on discount prices published by Amazon on July 26, a new copy of Office 2010 cost \$416.49 for the disk version. However, if you purchase a copy of Office 2007 Small Business Upgrade for \$223.98, you qualify for a free copy of Office 2010 Professional, a savings of \$192.51. The condition is that you have to install, activate, and register it by September 30, 2010. You only need to be using any 2000-2007 version of an Office program or suite to install an upgrade version of Office 2007, except for the Office Student and Teacher version. Note that eBay copies are specifically excluded from qualifying.

You will be required to enter your date of purchase and your Office 2007 Product ID, as well as create a Windows Live ID if you do not already have one. Microsoft's online validation system will confirm whether you are eligible for the upgrade. You can then download your Office 2010 product immediately at no additional cost, or you may also be able to order a DVD for a small charge. Note that you only have until October 31, 2010 to claim your free copy of Office 2010.

This is just a summary of the Technology Guarantee. All the details are on the Microsoft web site at <http://office2010.microsoft.com/en-us/tech-guarantee/>.

PS: There is one other issue you should be aware of. There is a Product Key Card option which is intended for use on a new computer. All you get is a card with a Product Key number. It is cheaper than the disk version, but it only allows you to install it on one computer without the privilege of transferring it to another computer, even if your computer has to be replaced.

**From: John Regener, AIA, CCS, CCCA, MAI, CSI, SCIP, eieio**

### **INDEPENDENT SPECIFIERS DO "LUNCH & LEARN"**

There are eight identified independent construction specifications writers in Orange County, California. About twice each month, we assemble for lunch hosted by the representative for a building products company or a trade association. Attendance is high, limited only by work deadlines and vacation schedules. The presentations are usually AIA Learning Unit accredited and the topics and discussion almost always pertain to writing specifications for the products involved.

The significance of this is that it is *ad hoc* by design. The group has been meeting for about nine years. There is no formal name for the group and there is no elected or appointed leadership. The group has no



formal tie to the local CSI Chapter, although some in the group are heavily involved in leadership of OC CSI.

The independent specifiers' "Lunch & Learn" group provides a way for the "outhouse" specifiers to attend the sort of lunch presentations done at our clients' offices to which we are seldom invited. Also, the discussion tends to be more slanted to information needed to properly prepare construction specifications.

It has been very easy to set these meetings up. It costs nothing to attend (the presenter brings lunch or we meet at a restaurant where the lunch is paid by the presenter). The "bang for the buck" is high for the presenter since only specification decision-makers attend.

I encourage others to do this too, if you're not already doing so.

\* \* \*

One last note from an email, as only John could say it: "Our Architect-clients don't understand specifications (that's certainly not news to any of us). They're being dazzled with marketing claims from computer-assisted spec programs that will supposedly link with the Revit 3D CAD program they so dearly love. The spec programs are being sold as the solution to all their problems, such as weak knowledge of building products and construction contract documents. Also, these programs are supposed to be lots cheaper than hiring a spec writer. With these spec-writing programs, somehow the BIM objects of Revit, with their preset or laboriously edited properties, will automatically link the drawings to the specs. Zip-zot, the computer selects the right products and out comes a beautiful looking speci-fiction with lots of ASTMs and clear-concise-(compete?)-(correct?) text. No need for knowledge by the user as to building products, regional construction practices, Codes and appropriate levels of detail. That's my observation of 3 or 4 firms who are "Reviting" up spec-wise and asking for help. From speaking with other specifiers, I am definitely not the only curmudgeon spec writer who has made this observation. Maybe I should stop spitting into the wind and seize this opportunity to go back into the lucrative business of forensic architecture."

**Group Photo from May 2010 Meeting in Philadelphia, PA**



Find this photo and other SCIP info at [www.scip.com](http://www.scip.com). Name all these folks and win a prize. ©