



A Newsletter written by Fellows of CSI for Fellows of CSI

Publisher: Gilman Hu, FCSI

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Editorial:

By: Richard Eustis, FCSI, CCCA, CSC – Editor

A former Institute Staff member, Walt Geisinger, used to maintain that FCSI meant – **F**uture **C**ontinued **S**ervice to the **I**nstitute and that there was an expectation that once a member was elevated to Fellowship, they would continue to be active. In this issue of the newsletter, you will find several opportunities to remain active. The College of Fellows is looking for Fellows to serve on the College “Nominating Committee”, there is an opportunity to become a “Convention Mentor” at next years CSI Convention and assist students that are attending the convention, there is an opportunity to help deserving members to prepare their Fellowship Nominations, Kathy Proctor has several suggestion in her article about the College and our President Edd Soenke lists several more opportunities. Pick something of interest and then volunteer your services. You CAN make a difference.

Earlier, we put out a challenge to former Institute Presidents to write an article about their year as President. Only one former President, Steve Blumenthal responded. The challenge is still open

FY1990 - A FIRST FOR CSI

By S. Steve Blumenthal, FCSI (Institute President FY90)

Having been elected the first Industry Institute President was a challenge and a responsibility I will long remember. A challenge to continue the dynamic technical programs and a responsibility to the membership for their confidence. I asked myself what could I bring to the table that has not already been tried or utilized. Reviewing the Institute’s overall picture I found a need, specifically AIA. There apparently was a strained relationship.

In my view there was something of concern to both Associations, education. The catalyst being the student education programs. AIA had a group called “AIA-S” and CSI had a group called “Student Chapters”. I met with the Executive Director of AIA and AIA-S and we came to a mutual understanding. In turn the “Student Relations Committee” was formed to interact with AIA-S. Gregg Borchelt, PE, FCSI was the EXCOM liaison, Robert V.M Harrison, FCSI, FAIA and Norman Lach, CSI, AIA co-chaired. The concept was accepted and tried but was short

lived. AIA changed their direction and worked directly with the schools and our program continued as a joint Chapter and School effort.

Once the committee was formed I approached AIA not only as the CSI President but also a member of their affiliate Producers Council. My mission, to create a better understanding of one another. I met with the two Presidents and the Executive Director during my year. I found there was a misunderstanding of CSI. Shuttle diplomacy prevailed over the phone and by mail. Excom and staff supported my effort and dialog in areas other then technical was taking place. I was invited to attend their formal black tie award and installation of officer’s dinner. Another formal event, the Gold Medal awards dinner was an honor to attend, CSI was recognized during the introductions.

Perhaps the experience I will always remember was attending the opening of the Sir Christopher Wren exhibit at the AIA building and being invited with thirty-nine others to a private reception with Prince Charles. A formal dinner followed the reception that evening at the Library of Congress where Prince Charles was the speaker.

Another item on my agenda was International. There was a great deal of discussion about worldwide specifications. I appointed a committee chaired by Leroy Kimmons, FCSI and gave him six months to come back with a report. The committee looked into several areas comparing various formats. In time they presented their report to Excom, which was the basis for the administrations that followed me to formalize a program where CSI participated as a partner.

When I joined CSI in 1967 an Industry member could not serve as President of a Chapter. A bit of history perhaps lost, was the 1987 Institute elections for President Elect. The nominating committee named two Industry members to run for the position, a first. Prior to this the nominating committee only named one unopposed candidate, as is the procedure today. Being the first Institute Industry President was a milestone for CSI and for me personally.

A Call for Volunteers

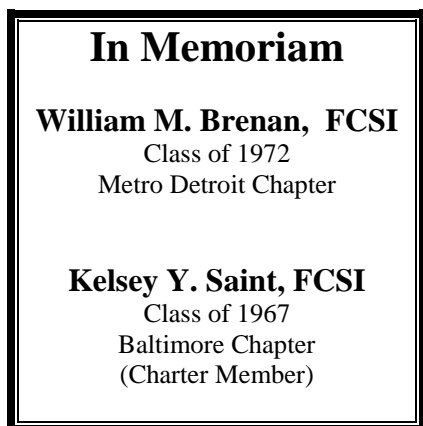
By Your Editor

There are several opportunities for Fellows to become involved with the activities of the College of Fellows. **Nominating Committee** - Of immediate need are volunteers to serve of the College of Fellows Nominating Committee.

Openings on the College Nominating Committee are based on a rotation around the Regions with this years appointments coming from the **Great Lakes, Middle Atlantic** and **Northwest** Regions and are for a 2-year term. The 3 Fellows appointed to these positions will joint the representative from the **Gulf States** (Knox Tumlin, FCSI, CCS) and **Southwest** (Paul Simonsen, RA, FCSI, CCS) Regions who are completing their second year on the College Nominating Committee to make up the FY2007 Nominating Committee. If you are a Fellow in the Great Lakes, Middle Atlantic or Northwest Regions and are willing to contribute a small amount of time, contact Knox Tumlin, Paul Simonsen or Kathy Proctor as soon as possible. It is expected that appointments will be made to the College Nominating Committee within the next few weeks.

College of Fellows Officers – As soon as the new College of Fellows Nominating Committee Members are appointed, the Nominating Committee will begin their search for Fellows willing to have their names placed in nomination for the positions that must be filled at the College’s Annual Meeting in June 2007. The vacant positions are: Vice Chancellor – A 1-year term but which has an automatic progression to a 1-year term as Chancellor and then a 1-year term as Immediate Past Chancellor which is a total of a 3-year commitment. Secretary – A 2-year term with no automatic progression to any other positions. In both cases, the College Nominating Committee will be looking for the best Fellows to serve in these positions. If you are willing to have your name considered by the College Nominating Committee for either of the positions, please contact either Knox Tumlin or Paul Simonsen, the two members of last year’s Nominating Committee who will be serving their second year on the Committee.

Other Opportunities – The College is always looking for volunteers to help with other programs such as “Fund Raising”, “History of Fellows”, “Fellowship Nomination Mentoring” or other activities. If you are willing to assist the College in any way, please contact College Chancellor Kathy Proctor and offer you assistance. I am sure she can match your interest to a College volunteer activity.



CSI FY2007 – The Rising PHOENIX
By Edd Soenke, FCSI, CCS, AIA – Institute President

Maximize Revenues

Fellows, two months into the fiscal year, the Executive Committee, Board and Staff are working diligently to maximize revenues. By and large over the previous six years, CSI has done a creditable job controlling expenses but one glaring fact remains:

CSI has been shrinking by an average of \$750,000/year for the past six years (\$12M assets to a \$7.5M budget for FY2007).

This year we intend to reverse that trend in a sustainable manner. Over the next five years CSI must net approximately \$1M/year to return to where we were in 2000.

Closer Oversight

Therefore, I am implementing a more hands-on approach by ExCom, and even the whole Board, to closely review and provide oversight on proposed sources of income to make sure we are maximizing revenues to the Institute.

In the absence of an Executive Director until at least this December (the Board will be interviewing two candidates from Korn-Ferry International’s search at a Special Board Meeting in Denver on November 17), the three Presidents have established written biweekly reporting from the six Staff Directors (Kathi Trepper, Shannon MacGregor, Stacy Vail, Roger Grant, Teresa Sullivan and Tracy Lofty) to keep us abreast on activities at the Institute for the next five months or so.

This is the kind of information sharing we normally would have with the Executive Director. Such reporting has been established to make sure we are tracking this year’s goals and objectives.

Sustainable Facilities Product Guide

Denver was selected for the meeting place and dates for this Board meeting based on CSI’s Board networking with members at the United States Green Building Council’s (USGBC) national convention. CSI was a participant in last year’s USGBC convention in Atlanta with notable results.

At this convention Fellows Ross Spiegel, Dennis Hall and Paul Bertram will be presenting the initial draft of CSI’s Sustainable Facilities Product Reporting Guide, what will become the standard format for reporting and locating sustainable product attributes.

Presidents’ Advisory Council

One group I am initiating this year is the **Presidents’ Advisory Council (PAC)**, chaired by Fellow John Fleck, FCSI, CDT. It is made up of all Former Presidents of CSI and acknowledged leaders in our association.

Based on their decades of experience in CSI, these leaders’ job duties will also involve being kept abreast of Institute activities and provide counsel to the President, ExCom, the Board and even Staff and the new Executive Director when he/she comes on board.

CSI/AIA National CAD Standard Education Program

This joint program with the American Institute of Architects is nearing completion of the initial draft of an education

program for those wishing to be trained in the use of the National CAD Standard. We anticipate additional programs being negotiated that relate to this endeavor and are investigating a number of approaches to increase revenues with such products. Fellow Bob Johnson is consulting on the written portion.

CSI CEU Education Data Management / Provider Program

CSI is in the process of selecting a firm to monitor and track Continuing Education Units and online transcripts for all our members. This program will be the first to provide continuing education across the full spectrum of the construction industry – specifiers, architects, engineers, contractors, product reps and facility managers.

Shortly, this program will evolve into a CSI Online Education Program and lead the industry in providing education in the realm of full integration of project data, such as the Building Information Model (BIM).

Terminology Project

Bolstered by the \$180,000 grant provided by the sheet metal contractors' labor unions, CSI is progressing rapidly on this product, adding a bit of international flair by consulting with Jeff Wix in England. Chaired by Fellow Greg Borchelt, this task team is comprised of a few familiar Fellows.

CSI Policies Task Team

Fellow Edith Washington and her team will investigate and revise all Institute policies, both administrative and personnel, based on the many changes that have taken place in CSI the past decade.

Future Convention Locations

On September 13 the Board voted on convention locations for the 2008 and 2009 CSI Shows. Those dates and locations will be announced shortly.

Student Design Competition

With the return to the June time frame, the Baltimore CSI Show will host expanded student events and competitions based on research and design modifications to the existing basic house design for Habitat for Humanity. Such efforts should arrive at greater efficiency, better aesthetics, controlled costs and constructability, utilizing sustainable guidelines in the construction of these dwellings.

Chaired by Fellow Margaret Chewning, FCSI, CCS, CCCA, this is becoming an exciting endeavor and we are encouraging all 145 CSI chapters across the US to at least sponsor airfare for a student or students from their local university departments of architecture, tech schools or community colleges to compete in diverse teams of four for college scholarships.

Conclusion

As you can see by the above, there is a lot happening in CSI in FY2007. My next newsletter will highlight some of the

endeavors that – at the present time – are dreams of the many CSI leaders that are banding together **this year to get things done!**

Please join us and share the camaraderie.

DRAFT TIME for FELLOWSHIP

By John C. Fleck, FCSI – Chair, Jury of Fellows

As Fellows we all know what it meant to us to receive our Fellowship award, and what it means today. It was pride in being recognized by our peers for exceptional effort in behalf of The Construction Specifications Institute. This effort took many forms in terms of service, education, advancement of construction technology, or improvement of construction specifications. Those of us who are able, continue to serve today. It is time for all of us to now encourage others who provide exceptional service to step up and prepare a submittal for Fellowship '07. The preparation of a submittal is hard work by the chapter, region or five individual members, but especially for the person being nominated. All of the back up information and dates, dating back as far as appropriate, plus letters of recommendation need to be gathered and placed in an inviting, and easily readable manner. Further, the actual submittal takes more than a bland statement of facts – the submittal must be interesting enough to receive attention by the individual jury members. Since the Baltimore '07 convention is in June, the deadline for receiving submittals in the Institute offices has been set for no later than January 15, 2007.

All of you should get involved at your chapter, and region level to encourage and work with those whom you know, or those known by individual chapters should be, or are pursuing Fellowship. Most of the time the individual doesn't think of being deserving of special recognition, that there's has been a labor of love and interest for the construction industry. Their work effort may have, out of necessity, been limited to their chapter area, and they may not have been able to be heavily involved in Institute affairs or, even the region level. It is their peers who know of the individual's effort. These members who may be potential Fellows deserve your attention and interest in preparing the best submittal possible. Find out who these members are, seek them out, and give them the benefit of your experience now.

Student Events at CSI Show 07 in Baltimore

By Margaret G. Chewning, FCSI, CCS, CCCA

It's an interesting ride working with our CSI Student Members. As many of you are aware, I'm quite the fan of our youngest members, as I get older they have a tendency to make me feel young when I'm with them. There is something about seeing the world anew through their eyes, and showing them interesting things to look for as they explore new territory that I covered so many years ago.

Before becoming a Fellow, I looked up to the College of Fellows as an example of professionalism and what it

means to be a CSI Member. So when I became a Fellow back in '05, Dick Eustis FCSI PE forewarned me that FCSI had another meaning than Fellow of CSI, "Future and Continuing Service to the Institute". I have found his sage words to be true and in working with our CSI Student Members it has been very satisfying service.

Next June, we have an opportunity to lead the way for our Student members, exploring the CSI Show with them and guiding them on their path toward satisfying careers in Construction, Architecture, Engineering, Interior Design, Specifications and all of the other professions represented in the Construction Specifications Institute. Because the CSI Show 07 is scheduled in Baltimore Maryland, and is returning to the June timeframe, the Middle Atlantic Region has taken up the challenge of organizing the Student Events for the large number of Student members who will be able to join us during their summer break. And we need your help.

We are doing something a bit new for the Student Events this year. We would like to pair students, individually or in small groups, with CSI Members familiar with the CSI Show from past years to guide them with advice on where to be and when, and how to find out information to get the most out of their first convention experience. We'd also like to assign mentors to each competition team as advisors on the design problem they will be given to solve. Note, the competition teams will be by lot this year, not by school. This is where we would really appreciate assistance from the College of Fellows as examples of what it means to be CSI Members. Of course, financial contributions will also help considerably toward the donation we hope to make toward the construction of a Habitat for Humanity House to be built in the New Orleans area from the winning solution for modifications to a basic Habitat House that will come out of the Student Competition.

Check out the information under the Student information page on the CSI Show 07 Website to see where you can help us to highlight the path for our future CSI leaders-in-training.

Who knows, maybe you'll wake up in Baltimore feeling younger or see something on that familiar path you didn't notice before.

FELLOWSHIP NOMINATIONS- MENTORING

By Grant Easterling, FCSI, CCS, CCCA

This is just a positive word to all of you that the efforts of the mentors and the Jury of Fellows to promote Fellowship nominations of worthy individuals seem to be making a difference. At least the word is definitely getting spread around that we should not overlook any of our members who have contributed notably within the construction industry. All we need to do is open our eyes and observe others just a little bit, and almost certainly you will find a CSI member at the heart of productive progress in whatever field of endeavor you might name. Take the time to be concerned and provide the appropriate recognition of "thanks" that

these folks so well desire. This has been the mentoring mission to encourage appreciation of our members' significant, notable efforts on behalf of CSI and the construction industry.

With the deadline for Fellowship nominations being January 15, 2007 (actually Tuesday January 16th since the 15th is MLK National Holiday) it still allows ALL OF US time to do our own brand of mentoring or looking around and making sure a deserving person is not overlooked because of their humble attitude or quiet but notable contributions. If you know of someone who you believe ought to be considered, visit with your Chapter president and start the ball rolling. If you need/want help, contact John Fleck who is the Chairman of the Jury of Fellows and he will get you pointed in the right direction. If you want to contact any of the folks who are acting as mentors in the various regions, the list follows:

Richard Cooper	'02	Gulf States
Phil Kabaza	'03	Southeast
Grant Easterling, Chair	'96	Southwest
Dave Metzger	'06	Middle Atlantic
Dick Eustis	'86	Northeast
David Proudfit	'04	Great Lakes
Tian Feng	'05	West
Dick Robinson	'00	South Central
Richard Heiserman	'06	Northwest
Joe Stypka	'06	North Central

Mostly, the mentors have been encouraging potential nominators to take the first step to get the ball rolling. Get inertia to work for them. However, some have actually decided to roll their sleeves up and lend a hand to a nominating committee. This is a bit more than was part of what the mentors originally volunteered to do, but that's fairly normal for CSI Fellows anyway.

I have received various comments from the mentors, but mostly relating to getting the various nominating committees and their candidates to study the Honors and Awards Guide section on Fellowship and just work their dossier and endorsement letters by the numbers. That is truly the key: C+S+I = Notable Service = Fellowship...contribution(s) plus its significance plus indicators of that significance does prove the notability required.

Specific comments that have also surfaced by several mentors are, "Encourage members NOT to second-guess what the Jury is looking for in nominations. In preparing the Nomination Submission, the nominators should use as many of the 4 categories as appropriate to the Nominee and not assume 'Service to the Institute' carries more weight with the Jury than other categories or that only service at the Institute level counts. There are Fellows that have had little or no Institute Service but who have made very notable contributions to other fields of activities. Accurate and complete nomination packages and supporting endorsements that accurately describe the contributions of the nominee are a necessity!" What more can be said? Except perhaps, go nominate worthy individuals. If they are not nominated, they can never become a Fellow. It's up to you. Make a

difference and say thank you loudly and clearly by your actions and support to deserving individuals.

See you all in Baltimore next June where we can celebrate together a new class of Fellows!!!

CSI COLLEGE OF FELLOWS ANNUAL BUSINESS MEETING

Las Vegas, Nevada - 30 March 2006

By Frederick J. Klemeyer, Jr. FCSI – Secretary, College of Fellows

MINUTES

The meeting was called to order at 6:35pm PST on Thursday, 30 March 2006, in the MGM Grand Hotel's Room 303 by Chancellor Jerry Alciatore. In the interest of time, the roll call was conducted by means of circulating two sign-in sheets, the result of which established that a quorum was present (67 members were present, with all regions represented, exceeding the Bylaws requirement of at least 50 members from at least eight Regions.

Chancellor Alciatore presented the members of the nominating committee, and the slate of nominees was presented: for the office of Vice-Chancellor, Edith Washington and Douglas Hartman, and for the office of Bursar, William Brightbill and Michael Gibbons. Washington withdrew in support of Hartman. Floor nominations were requested; there being none, a motion was made to close the nominations, which was approved unanimously. Ballots were circulated; the tellers committee reported, following the counting of the ballots, that Hartman and Brightbill were duly elected.

The members of the Executive Committee provided brief reports, either verbally or by referencing written reports in the most recent edition of the Fellows Newsletter. Klemeyer reported that Vice-Chancellor Kathy Proctor's absence was necessitated by the sudden passing of her father. Bursar Borchelt reported that the College's current assets consisted of \$1384.90; the budget for the coming year includes \$718.90 for the Newsletter, and \$666.00 that are as yet undesignated.

Activities of the College were reported in detail by each of the following members; actions taken as a result of the reports are so noted:

Edith Washington noted that an educational program is being provided at this year's convention by several members of the College that will concentrate on mentoring; this was spearheaded by Proctor, and Washington has offered to fill-in in Proctor's absence.

Paulette Salisbury reported that the College's fundraising effort will continue in the same manner as last year, and in addition she has procured replacement ribbons for Fellows' medals, which she is making available in exchange for a \$5 donation to the College. The raffle was conducted; winners Borchelt, McCaffrey, Mowat, Miller, Tarkowsky, and Velleca generously donated their proceeds to the College, resulting in a net contribution of \$750.

Sheryl Dodd-Hansen provided an update on the History of the Fellows, and stated that she still needs bio's from a number of Fellows; information received to date has been transferred to an electronic file, and she has made a CD of that file for each of this year's Fellows (in lieu of the hard copy and binder). Sheldon Wolfe has volunteered to put all information on a College website (<http://www.fcsinet.org>), which, although not yet complete, is up and running; updates can be emailed to Wolfe. Dodd-Hansen noted her frustration regarding the many Fellows' achievements that had occurred after their advancement, and the resulting missing information from the individuals' bio's; a motion was made by Chief Boyd that Fellows' information be allowed to be updated periodically for a fee of \$5.00, and the motion carried.

Ross Spiegel reported on his liaison efforts as well as the Jury of Fellows' decision last year to allow posthumous Fellowships, and noted that the exact circumstances under which this is possible will be documented and distributed shortly. He also encouraged the Fellows to volunteer to serve on various COF committees and allow their names to be placed in nomination as a COF officer.

Grant Easterling stated that the mentoring activities are progressing well; there are currently nine Fellows who have volunteered their services, but he is looking for more, and anyone who is interested should contact him. He would like to utilize the mentors to network with Chapter presidents to identify individuals whom mentoring would benefit in preparation of Fellowship nominations.

There was no Old Business for discussion.

Under New Business, it was reported in Proctor's absence that she would be implementing Planning efforts for FY2007 as time allows.

The next Annual Business Meeting will occur at the CSI Convention in Baltimore, MD, in June of 2007.

There being no further business, the meeting was adjourned by Alciatore at 6:58pm.

College of Fellows Annual Report Submitted to the CSI Board for April 2006 Meeting

By Katherine S. Proctor, FCSI, CDT, AIA - Vice Chancellor, College of Fellows

A. Report Summary:

1. Status of Chancellor
2. Finances
3. Activities of the College
4. Upcoming Activities

B. The Report

1. Jerry Alciatore was elected to serve as Chancellor of the College of Fellows for FY 2006. As you know, Jerry is a resident of New Orleans and had to relocate his residence and business after the hurricane last fall for a number of months. Although it has been a struggle, Jerry has been able to

participate in a limited role. Kathy Proctor, the newly elected vice chancellor, has served in Jerry's role in his absence.

2. Finances _ The College of Fellows has a fund of over \$1,700 which has been raised through donations and a raffle held at the 2005 convention. Funds have been designated to support the History of the Fellows documents and the Fellow's newsletter. There will be another raffle held at the 2006 convention similar to last year's efforts.
3. Activities of the College
 - a. History of Fellows – This information currently resides in hard copy. There are approximately 60 fellows with incomplete information. Sheryl Dodd-Hansen is working to collect the missing information. We will be shifting this information to electronic data and it will appear on a website with the help of Sheldon Wolfe.
 - b. Update of operating procedures underway by Grant Easterling.
4. Upcoming Activities
 - a. The Nominating Committee has been appointed and will provide a slate of officers for FY2007.
 - b. Convention Workshop – The Fellows will host a 2006 convention program titled "Power Networking" which will be a panel discussion with fellows representing a wide variety of careers in the design and construction industry. Break-out sessions will allow one on one mentoring of younger CSI members.

College of Fellows Bursar's Report: FY2006

By J. Gregg Borchelt, FCSI - Bursar

Financial Activities of the College of Fellows were presented at the Fellows meeting during the Institute Convention and Show in Las Vegas. This report includes the funds received at the Las Vegas meeting. During the past year contributions have come from nine individuals. Individual's contributions ranged from \$20 to \$100.

The Fellows Meeting again showcased the generosity of CSI Fellows. Paulette Salisbury, chairman of the Fund Raising Committee, ran another 50/50 raffle, with the 50% of the collection designated for the College. However, all six winners negated that raffle name by returning their cash prizes to the College. Paulette also sold ribbons to replace the sometimes tacky ones some Fellows use to hold their medals, a functional means to raise money. As a result, the College received \$821.00.

Funds held by the publisher of *The Fellows* were transferred to the bursar. As a result, all assets of the College are in a single account. In FY 2006 we received \$1870.55 and disbursed \$100.65. Funds were used for newsletter mailing. Cash on hand is \$2392.90. Of this, \$768.90 is dedicated to published and distributing *The Fellows*. The remainder is for general use as identified by the Executive Committee.

It has been an interesting serving as the bursar for the College of Fellows since its inception. The generosity of the Fellows has been demonstrated time and time again. We are deciding where the nascent funds can best be used. I look forward to seeing what develops.

Those who have contributed to the College of Fellows for 2006 are:

- Gregg Borchelt, FCSI
- Chief Boyd, FCSI
- Bob Holstein, FCSI
- John McCaffrey, FCSI
- Greg Mowat, FCSI
- Jonathan Miller, FCSI
- Ken Searl, FCSI
- Maxwell Saul, FCSI
- Rick Riven, FCSI
- Tom Tarkowsky, FCSI
- Sandi Velleca, FCSI

On the back cover of this newsletter is an additional listing of Fellows who have made contributions to cover the hardcopy distribution of this newsletter to Fellows without Internet access or who prefer hard copy

History of Fellows – Progress Report

By Sheryl Dodd-Hansen, FCSI, CCS, CCA, MAI, SCIP

The History project benefited this summer from a wonderful effort by the Great Lakes Region. They requested assistance in developing a presentation of bios and photos of all the Great Lakes Fellows for the Region Conference held in August. This necessitated that I scan and update 20 bios and nag a couple of Fellows with a new deadline. In addition, the Region folks obtained updated information from Chapter archives, so that more voices were heard from, and tidbits like Theron O. Lawler's nickname having been "Luke", were added.

Now, if other Regions would engage in similar projects, we might get everyone updated. Since it appears that my quiet nagging isn't sufficiently effective to get people to follow through, I'd appreciate having some additional voices to drag the bios from those listed below.

You'd think I could pressure the Fellow from the Class of 2006 sitting across from me to write his – but a) mine is also not yet done, because as I mentioned at the meeting in Las Vegas, I'm waiting on Gary Betts; and b) I have plenty of other things to nag at Dane about. ☺

I'm passing the bulk of the process along to Sheldon Wolfe to put the pages up on the website. And now that I've developed a pretty smooth technique for scanning the previously published pages, I'd be happy to have someone else take on part of that task. Any volunteers? You get to learn a lot of great things about your fellow Fellows!

Here are the Fellows whose bios are missing:

Name	Class	Home Chapter
Stephen John Andros	1998	Phoenix
Gary A. Betts	1996	Chicago

James S. Brew	2005	Twin Ports
Margaret G. Chewing	2005	Tidewater Virginia
Pamela J. Cole	1994	Unknown
Carol Coleman	2005	Las Vegas
Walter E. Damuck	2000	Hartford
Tom R. Deines	2005	Willamette Valley
Wallace L. Bostelmann	1999	Memphis
William Calvin Bowne, Jr.	1982	Syracuse
Kerin Dodd-Hansen	2006	San Francisco
Wesley J. Dolginoff	1992	Kansas City
Richard P. Dunbar	1999	Unaffiliated
Jerry W. Durham	1998	Memphis
Joseph H. Edwards	2000	Minneapolis-St. Paul
Miriam S. Eldar	1999	Metro New York
Donald G. Engelhard	1984	Unknown
Charles Rick Green	2006	Albuquerque
Diana M. Hamilton	1993	Philadelphia
James B. Hardin	1986	Little Rock
Valarie Harris	2006	Los Angeles
Carl E. Heimbrod (Dcsd)	1963	Unknown
Richard Heiserman	2006	Portland Oregon
Gilman K. M. Hu	1995	Honolulu
James Jackson	2000	DC Metro
Martin J. Janka (Dcsd)	1989	Unknown
Gary LaRose	2005	Mississippi
Curtis H. Lee	1983	Unknown
Terrence E. Lunn	1999	Palm Beach
Lendall W. Mains	1998	Las Vegas
Phillip L. McDade	1999	Mississippi
Harold R. McGee	2005	Greater Orlando
Mori Mitsui	1985	Unknown
Peter J. Monterose	1990	Unaffiliated
Gregory I. Mowat	2002	San Diego
Lee Hossley Orosco	2002	Albuquerque
Michael T. Owen, Sr.	2001	Rhode Island
William C. Pegues	2001	Northern VA
Dennis M. Pelletier	1998	Maine
Katherine S. Proctor	1998	Knoxville
Casey Robb	2005	Atlanta
Gregory L. Roberts	2005	Houston
Michael L. Spence	1993	Minneapolis-St. Paul
Gregory W. Sprinkel	2005	Salt Lake
Thomas F. Tarkowski	1999	Milwaukee
Robert W. Teller	2005	Greater St. Louis
Alan M. Tokugawa	2006	San Francisco
Salvatore B. Verrastro	2003	Allentown
Anne F. Whitacre	2006	Puget Sound
Sheldon Wolfe	2002	Minneapolis-St. Paul
Annette A. Wren	1999	Orange County
Henry J. Zirkle	2005	Richmond

College of Fellows Website

By Sheldon Wolfe, FCSI

The College of Fellows now has its own website, at www.FCSInet.org. At this time, the site has biographies of about forty Fellows, accessible by either name or class. The biographies are in a new standard format, each with a photo,

the citation, narrative, and list of notable CSI service and awards. Because previous biographies vary in format, length, and detail, each must be converted to the new format.

One common question is if biographies can be updated to reflect achievements that occur after one becomes a Fellow. The College of Fellows decided that would be permitted, but that there will be a nominal fee - going to the COF treasury - for each change. Don't get too excited, though, as the first priority is to get existing biographies online.

This is an excellent opportunity for regions and chapters to dig into their histories, discover more information about their own Fellows, and find better pictures. The Great Lakes region has already accepted this challenge, and submitted more than twenty updated biographies. If you are interested in helping with this project, contact Sheryl Dodd-Hansen, sheryl@dodd-hansenconsulting.com, or Sheldon Wolfe, swolfe@bwbr.com.

College of Fellows – August 2006

By Kathy Proctor, FCSI, CDT, AIA - Chancellor

In 2003 the College of Fellows was established with the bylaws articulating our multifold purpose. This included:

- Engaging in educational and charitable activities
- Sharing of interest among Fellows
- Promoting the purpose and performing service to the Institute
- Performing service to society and
- Advancing the construction industry.

These seem like lofty goals to pursue as we are caught up in our daily lives and our careers while having an opportunity to come together as a group only once a year at our annual convention.

The College of Fellows currently consists of approximately 260 living Fellows of the Institute with an average of 25 years experience in the design and construction industry. That's about 6,500 years of knowledge. This is a vast wealth of knowledge and wisdom that we should feel obligated to share with others. We can do this through a number of ways, locally within our chapters, our regions or at the national level

Last year as part of the convention educational programs the College hosted a program for students and young people in our profession. A panel of professionals spoke about their portion of this industry and how they had prepared to achieve their current place within their respective fields. The Design and Construction Team was represented by Phil McDade, FCSI who spoke about a career as a landscape architect; Richard Cooper, FCSI spoke about his experience as a general contractor with a civil engineering education; Edith Washington, FCSI moderated the panel and spoke of a career in specification writing; Jerry Alciatore, FCSI addressed his experience as a design architect; and Mike Gibbons, FCSI spoke of his role as a product representative. These 6 fellows inspired others with

advice and critique to help guide young people for a career in our industry combined with the support of involvement in CSI.

The 2007 convention program is being built as you are reading this article. It will also provide an opportunity for fellows to share their knowledge. We will be sponsoring another program focusing on career opportunity with this industry. I invite any of you that are interested to join with me in crafting a program to mentor younger members in CSI and the design and construction profession.

In addition to this I challenge each of you to participate in an education opportunity this year. Here are some ideas:

1. Volunteer to be an instructor for your chapter's certification class this year using the new Project Resource Manual.
2. Give a continuing education seminar at your Region Conference.
3. Write a technical article for the chapter newsletter and share it with other chapters to publish also.
4. Present a program at the Annual Convention or CSI University.
5. Select a young person in your sphere of influence to mentor and pass along the wealth of knowledge that you have attained.

You have had the opportunity to learn and grow through the years because others before you gave of their time and talents to make programs, technical information and research available to you. It is part of our purpose as Fellows to share that with each other and with those coming along behind us. Please take this opportunity to get involved this year and make a difference.

ARCHIE REP.

By S. Steve Blumenthal, FCSI, Former Institute President

Archie Rep.: A title given to the cadre of people who carried attaché case's wore button down shirts, striped ties and called on Architects and Specification writers. It was used during the sixties into the mid seventies. The title had no specific meaning as the Industry member was always welcome and as today, a respected member of the design team. They were sort after for advice, information and assistance as such Archie Rep was known as the product person with the answers.

Like today, Archie had to have the information for the Specifier "yesterday" however, unlike today time and distance were a handicap. Communication between all parties took a great deal of time. Archie would make a presentation and wait weeks before being called back for specification review. The review usually took place after the project team went over the data and said okay. In time everything was returned to the Specifier and Archie returned to render an opinion. Looking back over the past fifty years it is interesting to note the changes in the preparation of specifications. Archie worked with two digit division sections that evolved to where we are today. Archie and the design team had to relate to each other's problems just as

they are today. Each decade had its own method of putting the specifications together:

1950- 60 -Aside from a face-to-face meeting, the method of communication was the telephone. Upon reviewing guide specs and making changes, which were red lined, the "cut and paste" method was utilized in order to produce a final specification. Once marked the specification paragraphs were pasted to a master for typing. The final specification was typed on a stencil that was attached to a drum and then

Mimeographed, stapled and sent out. Numerous pages of product information were utilized and distributed by Archie in order to properly complete the document. Other tools and aids were slide presentations and flip charts in addition to the office's library of manufacturers binders. The system although slow by today's standards worked well and produced world-renowned structures.

1970-80 - Material information for the most part was still delivered by Archie but expedited deliveries were utilized. Changes and additions were made at the boards or the pacifier's desk. Copies were made on the spot with a copying machine called a Xerox. The telephone still was the primary method of communication and was found at the nearest phone booth on a street corner or on the side of a highway. Cut and paste became a method of the past as something new was utilized, the word processor. Modernization was taking hold in the design world with CAD and the title Archie Rep became history.

1980-1900 - Archie was now known as the Company Rep a highly trained person conversant with the problems of an A & E office. As a group, they still furnished technical data and literature in addition to reviewing specifications. Now they were able to send information from the home office by Fax to a specific recipient. Modernization improved the speed of the review process, decisions were made quickly. Telephone communication improved as the Reps were able to communicate from their car. Product information became more available on the computer. Guide specifications were quickly obtained, reviewed and printed. It was the beginning of a new era in both information retrieval and design. The representative and design professional had to be trained in additional areas in order to properly coordinate a project. In addition to the design professional being certified, the product reps were likewise offered certification. The representative had to be conversant with the "front end" documents and the section format. New names appeared on the horizon, SpecText, ManuSpec and SpecData among others. The Company Rep, "Archie" was the problem solver and considered an expert in particular sections.

1900-2000 During this period of time electronic design and specifications changed the method of product information presentation. The "Product Representatives" for the most part were specialists. They were educated and highly trained by their employers and were considered "the go" to individuals for specifications or problems in design as it related to their particular section. They not only knew their products but their competitors. With the improvement and development of materials it was essential they understood

the materials adjacent to their products and the impact on their product. As in the past, telephone communication was important and improved as cell phones were used regularly from anywhere. A question would be answered immediately service to the Specifier for the most part was instant and constantly improving. No longer did "Archie" just make a presentation and "ask for the spec" the project team now said, "show me". Testing and standard information was transmitted via fax instantly. The representative was being certified for their knowledge and understanding of MasterSpec. Archie became a welcome adjunct to the design professional throughout the building of the project.

2001- Hand held fax, I pod, web sites, links, telephones that fit in your palm, Internet, and laptops all tools of this era. Collectively these tools expedite the design and specifications of a project. Power point has brought the introduction of new products directly to the design professional accurately and quickly. Computers have accelerated research and development. When looking for standards and codes touching a keyboard brings you the information. The design professional can retrieve competitive information in the same manner affording instant comparison.

Today -What about today, the problems and responsibilities Archie faced in the fifties still exist. Today a product representative has a larger territory with more responsibility and with the available tools can "cover more ground". Face to face calls are still a most important element and required. Products and systems through new materials and R& D must be presented and illustrated in a professional informative manner. No matter how fast information is available the product has to function and have the life cycle for the period of time intended.

Perhaps the single most important element is the product representative's knowledge, presentation and acceptance from the design professional as a colleague, not a sales person. It may have been called cut and paste, but essentially it's still the procedure of the fifties. Today besides the personal call, the major difference is IT technology and the speed in transmitting information.

Last but not least is material technology. Products and systems have been improved and new products have been introduced. VOC and LEEDS have set standards Archie would never have thought about. Various standards and specification requirements have been up dated and new tests have been utilized based on today's life cycle and use. The next cycle is yet to appear but no matter what the material representative is called they still must be knowledgeable and willing to say, "I don't know but will find out". Today the design professional electronically does the spot editing and attachments. Addendums are written and issued at the snap of a finger or the pressing of a keyboard.

Is there a difference in **2006** yes, but only in the manner information is exchanged and included in a specification. Product knowledge prevails no matter the period of time. Today's Archie is more conversant in the design and specifications and the general conditions

covering the project. The work ethic and culture of the Architectural Marketing/Sales person is no different then that of "Archie Rep.". In short, "Archie" a title of the past looms within the dusty binders and specification files.

Epilogue

The Metropolitan New York Chapter can take credit for the title "Archie Rep.". Some time in the sixties the President of the Chapter Bill Duffy need assistance. He was a busy spec. writer for a large firm and constantly seeing sales people. Story has it he introduced someone as a (material) Rep. He then added Archie because this person called on Architects. A group called "Producers Council" discussed it and thought it was a great acronym.

It was only a matter of time before the Design Professional throughout the city and nation used the term. When product information was needed "call Archie" was the answer given to the project teams. Bill had a great deal of respect for the people who called on him. He wanted information and the proper documentation for the product. He respected Archie Rep. and always said he needed them to assist him to keep current and assist with the specifications including the "approved equal" which he wanted to know about.

There may not be many members in the Chapter who knew Bill but he was as unique as the title he created. Thanks Metro New York for the wisdom of a Chapter President.

Fellow are Generous

By Paulette Salisbury, FCSI, CDT – Chair COF Fund Raising Committee

CSI Fellows are a generous bunch. At the annual Meeting of the College of Fellows at the CSI Convention this spring in Las Vegas, a raffle was conducted that generated more than \$800 for the College. Even though the project is called a 50/50 raffle with 50% of the money collected to be divided up into cash prizes, all the winners were generous enough to return the entire lot of winnings back to the College. What a great bunch of Fellows!

As this simple raffle has been so successful over the past two years at convention, we will likely keep up the tradition. If you have an idea for another fund raising activity or project, please let me know so we can generate the money need to fund even more projects for the benefit of CSI's Fellows. Our Bursar will make reports on how the monies earned will be utilized.

Generosity included TIME

By your editor

Paulette has comment in the above article about the generosity of Fellows as it relates to the 50/50 raffle. You have an additional opportunity to be generous with your time by volunteering to help your Region or Chapter.

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Contributions are always welcomed for both the College and the Newsletter. Mail checks to: CSI College of Fellow; %William Brightbill, FCSI, CDT; Modernfold of Central PA; 660 Boas Street, Apt #1616; Harrisburg, PA 17102

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This newsletter is intended to be an independent voice helping to keep the Fellows informed about CSI activities or history. We are always looking for material written by Fellows specifically for this newsletter that would be of interest to a large share of the Fellows. Remember, this newsletter is distributed to all of the Fellows where contact information is available, including Fellows that are no longer members of CSI. Please send any material that you would like to have included in future newsletters to: Dick Eustis, eustis@infionline.net or to 35 Pride St; Old Town, ME 04468-1925. We reserve the right to select the material to be included in future issues.