

# CHOICE

Volume 48  
No. 6



February  
2012

CENTRAL PENNSYLVANIA CHAPTER  
CONSTRUCTION SPECIFICATIONS INSTITUTE

## CHAPTER OFFICERS

John Groff President  
Jan Myers President-Elect  
David Shaw Vice President  
Scott Steffan Secretary  
Jennifer Ponce de Leon Recording Secretary  
William Brightbill, FCSI Treasurer

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William Deck 1 year  
John Cannon 1 year  
Larry Saylor 1 year  
Don Scruggs 2 years  
Charles Beauduy 2 years  
John Morgan 2 years

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Jake Burkholder II

## EDITOR

Jeff Turicik

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**PUBLICITY** Vacant  
**ROSTER** Don Scruggs  
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**TECHNICAL** John Morgan  
717-817-2036

## INSTITUTE DIRECTOR

Mitch Miller 610-559-6000

## Design For Accessibility Common Sense Lessons

Tuesday, February 14, 2012

To be presented by

Kirk Hummel, Director of UDS Accessible Home Modifications Program  
and

Chris Hurdleston, Commercial Sales Development Representative for  
UDS (United Disability Services) of Lancaster

This interactive workshop is designed to show attendees how ADA minimums do not always mean "accessible" and how ADA does not encompass the wide variety of physical impairments encountered in an aging or disabled population. This workshop will help you understand basic disabilities, progressive

*(Continued on page 4)*

*Spouses, guests and visitors  
are welcome and encouraged to attend.*

## RADISSON HOTEL

1150 Camp Hill Bypass, Camp Hill, PA

Board Meeting - 5:00 pm

*All members are welcome to attend the Board Meeting*

Attitude Adjustment - 6:00 pm

Dinner - 6:30 pm

Program - 7:15 pm

## Dinner Cost

Free for Central Pennsylvania Chapter CSI Members;  
Students \$10, All Others \$25

*Dinner reservations by  
Noon, Friday, February 10, 2012  
See FROM THE CHEF'S TABLE  
for Menu and Reservation details.*

**The Central Pennsylvania Chapter meets  
the second Tuesday monthly  
except NO meetings are held in July or August.**

*Please Read Ads On Our Website  
They Support "Choice"*

[www.cpc-csi.org](http://www.cpc-csi.org)

## Inside the Choice

President's Message.....	2
From the Editor's Desk.....	2
Classified Ads.....	2
From the Chef's Table.....	2
Meeting Minutes.....	3
Chapter Certification Study Course.....	5
2012 Awards & Honors.....	6
Curmudgeon's Corner.....	7
Exhibitors' Show.....	8
Calling All Reps!.....	9
Calendar of Events.....	9

**All material MUST be in the editor's hands no later than February 24, 2012 for publication in the March 2012 issue of "Choice".**

Send to:  
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251 Colonial Drive  
Mechanicsburg, PA 17050  
or email to:  
jeffturicik@ykk-api.com

The Construction Specifications Institute is a nation-wide nonprofit technical organization dedicated to the advancement of construction technology through communications, education, research and service. Founded in 1948, CSI provides a forum for architects, engineers, specification writers, contractors, suppliers and others in the industry.

Anyone who is concerned with construction specifications in any manner is invited to apply for membership.  
Contact: Jan Myers  
Ph: 717-238-4910.



**Knowledge for  
Creating and Sustaining  
the Built Environment**



John Groff,  
PE, CSI, CCS  
President

## President's Message

Thanks to John Dane, the Central Pennsylvania Chapter of The Construction Specifications Institute now has its own LinkedIn Group! John took the initiative to set this group up, and invites one and all to join the Group and stay up to date with your Chapter colleagues. This is a great platform to let everyone else "out there" know what we are all about in central PA! You can see what other CSI chapters are up to by checking out their groups on LinkedIn too.

Just prior to the January Board meeting on January 10, 2012, the first meeting of the 2013 Middle Atlantic Region Conference Committee was held to plan the conference the Chapter is hosting May 2 through MY 5, 2013 IN Gettys-

burg, PA.\. The meeting was well attended, and featured a call for a conference theme. In keeping with the spirit of the 150<sup>th</sup> Anniversary of the Battle of Gettysburg, one suggestion was **BLUE**prints for **GRAY** Areas, Conflict Resolution. Another suggestion half in jest was BIM – Battles in Minutia . The Committee is soliciting more ideas for the theme from the membership. The Committee can always use more volunteers, so consider joining in the effort by attending their meetings – the next scheduled meeting is January 24, 2012 at 4:00 p.m. in the Gannett West Building at 208 Senate Avenue in Camp Hill, PA.

(Continued on page 4)



Jeff Turicik  
Editor

## From the Editor's Desk

### Attention all CSI Members!

This is your chance to be published have your voice heard. If you have written an article, related to the construction industry, send it to me! We are all good readers and can appreciate a good article. When you come to the next meeting, people will acknowledge you and maybe even buy you a drink! Try it and find out.

Jeff Turicik CSI  
Editor

## Classified Ads

To place classified ads, please submit your ad to the editor, Jeff Turicik, [jeffturicik@ykk-api.com](mailto:jeffturicik@ykk-api.com) for insertion in "Choice" and on [cpc-csi.org](http://cpc-csi.org).

McCooe & Associates, with over 35 years of expertise in the construction/building materials, chemicals, and allied products sectors, is a full-service, multi-disciplinary executive search firm.

Our client manufactures a wide range of building products and high performance materials at over 70 manufacturing facilities throughout the United States and Canada.

(Continued on page 5)



Logan Myers  
Hospitality Chair

## From the Chef's Table

### MENU

Choice of  
Meat Lasagna  
or  
Lemon Basil Chicken

Chef's selection  
of Starch and Vegetable  
Chef's selection of dessert

Special Dietary menus,  
such as vegetarian,  
low fat or low sodium,  
are available upon request.

In addition, we will try to accommodate special requests such as vegetarian, low fat or low sodium selections. A fresh fruit plate, instead of the Chef's Dessert Selection, is always available by request. Special request menu reservations should be made no later than the Friday prior to the Tuesday meeting.

Please feel free to forward either your comments regarding your meal, or any suggestions that you feel could improve the CPC-CSI dinner, to: [loganmyers@hotmail.com](mailto:loganmyers@hotmail.com).

Logan Myers

### Hospitality Chair

## RESERVATIONS

to Logan Myers by calling 570.850.6330 or e-mail at [loganmyers@hotmail.com](mailto:loganmyers@hotmail.com) or use our on-line registration form at [www.cpc-csi.org](http://www.cpc-csi.org)

YOU MUST MAKE RESERVATIONS OR CANCEL STANDING RESERVATIONS by **NOON,**

**FRIDAY, February 10, 2012.**

ALL NO-SHOWS WILL BE BILLED.

Entrée selection should be made when making a reservation.

First entrée listed is the default selection if no choice is made.

To schedule a Table Top Display, email Bill Deck at [wdeck@rps.com](mailto:wdeck@rps.com)

Attendees should make an entrée selection when reservations are placed.

(Please note that the first entrée listed will be the default selection if no choice is made.)

The Central PA Chapter dues include all meals for the chapter program dinner meetings for the year. Come out to our meeting to network, socialize, and learn about timely subjects in the Construction Field.

## Minutes of Board of Directors Meeting

**Date:** January 10, 2012

**Time:** 5:00 pm

**Location:** Radisson Hotel, Camp Hill, PA

**Opening Remarks:** President John Groff calls the meeting to order: Acknowledges MARC Mtg. prior to monthly mtg. John brought screen for Chris

**Motion to Approve Previous Meeting Minutes:** Approved

**Officers report:** none present

**Chapter Reports:**

**Treasurer Report:** Bill Brightbill - reports balances. Recommend file for audit next year.

**President Elect:** Jan Myers - defers to David Shaw to make announcement.

**Vice President:** David Shaw - resigning to relocate to Glenn Allen, VA. Request was made to stay until as long as possible ('til June) with recruitment effort to identify replacement. Impact on By-laws.

**Past President:** No report.

**Editor:** Jeff Turicik - confirms receipt of email for meeting reminder, past Tuesday & Thursday. Post cards are history. First Capital Savings: \$75/month. Additional computer time is billable. Some individuals did not receive email notice and are to inform Jeff. Appeal for articles.

**Academic Affairs:** John Cannon - no report.

**Advertising:** Bill Deck - Table sponsor is here! Armstrong.

**Archives:** John Morgan - no report.

**Awards:** Jeff Snyder - Region award nominations due by Feb 3rd. Jeff is Regional Chair person and requests attention to putting nominations together, Charlie available to help. Lots of deserving individuals, submission of nominations are highly encouraged!! New institute award nominations posted on institute website to check out criteria on these awards. Chapter awards: awards banquet in June. Anyone interested in Awards Committee, Jeff interested in transferring title. Groff received 2012 award season – fellowship and honorary memberships – think of who's worthy to receive, someone who was instrumental in Chapter progress.

**Budget/Finance:** No report.

**ByLaws:** David - Bill checked with Rhoades Sinon to identify incorporation date (501C) Articles of Incorporation:

filed on 5/21/68 with county, \$72 to get 19 pages of document.

**Certification:** Paul Brunski - with only 4 ppl signed up, canceled class at HACC. Just need to reschedule at GF office for the CDT class to start in a couple more weeks. Email Paul if you know of anyone else interested in the class. Book purchases on own.

**Education:** Bob - Reported AIA attendees from last credit. Tonight's program is already accredited. Received 7 registrations to date.

**Electronics/Communications:** Tonya – no report.

**Exhibit Show:** Stu Cluck - Received 18 responses, sent pre-registration invitations for exhibitors to 250 vendors, also posted on website.

**Hospitality:** Logan - be mindful of deadline for rsvp to mtg. Logan going with John to get nametags. Would like to review a list of members for nametags.

**Long Range Planning:** Stu - No report.

**Membership:** Jan - 12-13 people for new member orientation.

**Programs:** Chris - next month mtg: United Disability Services – Design for Common Sense - Interactive session, audience participation. Upcoming programs TBD - possible Dorma plant bus tour in Rheemstown. March is the CSI Show.

**Publicity:** Jen – no report.

**Roster:** Don - update roster and send to Bob Hinkle for email distribution.

**Technical:** John - No report

**Directors: No report**

**Old Business:**

**6-1 Chapter Administrative Guidelines and Policies:** Still ongoing

**6-5 Attracting New Members/Orientation/Mentoring:**

- Attracting new members needs attention
- Buy One Get One Membership Program - addt'l members, how to parlay the free membership, 20% recruitment per CSI pushing new membership

**7-4 2013 Regional Conference in Gettysburg:**

- May 2nd-5th 2013, Meeting every 2 weeks. Interested in helping planning stages, reach out to Charlie. Thanks to those who attended pre-planning

(Continued on page 4)

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## Design For Accessibility

disabilities and how your designs can add long term value to your clients' projects, as well as their customers.

Learning Objective # 1: How persons with assistive devices (wheel chair, walker, etc) function within the confines of a typical ADA bathroom.

Learning Objective # 2: Learn what the progressive design needs are of a frail and elderly population.

Learning Objective # 3: Designing for longer term living and aging in place.

For additional information UDS, please visit their website at [www.udsservices.org](http://www.udsservices.org).

(Continued from page 2)

## President's Message

The Chapter's Construction Document Technologist certification review course usually held at HACC has been tentatively relocated to a different venue this year. Due to too few HACC students registering for the course this semester, the course was cancelled at the HACC campus; but will be offered there again next year. The Chapter has decided to offer the course off-campus if there is enough interest. The course will be given at the Gannett Fleming, Inc. offices beginning January 23, and continue meeting each Monday evening through March 26, 2011 (10 weeks). Here's the **GREAT NEWS** – the onetime fee for this special year is only \$50! That is a savings of \$90 off the normal fee of \$140 when the course is offered at HACC – so if you want to add the CDT designation after your name, don't miss out on this great offer. For further information regarding the course, contact Paul Brunski by emailing him at [pbrunski@noelkerhull.com](mailto:pbrunski@noelkerhull.com) or call him at 717-263-8464.

I hope to see you at February's dinner meeting at the Radisson when we will have an interactive "sensitivity training" program about disabilities, and how many commonly specified objects don't always work well for everyone. Don't be surprised if you are selected to have your legs immobilized, or have certain physical restrictions applied to you, and then are asked to perform common tasks. Jennifer Howell, who has Cerebral Palsy and works with the Uniform Data System (UDS), which is a core set of information appropriate for reviewing the operation and performance of health centers, will be the presenter.

*John Groff, PE, CSI, CCS  
President*

(Continued from page 3)

## Minutes

meeting. Need a theme/catchphrase. Minutes forthcoming.

- Regional conference in Gettysburg – develop committees, volunteers, establish theme

8-1 Support for charities – deferred

8-2 Social Event:

- Social event – contributes to outstanding chapter award – baseball event again? Consider options.
- Ongoing

9-1 Guidelines for Speakers and Program Presenters

- Guideline & Policies for speakers and program presenters is still a good idea, gives courtesy to presenter to know audience; Pres Groff to draft over holidays.

11-2 BOGO memberships:

- Buy One Get One Membership Program - addt'l members, how to parlay the free membership, 20% recruitment per CSI pushing new membership

12-1 Outstanding Chapter Award Meeting

- Need dedicated committee focus

### New Business:

1-1 CSI Community Development Committee Questions:

- John Groff intended to get info out prior to meeting, explained Ray Gaines had questions and needed response. Questions for chapter:
  - What do you need to be successful as chapter? Active members
  - List top 3 issues and support needed?
  - Monthly chapter mtgs? Activities?
  - Newsletter?
  - Website? Is it current?
  - Special events planned?
  - Any chapter leadership training?
  - Best non-CSI leadership program attended?

**Adjourned:** 6:03

Final note: Charlie is on ballot for CSI Institute Treasurer.

Adjourned: 6:04

The next board meeting is scheduled for 5:00 PM on Feb 14th at the Radisson Hotel and Convention Center.

*Respectfully Submitted,  
Jennifer Ponce de Leon  
Recording Secretary*





Paul Brunski,  
CCS, CSI  
Certification  
Chairman

## Chapter Certification Study Course

**ATTENTION!! This year's course fee has been reduced by almost 70%. This is a one time opportunity!**

January 23 begins the Chapter Certification Study Course at the office of **Gannett Fleming** in Camp Hill. (**Will not to be held at HACC this year.**)

If you are interested in the program, follow the instructions below to get enrolled. It is highly recommended for anyone taking the CDT exam.

February 2nd is the early deadline to register for the CDT, CCS, CCPR, and CCCA exams, so don't delay. March 2nd is the final deadline.

What is CDT? It stands for Construction Documents Technology. Some of the benefits to getting your CDT means:

- Adding "CDT" after your name, to your business card and to your resume
- Understanding how a project unfolds from conception to delivery
- Understanding the documentation involved
- Getting listed in the [Certificant's Directory](#)

The certification exams are scheduled for April 2 - 28, 2012, and are available at Prometric Testing locations throughout central Pennsylvania. Go to [www.csinet.org](http://www.csinet.org) and click on "Certification" in the upper right-hand corner.

### Study Course:

- Dates: January 23 thru April 2, 2012  
(Monday evenings for 10 weeks)
- Time: 5:30 to 8:30 PM
- Location: Office of Gannett Fleming,  
209 Senate Ave., Champ Hill, PA
- Cost: Normally \$140 **NOW \$50.**
- Registration: Contact Paul Brunski at  
[pbrunski@noelkerhull.com](mailto:pbrunski@noelkerhull.com) or  
call 717-263-8464
- Textbook: CSI's Project Delivery Practice Guide  
(Text book is not included in course cost, but  
can be purchased directly from CSI)

The study course is designed to assist candidates preparing for the examination by offering a complete overview of CSI's Project Delivery Practice Guide and the AIA General Conditions publications. It's also a great way to brush up on your skills regarding contract document relationships, change orders procedures and formats, or the elusive contents of the AIA A201.

If you have any questions about the class or the certification program feel free to contact me at 717-263-8464 or [pbrunski@noelkerhull.com](mailto:pbrunski@noelkerhull.com).

Invest in yourself! Get certified!

Paul Brunski CCS, CSI  
Chapter Certification Chairman

(Continued from page 2)

### Classified Ads

We seek:

#### Group Leader, Materials Support

- Develop new technology within asphalt blending, strategic qualification, fingerprinting, crude source mapping, asphalt modifications
- Conduct major R&D projects, focused on asphalt coating cost reduction, by improving conversion efficiency, identifying additives, and exploring new processing methodology
- Provide leadership and support in the identification and pursuit of novel applications and solutions
- 5+ years experience in the asphalt industry or industry relating to asphalt roofing, paving; prefer asphalt shingle experience is sought
- Master's degree in Chemistry, Chemical Engineering, Materials Science desired, PhD is a plus
- Salary range: \$80 - \$115K

#### Codes & Compliance Engineer, Northeast PA

- Manage product code qualifications and compliance (FM, UL, ASTM, Florida, Miami Dade, ICC)
- Understand and influence the development of business strategy
- Utilize product/application/market expertise to influence market decisions/direction and progress of industry codes & standards
- Immersed in industry trends to drive business segment objectives and initiatives
- Strong knowledge base of industry/market trends, direction and standards which guide new technology offerings
- BS degree in engineering/related science; prefer advanced degree
- 3-5 years experience in building/construction materials industry
- Excellent communications skills (oral and written)
- Salary range: \$90 - 110K plus profit sharing

#### Principal Scientist – Modified Asphalt Membranes & Systems, New Jersey

- Lead development of commercial asphalt/polymer waterproofing membrane products
- Direct formulation and application development of new products
- Identify and pursue major technical initiatives and novel new approaches to sustain competitive advantage
- Ability to manage multiple technicians, with two direct reports, supporting several, simultaneous research projects
- 7 - 10 years experience in polymer modified asphalts and/or waterproofing membrane development
- Master's degree in Organic Chemistry, Material Science, Polymer Science, or Colloid & Surface Science
- Salary range: \$100 - \$120K+

(Continued on page 6)

## CSI's 2012 Honors & Awards Call for Nominations



Jeff Snyder  
Awards Committee  
Chair

Welcome to the Construction Specifications Institute's 2012 Honors & Awards Program! CSI's Honors & Awards Program recognizes the talent, achievements, and notable contributions to the construction industry that support the mission of CSI. Participating in the Honors & Awards Program is a great way to let members and others in your community know they are appreciated and valued. So if your chapter hasn't participated in the Honors & Award Program in the past couple of years, this is the year to submit

forms and submittal requirements. Be sure to download the 2012 guide that is posted at [www.csinet.org/awards](http://www.csinet.org/awards). As always, it will be important to use the current forms when preparing any submissions.

3. Honors & Award Guide Webinar: A free webinar will be presented on Tuesday, January 10, 2012 at 2 pm ET, to highlight some of the changes in this year's guide as well as answer questions regarding this year's Honors & Awards Program. You can register for the webinar now at <https://www1.gotomeeting.com/register/961389336>

4. Fellowship Mentoring: If your chapter is preparing a Fellowship nomination package, then consider consulting with a fellowship mentor. A list of mentors can be found at [www.csinet.org/fellowship](http://www.csinet.org/fellowship).

In the meantime, if you have any questions, please email [awards@csinet.org](mailto:awards@csinet.org).

2012 Honors & Awards Submission Deadline: May 4, 2012

[www.csinet.org/honorsandawards](http://www.csinet.org/honorsandawards)

Jeff Snyder  
Awards Committee Chair

a nomination package!

With the tremendous success in uploading electronic submittals and endorsements last year, this process will continue again in FY12. If you didn't upload electronically last year, consider trying it this year. Not only will it save the cost of printing and mailing, you will also get immediate notification that your submittal was received so there is no guessing whether the package arrived on time.

The May 4th submission deadline sounds far off, but now is the time to start organizing and planning for the 2012 nominations. Begin by surveying chapter members and others in your community or region for those people, firms, and organizations that have made a difference in the construction industry and the mission of CSI. Then download the 2012 Honors & Awards Guide to determine the appropriate honor or awards category. The guide has a helpful matrix that makes the nomination process clear and straightforward.

To keep you informed about all the honors and awards, an email will be sent each week from now until the end of February to highlight the different awards and any applicable changes. Each chapter is strongly encouraged to develop a list of qualified candidates to submit for the numerous Institute Honors and Awards. Non-members are also eligible for several awards including (but not limited to) the Construction Technology Award, the Excellence in Construction Information (EICI) Award, the Environmental Stewardship, the Michelangelo Award, and Honorary Membership. Remember, the only way to guarantee someone doesn't win an award is to not submit a nomination package for them.

Some key items to note for this year's Honors & Awards Program:

1. Nomination Deadline: Friday, May 4, 2012 at 5pm ET
2. Newly Revised Honors & Awards Guide: The FY12 Honors & Awards Guide has been revised with some new

(Continued from page 5)

### Classified Ads

**McCooe & Associates**, with over 35 years of expertise in the specialty chemicals, allied products, and construction/building materials sectors, is a full-service, multi-disciplinary executive search firm.

Our client is a leading, global independent manufacturer of performance and specialty chemicals. The company manufactures over 100 products and offers an experienced and flexible custom manufacturing service.

We seek:

#### Sales & Technology Manager-Specialty Chemicals

- Significant experience in chemical process engineering; strong sales experience with proven success
- Rubber chemical experience is crucial; knowledge and experience with inks, powder coatings, personal care, leather, nano-materials, and custom manufacturing is desired
- Supervision of US custom manufacturers, including preparation/implementation of process transmittals
- Business development planning, including market research, competitive analysis, and spreadsheet preparation
- Develop product/market expertise to demonstrate product value to customers
- Participate/manage multi-disciplinary, global teams to commercialize company's specialty products
- Extensive travel required (up to 50%)
- Bachelor's degree in Chemistry or Chemical Engineering; advanced technical or business degree an asset
- Competitive salary, targeted at \$100K plus bonus and vehicle

## Curmudgeon's Corner

### 3 reasons to not get certified

Aren't you tired of all this talk about certification? No one will tell you, but there are a few good reasons to save your time and skip the exams. Why waste the time and effort on something you probably don't need? If any of these reasons apply to you, sit back and relax - you're in great shape.

#### You're irreplaceable

Doesn't it feel great? The principals understand and love what you do, and the rest of the staff simply can't believe you know as much as you do. If you're a consultant, your clients realize there is no one else who can do the job quite as well as you. Sure, there might be other people who can do your job, but it's obvious to everyone, they are far less qualified. You're on top, and no one can take your place. Certification won't make you any more valuable.

#### You have a great job and you don't need another one

You have looked around, and it's clear there is no better place to work. You have a great compensation package, and, because you have been holding the same job almost twenty years, you know your firm or your clients are completely loyal. There is no way they would turn you loose or cut into your income or benefits. If you are approaching retirement, you know you will never need to work again. You're not going anywhere, and you don't need to be certified.

#### You make too much money

I'm sure you're quite comfortable with your salary, even after the sagging economy of the last few years. You make more than enough to take care of your needs, with plenty left over for your cabin, your annual vacation to the Bahamas, and your flourishing Keogh plan. Kids in college are no problem, and you may even have a fund set up for the grandchildren. You can't possibly make any more money even if you do get certified.

#### Reality check

I don't know anyone who fits in any of these categories, and I don't know many people who would not benefit from certification. While certification won't make you irreplaceable, or ensure you'll keep your job, or get you a raise, it increases the possibility of all of those things.

Like it or not, the business world relies on credentials, at least for preliminary evaluation. A person who graduates from a school or apprenticeship program may have a good education, but when a company is hiring, the person with credentials is considered more valuable. A graduate architect or engineer has less to offer than a person with a professional license, and a master mason looking for work will have an advantage over an apprentice.

In the construction industry, CSI credentials are significant. As a specifier, I have great respect for the CDT. When new

sales representatives visit my office, the first thing I look for on their business cards is CDT. If they have it, they automatically get more respect and credibility, because I know they are familiar with conditions of the contract and Division 01, and I know they have an understanding of the relationships between owner, designer, contractor, and supplier. If they don't have it, before they leave my office they get a brief sermon about the value of the CDT. I know I am not alone in this; virtually every specifier I know feels the same.

In my corner of the world, specifiers' jobs are rarely advertised; when positions open, architectural firms seek out those specifiers with the CCS, and recognize the value of the CCCA. Similarly, many manufacturers look for representatives with a CDT. Some require their reps to have a CDT; others may not have a formal requirement, but do encourage their reps to obtain CSI credentials.

When I became a specifier, I knew little about specifications and nothing about CSI. I had graduated from an accredited school of architecture, but the only reference to specifications I recall was a casual mention in our Professional Practice class. The school apparently believed there was nothing essential in contract documents - specifications or drawings, at least nothing that could not be picked up on the job with little effort.

Not long after taking the job, my boss suggested I join CSI. That being a time when a suggestion from the boss was tantamount to an order, I joined the local chapter, and quickly acquired CSI's Manual of Practice. Eureka! All was revealed! What previously had been a confusing collection of documents suddenly took on meaning, as, for the first time, I was able to see all of the documents as an integrated, coordinated whole. I joined the chapter study group, and passed the CCS exam about a year later. Without the understanding I gained from the MOP, and from studying for the exam, it would be much more difficult to do my job.

Well, it's certification season again. If you work with specifications, either preparing or reading them, I urge you to pursue CSI credentials. If you're new to the industry, studying for the CDT will be an eye-opening experience. If you've been around a while, but haven't taken the exam, you may be surprised to find that there is logic behind the documents and processes we use daily. "It ain't what you don't know that gets you into trouble. It's what you know for sure that just ain't so." (Mark Twain? Will Rogers?)

Rather than give you all the details about this year's exam, and take the chance of providing the wrong information, I'll just refer you to [www.csinet.org/certification](http://www.csinet.org/certification). There you will find everything you need to know about exam dates, registration for exams, and a free online seminar that will help you learn about the benefits of the CDT.

© 2012, Sheldon Wolfe, RA, FCSI, CCS, CCCA, CSC  
Follow me at <http://swconstructivethoughts.blogspot.com/>,  
<http://twitter.com/swolfearch>



# 2012

# EXHIBITORS' SHOW

THE CENTRAL PENNSYLVANIA CHAPTER OF THE CONSTRUCTION SPECIFICATIONS INSTITUTE, INC.



**Knowledge  
for Creating  
and Sustaining  
The Built  
Environment**



[www.cpc-csi.org](http://www.cpc-csi.org)

## MARCH 14, 2012

11:00 A.M. - 6:00 P.M.

**RADISSON HOTEL**

1150 Camp Hill Bypass, Camp Hill, PA

*Don't miss this chance to exhibit at Central Pennsylvania's Premier Exhibit Show attended by architects, engineers, contractors, facility managers and building owners.*

In addition to your exhibit, there will be free food, beverages and wine tasting and a drawing for door prizes every hour.

Complete and return the Reservation Form below to reserve your space. Exhibit spaces (6 feet deep by 10 feet wide) will be provided with one table and two chairs, if desired. The Show Committee is seeking sponsors to help with costs of food. If you can contribute \$250, we will recognize this contribution through our mailings and advertising at the show.

The schedule:

Set-Up 6:00 A.M. until 10:00 A.M.  
Show Time 11:00 A.M. - 6:00 P.M.  
Down & Out 6:00 P.M. - 10:00 P.M.

Each exhibit space can be provided with with 120 volt power, if requested. (Please check the box on the Reservation Form.) NO POWER EXTENSION CORDS will be provided with the spaces. Each exhibit space will have a back drop and side drops. BOOTH RENTAL FEE: \$550.00

### THIRTY-SEVENTH ANNUAL EXHIBITORS' SHOW 2012 COMMITTEE

**Stewart C. Cluck**, CDT, RA, LEED AP  
930 Century Drive, Suite 103  
Mechanicsburg, PA 17055  
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### CENTRAL PENNSYLVANIA CHAPTER CSI OFFICERS

John Groff, CSI, CCS, PE *President*    Jan Myers, CSI, CCPR *President-Elect*

### CPC CSI 37th ANNUAL EXHIBITORS' SHOW RESERVATION FORM

RETURN TO: Stewart C. Cluck, 930 Century Dr., Suite 103, Mechanicsburg, PA 17055.

COMPANY \_\_\_\_\_  
ADDRESS \_\_\_\_\_  
PHONE \_\_\_\_\_ FAX \_\_\_\_\_ E-MAIL \_\_\_\_\_  
REPRESENTATIVE \_\_\_\_\_

Enclosed is our check in the amount of \$ \_\_\_\_\_ for \_\_\_\_\_ exhibit spaces plus \$ \_\_\_\_\_ as a food sponsor.

**(Please make check payable to Central Pennsylvania Chapter, CSI)**

Yes, we will require a 120 outlet.





Bill Deck,  
Advertising Chair

#### CHAPTER ADDRESS

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Bill Deck

Roster  
Don Scruggs

## Calling All Reps!

Would you like to highlight your company or a special product? Do we have a deal for you. For a mere \$125-\$150 you can display your wares during the social time and have 10 minutes of everyone's attention during dessert at one of our CPC/CSI dinner meetings. What an awesome opportunity to hit several specifiers at once. If you are a member of this chapter, it will cost \$125. If you are not, it will cost \$150. For more details, see the CPC-CSI.org website. To schedule a table top, contact Bill Deck at wdeck@rlps.com. Thanks!

Bill Deck  
Advertising Chair



## Central Pennsylvania Chapter of the Construction Specifications Institute Table Top Display Registration

Name/Contact: \_\_\_\_\_

Company: \_\_\_\_\_

Meeting Date: \_\_\_\_\_

Telephone: \_\_\_\_\_ E-Mail: \_\_\_\_\_

Cost: \$125 members /\$150 non-members (does not include meal)

#### Fee Includes:

1. One 72 x 30 inch table to display product.
2. Display time: 6:00 - 7:00 P.M. (During social hour)
3. Presentation: 10 minute presentation during dessert.
4. Electrical: Outlets available. Vender supplied extension cords.

Contact: Bill Deck  
CPC Advertising Committee  
email: wdeck@rlps.com

## Calendar of Events

### Feb. 2012

for Mid Atlantic BX social networking, training & other educational events, visit [www.midatlanticbx.com/CalendarofEvents.aspx](http://www.midatlanticbx.com/CalendarofEvents.aspx)

### February 14, 2012

CSI Central Pa. Chapter - Dinner Meeting & Program at the Radisson, Camp Hill, PA, 6:00 pm: "Design for Accessibility – Common Sense Lessons", an interactive presentation by United Disability Services (UDS) of Lancaster.

### March 1 - 3, 2012

The CSI Academies, San Diego, CA. Event information at <http://www.csinet.org/Main-Menu-Category/Education/CSI-Academies.aspx>.

### March 3 to 11, 2012

Pennsylvania Home Show Harrisburg, PA

### March 14, 2012

CSI Central Pa. Chapter - 37th Annual Exhibitor's Show Education seminars throughout the day.

### March 21 - 25, 2012

CSI Middle Atlantic Region - Leadership Orientation Seminar (LOS) & Region Conference, "The Jewel on the James, Rebirth of a City," Richmond, Virginia, at the Hilton Garden Inn Hotel, Richmond, VA. Details at [www.richmondcsi.org](http://www.richmondcsi.org)

### April 10, 2012

CSI Central Pa. Chapter - Dinner Meeting & Program

### May 8, 2012

CSI Central Pa. Chapter - Dinner Meeting & Program

### May 17-19, 2012

AIA National Convention and Design Exposition, Walter E. Washington Convention Center, Washington, D.C.

### June 12, 2012

CSI Central Pa. Chapter - Annual Meeting & Awards Banquet

### July 2012

CSI Central Pa. Chapter No Meeting

### August 2012

CSI Central Pa. Chapter No Meeting

### September 11-14, 2012

CSI 56th Annual National Convention & Hanley Wood Exhibitions CONSTRUCT2012, Phoenix Convention Center, Phoenix, AZ. Details at [www.constructshow.com](http://www.constructshow.com)

### November 13-16, 2012

USGBC Greenbuild 2012, International Conference & Expo, San Francisco, CA.