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Robert Loftin Vice President
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William Brightbill, FCSI Treasurer

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Charles Beauduy 1 year
John Morgan 1 year
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Larry Saylor 2 years
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Tanya Ritter

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CHOICE

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September
2012

CENTRAL PENNSYLVANIA CHAPTER
CONSTRUCTION SPECIFICATIONS INSTITUTE

Crossing Mid-Atlantic Construction Borders – How Contract Provisions Differ

Tuesday, September 18, 2012

Presented by
Jennifer M. Horn, Senior Counsel and
Jason Copley, Managing Partner
with Cohen Seglias Pallas Greenhall & Furman PC
(Philadelphia and Harrisburg)

Ms. Horn and Mr. Copley comment on, compare and contrast various critical construction contract provisions, ranging from liens, notice provisions, pay-if-paid clauses, no damage for delay provisions, bond law and more, as they apply in the various states of the mid-Atlantic region. This is an audience and question driven program, perfect for suppliers, subcontractors, owners, architects, construction managers, general contractors and engineers who do business in

(Continued on page 3)

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, September 14, 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

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All material **MUST** be in the editor's hands no later than **September 21, 2012** for publication in the **October 2012** issue of "Choice".

Send to:
Tanya Ritter
email to:
TRitter@wrmeadows.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: Paul Brunski Ph: 717-263-8464.



Knowledge for
Creating and Sustaining
the Built Environment

President's Message



Jan Myers,
CSI, CCPR
President

Well, it's time we get back to our regular meetings. Remember, it's the 3rd Tuesday for September due to some of the board members going to the National Conference in Phoenix the second week.

I would like to put a call out for someone to take over the position of recording secretary. This job consists of taking the minutes at the board meetings and is a great spot for someone wanting to know what really goes on at those meetings.

We have someone available to mentor this person and help out in the event you need to miss a meeting. Please consider this opportunity to serve. It's a good spot to plan your next board position and maybe become President sometime. I hope you all agree it's a great organization we belong to; and, the relationships I have developed are invaluable.

I'm sure I will have lots of information to bring back from Phoenix and I look forward to seeing each and every one of you on September 18th.

Jan Myers, CSI, CCPR
President

From the Editor's Desk



Tanya Ritter,
CSI,
Editor

First, I would like to thank Jeff Turicik for his years of service as Editor. Please take a moment to express your appreciation to Jeff at our next dinner meeting. I also want to say thank you to all the board members and Bob Hinkle (our webmaster) for their help and patience as we make this transition. As for my new role as Editor, I look forward to organizing insightful and relevant information for our CHOICE newsletter. Everyone has something of value to contribute - from anecdotes

relating to your profession to problems getting resolved. You have a voice and we want to hear from you. Here's to happy reporting! Cheers!

Tanya Ritter, CSI
Editor

Classified Ads

To place classified ads,
please submit your ad to the editor,
Tanya Ritter,
TRitter@wrmeadows.com
for insertion in "Choice"
and on cpc-csi.org.

From the Chef's Table



Logan Myers
Hospitality Chair

MENU

Choice of
Steak Tips
or
Lemon Basil Cod

*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.

Logan Myers
Hospitality Chair

RESERVATIONS

to Logan Myers by
calling 570.850.6330 or e-mail at
loganmyers@hotmail.com
or use our on-line registration
form at www.cpc-csi.org

**YOU MUST MAKE
RESERVATIONS OR CANCEL
STANDING RESERVATIONS
by NOON,
FRIDAY, September 14, 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@rtps.com
or use the form in Choice or online.

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.

(Continued from page 1)

Program

Pennsylvania, New York, New Jersey, Delaware, Maryland and Virginia. Each topic starts with an overview of commonalities that transcend state borders. Then, based on audience interest, we compare and contrast different aspects of each topic throughout the Mid-Atlantic region.

Speaker Bio

JENNIFER M. HORN is senior counsel in the Construction Group at Cohen Seglias Pallas Greenhall & Furman, PC where she concentrates her practice in the areas of construction litigation and real estate. During her tenure, she has represented owners, architects, construction managers, general contractors and subcontractors in all facets of the industry including contract drafting, review and negotiation, mechanic's liens, bonding, bid protests and bid withdrawals, and claim preparation issues such as inefficiencies, delays, acceleration, extra work, wrongful termination and changed conditions. Ms. Horn has represented both public and private entities in various forums including state and federal courts, administrative boards, mediation and arbitration.

Ms. Horn authored numerous articles relating to the construction industry such as *"Does Your No Damages for Delay Clause Have Teeth?"* and *"The Changing Face of Women in Construction"* for *Construction Today* magazine. Ms. Horn has also lectured for Lorman Education Services on construction claims prevention, bonds and

mechanic's liens, and was the Keynote Speaker for the National Association of Women in Construction Region 1 Forum.

Ms. Horn was appointed to the Publicity Committee of the Construction Litigation Section of the Maryland State Bar and is a member of the Baltimore Metro Chapter of ABC; ASA and the Building Congress Exchange. In addition, she has served as President of the Philadelphia Chapter of the [National Association of Women in Construction](#) and as a member of the Board of Directors. In law school, Ms. Horn was the editor-in-chief of the Dickinson Environmental Law Review, member of the Dickinson Appellate Moot Court Board, and member of the Order of the Barristers Honor Society.

Ms. Horn serves as managing editor of the firm's blog, [Construction Law Signal](#) which provides regular news on construction-related issues throughout the Mid-Atlantic region. Additionally, she is a monthly contributor to the [Construction Today Blog](#).

JASON A. COPLEY is the Managing Partner of Cohen Seglias Pallas Greenhall & Furman PC. In this position, he manages the operations of the firm's eight offices and spearheads the firm's plans for strategic growth. Mr. Copley is a Partner in the Firm's Construction Group as well as a Shareholder and member of the Board of Directors. He focuses his practice on representing contractors, subcontractors and owners in the areas of construction and commercial litigation and maintains offices in both Philadelphia and Harrisburg.

Mr. Copley worked in the construction industry for six years, utilizing his engineering degree as a project manager for a commercial subcontractor before earning his law degree from the Widener University School of Law. During his career, Mr. Copley has handled cases on both the state and federal levels in a multitude of jurisdictions, including Pennsylvania, New Jersey, New York, Delaware, Connecticut and Ohio. He has also argued cases at the appellate levels in both Pennsylvania and New Jersey. He is a member of the Philadelphia Bar Association and the Dauphin County Bar Association.

Mr. Copley acts as counsel to a wide range of construction clients, including general contractors, subcontractors, owners, sureties and suppliers on both public and private projects. He has handled construction cases involving a wide variety of commercial, industrial, institutional, residential, educational and multi-prime construction issues. He regularly drafts and negotiates construction contracts,

consults with clients throughout the construction process and prepares, presents and defends disputed claims. This work frequently involves mechanics' liens, bond claims, claims for delay, acceleration, loss of efficiency, unpaid change orders, bid protests and bid withdrawals.

Mr. Copley has been appointed to serve as a board member and council to the [Architectural Glass & Metal Association](#) (AGMA). He previously served as secretary of the [Construction Financial Managers Association](#) (CFMA) and currently serves as the chairperson for CFMA's Barbara Mosteller Scholarship Fund, which gives scholarships to qualified candidates who are enrolled in educational programs that will lead them to financial construction careers. Mr. Copley is a member of [Associated Builders and Contractors](#), Keystone Chapter, [American Subcontractors Association](#) and the [Associated Pennsylvania Contractors](#). He is a frequent speaker at trade organizations and construction companies on all aspects of construction litigation.

Mr. Copley was designated a Super Lawyer in the field of Construction Law in Pennsylvania for 2009, 2010, 2011 and 2012, and in New Jersey in 2005 by *Law & Politics* magazine. He was also named one of "Philadelphia's 2010 Legal Elite" by *Philadelphia SmartCEO*, and was honored as the Associate Member of the Year by the Construction Financial Management Association.

Curmudgeon's Corner

Are specifiers weak in faith?

Because of a CSI Specifiers Practice Group discussion in a couple of weeks, I'm moving this subject forward; we'll get back to changes in contract documents later.

About a hundred years ago, when AIA produced the document that eventually would become the familiar A201, much more work was done in the field. Reference standards had yet to be developed, and industry organizations did not yet offer the industry standards that are common today. And, because the architect was in control of the project, specifications were required to tell the contractor all that had to be done.

Since then, a lot has changed. We now have countless codes, industry standards, and references standards, which, together, set minimum requirements for just about everything. Much more work is fabricated off site, in controlled factory conditions, making today's materials and products far more reliable and consistent than they were a century ago. We often hear about the great quality of bygone days, and there is some truth to that, but the reality is that today's work is generally superior.

All of these things suggest specifications should be shorter, and I believe that to be true. However, specifications are longer than ever, and seem to grow with each new version. The main reason is redundancy, a result of the specifier's lack of faith in the documents we use.

Let's start with the conditions of the contract, specifically the AIA documents, probably the most commonly used. Other general conditions are used, but they often are similar to those published by AIA.

Read what is said about the responsibilities of the architect and of the contractor. In essence, the architect is responsible for showing what the building should look like, and what materials should be used where, and the contractor is responsible for pretty much everything else. Note there is nothing that requires the architect to tell the contractor, or manufacturer, or installer how to do their jobs. In fact, it states "The contractor shall be solely responsible for and have control over construction means, methods, techniques, sequences, and procedures and for coordinating all portions of the Work..."

This makes sense; the contractor knows more about how to run a job, the manufacturers know more about their products, and the installers know more about their work than the architect can possibly understand. So why do specifications delve so deeply into these matters? Why do they tell the contractor how to schedule, how to install, and how to coordinate?

There are good reasons for some of this. For example, it may be that part of a project has to be done first, to allow the owner to move from one area to another, but beyond that, it is the contractor's job to figure out what gets done when.

In addition to the conditions of the contract, we have Division 01, which, properly used, can eliminate many of the require-

ments commonly found in specifications. In Division 01, we specify those things that apply to everything: selection of materials, storage, handling, installation, following manufacturers' instructions, compliance with standards, acceptance of conditions, and so on.

With just those basic requirements, we're well on the way to reducing the length of specifications. It requires faith, but it is logical, defensible, and enforceable. The basic rule is, if it's in the conditions or Division 01, take it out of the section. Think of it as "specification by exception." Rely on the documents, and all you need to worry about is how what you want differs from the standards or the manufacturers' instructions.

Part 1: Use "related work" as intended, a way to help the reader find something that normally would be expected in this section but is not.

Part 2: Remove substitution requirements. If you have specific products in mind, state what they are. If you're open to competitive products, specify the performance. Don't specify those things that are not essential, and may not be the same for all products.

Part 3: Unless you know more about installation than the manufacturer and the installer, there isn't much to say, except for quality control requirements.

Know your reference standards. If you specify insulation as ASTM C578, Type IV, there is no need to go on and specify the thermal resistance, compressive strength, water absorption, or vapor permeance. On the other hand, if the standard you are using has options, be sure to indicate which are required.

When you specify more than necessary, you enter into the "means and methods" area, and, in so doing, you assume the contractor's responsibility. If something goes wrong, the contractor can say, "I did what I was told" and you're on the hook.

With faith in the documents, it should be possible to specify almost anything in half a page (at least for architectural products, though I suspect mechanical and electrical specifications also can be reduced). Using roofing as an example, if I state the wind loads, the required fire-resistive rating, the type of membrane, applicable standards, required options, warranty, and field quality control requirements, what else do I have to say? The manufacturer's instructions cover all the related materials, and how it gets installed. Here's where the exception part comes in; if the manufacturer's standard flashing height is four inches, but I want eight, I say that.

The result? Easy to write, easy to bid, easy to enforce.

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<http://twitter.com/swolfearch>

Minutes of Board of Directors Meeting - July



*Stewart C. Cluck,
in absence of
appointed recording
secretary*

Central PA Chapter CSI Board Meeting Minutes

Date: July 9, 2012

Meeting began at approx. 5:15 PM.

Voting Members Present: Jan Myers, Groff, Saylor, Morgan, Burkholder, Beauduy, Kingsborough.

Voting Members Absent: Scruggs, Brightbill, Hardenbrook, Loftin, Steffen, Ritter.

THERE WAS A QUORUM.

Meeting was chaired by President Myers. Minutes of previous meeting were reviewed. There were no exceptions.

Treasurer's Report: No report.

Officers' Reports

President Elect (Hardenbrook): No report.

Vice President (Loftin): No report.

Secretary (Steffen): No report.

Past President/Advisor (Groff): No report.

"Choice" Editor's Report (Ritter): No report.

Committee Reports

Academic Affairs (Cannon): No report.

Advertising (Deck – absent): No report.

Archives (Morgan – absent): No report.

Awards (Turicik): No report. Note that co-chair Spinella's email is petespinella@yorkbuilding.com.

Budget/Finance (Beauduy): Budget is prepared and will be presented at next meeting when treasurer can be in attendance.

Bylaws (Deck): No report.

Certification (Groff): No report.

Education (Loftin): No report.

Electronics/Communications (Ritter): No report. Note that co-chair, John Danes was present.

Exhibit Show (Cluck): No report.

Hospitality (L Myers): No report.

Long Range Planning (Cluck): No report.

Membership (Brunski): Searching for valid and current report of local members. Will update with progress. Brunski announced that there is another 50/50 offer that may be a good opportunity for our 2013 Product Show.

Programs (Atwood): September meeting will be about legal requirements in the different state, e.g. requirements for liens.

Publicity (no chair): No report.

Roster (Scruggs): No report.

Technical (Morgan): No report.

Directors: No comments.

OLD BUSINESS

(6-1-11): Administrative policies and guidelines. Jan Myers distributed copies of admin guide and asked officers and committee chairs to submit revisions if needed. Also asked to coordinate with other sections.

(7-4-11): MARC 2013. No change – meetings will resume later this summer (Beauduy).

(8-1-11): Support for Charities. No discussion.

(9-1-11): Guidelines for program speakers. ACTION: Groff.

(3-1-12): Website. Turicik and Ritter met with Hinkle (to discuss site changes. "CHOICE" will be sent as an attachment to the electronic notification email. CLOSED.

(3-3-12): Refund Policy for seminar fees. ACTION: Scruggs.

(4-1-12): Approval of Bylaws. Scruggs/Deck awaiting Institute review.

(5-1-12): Vacancies: Vice Pres.: filled – Loftin; Recording Sec'y.: filled (temporarily) – Cluck; President Elect: filled – Hardenbrook. CLOSED.

(6-12-12): September's meeting will be moved one week to September 18 due to conflict with CSI convention. Need to confirm with Raddisson. ACTION: JMyers.

(6-12-12): Discussion: Anticipating a joint meeting with ASH-RAE as we had done in the past. ACTION: Atwood.

NEW BUSINESS

1. Myers noted that Eric Lussier has moved to Vermont. CLOSED.

2. Turicik distributed the remaining awards. CLOSED.

3. Myers appointed Hardenbrook to chair the Long Range Committee. Groff will assist with calendar of events. CLOSED.

4. Roster Guidelines. Discussion on permission to list personal information. And creation of roster that is aligned with product reps divisions was recommended by Jeff Snyder. ACTION: Scruggs, Groff.

5. Annual Social Event. Groff mentioned that we need to choose one. Danes suggested that we incorporate the 50/50 opportunity in this program as an incentive. ACTION: Atwood.

6. Jan Myers reminded that LOS will be in Frederick MD on August 9 – 11. CLOSED.

7. Motion - Standing Committees/Admin Guide: Motion by Groff to combine Education and Technical was made and seconded. It passed unanimously. CLOSED.

8. Discussion – Publicity/Electronics Committee. Issue – combine these function; delayed to have the committee chairs discuss at next meeting. ACTION: Ritter.

ADJOURNMENT. Meeting was adjourned at approximately 6:30 and a meeting to discuss MARC2013 began immediately afterward.

*Submitted by
Stewart C. Cluck
(in absence of appointed recording secretary)*

Minutes of Board of Directors Meeting - August



*Stewart C. Cluck,
in absence of
appointed recording
secretary*

Central PA Chapter CSI Board Meeting Minutes

Date: Monday, August 13, 2012

Meeting began at approximately 5:05 PM.

Voting Members Present (10): Jan Myers, Hardenbrook, Loftin, Groff, Scruggs, Saylor, Morgan, Burkholder, Beauduy, Kingsborough.

Voting Members Absent (3): Brightbill, Steffen, Ritter.

THERE WAS A QUORUM. Meeting was chaired by President Myers. Minutes of previous meeting were reviewed. There were no exceptions.

Officers' Reports

President (Myers): Region/LOS news: (1) Region officers will roll-over into a second term as optioned in the by-laws, (2) Region is looking for a person to take the Academic Affairs position. Alan Geary is looking for additional committee members, (3) The Region's caucus will be held at "Construct America" on Thursday evening, (4) The fee for LOS (\$35) will go away next session, and (5) the next Institute conference will be Sep 24 – 27, 2013

President Elect (Hardenbrook): No report.

Vice President (Loftin): No report.

Secretary (Steffen): No report.

Past President/Advisor (Groff): No report.

Treasurer: No report.

"Choice" Editor's Report (Ritter): No report.

Committee Reports

Academic Affairs (Cannon): No report.

Advertising (Deck): Some applications for advertising were received [since last meeting].

Archives (Morgan) : Needs any information for the 50-Year anniversary celebration at MARC-13.

Awards (Turicik): NOTE: will put award deadlines on calendar.

Budget/Finance (Beauduy): No report.

Bylaws (Deck): By-laws are at Institute, awaiting comments.

Certification (Groff): No report.

Education (Loftin): No report.

Electronics/Communications (Ritter): No report. Note that co-chair, John Danes was present.

Exhibit Show (Cluck): Next milestone: Invite vendors with a 'mailing' in November. Will make a presentation at September meeting to invite committee members.

Hospitality (L Myers) : No report.

Long Range Planning (Cluck): No report.

Membership (Brunski): No report.

Programs (Atwood): September meeting will be about legal requirements in the different states: "Crossing Mid-Atlantic Construction Borders."

Publicity (no chair): No report.

Roster (Scruggs): This committee was absorbed by Electronics/Communications. CLOSED.

Technical (Morgan): No report.

DIRECTORS: No comments.

OLD BUSINESS

1. **(6-1-11):** Administrative policies and guidelines. Jan Myers distributed copies of admin guide and asked officers and committee chairs to submit revisions if needed. Also asked to coordinate with other sections. Update 8.13.12: Beauduy – do we need to add copy of by-laws or charter? Myers – need information from Cannon on scholarship program. ACTION: Myers.

2. **(7-4-11):** MARC 2013. No change – meetings will resume later this summer. ACTION: Beauduy.

3. **(8-1-11):** Support for Charities. No discussion. ACTION: Burkholder.

4. **(9-1-11):** Guidelines for program speakers. Open issue. ACTION: Groff.

5. **(3-3-12):** Refund Policy for seminar fees. Open issue. ACTION: Scruggs.

6. **(4-1-12):** Approval of Bylaws. Scruggs/Deck awaiting Institute review. ACTION: Scruggs.

7. **(6-12-12):** September's meeting will be moved one week to September 18 due to conflict with CSI convention. Need to confirm with Raddisson. ACTION: JMyers.

8. **(6-12-12):** Discussion: Anticipating a joint meeting with ASHRAE as we had done in the past. Open issue. Atwood is seeking an ASHRAE contact to pursue this. Beauduy recommended contacting him for names of GanFlec employees who are members. ACTION: Atwood.

9. **(8-13-12):** Roster Guidelines. Discussion on permission to list personal information. And creation of roster that is aligned with product reps divisions was recommended by Jeff Snyder. ACTION: Scruggs, Groff.

10. **(8-13-12):** Annual Social Event. Groff mentioned that we need to choose one. Danes suggested that we incorporate the 50/50 opportunity in this program as an incentive. ACTION: Atwood.

11. **(8-13-12):** Discussion – Publicity/Electronics Committee. Issue – combine these function; delayed to have the committee chairs discuss at next meeting. ACTION: Ritter.

NEW BUSINESS

1. MARC 13. Myers: Region will provide a web site . ACTION: Burkholder.

ADJOURNMENT. Meeting was adjourned at approximately 5:30 and a meeting to discuss MARC2013 began immediately afterward.

*Submitted by
Stewart C. Cluck
(in absence of appointed recording secretary)*

High Performance Seminar Series – 6/14, 7/19, 8/9, 10/4

Sponsored by the International Masonry Institute



WHO

Architects, Engineers, General Contractors, Construction Managers, Owners, Developers, BAC Signatory Contractors, BAC Members, and all Industry-Related Firms

COST

There is no charge to attend this event, however registration is required. Space is limited, please register early.

SCHEDULE

JUNE 14 – High Performance Masonry Walls – Meeting Insulation Choices, Options and Requirements, (1 HSW/SD)

JULY 19 Sustainable Retrofits and Renovation, (1 HSW/SD)

AUGUST 9 –Green Tile Marble and Terrazzo Solutions: Meeting IAQ with Masonry, (1 HSW/SD)

OCTOBER 4 – Structural Masonry from an Architectural Perspective, (1 HSW)

HIGH PERFORMANCE SEMINAR SERIES

IMI's High Performance Series explores key topics to help designers meet requirements for building envelopes, restoration, indoor air quality and structural options using masonry systems. Each 1 hour session is designed to provide attendees with constructible solutions that can be easily incorporated in masonry projects and specifications.

Presenter: Maria A. Viteri, AIA, LEED AP BD+C, Director of Sustainability and Program Development for the International Masonry Institute (IMI). Maria has over twenty years combined architectural design, construction administration and marketing experience within the construction industry. Her architectural experience is health care focused and includes responsibilities as Project Manager and Owner's Representative.

Ms. Viteri leads IMI's Green Strategy and has made various presentations on design, energy efficient masonry construction, education, and material understanding. Maria is involved with contractor business development and architectural education, including leading IMI's Masonry Camp program. She has authored IMI's Sustainable Masonry Certification Program and is an instructor for IMI's Contractor College and Instructor Certification Program. She maintains architectural registration in the state of Pennsylvania. Maria holds a Master of Architecture degree from Tulane University, Master of Business Administration, and a Master of Public & International Affairs from the University of Pittsburgh.

Please register me for the following sessions of the High Performance Seminar Series

_____ **June 14, 2012** _____ **July 19, 2012** _____ **August 9, 2012** _____ **October 4, 2012**

Name: _____ Job Title: _____

Company: _____

Address: _____

City: _____ State: _____ Zip Code: _____

Phone: _____ Fax: _____ E-mail: _____

To register click [here](#) or please return this completed form to: International Masonry Institute, 42 East Street, Annapolis, MD 21401
Fax to (301) 261-2855 or email ejohnson@imiweb.org
Questions? Email Maria Viteri at mviteri@imiweb.org

Calling All Reps!



*Bill Deck,
Advertising Chair*

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

CHAPTER ADDRESS

P.O. Box 3504
Harrisburg, PA 17105

TELEPHONES

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717-887-3847

Treasurer
717-234-1650

Editor
717-792-2627

Ads
wdeck@rlps.com

CHOICE STAFF

Editor
Tanya Ritter

Advertising
Bill Deck

Roster
Don Scruggs

September 2012 & Beyond

for Mid Atlantic BX social networking, training & other educational events.
Info: www.midatlanticbx.com/CalendarofEvents.aspx

September 11-14, 2012

CSI 56th Annual National Convention & Hanley Wood Exhibitions CONSTRUCT2012, Phoenix Convention Center, Phoenix, AZ. Info: www.constructshow.com

September 18, 2012

CSI Central Pa. Chapter - Dinner Meeting & Program at the Radisson, Camp Hill, PA, 6:00 pm - "Crossing Mid-Atlantic Construction Borders – How Contract Provisions Differ," presented by Jennifer Horn and Jason Copley, attorneys with Cohen Seglias Pallas Greenhall & Furman PC.

October 9, 2012

CSI Central Pa. Chapter - Dinner Meeting & Program. Maybe a tour!
More info soon.

November 13, 2012

CSI Central Pa. Chapter - Dinner Meeting & Program. More info soon.

November 14-16, 2012

USGBC Greenbuild 2012, International Conference & Expo, San Francisco, CA. Details at www.greenbuildexpo.org

May 2-5, 2013

CSI Middle Atlantic Region Conference, "Your Gettysburg Address," at the Wyndham Hotel, Gettysburg, Pennsylvania, hosted by Central PA Chapter CSI.

June 20-22, 2013

AIA National Convention and Design Exposition, Colorado Convention Center, Denver, CO.

September 24-27, 2013

CSI 57th Annual National Convention & Hanley Wood Exhibitions CONSTRUCT2013, Nashville, TN.

November 20-22, 2013

USGBC Greenbuild 2013, International Conference & Expo, Philadelphia, PA. Preliminary details at <http://dvgbc.org/greenbuild-2013>, including opportunities to be involved.