



President's Focus ■ Carl Drennan, CSI, CDT

This year's annual Memphis Chapter CSI Products Show was opened with a dedication ceremony of the show to the memory of Bill Kaiser, CSI. At the ceremony preceding the opening a plaque was unveiled according to the resolution passed by the Board of Directors. In attendance at the ceremony were Mrs. Dot Kaiser, several other members of Bill's family, exhibitors, CSI members, students, friends and Richard Cooper, one of our Gulf States Region Directors.

Congratulations goes out to Charles Cooper, Products Show Chairman, and the rest of his committee for an outstanding job with this year's show. It would be very hard to follow Bill Kaiser's success with our products show. But Charles' effort and accomplishments are to be applauded for a job well done.

Also congratulations goes out to Matt Trimble for his winning entry in the annual poster contest. Matt did an excellent job on his outstanding poster.

I was pleased to hear a lot of positive reviews from our exhibitors at the year's show. In fact, I did not hear anything negative from any of our exhibitors that I spoke with on the floor. I want to thank all the architects, engineers, specification writers and other guests in helping make this year's show

a success for all who were involved.

The Products Show Seminar was chaired by Chad Cooley this year. Several people participated and earned continuing education credit for their efforts and attendance. The morning seminar was on tile and stone installation and the afternoon seminar was an introduction to Indiana limestone and architectural brick.

Our annual election of officers is slated for the upcoming April Chapter meeting. We are looking forward to the elections so please attend and vote.

Our Certification Committee chairman, Steve Mangin had its big test on 7 April 2001. There were several candidates for both the Certified Construction Contract Administrator and the Construction Documents Technologist exams. The test results will not be known until sometime in June. I am confident that all will pass their test!

Let me remind you that the region conference will be held in Hot Springs, Arkansas this year on 27 through 29 April. You need to make your reservation as soon as possible. I have received some of the programs and if you are interested, please see me.

Also mark your calendar now for 8

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About CSI

The Construction Specifications Institute
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Founded in 1948, the Construction Specifications Institute is a not-for-profit technical organization dedicated to the advancement of construction technology through communication, research, education, and service. CSI serves the interests of the entire construction team: architects, engineers, specifiers, contract administrators, owners, contractors, product manufacturers and suppliers.

Membership

Over 17,000 members are in touch through Construction Specifications Institute membership. CSI gives you up-to-date information to help you do your job more efficiently and effectively. For membership information call Wally Bostelmann at 901-327-7006. To contact CSI directly, call 800-689-2900.

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The Magazine

The Memphis Perspective is published ten times a year by the Memphis Chapter of the Construction Specifications Institute. Appearance of products or services, names, or editorial copy does not constitute an endorsement by the Memphis Chapter or the Construction Specifications Institute.

Articles, photographs, and other materials for **The Memphis Perspective** must be submitted before the 22nd of the month preceding publication in order to meet production deadlines.

Circulation of **The Memphis Perspective** is 275+. It is mailed to every Chapter member, members of the local AIA chapter, CSI regional editors, the Institute, and to various interested persons nationwide. Requests to be included on future mailing lists and letters to the editor should be forwarded to **The Memphis Perspective**, c/o Hnedak Bobo Group, 104 South Front Street, Memphis, TN 38103. The annual subscription rate is \$20.00.

Comments and submissions may be sent by e-mail to the editor at hfaulhaber@lrk.com.

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Cover graphics by Louis Medcalf.



Editorial ■ Hans Faulhaber, CSI, CDT, AIA

Wow! What a products show. That was the largest turnout I have seen in some years. I had the pleasure of meeting and greeting virtually all of the exhibitors. I saw many people that I have not seen in a long time. Our very own **Duke Walker**, Memphis Perspective Assistant Editor has a program report for you to read.

I was sorry I could not attend the dedication ceremony but I am very happy that the Board of Directors dedicated the show to **Bill Kaiser's** memory. What a good man he was and how he is missed. Dedicating the products show in his honor is truly fitting.

Charles Cooper did a fantastic job and is to be commended. He stepped in and made the show a success. Even Bill would be happy with his effort and accomplishment. Good job Charles!

The upcoming April meeting is a very important meeting to attend. If you plan to attend only one meeting this year, this is the one to attend. The annual election of officers and board members will occur at this month's meeting. Those who have been nominated for FY02 are named on page 13. Besides the election of officers there will be a fine program presented by Oscar 'Bo' Carr, a prominent local attorney with extensive experience in

construction law who will talk to us about warranties. So there will be a good program and the election, hope to see you there.

The region conference is coming up on 27 through 29 April in Hot Springs Arkansas. If you are interested in going you need to make your reservations now. As Carl stated in his editorial, if you would like information on the programs being offered see him. If nothing else the speakers at this conference will certainly be dynamic and hold your attention. Have you heard **Edith Washington** speak? If not you do not know what you have missed and have the opportunity to make it right!

This month we continue our feature articles on submittals by Louis Medcalf. This article talks about and defines the different submittals. Louis tells you how to handle those pesky submittals that the contractor really doesn't know what to do with... that is other than to send them on for somebody to review. Read and be enlightened.

I finally got my car back. Seems the Ford guys misdiagnosed the problem. Seems they failed to research the problem and "thought" they knew what the problem was. Not only were they

(Continued on page 4)

Member News

CSI Memphis Product Show Report

Duane 'Duke' Walker
Assistant Editor
CSI Student Member
University of Memphis

The show was a noisy room full of happy vendors and designers shaking hands and explaining things with a level of detail a step or two beyond my initial interests. I saw some things new to me, most remarkable were the Hilti fire stop materials. I thought they just did powder actuated stuff and hammer drills. The video running on the projection screen at their booth was very effective, providing graphic representation of possible applications for a prefabricated fire stop. A good one too from what I saw.

With few unattended stalls, progress through some areas was expectedly crowded. Interviews with some of those in attendance yielded varying opinions in direct correlation to the proximity of the interviewee to the barbecue tables. The closer I got to the tables the less people were willing to give ear. Everyone I spoke with had positive things to say though, an infectious optimism. I found myself passing through the same aisles again and again, with no reason other than to enjoy the experience.

The University of Memphis booth was generous, and many thanks go out to those who made that possible. Works displayed ranged from current design two projects to two dimensional interpretations from semesters past. Design three and thesis students were represented as well. CSI Product Display Shows are a great opportunity to see and hear about current construction technology, as well as where to get it and who to buy it from. Fellow students were in attendance to collect information for various reports and works in progress, and all of them were full of

President's Focus

(Continued from page 2)

June 2001. This is the date of our annual awards banquet. It will be held at the University of Memphis again this year. Plan now to be there.

Hope to see you at the April chapter meeting on 19 April.

*Carl E. Drennan, Jr., CSI, CDT
John J. Campbell Co., Inc.*

Editorial

(Continued from page 3)

wrong but it cost them almost a months worth of a car rental. There's a lesson to be learned here: He who fails to research will pay for it later.

See you next time.

*Hans D. Faulhaber, CSI, CDT, AIA
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Chapter Calendar

April 16	Chapter Board Meeting at Anderton's Restaurant
April 19	Chapter Meeting at Anderton's Restaurant
April 27-28	Gulf States Region Conference in Hot Springs, Arkansas
May 14	Chapter Board Meeting at Anderton's Restaurant
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SUBMITTAL PROCEDURES

Louis Medcalf, CSI, CCS
Hnedak Bobo Group

Introduction

In the previous article (February 2001), I discussed the various purposes for submittals. In that article, I talked about the concept that the A/E derives no direct benefit from reviewing submittals. Although the owner does derive some benefit from the A/E's review of submittals, the primary beneficiary is the contractor because the review of submittals gives the contractor the assurance that the products selected by its subcontractors will be acceptable to the owner in the finished work.

For the A/E there are actually some drawbacks to reviewing submittals that I characterized as "ugly truths:"

- Reviewing any submittal increases the architect's liability.
- Reviewing submittals negatively affects the architect's profits.
- Submittals can be a tool for the contractor to decrease the architect's profits.
- Some submittals increase the Owner's costs.
- Only the Owner and Contractor benefit from the architect's review of submittals.

In this article I am going to discuss some ideas on how to control potential harmful side effects of submittals. To begin, we must understand the basic types of submittals and that each re-

quires a different type of administrative processing. Using the wrong procedures for a given type of submittals can bring about some of the negative consequences listed above. Division 1 should include separate procedural requirements for the three types of submittals and should explain the A/E's different responses to the different types.

Action Submittals

The first type is the one we primarily think of when someone uses the term submittal. Action submittals are those submittals for which the contractor must get the Architect's approval before using the described products in the work. Action submittals should be limited by the A/E to specified products and procedures. That is, the *designer* is the one who should decide which submittals are in this category rather than leaving that decision to the contractor. Too often a contractor simply forwards to the A/E all the submittal documents given to it by its subcontractors. If an unwary A/E processes an informational submittal as an action submittal, the A/E takes on unnecessary liability.

The basic duty of the contractor to provide action submittals is stated in AIA A201 General Conditions in article 3.12. That article also defines the three primary categories of action submittals: Product Data, Shop Drawings, and

Introduction

In this second article in a series on Submittals, Louis explores the procedural aspects submittals in the construction process.

Louis also explains the basic difference between types of submittals and what sort of action, if any, one should take.

All of us should be acutely aware of what our obligations are relative to the submittal process. There is no need to expose your firm to unnecessary liability by action on submittals that should not have been submitted in the first place.

About the author

Louis Medcalf, CSI, CCS is an associate with Hnedak Bobo Group. Louis leads the Quality Assurance Team that is responsible for specifications, quality assurance reviews, forensic investigations, and claims management.

Louis has been a member of CSI since 1982, and a Certified Construction Specifier (CCS) since 1987. Louis has received technical commendation awards at the national, regional, and local levels for his contributions to CSI.

Louis is currently serving as President-Elect and Program Chair for the Memphis Chapter CSI, and as Education Chair for the Gulf States Region. Louis is one of the primary instructors for the CDT annual preparation seminars presented by the chapter. In his spare time, he practices the art of mind over mandolin, basic banjo, and guileless guitar.

Articles Needed

The Memphis Perspective needs you to write articles on chapter, region, and national CSI events. Please don't be hesitant. If you don't string words together for a living, I will help you get your ideas in suitable form. Call me with your ideas and let's get them in print.

—Editor

Samples. Each category of action submittals costs the contractor money to prepare that will be passed on to the owner, and costs the A/E money to review. The A/E should therefore carefully consider which submittals are really necessary to protect the owner's interests and should not automatically request submittals for every product in the project. These decisions will vary depending on the type of project. For example, a higher level of formality is appropriate for public projects than for private projects. Competitively bid construction contracts may need more submittals than negotiated contracts to verify quality. Specification sections that are based on performance requirements will need more submittals than sections where the basic method of specifying is proprietary.

Product Data

Division 1 specifications should state how many copies of product data are to be submitted and how they are to be prepared. Part 1 of individual specification sections should state which products in that section, if any, are to have product data.

The A/E can dispense with product data where the products are commodity items (such as steel deck) or where conformance can be easily verified on site (such as simple products that have manufacturer labels). In a typical concrete specification there are dozens of proprietary products. The A/E should determine which are really necessary to check—all or just a few critical items such as waterstops and surface sealers. I would be perfectly content never to look at another gypsum board submittal as long as I live, but many architects spend dozens of hours every year logging in, reviewing, and sending back product data for dry-wall on every project.

"Or equal" submissions are where the A/E may put itself in the position of allowing the contractor to affect the amount of time the A/E spends reviewing submittals. One way for A/E's to control this is to require the contractor to submit a substitution pro-

posal for all proprietary products not listed by name in the specifications. In either case, if the product is not a commodity item the A/E will need to look at product data for unnamed products to verify that they have the same function and quality as the specified products.

Shop Drawings

Shop drawings are more costly to produce because they are, by definition, prepared custom for the project. Door, frame, and hardware schedules come under this category even though they are not, technically, drawings because

Too often a contractor simply forwards all the submittal documents given to it by its subcontractors.

they indicate which products go where in a specific project. Size limitations and numbers of copies are just a couple of the procedural requirements that should be specified in Division 1. Individual specification sections should indicate which products are to have shop drawings.

Most custom-fabricated products need shop drawings just to produce the fabrications. That is, a metal fabrication shop cannot build a set of steel stairs without shop drawings to communicate to the mechanics in the shop. Where architectural drawings show the general layout and configuration of the stairs, the shop drawings must indicate the size of each individual component and show bolt holes and other connection details.

Shop drawings are always needed for delegated design items. Delegated design is where the contractor directly or indirectly (through a subcontractor) employs a licensed engineer to design a portion of the project. Although this practice is somewhat controversial among contractors, few modern buildings can be built without some delegated design. The last revision of A201 included new requirements for delegated design, including important protections for the contractor. Paragraph 3.12.10 requires the A/E to determine the design criteria for delegated design. Shop drawings prepared by engineers must be sealed and signed so that the A/E can verify that the engineer responsible for their preparation is licensed in the state where the project will be built. This paragraph also gives both the owner and architect the right to rely on the accuracy of the delegated design.

Some structural engineers request structural calculations with shop drawings for structural connections designed by the fabricator. A/E's take responsibility for reviewing action submittals because they review the content for accuracy. It is one level of liability to review shop drawings sealed by the fabricator's engineer to verify the content of those drawings, namely that columns and beams appear to the correct length and are using the same beam sizes shown on contract drawings. It is quite another to be held responsible for reviewing the content of structural calculations. In the event of a failure, the engineer of record could be held liable for checking structural calculations if its review stamp was on the calculations. The way to avoid unwarranted and unnecessary liability exposure is to make calculations an informational submittal rather than an action submittal (the distinction will be discussed later in this article) or, better, to make them closeout submittals that go with project records.

Samples

There are two categories of samples: those intended for option selections, usually of appearance characteristics,

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and those intended for verification. Division 1 specifications should state requirements for size and quantities of both types of samples. Part 1 of the individual specification section should distinguish between the two types, as well as indicating which products must be represented by samples, because the sequence of submittals may be affected. Verification samples can only be submitted after the A/E has processed the selection samples.

It is not feasible to make all color selections during the design process. Because the specifications may allow multiple manufacturers for different finish products, the designer has to wait until the contractor has made final product selections before color and texture options for those products can be selected. In some cases, the A/E may want to see large verification samples of a finish product after small size samples have been submitted for color or texture selection. For example, an architect may select a color and texture from an EIFS manufacturer's standard line on the basis of small samples in a catalog, and need to see a 24 inch square sample to see how the selection will look next to a sample brick panel. Sometimes a small sample looks okay on the desk under artificial light, but as soon as you take it outside in the sunlight you realize that it is not what you want.

Sometimes the A/E may request construction samples that are costly, such as a sample aluminum window, because they have to be custom made but can't be used in the project. Hardware samples can be returned to the contractor and actually installed on doors in the project. The specifier must exercise judgment as to the importance of such custom samples and determine if what is learned from the sample justifies the cost to the owner.

Negative Consequences of Action Submittals

The contractor and A/E are responsible for reviewing action submittals. No matter what "weasel words" are used on the review stamp, in the event of a

Delegated design is where a contractor employs a licensed engineer to design a portion of the project

dispute the only important thing is the signature—did you or did you not review this submittal. At one time, some professional liability insurers advised their architects and engineers not to use the word "approve" with respect to review of action submittals. However, unless the supplementary conditions change the word "approve," the AIA A201 General Conditions requires the architect to approve submittals that are acceptable.

Similarly, some contractors refuse to approve submittals before submitting them to the A/E, even though there is a contractual duty to do so. I remember vividly a contractor a few years ago on a project for the State of Ohio who told the state construction representative that he (the contractor) would not mark submittals as "approved." Alas, the state guy backed down. Realistically, I doubt that the language in the contractor's review stamp would have protected it in the event of a dispute. If anything, the blatant refusal to comply with contractual duties would probably have put the contractor in a worse position.

The point is, that some contractors simply do not perform their duty to carefully review submittals before sending them to the A/E, but will complain to the owner if they think the A/E is taking too long to do its review professionally. The basic rule for A/Es is *do not review a submittal you aren't willing to be held liable for.*

Informational Submittals

Informational submittals are defined in paragraph 3.12.10 of A201 as "submittals upon which the Architect is not expected to take responsive action." The basic difference is that the A/E reviews informational submittals for responsiveness—not for accuracy of content. An informational submittal is responsive [i.e., acceptable] if it contains the required information. An informational submittal that does not contain the required information should be rejected as nonresponsive.

An example of informational submittals are what some A/E's refer to as "quality assurance submittals," such as installer qualifications or manufacturer certifications. The A/E just wants some assurance that the roofing installer is in fact authorized by the manufacturer for warranted installations and has successfully completed similar size projects in the past. In the case of installer qualifications, the A/E is entitled to rely on the accuracy of the information because the contractor would be committing fraud if it knowingly submitted false information. The A/E does not have to check up on the installer's bona fides, just verify that the contractor has done so.

Certain test reports may be specified to substantiate performance requirements or preconstruction test results. The A/E reviews the test reports only to verify that the specified test procedures were used and acceptable results were reported. The A/E does not have to review the report to see if it is correct—indeed most A/E's would not be competent to do so.

My opinion is that manufacturer installation instructions should, if required, be under this category. If they are processed as installation action submittals and there was a later problem with the installation, the A/E would likely be held to have read the instructions on the evidence of its "approval" stamp and therefore be held responsible for enforcing them during construction. It is obvious that there isn't time for an A/E to read all the instructions for every product on the job—even though some owners may think

we should do so. My recommendation is not to require instructions during the submittal process at all—you can always ask the contractor to provide them for a specific product during construction if the field rep notices a problem. A couple of years ago I investigated some leaking windows for one of our clients and found that a small but essential water diverter component had been left out. If our specs had required manufacturer installation instructions, we might have had to bear a share of the costs for the repairs.

Wiring diagrams to me have the same drawback. Yes, I want the manufacturer of motorized equipment to supply a wiring diagram to the contractor, but I don't have any compelling reason to take responsibility for seeing the wiring diagram during submittals. There may, of course, be exceptions to this general rule.

In any contract, if you assume responsibilities that are not required by the contract you will be held liable for performing those duties correctly. Most A/E's know to be very careful on the jobsite about not assuming responsibility for safety or other contractor means and methods. However, many A/E's will process informational submittals as action submittals and inadvertently take responsibility for things they are not required by contract to be responsible for.

Closeout Submittals

Closeout submittals are not defined in the A201 as such, but are those submittals that need to come in with other project records at the end of the project.

Division 1 should specify requirements for the format and general content of operation and maintenance data. The individual specification sections should state what type of data are required for the products in the section. For example, you might specify want cleaning procedures for carpeting that might be a printed page or two, but for elevators you will probably want a notebook with more extensive information.

Division 1 should specify requirements for the format and general content of record documents. Some individual specification sections may state specific requirements for what information is to be recorded on record drawings.

Because closeout submittals come in at the end of construction, the A/E cannot be held after the fact to have reviewed them before construction. That is why structural calculations are best as record documents. If there's a problem later, it will be easy to retrieve the information and it will be apparent to everyone that the Engineer of Record did not take responsibility for another engineer's work. Again, under the A201, the owner, Architect of Record, and Engineer of Record are entitled to rely on the professional competency of licensed engineers employed by the contractor to design limited portions of the construction.

Unrequested Submittals

I wrote an article recently on this subject [May 2000 issue], so I won't go into the subject in the same detail. In summary, if the contractor sends in unrequested submittal and the A/E reviews them, the A/E is responsible for them. We get Material Safety Data Sheets all the time, even though my specifications specifically tell the contractor not to send them in. I don't require submittals for drywall, but we sometimes get them anyway. Even when there isn't a liability issue, unrequested submittals are a waste of time.

There are two possible responses. The

Someone will ask, "Did you or did you not review the submittal?"

A/E can send the submittal back and insist that the contractor delete the unrequested submittals. Probably more practical is to throw the stuff away and mark the transmittal accordingly: "discarded without review."

Contractor Defaults

A/E's stock in trade is time. We contract with the owner to review contractor submittals that are responsibly prepared. That means A/Es should not be expected to look at a submittal more than once. My work isn't perfect and I don't expect the contractor's work to be perfect either, so I expect to find a few things in most submittals that need to be noted. Occasionally, however, we get submittals that are so far off they have to be marked "revise and resubmit." Each of those cases is a contractor default.

When an A/E looks at a submittal more than once, the subsequent reviews should be considered as additional services. Someone should pay the cost for those additional reviews. It is not equitable that the owner should pay for contractor defaults nor that the owner or contractor would expect the A/E to do this work for free.

We also negotiate reviews of substitutions as an additional service because it is impossible to tell up front how many substitution requests there will be. We had a very bad experience recently on a project where there were substitution requests on more than half of the specification sections and we did not have contractual protection for an equitable payment for this service. I am concerned that getting more substitution requests is a trend. On the second project for the same client we were able to get substitution reviews as additional services.

Conclusion

A/Es need to understand the liability and economic consequences of submittal reviews when they prepare specifications. Different types of submittals require different processing procedures to avoid unnecessary liability exposure and unnecessary and unrecoverable costs. ■

Chapter News



2001 Product Show Chairman, Charles and Carl . present the first place booth award to Memphis Lighting's Bubba Price along with David Carey. Where's big John Morgan? Eating BBQ of course!



Charles and Carl. present second place booth award to Jim Bluse, Hilti's Director of Engineering, while Aaron Gaylor, District Engineer, looks on and Lisa Turner, local rep, tries to swipe the check!



Third place booth award is presented to Wally Bostelmann, FCSI, W.B. and Associates, along with Mark Cardona, Ecoquest. CSI student member Robin Saunders looks on.



Exhibitor Grand Prize award is presented to Roger Teague, Columbia Precast.

SCENES FROM THE 2001 PRODUCTS SHOW

Photos by
Ron Roberts, CSI, CCS
Pickering Builders, Inc.



Guest of Honor, Dot Kaiser, is presented the memorial plaque in honor of her late husband and our esteemed member, William E. Kaiser. Bill and Dot's family witness the presentation by Memphis Chapter CSI President, Carl J. Drennan, Jr., while Wally Bostelmann, FCSI, a dear friend of the Kaiser family, looks on



Picture of the memorial plaques presented for William E. Kaiser. One plaque was presented to Bill's family, the other will be on display at future products shows.

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Program News

CONSTRUCTION WARRANTIES

APRIL MEETING

Oscar 'Bo' Carr, a prominent local attorney with extensive experience in construction law will talk to us about warranties. Mr Carr is a partner with Glankler Brown. There are a lot of misconceptions about construction warranties and I am confident we will all learn some things. Did you know that the Owner gives the Contractor an unwritten warranty?

MAY MEETING

I'm planning a program on below-grade and plaza waterproofing. Just as there is no single type of roofing that's the best choice for every type of building, so, too, each project needs to be evaluated to select the best type of waterproofing depending on soil conditions, budget, and what needs to be protected. I'm talking with a speaker from the Atlanta Chapter CSI who has a strong technical background in this area.

*Louis Medcalf, CSI, CCS
Program Chair
Hnedak Bobo Group*



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Date: *Thursday, 19 April 2001*

Time: *5:30 Social Hour
6:30 Dinner and program*

Location: *Anderton's Restaurant
1901 Madison Avenue
726-4010*

Cost: *\$14 for members and guests
\$7 for students*

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FY02 Chapter Nominations

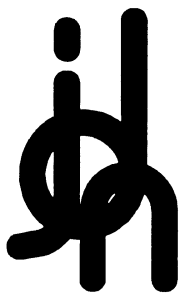
The following list is of members who have been nominated for the noted positions. Officer nominations will be voted on at the April 19, 2001 chapter meeting. The nominating committee was **Carl Drennan, Jr., Louis Medcalf,** and **Jim Neison.**

Chapter Officers

President	Louis Medcalf, CSI, CCS
President-Elect	Steve Mangin, CSI, CCS,
Vice Pres. Professional	Gary Cofer, CSI
Vice President Industry	Steve Fredrickson, CSI
Secretary	Pam Davidson, CSI
Assistant Secretary	Tommy Smith, CSI, CCS
Treasurer	Harvey Wilmoth, CSI CDT
Assistant Treasurer	John Stancil, CSI
Past President	Carl Drennan, CSI, CDT
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00-03 Professional	Scott Guidry, CSI
01-03 Professional	Bill Morley, CSI
99-02 Industry	Jim Neison, CSI, CDT
00-03 Industry	Chris Bird, CSI
01-04 Industry	Mark Durham, CSI

The Memphis Perspective

Editor	Hans Faulhaber, CSI, CDT, AIA
Assistant Editor	Duke Walker
Ad Sales	Not filled
Committee Chairs	
Product Show	Not filled
Membership	Jamie Smith, CSI
Scholarship	Jim Moncrief
Awards	Not filled
Finance	Cliff Watson
Historian/ Certification	Tommy smith
Technical	Ronnie Bonner
Education	Ron Roberts
Programs / Nominating	Steve Mangin
Banquet/Christmas	Kristie Ruff
Golf Tournament	Not filled
Conferences/ Convention	Pam Davidson
Planning	Carl Drennan
Operating Guide	Wally Bostelmann
Fellowship	Gary Wagoner
Webmeister	Scott Guidry



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*Louis Medcalf, CSI, CCS
Hnedak Bobo Group*

After several years of assiduous planning, **Jerry Durham, FCSI**, retired from Hnedak Bobo Group where he was a principal. Jerry came to HBG in 1985 and was the firm's only specifier until he recruited me in 1995. The firm provided a catered supper party at the office for Jerry, his family, and the staff. CSI cronies **Norm Newman, Tommy Smith, and Jim Neison** were also present for the festivities. All the studios gave humorous gifts as tokens of their esteem and affection. Highlights of the afternoon included a "This Is Your Life" presentation narrated by **Greg Hnedak, FAIA** and **Kirk Bobo, FAIA** and induction by **Ronnie Bonner, CSI** of Jerry into the college of fellows of the Construction Curmudgeon's Association. The firm rewarded Jerry's devotion to duty with an all-expenses paid 10-day trip to Hawaii for him and Nouvelle that includes several rounds of golf (of course).

I first met Jerry when we were working together on the Practice Subcommittee for the Institute, which he was chairing. Work on national committees for the Institute puts participants into an immersion experience during the 2 or 3 days that the committee meets. Not only do you work together intensely all day, but you usually go to dinner together and spend other time together after hours. Although the time is limited, it does give you opportunity to get to know your fellow committee workers pretty well, both professionally and personally.

One day at lunch during the second or third meeting I attended, I mentioned in passing that I was considering changing jobs. Jerry asked me if I would consider relocating and I said that I would. A little over a year later, I started my first day at Hnedak Bobo Group. My wife and I had lived in Cincinnati all our lives—did not even go out of town for college—and both of our families are located there. What then, does it take to motivate someone in his late 40s to take his wife and 4 kids and start over in a new city that he had never even visited before the employment interview? Part of the answer is that I saw the character of Jesus Christ in Jerry while I was working with him on the Practice Subcommittee and I had faith that whatever he told me about HBG and the opportunities there would be reliable. My faith was not misplaced. Jerry is a faithful witness. Although we all kid about him retiring to play more golf and mess around with his bulldozer, Jerry is also active in the Gideons and his church and will use his retirement time for the Kingdom of God.

Jerry was my sponsor at the office and has acted proactively to further my career and standing in the firm. He has encouraged me both personally and professionally many, many times. His grasp of technical matters is astounding and he has an understanding of contracts that has been a great asset to HBG. Jerry never stops with superficial answers, but delves deep into anything he researches until he understands it from the bottom up. I am already apprehensive about not having Jerry around to call on when I get stuck.

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Region News

Change, Change Change

The **2001 Gulf States Region Conference** will be held in Hot Springs Arkansas on April 27 through the 29th. The conference is hosted by the Little Rock Chapter CSI.

The featured speakers are **Edith Washington, FCSI, CCS**, an independent specifications consultant in Toledo, Ohio who is currently serving as Institute Vice President and **Doug Rye**, who is one of the best known energy consultants in America. Edith, of course, is no stranger to the region as she maintains ties to her roots in Arkansas with dual membership in the Little Rock Chapter.

Edith Washington will be presenting a certified program of Spencer Johnson's "Who Moved My Cheese?". Experience the CHANGE program. Discover, discuss and alter your beliefs about and responses to CHANGE, as well as develop new skills to successfully initiate and manage CHANGE, and work with others in CHANGING times

Doug Rye will be conducting his radio broadcast from the Arlington Hotel Saturday morning and conducting the afternoon session. Mr. Rye is known in 14 states as the "King of Caulk and Talk".

Make your reservations now. The cost is \$175 for early registration and \$200 for late registration. Students and spouses are \$75 and the golf tournament is \$65. Checks should be made payable to the LRCSI and sent to P.O. Box 126, Little Rock Arkansas.



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