



President's Focus ■ Carl Drennan, CSI, CDT

The Memphis Chapter CSI was well represented at the Gulf States Region Conference in Hot Springs, Arkansas. We had 9 CSI members, 5 student members and 2 faculty members all in attendance. **Scott Guidry** was recognized for his contributions to the Region during the past two years as Chairman of the Gulf States Academic Affairs Committee.

Hans Faulhaber received the Continuing Publication Commendation for his exceptional contributions to the Memphis Chapter while serving as the editor of the Memphis Perspective. It was also announced that our chapter will be one of the twenty five chapters in the United States to receive the "Outstanding Chapter" award. In fact, 6 of the 25 chapters to receive the "Outstanding Chapter" award are in the Gulf States Region. Of course, we are pleased to be in such good company! I should also note that 3 of the 5 Continuing Publication awards will be given to Gulf State Region Chapters with our own **Hans Faulhaber** again winning the award for the Memphis Chapter. Finally, but certainly not the least. In the awards category of the 5 individuals being elevated to Fellowship, the Gulf States Region leads the way with 2 being in our region and our own **Jim Neison** being the winner from our chapter.

Congratulations to all of our award winners with a special congrats to Jim.

The Resolution not to change the national convention arrangement by the Memphis Chapter of the Construction Specification Institute was presented to the Board of Directors on 27 April 2001 and was approved in an amended form on 28 April 2001. It is my opinion that the amended Resolution is in the best interest of the Memphis Chapter and the rest of the Region. The Resolution in its' amended form has the support of president-elect Phil McDade, vice president Edith Washington, director Kathy Proctor, and director Richard Cooper . It also has unanimous approval of the Gulf States Board of Directors.

In our last edition we published the outstanding slate of officers for FY 02 as nominated by the Nominating Committee. The slate as published was approved at the April chapter meeting. I am pleased with this leadership group and know that with your support they will lead us into the next year. At this time I want to say "Thank You" to this years' outstanding officers, board members, and committee chairs. I could not have had a better group of people during my tenure as President.

(Continued on page 4)

About CSI

The Construction Specifications Institute
99 Canal Center Plaza,
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Alexandria, Virginia 22314
800/689-2900
www.csinet.org

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.

Gulf States Region Institute Directors

W. Richard Cooper, Jr, CSI, CDT

Director, Gulf States Region (2001)
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Phone: 615-321-4499
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Kathy Proctor, FCSI, CDT
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Knoxville, TN 37996-2400
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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.

Advertising rates for 10 issues of **The Memphis Perspective**:

Business Card Size	\$175
One-Fourth Page	\$430
One-Third Page	\$575
One-Half Page	\$860
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Product of the Month Feature:

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Inserts	\$230

plus printing costs

To place an advertisement, contact Greg Campbell at 901/372-8400.

Cover graphics by Louis Medcalf.



Editorial ■ Hans Faulhaber, CSI, CDT, AIA

For those of you who missed the April meeting you missed a great presentation on warranties by **Bo Carr**. You also missed your opportunity to exercise your right to vote on the FY 02 chapter leadership. Although, maybe if you were unable to attend and you reviewed the slate you felt that there was not need to be there because you would have voted for all nominations anyway...I'll never know. Anyway, I have republished the FY 02 list in this edition for you to have should you ever need it.

Also don't forget that in the march issue we published the entire roster of Memphis Chapter CSI members so you can refer to that for telephone, fax and email addresses. By the way, if you notice some item incorrectly entered in that list, please let me know so we can correct it.

Awards News: Congratulations to Jim Neison on his elevation to CSI Fellow. Jim is a truly deserving individual to receive this elevation for his outstanding service to CSI. We also congratulate **Scott Guidry** on his contributions to the region during the past two years as Chairman of the Gulf States Academic Affairs Committee. Scott has increased the awareness of CSI as a whole in architectural students as a guiding light for the

establishment of student affiliated CSI chapters. This does not take into consideration his devotion to our own chapter and the outstanding job he has done creating, designing and maintaining our Memphis Chapter CSI Website. Our very own Memphis Perspective has won another award for Continuing Publications. The charge of the editor of this newsletter cum technical journal has the awesome task of maintaining the journalistic excellence established by past editors, **Scott Guidry** and most recently our incoming chapter president (and itinerate musician) **Louis Medcalf**. That's some pretty heady company to be in and I hope that I have lived up to the challenge. I can not leave this subject without extolling the appropriate and heartfelt thanks to Louis who has, without fail assisted in a very major way in the compilation of every newsletter published since I became editor. Thanks Louis!

We have one more meeting and then you guys get to hear Critical Path... No, that's not the way to inform you that after our 17 May Chapter meeting, with a program on Sealants, we will have our annual Banquet. This years' Annual Banquet will be at the Fogelman Center on the University of Memphis campus on 8 June at ????.

(Continued on page 4)

Chapter News

WARRANTIES: A Program Report

*Hans D. Faulhaber, CSI, CDT, AIA
Looney Ricks, Kiss Architects, Inc.*

In the April meeting Oscar "Bo" Carr, III, an attorney with Glankler Brown, PLLC, presented an excellent program on warranties. He began with an introduction that outlined and defined the different warranties that we in the construction industry encounter: express and implied warranties. He also answered the question that Louis posed "What warranty is given to the Contractor by the Owner?" The answer relates to the Spearin Doctrine, which I will define here as well as the different warranties.

An Express Warranty is generally an assurance by one party to a contract of the existence of a fact upon which the other party may rely. An express warranty is considered contractual in nature because the parties agree to the warranty. If the result warranted is not achieved, there is a breach of warranty; whether the warrantor was negligent is irrelevant.

An Implied Warranty is an obligation imposed by law, either statute or court decision as a consequence of making the contract regardless of the warrantor's intent. Parties are held by the courts to certain standards of conduct that exist outside the contract.

The Spearin Doctrine arose from a federal case (US vs. Spearin) where the court ultimately held that there is a warranty by the Owner that the plans and specifications are accurate and that the Owner breaches that warranty when the actual condition of the site is not as the Owner has represented.

Mr. Carrs' presentation ended in a lively question and answer session. This chapter meeting was a truly informative and educational meeting.

President's Focus

(Continued from page 2)

Please mark your calendar for 17 May for our chapter meeting and 8 June for our Annual Banquet. I am looking forward to seeing all of you at these last two meetings of this fiscal year.

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

Editorial

(Continued from page 3)

Last years' banquet was wonderful.

Oh yes, there is this old tyme, gospel and bluegrass group that may entertain you...

See you next tyme.!

*Hans D. Faulhaber, CSI, CDT, AIA
Looney Ricks Kiss Architects, Inc.*

Dempsie B. Morrison Scholarship Fund

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Chapter Calendar

May 14	Chapter Board Meeting at Anderton's Restaurant
May 17	Chapter Meeting at Anderton's Restaurant
June 8	Chapter Banquet at the Fogelman Center on the University of Memphis campus
July	No Chapter Meeting This Month
August	13th Chapter Board Meeting 15th Chapter meeting Places & Times To Be Announced

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Vice President	Steve Mangin	726-0810	272-6911
Vice President	Al Hornsby	327-6500	327-9187
Secretary	Harvey Wilmoth	726-0810	272-6911
Asst Secretary	Tommy Smith	387-1006	372-3777
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Asst Treasurer	Mark Durham	363-1887	367-2876
Past President	Ron Roberts	726-0810	272-6911

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98-00 Industry	Jim Neison	753-2954	753-2776
99-02 Industry	Ronny Daniel	754-5115	737-7320

THE MEMPHIS PERSPECTIVE

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Asst Editor	Duke Walker		
Promotion/Marketing	Greg Campbell	372-8400	372-8404

COMMITTEE CHAIRS

Product Show	Charles Cooper	761-0010	761-0087
Membership	Wally Bostelmann	877-3681	877-3769
Scholarship	William Eades, Jr	345-3244	345-3251
Awards	Steve Mangin	726-0810	272-6911
Chapter Operations	Cliff Watson	767-0656	
Finance	Cliff Watson	767-0656	
Historian	Tommy Smith	387-1006	372-3777
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Programs	Louis Medcalf	577-0563	525-2570
Banquet/Christmas	Christie Ruff	375-4197	375-4709
Golf Tournament	Ed Kennedy	754-5115	754-5730
Conferences/Conv	Pam Davidson	261-4671	683-1001
Nominating	Carl Drennan	372-8400	372-8404
Planning	Ron Roberts	726-0810	272-6911
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THE RESOLUTION

AS PRESENTED TO THE GULF STATES BOARD

Tommy Smith, RA, CSI, CCS
Architectural Consulting Services

There is a time for fun, which we are known for in the Gulf States Region, and there is a time when we must be serious. I am now, very serious.

The Memphis Chapter has approximately 170 members. What impact would the loss of ten percent of our membership, 17 members, have on our chapter? When I ask this question to Louis Medcalf, our incoming president-elect, he replied with another question; which ten-percent? I submit the following. If the ten percent are those who never attend a chapter event and have very little involvement, then the impact would hardly be noticed. However, if the seventeen members were our entire Chapter Board, the negative impact would be immeasurable. What would the impact be on the Gulf States Region if it lost ten percent of its membership? What if those attending this conference resigned from CSI? Would it affect our region? You better believe it would affect our region.

How does this relate to the resolution just submitted? It is my understanding from speaking to staff, that typically less than one thousand members (10 percent) who attend the "Complete Registration Program" and, as such, the absence of this group would not have a significant impact on the success of CSI Show. This supposition assumes that this ten percent really does not affect the success of the show and that their interests will be served by attending the Annual Business Conference.

Has this question been thoroughly evaluated and considered?

If ten percent of CSI members do not attend a separate CSI Show, what impact will it have on the viability of the show? I repeat the question. Which ten percent? If the ten percent are members who only come because they have received a complementary admission, then the impact will be minimal. However, if the ten-percent is the very elite of CSI, then I submit that the absence of this group would be devastating. This conclusion was elegantly stated by Sit Wong from the Baton Rouge Chapter during a recent telephone conversation, when he commented that this is "the head of CSI." The CSI Show without the attendance of this elite would be like a chicken with its head severed. It would flounder around until it realized it was dead. This is what I truly believe will happen to the CSI Show if separated from the convention. Thus the real question: *Can CSI survive as a viable organization without the resources provided by the CSI Show?* If the grass roots leadership of our organization is not in attendance at the CSI Show, then the only reason for the manufacturers to exhibit will be to network with their competition.

My understanding of why this action was pursued, is that the change was to position the CSI Show from possible elimination by competition within the trade show industry by creating another strategic alliance or partnership with

ABOUT THE AUTHOR

Tommy Smith, CSI, CCS, RA is an architect who specializes in Contract Specifications. Tommy has over thirty years of experience and has been a member of CSI for much of that time. Tommy has taken a personal interest in formulating the resolution. The purpose of this resolution is to outline in a very formal way our chapters' disagreement with the reorganization of the CSI convention. The resolution was presented to the Gulf States Region Board of Directors in April at the Region conference in Hot Springs Arkansas. The chapter leadership is planning to present the revised version printed here in its' entirety to the national board of directors at the CSI Convention in June to be held in Dallas, Texas.

What follows is Tommy's' speech prior to presentation of the resolution and then the resolution.

Editor



Feature Article

another organization. However, the real strength of the present CSI Show is its "strategic alliance" with our own annual convention. This alliance is of far greater importance than any alliance with the National Glass Association or the newly formed Construct America.

This action actually plays right into the hands of the forces, which are attempting to "put the CSI Show out of business." One of the most successful tactics used in warfare is to divide and conquer, or "A house divided against itself will not stand." This division has been accomplished not by the opposition, but by the very action of separating the convention into two events.

What make the Convention and Exhibit such a unique event? Trust me, it is not a logo or its time or location—although all may be extremely important. What is unique about the CSI Convention and Exhibit is the very thing that is unique about CSI itself.

So, then, what is so unique about CSI? It is not our convention, our regions, it is not even our local chapters. What is unique about CSI is the individuals who embody the "spirit of CSI" contained in our Code of Ethics, especially principle two that states "Freely interchange information and experience with members of the construction community." I had to take the shrink-wrap off the *Administrative References* and look, and it was hard to find, but trust me, it's still there. Without this spirit, *there is no CSI*.

What has set the CSI Convention and exhibit apart from its beginning in 1957? I submit the answer in three simple words "the CSI spirit". When the head of CSI is separated from the Show, then there will be nothing that distinguishes the CSI Show from any other trade show. However, as long as CSI retains this spirit of inclusiveness and unity, we will rise above the competition. Without this spirit, there will be no CSI Show. I do not believe that either of these events can succeed without the synergy created by both

events working together. This action of separating the CSI Show from the annual Convention strikes a blow at the very essence and culture of CSI.

In my efforts of obtaining the contributions from many members of the Memphis chapter as well as members from other chapters, the consensus has been overwhelming. This action will diminish attendance to both events that are to occur at two different times.

I personally want the opportunity to "freely interchange information" with *all* members of CSI—with the president of our student affiliate; with Jim Neison, a manufacturer's representative; with Carl Drennan, a subcontractor; with Kathy Proctor, an educator; with Edith Washington and Betty Hays, specifications consultants, and with Phil McDade, a landscape architect and incoming president-elect of the Institute. I purposely omitted all of the credential initials after these names for emphasis. I could go on and on. These are my colleagues, these are my friends, these are my CSI family. These are people that I can count on not only professionally, but personally. I frankly resent any action that diminishes these personal relationships in any way.

As a result of this action, my resolve and appreciation has only been deepened for CSI. It is now time for both words and actions. Let us encourage and support our leaders in rescinding this action. Let us marshal members from our respective chapters and let our voices be heard. Let us forever keep the spirit of CSI alive. The entire construction industry is depending on us. We must not let them down.

Thank you for your support.

Resolution Text

WHEREAS (1), The Memphis Chapter of the Construction Specifications Institute Inc, herein after referred to as the Memphis Chapter, was chartered in August 1959 to foster and promote

the interest of firms, groups, associations, corporations and others engaged in any phase of the business of writing, preparing, compiling or in any other way utilizing specifications in the Memphis area, and

WHEREAS (2), the Memphis Chapter has a distinguished history as a leading chapter in the Gulf States Region and Institute; is incorporated under the laws of the State of Tennessee; is described by the Internal Revenue Service as a 501(C)(6), Tax Except Business League, and as such operates accordingly, and

WHEREAS (3), the Institute Board unanimously approved the relocation and co-location of the CSI Show with another industry association show beginning April 9-11, 2003 in Chicago, IL and an Annual Business Conference to be held in Philadelphia, PA, June 26-29, 2003 thus abolishing the CSI Convention, a time-honored tradition of CSI that has been in existence since 1957 and replacing it with two separate untested and unproven events, and that said action was taken without such an important question and accompanying rationale being submitted to the entire membership for vote, and

WHEREAS (4), this action of abolishing the CSI Convention and Exhibition as a single event and creating an Annual Business Conference necessitates that the Memphis Chapter, in order to comply with requirements of chapter's IRS classification, provides reimbursement for delegates to attend only the Annual Business Conference; thus effectively preventing the Memphis Chapter leadership who serve as delegates to the Annual Meeting from attending the CSI Show and, hence, the opportunity of networking with the influential industry leaders of construction trends and technology, thus further hindering this information from being freely exchanged with the construction community influenced by Memphis Chapter CSI, and

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(Continued from page 7)

WHEREAS (5), the said action of the Institute Board of providing two competing national events, places members of the Memphis Chapter in the position of attending the CSI Show, the Annual Business Conference, or both, with either of the latter choices imposing undue cost burden on attendees for travel, lodging, and time away from work, thus causing erosion of support for CSI from members' employing firms and thus causing decreased attendance of the chapter leadership at both events, and

WHEREAS (6), this Institute Board action would deprive industry members who are exhibitors in the CSI Show from attending the Annual Business Conference as a job-related function, thus separating these industry members from professional and associate members, further inhibiting the free interchange of information and experience between CSI members and other members of the construction community, and

WHEREAS (7), this Board action places the interest of the Gulf States Region and the interest of the Institute in competition for member involvement by creating conflicts in scheduling between a long-standing Region Conference and a newly created date for the CSI Show, thus requiring either significant changes in the Region calendar or eliminating attendance at one function or the other, and

WHEREAS (8), the new CSI Show date competes with chapter and region activities occurring in the months of February, March, and April, including our annual Product Show, certification study sessions and examinations, monthly chapter meeting, annual election of chapter officers, regularly scheduled chapter program, and preparation by chapter leadership for participation in the Gulf States Region Conference and Region Annual Meeting, and

WHEREAS (9), after forming and nur-

ture a successful student affiliate for nearly ten years, and providing motivation and encouragement for student members to attend and participate in the activities of the Institute Convention, including the exhibition hall, this involvement will now be diminished because the CSI Show date will occur when college classes are in session, thus depriving student members from the positive experience of networking with the elite of the construction industry and CSI leadership, and

WHEREAS (10), this Board action discourages support and encouragement from family participation in CSI Convention by scheduling the CSI Show at a time when school is in session and is not conducive to combining CSI and work-related activities with a family vacation, and

WHEREAS (11), Memphis Chapter CSI believes that this Institute Board Action will have significant adverse effect on chapter operations, member involvement, and leadership motivation, and

WHEREAS (12), the Memphis Chapter CSI believes that the said Board action of separating the annual convention into two separate events was taken by the Institute Board without obtaining adequate participation from CSI members, chapters and regions, and may be in violation of Institute Policy VI, 3, c, 2 since said Policy considers the Institute convention, annual meeting, convention programs, and exhibit as a single event; and

WHEREAS (13), the Memphis Chapter believes that said action of the Institute Board is not in the best interest of the Memphis Chapter, Gulf State Region, nor the Institute, and that this Board action has the potential of adversely affecting the future of CSI as a viable organization,

Now therefore be it **RESOLVED** (a), that the Board of the Gulf States Region request that each chapter of the Gulf States Region assess the impact

of this Institute Board action on each respective chapter of the Gulf States Region and that each chapter prepare a resolution stating support or opposition to said Institute Board action, and that such resolution be presented to the president and vice president of the Gulf States Region as well as a copy to each Chapter President within the Region not later than May 31, 2001, and that it be further

RESOLVED (b), that there be a special committee of three or four immediate past Institute directors serving the Gulf States Region who are not presently members of the on the Institute Board to assess the impact of said Institute Board action on the Gulf States Region and prepare a resolution stating support or opposition of said action and that such resolution be presented to the Institute Professional and Industry Directors elected by the members of the Gulf States Region, as well as a copy to each Chapter President within the Region not later than May 31, 2001, and that it be further

RESOLVED (c), that said Institute Professional and Industry Directors exert their position and influence to immediately make this resolution available to the full Institute Board and executive director for the purpose of making them aware of the impact of this action on the Memphis Chapter CSI, and that it be further

RESOLVED (d), that the said Institute Professional and Industry Directors strongly consider rescinding this action and support the re-establishment of the CSI Convention and the CSI Show as a single event to occur as presently scheduled during the latter two weeks of June, and that it be further

RESOLVED (e), that this resolution be entered into the minutes of the Gulf States Region Board of Directors meeting and that said resolution be read aloud at the Region Business Meeting to be held on Saturday afternoon, April 28, 2001.

THE LETTER

BACKGROUND

The following letter was received by all CSI members in February 2001. The letter is unsigned and presumably had the blessings of the CSI Board of Directors and the CSI National Leadership. The implication is that there will be a relationship with the National Glass Institute creating a joint convention. This is a sort of co-branding and a dilution of the CSI convention by being so.

Editor

CSI Membership Announcement

The Construction specifications Institute (CSI) is pleased to announce a strategic alliance partnership with the national Glass Association (NGA) to create **Construct America™** beginning April 9-11, 2003.

These founding organizations have agreed to relocate their trade shows to the same time and location for the next several years. In 2003, 2004, and 2005, The CSI Show and NGA's GlassBuild America™ will co-locate their shows at McCormick Place in Chicago. In 2006, Construct America will be held at the Convention Center in Las Vegas. Beginning in 2007, Construct America™ will be held in Chicago in the odd-numbered years and rotated throughout the country in even-numbered years.

Construct America™ will provide attendees the opportunity to visit thousands of exhibits, attend leading-edge education sessions, and enjoy phenomenal networking events. This strategic alliance partnership was created to meet the needs of the industry by providing the single greatest construction event of the year. Joint opening sessions featuring an acclaimed keynote speaker and a topical state of the industry symposium will provide motivating and important information to attendees.

In 2003, **Construct America™** will represent over 2,000 exhibits, occupying over 700,000 gross square feet, with projected attendance of 20,000 qualified buyers within the construction industry. In addition to the CSI Show and GlassBuild America™, several additional shows are in final negotiations with **Construct America™**. While each association will maintain the management and ownership of its respective show, attendees will benefit from the ability to visit the other shows at no additional cost.

Exhibit hall hours will be adjusted accordingly so that attendees will have sufficient time to visit the exhibits at The CSI Show and GlassBuild America™.

Mark your calendars now for the first-ever **Construct America™** on April 9-11, 2003. This is an opportunity you don't want to miss!

About NGA

Based in McLean, VA, the national Glass Association is the largest North American trade association representing the flat glass industry. NGA's GlassBuild America™: The Glass, Window & Door Expo is a central showcase for the architectural glass and fenestration industries. Its 350+ exhibitors occupy over 1,000 booths and sell to the architectural building and residential markets.



CENTURY OF OPPORTUNITY

Memphis Chapter Products Display Show 2001

POST REPORT

*Charles F. Cooper, CSI, CDT
Products Display Show Chairman*

All at this years show had a good time.

There were 94 booth exhibitors. Included in this years show were free booths for Women in Construction, ABC, AIA, University of Memphis Student Chapter CSI, Memphis Professional Council, Code Enforcement of Memphis and Shelby County, American Subcontractors Association, American Society of Professional Estimators, and of course our own Memphis Chapter CSI (11 free booths).

Adding the paid exhibitors (91) and the non-paid booths (11) our show this year had a total of 103 booths. As of this date there are six outstanding booths owing money for this years show.

A plaque was presented to Bill Kaiser's wife and family in a dedication ceremony at the start of the show. The name of the show is officially changed to reflect the Chapter's thanks to Bill for his many years of service.

Attendance tabulation final count indicates a good turnout with a varied mix of attendees. Total attendance including exhibitor personnel was 836. This was near the 2000 show attendance number. With 14 fewer booths than last year and on the same night as a NIT playoff game for the University of Memphis basketball team the Memphis Chapter CSI Product Show did very well. The response from the exhibitors was and still is very positive and they look forward to being back next year. The report from the majority of exhibitors is that they saw more

design professionals at this show than in the past show.

Our excellent booth judging crew headed by Byron Graves had a very difficult task this year in deciding the best of the best. The 1st place booth prize was won by Memphis Lighting Sales (\$150.00). The 2nd place booth prize was won by Hilti (\$100.00). The 3rd place prize was won by W B & Associates (\$50.00).

This year we decided to give an exhibitor grand prize (\$150.00 gift certificate to Folk's Folly). The lucky winner was Columbia Precast. Roger Teague with Columbia Precast was a new exhibitor this year and says our show is one of the best he has attended on a local level.

At the close of the show CSI gave out three grand prizes. Only the attendees and guest of CSI were eligible to win. The Product Display Show Committee pulled winning booth numbers from the spinning drum and then proceeded to go to those booths and pick a winning name from the fishbowls at the booths. The exhibitors loved this approach. Our 3rd place winner for a \$150.00 gift certificate to Folk's Folly was Allen Short with Ralph F. Hassa & Associates. Our 2nd place winner for a \$350.00 Palm Pilot VII was Sarah Hadskey, AIA with Hnedak Bobo Group. Our final and Number One prize of the night was for a \$750.00 travel certificate from A & I Travel and Jerry W. Durham, FCSI, RA, CCS was

the lucky winner.

This year we had a poster contest to help advertise the show. Students were ask to participate, create teams, and compete for a monetary prize of \$350.00. This prize will be awarded April 12, 2001 at the U of M School of Engineering & Technology at 4:30pm. Matt Trimble and his team are the winners of this year's poster contest.

It was a pleasure to serve this year as the Chairman of the show. I want to thank all my committee members for their help. I also want to thank the CSI leadership in pitching in and helping to make this show successful. I especially want to thank all the exhibitors in attendance and look forward to seeing you at next year's show:-
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Program News

WATERPROOFING

MAY MEETING

Dale Smart, a technical representative for Tremco in Atlanta, will present a program on below-grade waterproofing. Mr. Smart will discuss detailing concepts and product selection, including a comparison of basic types of waterproofing membranes. The program is accredited for one AIA Learning Unit.

JUNE MEETING

On June 8th it will be time again to wrap up another year of achievement for Memphis Chapter CSI with awards to recognize the contributions of individual members. Join us and bring a spouse or friend for this celebration banquet organized by **Kristy Ruff, CSI**. We'll have some live musical entertainment by a hot new Memphis band, *Critical Path*.

JULY MEETING

We will not have a Chapter meeting in July. Have your vacation and we will see you at the August meeting where the new slate of officers will be inaugurated.

Louis Medcalf, CSI, CCS
Program Chair
Hnedak Bobo Group



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Date: *Thursday, 17 May 2001*

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

Location: *Anderton's Restaurant
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Cost: *\$14 for members and guests
\$7 for students*

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FY02 Chapter Leadership

The following list is of members have been elected for the noted positions. Officer nominations were voted on at the April 19, 2001 chapter meeting. There were no changes in the slate as nominated by the nominating at the chapter election. So without further adieu I bring you the FY 02 leadership:

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

Board of Directors

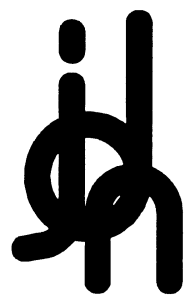
99-02 Professional	Dexter Varnell, CSI
00-03 Professional	Scott Guidry, CSI
01-03 Professional	Bill Morley, CSI
99-02 Industry	Jim Neison, CSI, CDT
00-03 Industry	Chris Bird, CSI
01-04 Industry	Mark Durham, CSI

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, CSI
Awards	Not filled
Finance	Cliff Watson, CSI
Historian/ Certification	Tommy Smith, CSI, CCS, RA
Technical	Ronnie Bonner, CSI
Education	Ron Roberts, CSI, CCS
Programs / Nominating	Steve Mangin, CSI, CCS, CCCA
Banquet/Christmas	Kristie Ruff
Golf Tournament	Not filled
Conferences/ Convention	Pam Davidson, CSI
Planning	Carl Drennan, CSI, CDT
Operating Guide	Wally Bostelmann, FCSI
Fellowship	Gary Wagoner, CSI, CCS
Webmeister	Scott Guidry, CSI



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Member News

For some reason, I have not been receiving the New and Renewed Membership announcements from the national office. For this reason, if you have just joined and have not seen your name in print, I apologize. If you will let me know who you are I will gladly publish your name, firm and contact information in the next issue. I did receive the list as of the end of march and we have one new member listed:

Mr. Sonny Jones, CSI
P.O. Box 284
Batesville, Mississippi
Voice: 901.452.4214, fax: 901.452.5471
Email: csjones@hbginc.com

Sonny is a project manager with Hnedak Bobo Group Architects, Inc.

We welcome Sonny to our chapter!

Industry News

HIRING WOES

Because of the recent economic boom and growth in popularity of high-tech careers, hiring has become more challenging. In fact, 61 percent of firms surveyed for ZweigWhite's 2001 Policies, Procedures & Benefits Survey said they think hiring is "very difficult"-which continues to steadily increase from 54 percent in 1999 and 57 percent in 2000.

A third of firm managers surveyed said turnover is higher among recent college graduates than among all employees. They credit that

turnover to competition from technology firms and say the answer to attracting new talent may lie in nonmonetary benefits young professionals find attractive, such as flexible work hours. The survey found 79 percent of firms now offer flex time, the highest percentage since the survey was first conducted in 1995.

From ZweigWhite's Web site at www.zweigwhite.com



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Specifications

Spec Boner's



This month's boner comes from specifications contained in general notes on the drawings prepared by a food service equipment consultant. After writing several notes addressed to mythical persons (Food Service Contractor, HVAC Contractor, Plumbing Contractor, Electrical Contractor) despite being informed that there is only a single GC on the project, this consultant comes up with the following contractual requirement:

Ventilation requirements given on these plans are only for foodservice/laundry equipment to be furnished by the kitchen equipment supplier.

General ventilation requirements for food service/laundry areas are their responsibility of the mechanical engineer or architect. [He doesn't know which.]

Taken in the context of the other notes that have parallel construction but where the "responsibility" is assigned to one of the various contractors that the consultant imagines are on the project, this statement means that either the architect or its mechanical engineer are going to provide [= pay for] the ventilation systems shown on other drawings!

