



## A "Paneful" Experience

The Santa Clara Valley Chapter of The Construction Specifications Institute (CSI) would like to extend an invitation to you to join them on Thursday, February 5, 2004 for dinner and to find out more about the energy impact of glazing.

Our speaker, George Loisos will discuss a brief history of glass, its energy impact and the application of glazing technologies that are currently available and coming to market.

George Loisos is a partner in LOISOS + UBBELOHDE ASSOCIATES. The firm provides design research and consulting services focusing on energy efficiency and sustainability, specializing in daylighting, energy analysis, and building performance including glass specification. They have worked on a diverse mix of projects, both domestic and international, ranging from the Oberlin College Environmental Studies

Center, to Johnson International Headquarters, the Frederick R. Weisman Art Museum, and NIKE European Headquarters. They bring a unique perspective to projects, integrating both architectural and engineering approaches to building design.

For over 15 years, the firm's partners have been at the forefront of ongoing university and industry-sponsored research activities in daylighting application, energy simulation techniques, and climate response. They also participate on a variety of technical review committees and are frequent lecturers at educational conferences for technical and design professionals.

AIA/CES Learning Units: This program meets AIA/CES criteria. Participants will receive 1 hour of LUS (learning units) which also applies to 1 HSW (Health, Safety Welfare) hour.

When: **THURSDAY, February 5, 2004**

Location: Ramada Inn Silicon Valley, 1217 Wildwood Avenue, Sunnyvale (Lawrence Expressway and 101)

Times: Social hour: 6:30 PM

Dinner: 7:00 PM

Dinner menu: Fresh Salmon, spinach salad, grilled vegetables, fresh rolls, and a chocolate delight for dessert. (Vegetarian meal available if requested when you register)

Dinner Cost: \$25 per person

Program: 8:00 PM

RSVP: Please call Harry Hedges (408) 378-2762 and leave a message or email [hharki@aol.com](mailto:hharki@aol.com)  
RESERVATIONS ARE REQUIRED \*\*\*\*\* Call prior to Noon on Tuesday, February 3, 2004\*\*\*\*\*

## Minutes of the Board Meeting

### 2003-2004 Board of Directors

#### Officers

##### PRESIDENT

Jim Balboni  
408-328-4211  
[jimbalboni@msn.com](mailto:jimbalboni@msn.com)

##### PRESIDENT-ELECT

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##### VICE PRESIDENT

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##### SECRETARY

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##### IMMEDIATE PAST-PRESIDENT

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408-988-4965  
[Bossbid@aol.com](mailto:Bossbid@aol.com)

##### INDUSTRY DIRECTOR

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650-856-8899  
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Carl Bredl  
415-601-8728  
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##### PROFESSIONAL DIRECTORS

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[krista@aba-arch.com](mailto:krista@aba-arch.com)  
Hannah Moyer  
650-298-8150  
[hmoyer@watrydesign.com](mailto:hmoyer@watrydesign.com)

##### REGION DIRECTOR

Gilbert Johnston  
925-449-1908  
[gnpagil@comcast.net](mailto:gnpagil@comcast.net)

CSI, Santa Clara Valley Chapter

PLACE: Ramada Inn,  
Sunnyvale

DATE: January 08, 2004

TIME: 5:00 PM

PRESENT: Jim Balboni,  
Julie Brown,  
Hannah Moyer,  
Krista Nelson,  
Gilbert Johnston,  
David Ingram,  
Marvin Bamburg,  
Carl Bredl,  
Gus Sharvey.

#### 1. Meeting was called to order by Jim Balboni.

#### 2. Minutes from last meeting were accepted.

#### 3. Budget:

- Treasurer's Report was distributed by Marvin.
- Income is still greater than expenses.
- Jim is still to act on \$10K Money Market Account.
- The Treasurer's Report was approved by the Board.
- Dave moved to raise the Chapter dues from \$35 to \$45. The motion carried.

#### 4. Regional Director's Report:

- Regional Meeting is set for January 31, 2004
- Annual Reports must be submitted to Regional in January.
- Gil will contact Committee Chairs for report information.

d. Gus will compile and complete report forms in the future.

#### 5. President's Report:

- There will be no golf in January.
- The kitty will not last long the way things are going. We need routine income sources and a chairperson to manage an additional income stream.
- Package deal from SpecSource was distributed to Board.
- Dave suggested arrangement with 8 to 10 sponsors for a "Sponsorship Program." A Finance committee was formed to look into this option and the opportunities that should be provided to a sponsor.

#### 6. Unfinished Business, Strategic Focus Meeting:

- Meeting is still set for February 10, Tuesday, at Otis Elevator's office from 4 PM to 6 PM.

#### 7. New Business:

The Ramada Inn is increasing its house dinner charge to \$21 for 2004. August will have no chapter meeting

#### 8. Committee Reports:

- Golf Tournament Committee: Jeff Cremona was not present because of sickness in the family. Mike will help Jeff in the beginning. No tournament in January.
- Education Committee: Hannah stated that educational

Board continued on Page 3

## SUMMARY

**Board** *continued from Page 2*

seminar will be postponed.

c. Krista moved to establish committees specifically for Golf Tournaments and Educational Seminars. Dave seconded, and motion carried.

d. Certification: No report.

e. Editor/Publications: No report.

f. Website: No report.

g. Operating/House: See 7 above.

h. Membership: Carl stated that membership now stands at 101.

i. Awards: No report.

**9. Announcements/Open Discussion: None.**

**10. Meeting was adjourned 6:36 PM.**



### MORE THAN YOU EVER WANTED TO KNOW

If the population of China walked past you, in single file, the line would never end because of the rate of reproduction.

If you are an average American, in your whole life, you will spend an average of 6 months waiting at red lights.

It's impossible to sneeze with your eyes open.

Leonardo Da Vinci invented the scissors.

Maine is the only state whose name is just one syllable.

No word in the English language rhymes with month, orange, silver, or purple.

On a Canadian two dollar bill, the flag flying over the Parliament building is an American flag.

Our eyes are always the same size from birth, but our nose and ears never stop growing.

## 2003-2004 Committee Chairs

### EDUCATION/INCOME STREAM TASK TEAM

Jeff Cremona  
408-328-4215

[jeff.cremona@otis.com](mailto:jeff.cremona@otis.com)

Rick Aquino  
408-730-9500

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### PROGRAMS

Krista Nelson  
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Hannah Moyer  
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### AIA LIAISON

Krista Nelson  
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### MEMBERSHIP

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Ron Adams  
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### EDITOR

### AWARDS/HISTORIAN

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### WEB MASTER

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### RAFFLE/FUND RAISING

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**Advertise  
in the  
Santa Clara Valley CSI  
Summary**

## West Region News

### INSTITUTE DIRECTOR

John McCaffrey, CSI, CCS,  
AIA, SCIP  
415-695-9280

[jpmccaffrey1@comcast.net](mailto:jpmccaffrey1@comcast.net)

### Region News – January 2004

*By John Patrick McCaffrey, West  
Region Director, Professional*

Wow! 2004 is here. I hope you had a great Holiday season. We are now moving into the Institute's and West Region's election process. This article will be short due to the Candidates' election statements published herein. I want to apologize to Valarie Harris for not mentioning earlier that she has been nominated for Institute Vice President- Industry. So please vote for her also. We are not running against each other since there are two vice president positions open, one for an Industry member and one for a Professional member.

The West Region Mid-Year meeting will be held January 30 - 31 at the Courtyard by Marriott, Oakland Airport. I will report on the meeting afterward.



## INFORMATION FOR UPCOMING CSI ELECTIONS

It is an important time for all CSI members. We have an opportunity to use the power of a vote for the upcoming elections. February is that time of year to vote for different positions within CSI.

This year we have two local people running for two different Institute positions – to represent the West Region. Please vote for them, so that the West Region voice can be heard by Institute.

### Candidate Statement

Nominee for Vice President,  
Executive Committee, Professional

**John Patrick McCaffrey, FCSI,  
CCS, AIA, SCIP**

#### Specifications Consultant

As an architect writing specifications for other architects, I have relied heavily on technical resources that are available from CSI. Additional technical resources are needed to meet the challenge of the national mandate to design and specify energy efficient structures. I will promote CSI's involvement in the development of technical standards for this effort.

Through my participation as CSI's Liaison to the National Institute

of Building Sciences National CAD Standard (NCS) Project Committee, I have seen first hand the desire of engineers to get on board and to be involved with the development of construction documentation standards. We must continue to enlarge the circle of participation within CSI to include more engineers, particularly those involved with communications, low voltage and security issues.

A further opportunity to expand CSI's circle of participation lies with the recruitment of drafters, intern architects and engineers who may have been overlooked and would benefit from membership in CSI.

With the completion of our new expanded editions of the MasterFormat and the Manual of Practice, we are now challenged to implement these flagship standards within the construction industry. CSI is up to this challenge and I will devote time and energy to assist in this endeavor.

There's a lot going on in CSI and I'm proud to be an active member. It is an honor to be a candidate for the position of Vice President, Professional to serve on the Executive Committee. With your vote, I will continue to work to achieve the goals of CSI.

**Candidates** *continued on Page 5*

## SUMMARY

Candidates *continued from Page*

### Candidate Statement

Nominee for Vice President,  
Executive Committee, Industry

**Valarie J. Harris, CSI, CCPR**

Business Affiliation: Contract  
Construction Representative,  
Best Access Systems

Chapter Affiliations: Los Angeles  
(1991-present), Orange County  
(1991-2002), Portland (1998),  
San Diego (1999-present) and  
Honolulu (2001-2002)

CSI is one of the best-kept  
secrets in the construction indus-  
try and sometimes from our own  
membership. The board and staff  
have taken very positive steps  
recently to improve our commu-  
nications with our members and  
the industry. As a member of the  
Institute Board for three years I  
am well aware of the Institute's  
challenges and successes.

A common thread throughout  
my CSI experience is being a  
communicator and implementer  
including:

- using email and a monthly  
newsletter column to share im-  
portant developments and issues  
with West Region members

- preparing for and running  
board meetings as President of  
the West Region
- demonstrating fiscal responsi-  
bility as Controller, chairing the  
2003 Product Show Committee  
and assisting on many commit-  
tees for the Los Angeles Chapter
- staying long after chapter meet-  
ings to talk about CSI
- creating and participating in  
a Region Conference Advisory  
Committee to provide a confer-  
ence call forum for past, present  
and current Conference Chair-  
persons to share information  
and help each other plan our  
conferences
- editing a rewrite of the Specifi-  
cation Competition Committee  
Guide
- co-chairing a Region team on  
Governance Documents for the  
West Region

I believe collaboration, com-  
munication, and follow through  
have always been my greatest  
strengths and that I can make a  
significant positive contribution  
to the future of CSI through  
service as Institute Vice Presi-  
dent. It would be a privilege to  
represent you.

\*\*\*

### Planning Calendar 2004

The Educational Seminar for  
January 24 - To Be Rescheduled

Chapter Meetings:

February 5 - Energy and Glazing

March 4 - Tile Council of Ameri-  
ca's New Handbook

April 1 - Under-floor Air Systems

May 6 - Wood Preservatives

June 3 - Installation of Officers

Educational Seminar

May 22 - Seminar on Specification  
Writing Principles

### New Members

This past quarter we have had  
three new members to welcome:

Jeff Cremona  
Otis Elevator Company

Kathy A. Lightell  
Draeger Construction, Inc.

Thomas L. Chamberlain  
MBA Architects

We look forward to meeting you  
at an upcoming meeting.



**Dave Ingram, CSI**

Architectural Services

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## SUMMARY

Then there are two candidates running for the **West Region** position that will be vacant when John McCaffrey's term is over.

Please take a few minutes to read the candidates' statements and remember to VOTE.

### Candidate Statement

Nominee for Institute Director,  
West Region, Professional

**Bryan J. Varner, CSI, CCCA**



The honor of being nominated to serve as Institute Director is exceeded only by my excitement in the chance to represent the West Region as an advocate on the Institute board and to serve the region at the highest level. CSI has afforded me many ways to serve the industry that has supported my life. Being Institute Director will allow me to give back even more.

As a construction lawyer, arbitrator, and mediator, I have served in many different capacities in managing and resolving construction disputes. I have helped many people in virtually every area of expertise in the construction industry. Through my work as a legal analyst, advocate, and mediator, I have become a skilled

and effective communicator.

Having served as President of the Redwood Empire Chapter and Co-Chair of the 2002 West Region Conference Host Committee, I worked closely with people in formulating and implementing plans and programs. Through my service as the Redwood Empire and West Region Membership Committee Chairs, I am keenly aware of the value and benefits CSI provides its members and the construction industry. I am committed to improving these services, growing CSI's membership, and in enhancing awareness of CSI and its influence in our industry.

Most members who are active in region activities find value in the camaraderie and sharing of ideas and experiences among the chapters. I am committed to encouraging all chapters to focus on the mission work of CSI and to resolve the differences that invariably arise in human affairs in timely and professional ways. Cooperation and participation are the keys to maximizing the value of membership in CSI.

If elected, I promise to serve the Institute to the best of my abilities, as well as to lead the West Region in collaboratively promoting CSI and in developing our chapter and region leadership. I look forward to your support and vote.

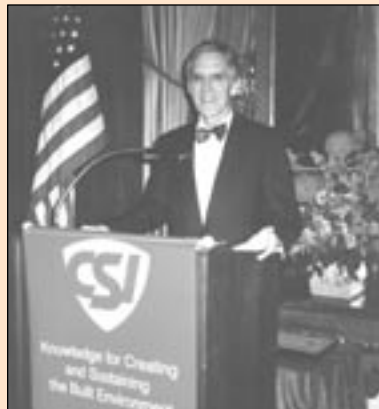
### Candidate Statement

Nominee for Institute Director, West Region, Professional

**Edmund C. Buch, CSI, CCS, AIA**

I think the heart of CSI is in the local chapters. As West Region Director, I will concentrate my energy on making the chapters of the region stronger by supporting chapter leaders in their efforts to develop interesting programs at monthly meetings. As a result, attendance at monthly membership meetings will become increasingly desirable. I will also work with Region committee chairs to increase the scope of leadership training programs at the Region Conferences. Development of upcoming leaders is the most important task before us in our chapters and in the leadership of the West Region.

I will be an effective advocate on the Institute Board for the concerns of the West Region membership. A renewed emphasis on the advancement of construction technology at the Institute is an area of particular concern to me. I will also communicate the Institute Board's actions to the membership by preparing newsletter articles and through visits to the local chapters. Effective communications between the Institute and the chapters in the West Region will thereby continue in the future as it has recently developed by the current West Region leadership.



## TechNotes

### Ideas and Challenges, Part 2

Although many of our documents began as individual efforts to solve problems, maintenance of existing documents should involve a larger number of participants. CSI offers the opportunity to participate in such Institute-level work through its Corresponding Committee program. All members are eligible to participate in corresponding committees; all that is necessary to be considered is to submit a form that asks for information about experience and interests.

Despite the existence of this opportunity, relatively few of CSI's members have taken part in review or revision of existing documents. We could certainly make better use of corresponding members, and region chairs are in an excellent position to encourage participation. Region chairs should:

Explain to chapter chairs how the corresponding committee program works, and ask them to pass this information on to their chapter members.

Encourage chapter chairs to actively seek out qualified individuals who might be interested in becoming corresponding members.

Develop region and chapter focus groups for technical topics. While we're trying to get members to contribute, we must remember that ours is a non-profit

organization, and we generally don't pay people for their work. This makes public recognition of effort extremely important - not only to acknowledge those who have contributed, but to encourage participation by others. Region and chapter chairs should seek out and recognize individual, chapter, and region technical excellence.

One of the most interesting ideas we discussed is the formation of a Council of Region Technical Chairs. This group would ensure that useful ideas, documents, and technology developed by individuals or chapters would be shared throughout the organization. By accumulating information about the abilities and interests of members, it would also recommend candidates for region and Institute task teams and committees.

The council of RTCs could serve as the head of a structured virtual committee, including potentially all members, to offer assistance to TechCom when needed. Many TechCom tasks require quick action, and cannot wait for the time it would take to pass the issue on to regions and chapters, and wait for response. Other jobs would benefit from additional input, and many of those would be easier if there were a formal method for soliciting, evaluating, and accumulating responses. The council of RTCs could facilitate such efforts, making use of the personal relationships between RTCs and the chapter technical chairs.

There has been much debate

about the value of regions. Why should we keep them, when Institute committees can now communicate directly with all chapter chairs - or even all members? The potential for close personal relationships between Institute committees and region chairs, between region chairs and chapter chairs, and between chapter chairs and members, may be the most important benefit of our Institute-region-chapter structure. Sure, I am now able to e-mail a request to every one of our members, but you can guess what the response would be. The same request, coming from a friend in the same chapter or region, would be far more likely to get a response.

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FCSI, CCS, CCCA on the web at  
[www.CSI-MSP.org](http://www.CSI-MSP.org)

### Benefits to New Low-E Glass

Those involved in commercial and institutional building have a myriad of factors to consider: energy codes, aesthetics, owner's objectives, needs of occupants, budget, and ground-breaking and completion dates.

Now, Pilkington has developed a new glass type that capitalizes on its own leadership in pyrolytic technology to meet many of these considerations.

"Pilkington Eclipse Advantage Reflective Low-E Glass is the world's first architectural pyrolytic glass to combine subtle reflectivity with desired thermal

and solar control performance,” explained Stephen Weidner, Vice President of Sales and Marketing, Pilkington Building Products North America. “In addition, for a reflective glass it offers a surprisingly high level of visible light transmittance.”

The key benefits of Pilkington Eclipse Advantage Glass are: Thermal and solar control, lower reflectivity, crisp aesthetics and increased visible light transmittance. Visit [www.pilkington.com](http://www.pilkington.com) for more details.

## SSU's Salazar Hall Wins National Award

A unique combination of energy efficient measures such as cooling systems, lighting control, window glazing, and on-site solar power in the remodeling of Salazar Hall on the Sonoma State University campus has earned the building project a national award for energy efficiency.

*Energy User News* honored the former campus library remodeling project at its 2003 Energy Efficient Building Awards ceremony held during the World Energy Engineering Congress of the Association of Energy Engineers in Atlanta, Georgia on November 14, 2003.

The awards recognize innovations in building management and energy efficiency that provide unique building solutions and also achieve significant energy and cost savings.

## TechTalk

The original concept was a sound one - create a process by which construction projects would be built for the least cost, thus saving the taxpayers a great deal of money. Borne from this idea was the competitive bid process, whereby, in simple terms, the bidder with the lowest total price for the project is awarded the contract for the work described in the Contract Documents. The California Public Contract Code requires that this process be employed on all publicly funded projects. But does this longstanding, State mandated system really perform as intended?

After seeing literally hundreds of projects bid in this manner, I would argue that, for the most part, it is NOT working as intended and it is time to change the way that publicly funded projects are bid. The rationale behind this point of view is that, in the race to be the lowest bidder, contractors submit bids which do not cover the entire scope of work contemplated by the project. For example, it is not unheard of for contractors to assume monetary placeholders for items of work, to accept low bids from subcontractors while wondering how that piece of the work can be accomplished for such a low amount, or to reduce their profit margins to next to nothing just to get the work. But it's not necessarily the contractor's fault - it's the way that the system is set up that encourages this behavior.

So now the lowest bidding con-

tractor is awarded the contract for the price quoted on the Bid Proposal Form. Maybe for the reasons mentioned above (and rest assured that many times there a plethora of others), the contractor is now pondering the question: “How am I possibly going to make money (or not lose a ton of money) on this project?” Well, the answer to that question is: CHANGE ORDERS! All projects have them, but a correlation could be drawn between how far in the hole the contractor is at the beginning of the job and how many change orders are vigorously pursued during the course of the project. It would not be unreasonable to say that, in many (most?) cases, the low bidder's price plus the total of the change orders would exceed the second low bidder's price by quite a margin.

So how do we fix this situation? I propose that the competitive bid process be maintained, but throw out the lowest bid and accept the second lowest bid. This levels the playing field, eliminates the race to be the low bidder and would force the general and sub contractors to bid the project correctly. But wait, you say, now we're not saving the taxpayers money. Well, given my scenario above, by the time you add in the change orders (and many times also add in the legal fees to litigate disputes over change orders), we're actually saving ourselves a bunch of bucks. Anybody with me on this one?

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