



Program Information

Tuesday, January 30, 2018

Orange County CSI Chapter
Joint OCCCSI/LACSI/IECSI Meeting

Program: 2018 Dodge & Data Analytics Construction Outlook

Speaker: Clifford (Cliff) Brewis Honorary AIACC Vice President Operations Dodge Data & Analytics

Join us to hear the Dodge & Data Analytics forecast for the economy and construction in 2018. Our speaker will be **Cliff Brewis**, Vice President of Operations for Dodge Data & Analytics. This is our annual joint meeting with the Los Angeles CSI Chapter and Inland Empire CSI Chapter.

Cliff Brewis is responsible for the news gathering operation of Dodge Data & Analytics, and is a frequent speaker on the construction forecast. He has over 30 years experience in construction. Cliff has been employed by Dodge/McGraw-Hill for over 25 years, in both sales and operations. Cliff is a graduate in Economics from the University of Michigan, Ann Arbor. He has an MBA from American University in Washington D.C.

Join us for this very informative meeting. Our industry has relied upon the yearly projections of McGraw-Hill Construction/Dodge Data & Analytics for many years. Cliff Brewis never disappoints!

Time: **5:45 - 6:45 PM Social/Tabletop Exhibits/No Host Bar**
 6:45 - 7:30 PM Dinner
 7:30 - 8:30 PM Program

Location: **Phoenix Club**
 1340 S. Sanderson Avenue
 Anaheim, California

Parking: **Free Parking**

Dinner Cost: **\$50 per person for OCCCSI or Non-Members with a reservation**
 Prepaid for LACSI Members with reservations
 \$10 for LACSI Members without a reservation
 \$60 per person for OCCCSI or Non-Members without a reservation

Tabletops: **Product representatives are invited to display at this meeting. The cost for a tabletop is \$100.00 paid to OCCCSI. You may reserve on the website after January 1, 2018. Contact Dana Thornburg at 714.907.3981 for information.**

Reservations required by January 25, 2018. Call OCCCSI at 714-434-9909.

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See our website, occcsi.org, for further disclaimer information.

The **Orange Peal** is published bi-monthly by the Orange County Chapter of the Construction Specifications Institute and is mailed to all Chapter members and other selected CSI members nationwide. Inclusion of articles, announcements, business cards, advertisements and similar information does not necessarily imply endorsement thereof by CSI, OCCCSI or the Newsletter staff.
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Website	open

SAVE THE DATE

May 15, 2018
Specifications Institute Products Show

Marconi Automotive Museum & Foundation for Kids

**1302 Industrial Drive
Tustin, California 92780**

THE PRESIDENT'S MESSAGE

Bryan Stanley, CSI



Holiday Party and 2018

Happy New Year! . I can't think of anything sarcastic to say but maybe if I keep writing a dormant brain cell might wake up. A lot of brain cells have been killed off this Holiday season so I'm going to keep this short.

2017 Holiday Party

While the Anaheim White House continues to rebuild after an electrical fire almost burned the whole place down, Dana Thornburg, our Holiday party chair found an excellent venue at Antonello Ristorante near South Coast Plaza. The room was nicely decorated and felt warm and intimate. The food was excellent and as always entertainment duties fell upon the hands (pardon the pun, he plays the guitar) of William McGlaughlin and his band. I think the only negative was there was not enough dance floor for David Jordan Smith to break loose.

Officially named OCCSI's favorite charity is Catarina's Club. We tossed the "hat" around again this year and our generous group contributed \$1,250. The Chapter will double that amount and present it to Chef Bruno who continues to feed 17,000 "hotel" children a week.

2018

A big change will be occurring this spring. The OCCSI product show is moving its date from October to May. By why Mr. President? We have a little local event occurring in September called CONSTRUCT (the national CSI show) in beautiful Long Beach, California. Thus, we are moving our products show to its original Spring time slot. Those of you who miss having a seminar or two will be happy that there are plans to have at least one speaker at the Spring event which will held once again at the Marconi Museum in Tustin. How do you say "SAVE THE DATE" so people will actually save it? I guess you capitalize it. That means you are yelling when you are writing? Anyway: SAVE THE DATE OF MAY 15.

That's all I have for this message but again, Happy New Year Everyone.

Gary M. Kehrier, CSI, CDT
Specification Sales Manager



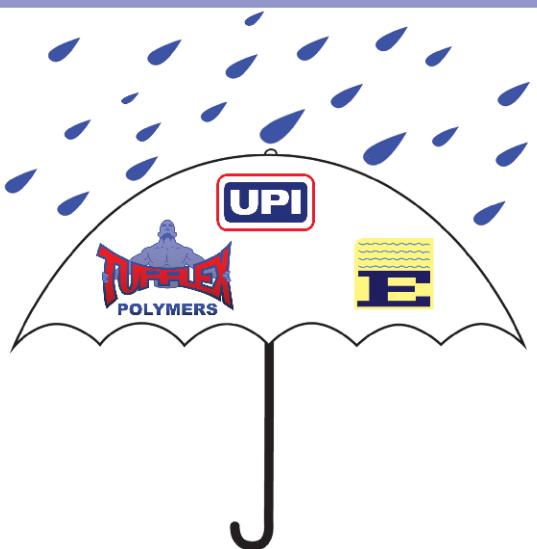
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WREN'S WESTERN OUTPUT

Website Hell?

*By Annette Wren,
FCSI, CDT*

Websites are extremely important in our lives. Websites bring us **EVERYTHING!** On the flipside, working with website developers can be the most painful experience of your life. The comparison would be a root canal without any pain abatement medication. Why?

In the last five years, my experience with the development and redevelopment of our brand websites varies from pain to anger then sheer relief when the website is done. In sharing this with others, I am not alone. Companies large and small have had challenges with their website development. As Colin Gilboy explains it, some website developers want to make your website a "tribute to their abilities". In addition, many problems come from the fact that a website development company enters into contract with you to create your new website, then subcontracts the technical development to someone in a rathole somewhere.

The rathole issues tend to complicate the entire development situation. One issue is the "does not have a clue" syndrome. The website developer has no idea about how your industry works. Instead of your brand product information and literature appearing in the order that a contractor applies them, most website developers want to put **EVERYTHING** in alphabetical order. They will argue that it takes too long and/or their software only works that way. They have technical reasons why you cannot have anything on your website listed any other way than "alphabetical". You can prevail on this issue. It takes patience and a bottle of vodka.

Another issue is the "slot machine" design element, which is "in" for website developers presently. This design element is where the pages of your website fly by after you open it. A recently former developer told me that millennials would not stay on your website if the page stays longer than 15-20 seconds. We had a rather involved discussion about the purpose of our brand website. Our website is a reflection of our hard copy binder and serves those that are using our products or seeking information in order to specify our brand. In getting rid of the "slot machine" design, I shared that very few short attention span millennials are at the top of architectural, engineering, specifications and consultant firms. That was a shock to that developer. He insisted that we need to be ready for the future with short attention span individuals. We had another discussion. It wasn't pretty.

Sometimes, negative website situations have a silver lining. Last month, an incident of total understanding came from a rather difficult engineer as a result of sharing my website pain. During a rather demanding discussion where the engineer was asking me trite nonsensical questions, he noted that something was missing on our website. My emotional "dam" broke! I asked him if he ever had a website developed for him. The engineer immediately felt my pain. We both shared our pain. Suddenly our relationship switched to kindred spirits. You never know!

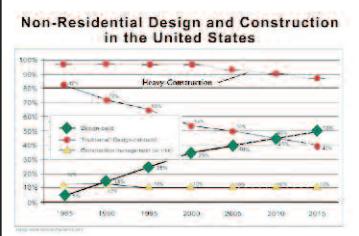
The good news is that the Orange County Chapter of CSI is

WOLFE'S HOWL

By Sheldon Wolfe, RA, FCSI,
CCS, CCCA, CSC

Time for Change?

When I became a specifier, in 1985, all of the projects I worked on used the "traditional" design-bid-build (DBB) delivery method. When I started my current job at BWBR in 1996, all we used was DBB. That shouldn't be a surprise because, at the time, there was nothing else, at least in the building construction industry.



The Design-Build Institute of America (DBIA) was founded in 1993, coincidentally the same year that USGBC appeared. At the time, DBIA made what seemed to be overly optimistic projections of a future dominated by design-build (DB), with a corresponding decrease in design-bid-build. That prediction is nearing fulfillment, though perhaps at a slower rate than first expected.

Despite the growing popularity of DB, my office has been involved in only a few these projects. Even so, we rarely do DBB projects. Instead, we now use almost entirely one of the CM (construction manager) delivery methods.

As we moved away from design-bid-build projects, we changed our specifications accordingly. During this period I noticed a number of changes in the way we did our work. In 1996, we completed design, issued bidding documents, and typically issued only one or two small addenda, often none. Today, in contrast, we break projects into at least two bid packs, issue documents before they are done, issue at least two large addenda, and finish design using shop drawing submittals.

To accommodate these changes, AIA, EJCDC, CSI, and other organizations have been creating new documents and procedures, and, more importantly, contractors and design professionals have been modifying their processes, though in a less coordinated way. The result is less than satisfactory.

In a nutshell, we're using documents and procedures that were written decades ago, designed specifically for DBB. Any other delivery method requires that we use our standard documents in at least slightly different ways, ignore some of them, and often force them to do something they weren't designed to do.

For each delivery method other than DBB, the contractor has already has some relationship with the owner, and has made at least some decisions about how to do the project. In DB and in CM agent projects, the owner and contractor have an agreement and an understanding about how the work will be done. In those cases, there is no point in specifying what has already been agreed to. Even when the CM is at risk, the CM's

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* Malcolm Lowe, CSI		1977-1979
Frank Dave, CSI		1979-1980
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CPSE 2017 EXHIBITORS

We are proud to present our exhibitors from our Construction Products & Services Expo 2017 on October 12th. This column will report on groups of exhibitors in each issue right up to the next show. Learn more about them right here!

WESTERN WALL & CEILING CONTRACTORS ASSOCIATION / TECHNICAL SERVICES INFORMATION BUREAU

BUREAU: The "TSIB" is the technical arm of the Western Walls & Ceilings Contractors Association (WWCCA) serving the communities of Southern California, Southern Nevada, Arizona, Colorado, New Mexico and Utah. WWCCA is the oldest (established in 1901) wall & ceiling association in the West. The success of the association can be attributed to our ability to develop loyal and close relationships with contractors, building code officials, architects, engineers and other industry groups that are unparalleled in the wall and ceiling industry. The technical information gathered by TSIB has been generated through correspondence, educational programs, technical papers and dissemination of industry technical codes and standards. **CONTACT:** BRYAN STANLEY CSI (714) 221-5530; bryan@tsib.org. **TECHNICAL ADVISOR & OCCSI PRODUCT SHOW CHAIR.**

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Event: **Orange County Chapter of the Construction Specifications Institute Products Show**
Marconi Automotive Museum & Foundation for Kids
1302 Industrial Drive
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May 15, 2018

Sponsor: **Orange County Chapter Construction Specifications Institute**

Invitation:

- You are invited to participate as an exhibitor.
- Architectural seminary with a AIA/CES credit prior to exhibits.
- Display your products for local design professionals, owners, contractors, facilities managers and others.
- Exhibit hours are 4:30 p.m. to 7:30 p.m.
- Gourmet hors d'oeuvres passed during exhibit hours.

Reservation: Please make your check payable to the Orange County CSI Chapter. Upon our receipt of your check, you will then receive set-up details and location confirmation. No credit card reservations will be accepted after May 10th. For questions, please call Dave Brown (714) 329-8498, E-MAIL dbrown.dpe@gmail.com or Bryan Stanley (714) 221-5520, E-MAIL: bryan@tsib.org.

Prices of Exhibits:

Tabletops (6' x 2-1/2' table).....	\$700.00 each
Mini-Booths (8' x 2-1/2' table).....	\$800.00 each
Booths (approx. 10' x 8').....	\$900.00 each

For credit card transactions and prices go to our website at occcsi.org

Mail to: Orange County CSI Chapter
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RETURN THIS PORTION WITH YOUR CHECK

Event: **OCCCSI Products Show 2018**
Marconi Automotive Museum & Foundation for Kids

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OCCCSI Holiday Party Memories

(photos by)





Save The Date!

2018 CSI NW+W Region Conference in Girdwood Alaska
hosted by the Cook-Inlet CSI Chapter

May 4-5, 2018

Mark your calendars now to join us at the Hotel Alyeska in Girdwood, Alaska for an exciting weekend of Education, Networking, 2 Day Trade Show and the opportunity to experience all there is to enjoy in the LAST FRONTIER.

Conference Registration Coming Soon!

Hotel Information - Alyeska Resort Page
<http://www.csiwesregion.org/alyeska-resort.htm/>

For more information about the Conference,
please contact Sandi Velleca at svelleca@whpacific.com



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WREN'S WESTERN OUTPUT

(continued from page 4)

about to have a new website developed with all the new updated software. We have been blessed that for over 15 years, Cheryl Bolotin managed and developed our current site. Since she comes from a family that believes in volunteerism and giving, Cheryl has never been paid for her service. Cheryl has resigned as our webmaster and is passing on the torch to a trusted web developer. I thank my daughter for her service for all of these years. Cheryl did a great job! I am very proud of you Cher!

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WOLFE'S HOWL

(continued from page 5)

involvement in the project during design affects the designer's work, and it affects the contractor's work as well.

Because the contractor is already on board, the front end is altered drastically by removal of bidding requirements, and Division 01, much of which tells the contractor how the designer will run the project, can be greatly reduced.

Specifications, instead of telling the contractor what is required, frequently can simply document the decisions of the project team. For example, instead of specifying and detailing a specific waterproofing system and hoping the contractor uses something similar, the designer, contractor, and waterproofing sub get together and figure out the best way to do the waterproofing. The construction documents then document the decisions. The specifications, instead of being several pages long, can be reduced to a simple statement of which products will be used.

Scheduling also has changed. Instead of stating a single completion date for substantial completion, the contractor, owner, and designer discuss how the schedule will be determined and incorporated. Instead of issuing documents on a single document date, we respond to contractors who want documents when they need them, and that often means delivering incomplete documents so the contractor can seek subcontract bids for things that have yet to be designed. Taken to conclusion, all references to phases and bid packs can be eliminated, and the designer can issue information continually. A comprehensive document control system will ensure that everyone has access to only the current information.

The design phase and the construction document phases, then, change from pure design and specification to collaboration and documentation of what was agreed. That being the case, why do we continue to prepare construction documents for other delivery methods in the same way we do for DBB?

Perhaps it's time for the equivalent of a constitutional convention. Let's invite representatives of the traditional entities - owner, designer, and constructor - and their subcontractors, throw out all existing documents, and create new documents and procedures designed for the non-DBB delivery methods.

Are you feeling revolutionary, or are you content to struggle on with what you have?

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WOLFE'S HOWL

(continued from page 10)

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Agree? Disagree? Leave your comments at

<https://swconstructivethoughts.blogspot.com/2017/11/is-it-time-for-change.html>

CPSE 2017 EXHIBITORS

(continued from page 6)

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Double Card Size Ad	\$350.00
Quarter Page Size Ad	\$450.00

Ads should be submitted as camera ready art. If on disc, the format should be Adobe Illustrator or Photo shop. To purchase an ad space please contact Dana Thornburg, CSI (800) 600-6634



(714) 434-9909 (Chapter Hotline) www.occcsi.org

OCCCSI

Post Office Box 8899
Anaheim, CA 92812

MEETING SCHEDULE AND INFORMATION

Make reservations by the Friday preceding the meeting.
Call the Chapter Hotline at (714) 434-9909

UPCOMING MEETINGS:

JANUARY 9 OCCCSI BOARD MEETING (5:30 P.M.)

THOMPSON'S DESIGN CENTER
1716 CASE ROA
ORANGE, CALIFORNIA

JANUARY 30 ANNUAL JOINT MEETING WITH LACSI & IECSI

PHOENIX CLUB
1340 S. SANDERSON AVENUE
ANAHEIM, CALIFORNIA

FEBRUARY 1 NEWSLETTER DEADLINE

FEBRUARY 13 OCCCSI BOARD MEETING (4:30 P.M.)

PHOENIX CLUB
1340 S. SANDERSON AVENUE
ANAHEIM, CALIFORNIA

FEBRUARY 13 OCCCSI MEMBERSHIP MEETING

PHOENIX CLUB
1340 S. SANDERSON AVENUE
ANAHEIM, CALIFORNIA

