

PRESIDENT'S ADDRESS



To all the Great Lakes Region CSI Members,

Here are this month's ramblings from a trusted product representative...

How do you balance professional relationships with personal relationships? Do you ever combine the two? And if so, how did that combination effect you?

The reason I ask is that a mentor of mine recently retired and we had a nice long conversation about what his thoughts were during my interview and how he believed I had a good boundary between my personal and professional lives. But that came from experience, not social skills.

When I first entered the construction materials sales industry in the early 90s, my single day of training consisted of a plant tour, a talk with the national sales manager, a list of customers scattered over five states, product samples and the keys to a company car with the instructions to go out a sell. And if my customers hit their goals, a company trip was awarded. My main responsibility in the territory included the company's largest distributor, about 20% of the company's sales.

Well, my customers met those goals and my wife and along with all my customers and their spouses took a nice trip to a foreign land. After a few days it was apparent that a friendship between this main distributor and my family was starting. Arriving back in the States, there were several family meals, our children were introduced, and they became friends. We all began attending the same church and our daughters even went to summer camp together. The blend of professional and personal, in my opinion at the time, was perfect.

A few years down the road and a couple trips later, I received a phone call one afternoon to attend a meeting at this distributor's office. They had been approached by my main competitor, discussed options with their biggest purchaser and came to the decision to stop buying from me. "Nothing personal, it's just business," was the summary of the conversation by my friend.

So, I've learned a life lesson. I've put up some boundaries, both healthy and unhealthy in my career. I've made several friends and a few that I would even bail out of jail if necessary. It just takes some time, experience and a good sense of character.

To quote Ron Swanson, "I once worked with a man for three years and never got to know his name. Best friend I ever had."

I will be attending CSI CONSTRUCT in Maryland next week. Feel free to introduce yourself if you see me!
Again, ramblings of a trusted product representative... have a great day.

Michael Rathburn, CSI
2019-2020 Great Lakes Region President
District Sales Manager - CENTRIA
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CSI has many facets that can help you professionally. Have you taken advantage of what CSI at all levels can do for you?

[This year, the Board will be meeting after CONSTRUCT in National Harbor, Maryland. We will be considering many innovative initiatives that will help your CSI experience. I will bring you updates next month.](#)

“Save the Date” flyers have been sent out by the GLR Conference Committee. The 2020 GLR Conference will be held April 23-25 in Covington, KY, across the river from Cincinnati, OH. The East Quadrant of the Region is the host organizing committee. The Covington Radisson Hotel will be the venue. Thad Goodman has released “Ten Reasons You Should Go to A Region Conference.” You can find those reasons in an earlier issue of the *GLR Newsletter*. Stay tuned as the GLRC committee will be sending additional information concerning the GLR Conference.

Results of the Outstanding Chapter Commendations have been released. Two Chapters of the Great Lakes Region were awarded this honor: Akron-Canton and Indianapolis. They will receive this honor at the Honors and Award Ceremony as part of CONSTRUCT. I am honored to be named the Emcee of this Ceremony.

Those going to CONSTRUCT should have a great time and experience many new presentations. You should consider going to next year’s CSI Convention to experience a totally unique experience. Next year’s location will be named at this year’s CONSTRUCT in October.

Registration for CDT Exams are still scheduled for this Fall. Dean Borst of the Columbus Chapter will be offering a One Day CDT Boot Camp in Columbus October 19. More information is found else where in this *GLR Newsletter*. CDT and other Certification Exams will be offered next Spring.

I want to invite members to consider worthy candidates for CSI’s Award Program in your Chapters for next Spring. The various applications contain many steps that are required, but now is the time to consider starting the application and start accumulating information. I would be happy to answer any questions that you might have of the steps leading to an Institute Award Nomination. Many of our Region Members were honored to receive many Institute Awards this year and I know there are others that are worthy that should be nominated next year.

Drop me a line or call about any concerns or questions about CSI.

Thanks!

Jack

Jack P. Morgan, FCSI, CDT, CCS, CCCA, AIA, SCIP, USGBC, LEED Green Associate

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Great Lakes Region, CSI – Institute Director

CERTIFICATION QUIZ ANSWERS
ANSWERS: 1. - d [PDFG 11.3.11.3]*; 2. - c [PDFG 12.4.4]*; 3. - a and d [PDFG 9.9]*; 4. - a [PDFG 14.8]*;
5. - c [AIA A201, 3.9.1, 3.9.3]*
*PDFG Second Edition (October 2019, GLR Newsletter Electronic)

The TOP TEN reasons to attend the Great Lakes Region Conference.

April 23-25th 2019

Host Chapter: Cincinnati

Radisson Hotel

668 W 5th St, Covington KY 41011

- 1. Chapter Presidents** are Directors of the Region Board.
Required to attend the annual board meeting as a voting member/send a proxy.
- 2. New Chapter Officer Leadership Training**
Recently Elected Chapter Officers. Get training to be the best you can be.
- 3. Share Best Practices.**
Officer, Committee or General member- See how other chapters celebrate success.
- 4. Leadership Training.**
Industry best practices benefit everyone.
- 5. Fun, Fun, Fun.**
Zoo Tours. Ball Games. Shopping. Building Tours. Host Chapter events focus on fun.
- 6. New to CSI?**
Find out what the Region is all about
- 7. Get an Award!**
Comprehensive Awards program- submit and show off!
- 8. See the Host City**
Come see the host city. Experience it with someone who lives in the area/show you all the best places!
- 9. See old friends.**
One of the best things is seeing good friends from year to year.
- 10. Meet New People.**
One of the best things is meeting new people from year to year.
- 11. Vote!**
The Region has one face to face meeting each year. It happens at the Region Conference. Come and let your voice be heard.

The 2020 CSI Great Lakes Region Conference

Cincinnati, Ohio - April 23 - 25, 2020

Call for Sponsors

The purpose of CSI is to bring all partners from the construction industry together. The 2020 CSI Great Lakes Region Conference will bring together CSI members and guests from Ohio, Kentucky, Indiana, Michigan, and West Virginia. Through your sponsorship, you will be able to reach the design, contractor, and supplier communities from five states at the same time by sponsoring a single event. Being a Great Lake Region Conference sponsor will provide you with a great connection of your product, and company (and your face if you attend) to many CSI members and guests throughout the region.

Click [HERE](#) to go to the 2020 Great Lakes Region Conference page on the CSI Cincinnati website. There you will find out all about the conference. Purchasing a sponsorship online is easy!

Thank you for your support of CSI!

Thad Goodman, FCSI, CDT, CCPR, LEED Green Associate

2020 CSI Great Lake Region Conference Chair

Construction Design Manager

Nation Gypsum Company

thadg@nationalgypsum.com

614-214-5666



CSI Columbus and CSCC Construction Management *present*
CDT BOOT CAMP AUTUMN 2019
Saturday October 19 8 AM – 4 PM
Davidson Hall Room 229
Columbus State Community College
550 East Spring Street, Columbus OH 43215

SCHEDULE

7:30 – 7:59 AM	Registration
8:00 – 8:05 AM	Welcome and Introduction, CDT Exam Candidate Booklet
8:06 – 8:50 AM	Fundamentals
8:51 – 8:59 AM	Break
9:00 – 9:50 AM	Project Concept, Delivery & Design Process
9:51 – 9:59 AM	Break
10:00 – 10:59 AM	Construction Documents 1
11:00 – 11:45 AM	Lunch (on your own)
11:45 - 12:35 PM	Construction Documents 2
12:36 - 12:44 PM	Break
12:45 - 1:35 PM	Procurement & Preconstruction
1:36 - 1:44 PM	Break
1:45 - 2:35 PM	Construction, Life Cycle and Operations & Management
2:36 - 3:00 PM	Open Forum & Feedback

RSVP seating limited to first 20 attendees. A donation of \$75 is requested with 100% going to the CSI Columbus CSCC Scholarship fund. Make checks payable to: CSI Columbus and mail to: CSCC Construction Management, DH 205, PO Box 1609, Columbus, OH 43216-1609.

NEW for 2019! Eligible for 6.0 AIA-CES continuing education units.

Questions? Contact Dean Bortz, CSI, CDT, CCPR: 614-287-5033 dbortz@cscce.edu

SPRING 2020 CDT BOOT CAMP SATURDAY April 18, 2020

CERTIFICATION QUIZ

1. **Outline Specifications aid in the design process for all of the following except which one:**
 - a. Revising cost estimates and schedules
 - b. Value Engineering studies
 - c. Checklist for selecting products
 - d. Serving the basis for subcontractors in Fast Track Construction

2. **Which bond protects the Owner from losing the benefit of an acceptable bid?:**
 - a. Maintenance Bond
 - b. Payment Bond
 - c. Bid Bond
 - d. Performance Bond

3. **Value Analysis is also called:**
 - a. Value Enhanced Design
 - b. Project Valuing
 - c. Enhanced Engineering
 - d. Value Engineering

4. **Mobilization typically happens after:**
 - a. Receipt or Notice to Proceed and Following a Pre-Construction Meeting
 - b. After Site Mobilization Meeting and Before Receipt of Notice to Proceed
 - c. Receipt of Notice to Proceed and Before Establishing Environmental Requirements
 - d. After Site Safety Meeting and Before Receipt of Notice to Proceed

5. **The Contractor's Superintendent:**
 - a. Cannot be Changed Without Owner's Consent
 - b. Communication is as Binding as if Given by Contractor
 - c. All of the Above
 - d. None of the Above

Answers with source info can be found at bottom of Page 2.

GREAT LAKES REGION CHAPTER CONTACTS & MEETINGS

Chapter	President	Email	Meeting Date	Meeting Location	Meeting Time
Akron-Canton	William Ahern	wahern@hasenstabinc.com	Third Thursday	Varies	5:00 pm
Blue Grass	Scott Noel	snoel@n3dgroup.com	Third Thursday	Common Ground Coffee	12:00 pm
Cincinnati	David Proudfit	Dsp-csi@cinci.rr.com	Second Wednesday	Old Montgomery Inn	Varies
Cleveland	John Workley	john.workley@vocon.com	Third Wednesday	Varies	Varies
Columbus	Brian McNally	bmcnally@meyersarchitects.com	Second Monday	Boathouse Restaurant	11:30 am
Dayton-Miami	Kenneth Oren	kenoren@plasterinfo.org	Third Tuesday	Varies	Varies
Evansville	Mike Vannatter	mikevannatter@sigecom.net	Second Thursday	Varies	Varies
Grand Rapids	Justin DeMarco	Justin.demarco@basf.com	Second Thursday	84th Street Pub & Grille	6:00 pm
Indianapolis	David Fryman	Dave.lodsap@gmail.com	Third Thursday	Willows on Westfield	5:30 pm
Lansing	Roger Donaldson	rogeraia@comcast.net	First Tuesday	Tony M.'s	12:00 pm
Louisville	Cindy Sturgill	Cynthia.r.sturgill@gmail.com	Second Tuesday	Varies	Varies
Metro Detroit	Kevin Bush	kbush@kalwall.com	Second Tuesday	Varies	5:00 pm
Toledo	Gerald Marquette	jmarquette@hansenmarketing.com	Third Wednesday	Scrambler Maries	7:00 am

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