

THE MEMPHIS

PERSPECTIVE

JUNE / JULY 2016 Edition

Invitation

CSI Memphis Chapter Annual Awards Banquet

Saturday June 25

5:30 P.M.

The Butcher Shop

CELEBRATE THE PAST YEAR
LOOK FORWARD TO THE EXCITING NEW YEAR

INSIDE:

New Officers and Board for 2016-2017 ~ Presidents Message ~ Why Join CSI ~

Applications for Payment *by Hans Dietrich Faulhaber, Architect, CSI, CDT*

How did we get here? The good old days *by Sheldon Wolfe, RA, FCSI, CCS, CCCA, CSC*

csimemphis.org

CSI

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 architects, engineers, specifiers, interior designers, contractors, product manufacturers and others in the construction industry.

Membership

Architects, engineers, contractors, and manufacturers—14,000 members strong—are in touch with one another through their Construction Specifications Institute membership. CSI provides contacts in the construction industry as well as provides you up-to-date information to help you do your job efficiently and effectively. Yearly Institute membership fee is \$250 plus \$40 Memphis Chapter fee = \$290; Institute membership fee for an Emerging Professional is \$125 plus \$40 Memphis Chapter fee = \$165.00; and Institute membership fee for students is \$30 plus \$10 Memphis Chapter = \$40.

Contact: Richard Hill richard.hill@basf.com
662-420-9563

Tabletop Displays at Monthly Meetings

At each monthly meeting, the Chapter encourages all members to provide a table display of their product and/or services for inspection and education of those attending the meeting. After the meal and prior to the program, the displayer will be given five minutes to address the group. The table display is also encouraged to be represented during the social hour and after the program for any questions by the attendees. The presentation fee for this time is \$25.00.

Table Top Info. - Mike Zielinski
mzielinski@lrk.com
901-652-5612

The Memphis PerSPECTive Information

The Memphis PerSPECTive is published ten times a year by the Memphis Chapter of the Construction Specifications Institute. Appearance of products or services, name or editorial copy does not constitute an endorsement by the Memphis Chapter of CSI nor any of its members.

Circulation of *The Memphis PerSPECTive* includes over 500 people consisting of members of the Memphis Chapter of CSI, members of the Memphis AIA Chapter, CSI Regional editors, the CSI Institute and other interested persons nationwide. To be included on future mailings, forward your name, mailing address, and e-mail address to the following address:

The Memphis PerSPECTive
P.O. Box 172349
Memphis, TN 38187-2349

You may also access a complimentary copy of *The Memphis PerSPECTive* online at www.csimemphis.org.

SUBMITTING ARTICLES

Readers are encouraged to submit articles of interest within the construction industry for publishing. Articles on individual projects whether currently in design, under construction, or recently completed are encouraged.

Any printed articles, photos or program inserts should be forwarded to:

The Memphis Perspective
Attn: Danny Clark
danny62clark@gmail.com
Or hansfaulhaber@hotmail.com

Articles and images should be submitted in electronic format via digital media or email. Microsoft Word documents are strongly preferred for articles, minus tabs and any other formatting. All images must include a date and caption. If printed photographs are submitted, please include SASE

MAGAZINE ADVERTISING

The advertising rates for 10 issues of *The Memphis PerSPECTive* in printed version and as published in the CSI Memphis Chapter website (www.csimemphis.org) are as follows:

<u>5 Issues</u>	<u>10 Issues</u>		
One-Eighth Page	\$100	\$	200
One-Fourth Page	\$200	\$	400
One-Half Page	\$400	\$	800
Full Page	\$ 800	\$	1,600

Get your company's name in front of a variety of industry professionals—check out our magazine's circulation.

Advertising Info. Contact - Jay Sweeney (901) 260-9670
Email: jsweeney@brg3s.com

June 6 Board Meeting 5:30 pm Allen + Hoshall office

June 25 Annual Awards Banquet

Date TBD Transfer of Power Meeting

Sept. 7-9 Construct & CSI Convention

CSI MEMPHIS CHAPTER LEADERSHIP 2016-2017

President: **Hans Dietrich Faulhaber**

President Elect: **Richard Hill**

Vice President: **Jeffrey Parnell**

Secretary: **Ken Hudson**

Treasurer: **John Bigham**

Past President: **Mike Zielinski**

Board Members:

2014-2017- **Julie Fleming**

2014-2017- **Charles Cooper**

2015-2018- **Pam Davidson**

2015-2018- **Lisa Namie**

2016-2019- **Tommy Smith**

2016-2019- **Susan Evans**



CSI Memphis Chapter President's Message



Hans Dietrich Faulhaber,
Architect
CSI Memphis
Chapter President



Greetings Memphis Chapter CSI!!

Pecora Corporation's **Steve Lawrey**'s presentation "**Demystifying NFPA 285**" was informative as well as entertaining. There was a large amount of discussion between the members who attended and Steve. This was an informative lecture where I am those who attended walked away with new found knowledge. I hope you didn't miss it.

Next month we have our yearly **Awards Banquet**. This year our banquet will be held at the Butcher Shop out adjacent to the Agri-Center. The food and beverage there is always good and let's not forget the fellowship amongst our membership. Oh yeah, and there will be awards to be given out. Be sure to make your reservation today with Pam! And be sure to thank our very own **Susan Evans** for organizing this event!

From what I am hearing we are having continued success in garnering new donations for our **Dempsey B. Morrison Scholarship Fund**. Again, I encourage you to **make a donation** to this very worthy scholarship fund. CSI Memphis in partnership with the University of Memphis provides two scholarships that fully fund the tuition for the two selected students for one year. This can eliminate a financial hardship that might exist and in turn provide peace of mind to the student allowing them to focus on their studies and not fund raising activities. I knew Mr. Morrison and had him as a drafting teacher while attending State Technical Institute at Memphis-now SWTCC. Please consider a donation to this very worthy endeavor. ***If I can donate to this very worthy fund...so can you!***

Once again I ***thank you for the opportunity to serve the chapter*** in this honorable position. I am humbled by the history of this chapter and its membership, past and present and hope to have an effective, productive and meaningful term. My phone is always open so if you have questions, comments, recommendations or simply suggestions give me a call. I'll see you at our next meeting!

Hans Dietrich Faulhaber, Architect
The University of Tennessee

**For Membership, Fellowship and Leadership
Call a CSI Leader Today and Volunteer**

As the 2015-2016 academic year comes to a close, the CSI-S organization reflects on a great and exciting year. This past April and March featured great lectures from Andrew Parks, and Curt Pierce, and also featured the always exciting CSI-S bonfire, this year, held at Tim Michael's house. As well as the bonfire, the CSI chapter also had a fun and successful night at the BUILD/IT event this year, which was a great networking and educational opportunity for several students.

As the year continues to wrap up, the officers would like to thank everyone for their continued support and dedication to this great organization with a special shout-out to Tim Michael, Jeffrey Parnell and Hans Faulhaber, on their great leadership for the student chapter. Another special thanks goes to Nestor Lobos, and Jordan Jafar, the retiring CSI-S officers this year.

For the upcoming school year, please welcome the New President: Lorenzo Rodriguez, The New Vice President: Jules Byers, The New Vice President of Community: Jason Ontiveros, and The New Secretary: Brandon Vineyard. Under their leadership, the organization will continue to do great things.

Thanks to everyone for a great year!

The CSI-S Team

- President**
Nestor Lobos
Fourth Year BFA Architecture
- Treasurer**
Jordan Jafar
Fourth Year BFA Architecture /
BFA Interior Design Student
- Secretary**
Brandon Vineyard
Third Year BFA Architecture Student
- Vice President of Community**
Jules Byers
Second Year BFA Architecture /
BFA Interior Design Student
- Vice President of Industry**
Lorenzo Rodriguez
Second Year BFA Architecture /
BFA Interior Design Student
- Faculty Advisor**
Tim Michael
- Graduate Liaison**
Jeremy Dollar
Second Year Masters Architecture





Read the Construction
Specifier Magazine
On Line at csinet.org
Or get your copy by
joining CSI

Watch CSI's youtube channel

<https://www.youtube.com/user/CSIConstruction>

For:

**Leadership Connect
Training**

BIM Practice Groups

Contract Administration Practice Groups

Specifying Practice Groups

Sustainability Practice Groups

**GO TO
csinet.org
Everything you need to
know about CSI .**

CSI Memphis Chapter Annual Awards Banquet

Saturday June 25

5:30 P.M.

The Butcher Shop

107 S Germantown Pkwy, Cordova, TN 38018

Come and enjoy the fellowship with your construction industry professionals and enjoy a fine meal and libations!

Make your reservations today to attend by emailing or calling:

Susan Evans: susane@henrytile.com or (901) 304-6462



GO TO

csimemphis.org

Everything you need to know about CSI Memphis and more.



Why join CSI?

You should be in CSI if you're an architect, a specifier, a product representative, a contractor, or any other kind of construction professional, and you want to know more than your piece of a project. CSI members have an in-depth understanding of construction because what they know goes beyond their job. They spend time with professionals from other fields, and learn how they fit with the rest of the building team. They are experts in the process of identifying real world building product solutions, communicating those solutions in construction documents, and ensuring that all the members of the construction team are building the facility the owner wants and is paying for. Their employers benefit from their ability to see everyone's role in a project, and because CSI members can deliver on time and on budget.

\$250 - Professional: You author, manage, or communicate building information; to create, interpret, or use construction documents; or to educate, support, or assist the construction industry.

\$125 - Emerging Professional: You have less than three years experience.

\$30 - Student: You are a full-time student in a construction-related curriculum.

Join now!

Questions? Contact CSI at csi@csinet.org or 800-689-2900.

This article explores what an Application for Payment consists of and what actions should be taken when reviewing an application for payment to ensure good construction administrative practices are employed when this review is accomplished.

What is an Application for Payment? An Application and Certification for Payment (henceforth referred to as “pay app”) is the instrument by which the contractor indicates by certification the amount of work that has been completed in a given duration of time with an associated dollar value assigned to the completed work or purchased and stored material.

The pay app for a given project typically arrives on a designer’s desk cyclically every thirty days. The pay app has two primary components that make up the application with various attachments listed in and required by the contract documents. The designer’s job is to review all of the pertinent pay app documents to assure the Owner the contractor is complying with the terms of the agreement as related to the activities for which payment is requested.

The pay app should always consist of a recap sheet and a schedule of values. Typically the industry standard document is the AIA Document G702 which is the actual “application” along with the AIA G703 Continuation Sheet acting as the attached “schedule of values”. The Application and Certification for Payment, AIA Document G702 will provide a wealth of information such as:

- Total amount of the contract
- Total amount of the work completed as a percentage
- Total amount paid for work completed to date
- Total amount of change order costs to date

Total value of the current amount due for the current pay period

This front sheet (AIA G702) is this sheet that the designer will signify certification of the amount due the contractor for the given period after his review of the information listed on the pay app. Typically this review is based on (as the certificate notes...) site observations and the data comprising the above application. It is also the sheet that the contractor will

use to signify his certification of the application’s accuracy as related to the percentages of the work stated to be completed or materials stored in the given period. Even though there is a wealth of information contained on this particular sheet, the accompanying “back up” material (schedule of values and other attachments) should also be scrutinized for it is those documents that are in greater detail and are more telling in terms of specific work accomplished or values of material stored.

The schedule of values is a document that breaks down the construction contract into bite sized pieces organized in the CSI MasterFormat. The breakdown could simply consist of an entire specification division or be subdivided into specific sections for greater detail. Regardless of the degree to which the breakdown is presented this information represents a very detailed analysis of the work activities and materials drawn in a given application.

The AIA Document A201 General Conditions of the Contract for Construction (2007), Article 9, paragraph 2 states that the schedule of values is to be submitted for review prior to the first pay app being submitted. This paragraph goes on to state that the schedule of values will form the basis for review of the pay app. Consequently it is important that the line items be thoughtfully broken down into understandable pieces. The development of the schedule of values is largely a function of the general contractor gleaned the information from his subcontractors who provide labor and material breakdowns for this purpose. The general contractor will then create the schedule of values listing that will be used and, as required by the General Conditions, will submit it for review prior to submitting the first pay app. Once the schedule of values has been established it does not change and is a constant throughout the life of the contract. The dialog that follows assumes the schedule of values has been submitted and reviewed with no exceptions taken.

The designer’s review of the pay app will begin with a comparison of the line items being drawn and their associated percentages of completion with what is actually in place on the project. More importantly, the designer’s review of the schedule of values continuation sheets is to insure there are no items that have been “drawn ahead” where the contractor is essentially requesting payment for services or materials not yet rendered or provided.

Continued on page 10

This issue relates the ability of the contractor (or sub-contractor) to complete the project, having the funds required up to the point of the line item's completion. If drawing ahead is not discovered and funds are not available the contractor could potentially default on the agreement if he can not meet their financial obligations by other means. Essentially (and in theory) the contractor is expected to meet his obligations by the funds disbursed under a given contract and not comingle funds from other projects. So it is very important that each item that is listed as being drawn against be reviewed thoroughly and confirmed for accuracy. The only means to ensure that a complete review of work related to the percentages of completion presented on the pay app is by visiting the site and assessing the work as it sits in place.

The AIA G703 Continuation Sheet acting as the attached schedule of values will also provides a wealth of information such as:

- The appropriate CSI location (specification section) for the item being drawn against as related to the technical specifications
- A brief description of the item
- The scheduled value of the item
- The work completed for this application
- The work completed from previous applications
- The value of stored materials for the current application
- The total value of work completed and stored material to date
- The percentage of completion
- The balance to finish

The amount of retainage for a given line item

Some governmental entities pay the designer based on the percentage of completion for the project. With that in mind, it is very important to the designer that the percentage be accurate because of the direct affect it will have on his invoice. The stored materials line item will trigger the designer to review the attachments to ensure the contractor has supplied the appropriate documentation to protect the owner's interest in the materials purchased for his project by attaching insurance certificates.

Attachments to the pay app can be as simple as the schedule of values only or a number of pieces of information that the designer monitors on behalf of the owner on a monthly basis. Some attachments such as photographs are intended to document the progress status at that given period of time as opposed to convey any sort of specific financial information. Photographs can be used to refute or confirm the percentages the contractor lists for some items, but not all. Other attachments could be insurance certificates for stored materials. LEED attachments are becoming more prevalent such as manifests for tracking construction waste. Regardless of the attachment, the architect should completely review each document in order to confirm it complies with the contract documents as related to the pay app and that the documentation presented represents current and reliable information.

In conclusion, it is very important that the financial picture of the project is accurately determined first by the contractor and sub-contractors when compiling the pay app. Likewise it is very important that the designer reviewing the pay app understand what is being submitted, confirm that the submission is complete and confirm that the submission is an accurate assessment of the financial picture of the project at that given time. The central focus of the review is to assure the owner that the project is factually at the state in which the contractor has claimed. Then, the owner will be protected and the contractor will be paid.

Hans Dietrich Faulhaber, Architect, CSI, © 2016





Dempsie B. Morrison Scholarship Fund

2016—2017 Campaign Contribute Now.

Levels of Participation (Please select one):

- \$500*+ Diamond
- \$400* Platinum
- \$200* Gold
- \$100* Silver
- \$Other Friend

** As a small token of appreciation, for all donations of \$100 or more, the donor will be entered to win (4) four tickets to a University of Memphis basketball game in Spring 2016. This drawing will take place at the monthly meeting in January 2016.*

Contact Information:

Name: _____

Address: _____

Email: _____

Is your contribution a Memorial?

In memory of: _____

Please send acknowledgement to: _____

Please make your fully tax deductible check payable to:

Dempsie B. Morrison Scholarship Fund, Inc.

And Mail form and check to:

**Farrell-Calhoun Paint
Attn: Julie Varnado
221 E. Carolina Ave.
Memphis, TN 38126**

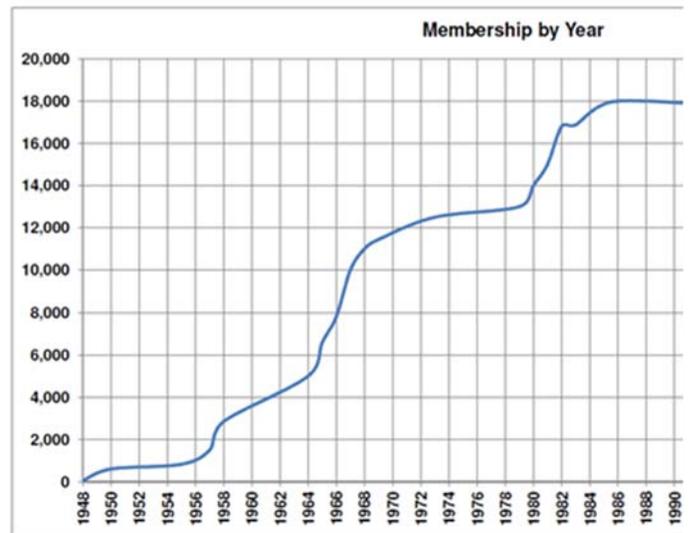
A couple of years ago I wrote two articles about how the number of CSI members and CSI chapters: "[How did we get here? Membership](#)," which showed how total membership changed over the years, and "[How did we get here? Chapters](#)," which looked at the change in the number of chapters during the same time.

One of the things that has plagued CSI for some time is a lack of a tangible something of value. For a very long time, CSI offered useful things of real value. The first part of our membership curve suggests CSI must have had *something* that brought in new members and led to the creation of new chapters. Let's see if we can discover what that something was.

While reading several historical documents, I found nothing that said "We did this and gained 200 members!" but I found a few things that contributed to CSI's growth. Yes, there were a few membership drives, but it's important to understand that a membership drive with nothing to offer probably will be unsuccessful. If you have nothing to offer, what difference does it make if you can get it at half price?

To understand what made CSI grow, we must look at what it was about construction documents that encouraged the formation of CSI. We could search for documents from that time and analyze them, or we could use the original goals of the organization as an indicator of what was wrong with construction documents. Consider this list of the five priorities, and what they suggest - if these things were not problems, there would have been no reason to include fixing them as goals!

- Better specification writing. Unless specifications were poorly written, there would have been no need for improvement. I have read specifications written in the late nineteenth and early twentieth centuries and I will tell you they could have been better. Lacking the guidelines of *MasterFormat* and *SectionFormat*, they appear to have been written in a stream-of-consciousness style, wandering from one subject to another. They were inconsistent in style, format, sequence, and organization, even when issued from the same office.
- Simpler specifications. The specifications I read were short, which made them usable despite other deficiencies. I can only speculate that by "simpler," CSI founders were thinking of consistent formatting and style.
- Standardization of building codes. Unfortunately, CSI has had no influence on building codes, which, if anything, continue to become more complex and often contradictory.
- Standardized specifications for public works at all lev-



els. CSI has had some effect on public sector specifications, at least for the organization of information. Today, most national and many state agencies require compliance with *MasterFormat* and *SectionFormat*. More important, because of the common use of commercial guide specifications and manufacturers' specifications, there is a great amount of standardization throughout construction in the US.

Study of new materials and processes developed during World War II, as substitutes or improvements. Although CSI formally presents discussion of new materials through *the Construction Specifier*, it was the informal networking of members that helped promote new materials and ideas.

Other objectives included: providing a forum for exchange of information among architects, engineers, contractors, building maintenance engineers, educators, and others involved in construction; improving quality, clarity, and technical validity of specifications; developing a greater appreciation of the value of specifications; getting architecture and engineering schools to develop courses for preparing specifications.

The architects who started CSI recognized the chaotic state of construction documents and banded together to bring order to them. How did they do that? What did they do that enticed others to join them?

Continued on page 13

In 1948, CSI had members but no chapters. Even though the bylaws allowed the formation of chapters, with a minimum of ten members, it took a few years before chapters appeared. In 1960, an article titled "Chapters Not Begun" was published in *the Construction Specifier*. It listed ten states that had ten or more members, then encouraged those members to start local chapters. The Metro New York Chapter, with thirty-nine members, was the first, followed by DC and Chicago chapters in 1952, and Los Angeles in 1953.

I believe the founding of chapters was a big step in the initial growth of the organization. It's one thing to know that others share common interests, quite another to meet with them, share information, discuss problems, and work toward the elimination of those problems. Remember, at that time communication was limited to written letters and phone calls. The chapter meeting became an important member benefit and made it easy to show non-members why they should join. Membership drives during these early days were quite successful. In 1956, 300 new members joined in six months, and a membership in 1957 brought in nearly 1,000 members, along with seven new chapters. Clearly, CSI had something to offer, as can be seen on the membership curve.

As noted, what we would call "networking" today was an important part of membership, but what else did CSI offer? *The Construction Specifier*, first published the year after CSI was incorporated, had to play a big part, with technical articles leading the way. 1950 saw the introduction of "Specification Clinic", and it was common for the magazine to discuss how to write better specifications. Carl J. Ebert, the editor from 1949 through 1963, understood what members needed to know and successfully filled the magazine with needed information. The usefulness of *the Specifier* was made evident in 1956 when 800 copies were taken by architects at that year's annual AIA convention.

The early '60s saw the addition of activities and programs that made CSI more attractive and continued to draw more members. Committee work began in earnest, giving more members opportunities to contribute to technical documents. The specifications competition was promoted in *the Specifier*, and region conferences brought members together from larger areas. More technical documents were included in *the Specifier* as "pink sheets" and chapters began technical research.

Two major publications finally addressed many of the problems known to specifiers and manufacturers. A series of

pink sheets titled "A Manual of Practice for Specification Writing Methods" led to the formation of a committee that would develop and publish the CSI Manual of Practice. During the same period, the 20-page "CSI Format for Building Specifications" was published in *the Specifier*, and the original 16 Divisions of *MasterFormat* were introduced. The Spec-Data program, started as a joint venture with the Producers' Council, presented a standard method of presenting information, a great boon to specifiers and manufacturers alike.

Together, all of these things brought great value to CSI members. There were things to do, problems to solve, and face meetings were the way to get things done. By 1969, with the introduction of *SectionFormat*, most of CSI's important contributions to the industry were completed, and the membership curve flattened for the next decade.

The next growth spurt occurred from 1980 through 1996. CSI continued to develop its documents, *MasterFormat* became the accepted standard for organization of all types of construction information, the five-digit numbering system was a great improvement over the limited four-digit system, *Uniform Location of Subject Matter* was published, and in 1978, the CCS certification program was introduced, followed by the CDT, the CCPR, and the CCCA.

Next month, we'll look at what has happened since then.

Sheldon Wolfe, RA, FCSI, CCS, CCCA, CSC © 2016

[Agree? Disagree? Leave your comments at http://swspecifichoughts.blogspot.com/](http://swspecifichoughts.blogspot.com/)

MAKE PLANS
CONSTRUCT AUSTIN 2016
Austin, TX
September 8-9, 2016



President:	Hans Dietrich Faulhaber, Architect
President Elect:	Open NEED VOLUNTEER!!!
Vice President:	Richard Hill, PE
Secretary:	Wendy Cooper
Treasurer:	John Bigham, RA
Past President:	Mike Zielinski, CCCA
UM Student President:	Nestor Lobos
Board of Directors:	Charles Cooper, CCCA Tommy Smith, RA Vacant Pam Davidson Julie Varnado Jeffrey Parnell
Academic Affairs:	Scott Guidry / Wally Bostelmann
Awards:	Dennis Elrod / Jeffrey Parnell
Banquet/Christmas:	Susan Evans
Certification:	Open NEED VOLUNTEER!!
Chapter Operations:	Jim Neison / Carl Drennon
Conference/Conventions:	Mike Zielinski
Database:	Pamela Davidson / Tommy Smith
Education:	Mike Zielinski
Fellowship:	Wally Bostelmann
Finance:	Jim Neison / Carl Drennon
Golf Tournament:	Open NEED VOLUNTEER!!
Historian:	Carl Drennon
Magazine Ads:	Jay Sweeney
Magazine Editor:	Danny Clark
Membership:	Richard Hill
Nominations:	Hans Faulhaber
Planning:	Charles Cooper / John Bigham
Products Display Show:	Scott Guidry / Wendy Cooper
Programs:	Mike Zielinski / Hans Faulhaber
Publicity:	Randall Haynes / Hans Faulhaber
Scholarship:	Julie Varnado / Chris Byrd
Table Top:	Mike Zielinski
Technical:	Hans Faulhaber
Bylaws & Operating Guide:	Open NEED VOLUNTEER!!
Web Management:	Scott Guidry



The Memphis PerSPECTive
PO Box 172349
Memphis, TN 38187-2349



Lana Glessinger
 601-519-1303 Phone
 lglessinger@atgusa.com



**Achieve greater efficiency,
 productivity, and innovation.**



BUILDING RELATIONSHIPS BY DESIGN

www.atgusa.com

ATG USA (Applied Technology Group)
 1400 Lakeover Rd, Suite 150
 Jackson, MS 39213

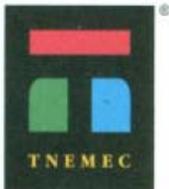
Autodesk
Gold Partner
 Architecture, Engineering & Construction



Anne Roeper, CSI, CCPR
 Southeast US Manager, Specifications

ROXUL INC. ▶ 4115 Waterloo Place, Melbourne, FL 32940
www.roxul.com ▶ Direct: 740-627-6071
 ▶ anne.roeper@roxul.com

NEXGEN COATING RESOURCES
 Independent Representative of Tnemec Company Incorporated
 1231 Antioch Pike
 Nashville, TN 37211
 TEL: 615-333-1000 FAX: 615-333-1006
 MOBILE: 615-604-4921
justin@nexgen-cr.com
www.tnemec.com



JUSTIN TAUTE
 NACE Coating Inspector Level 1 - Certified
 Certification #21993



a Berkshire Hathaway company

Ron Spurlin
 Commercial Sales

9400 Macon Rd.
 Cordova, TN 38016

cell (901) 484-6518
 office (901) 755-9400

E-Mail rspurlin@brick.com

CEILING & WALL SYSTEMS

Between us, ideas become reality



Michelle F. Ashbery, CDT, LEED AP
 Architectural and Contract
 Sales Manager

voice: 877.276.7876
 Option 8, Ext. 8167
 office: 901.854.5077
 fax: 901.854.6649
mfashbery@armstrong.com
armstrong.com/ceilings
 TechLine/Samples:
 1.877.ARMSTRONG (276.7876)

Armstrong World Industries, Inc.
 P.O. Box 3001, Lancaster, PA 17604



Kent Kile, CSI, CCPR
 Architectural Manager
 TN / AR / So. MO
 South Architectural Team Leader
kkile@ppg.com

PPG Architectural Coatings, Inc.
 501 Lafayette Street
 Nashville, TN 37203 USA
 Cell: 615.347.4572
www.ppgpaints.com
www.ppgideascales.com

