



JANUARY 1997

### *Time to Pause*

**T**hank-you to those of you who are reading my monthly messages in this space about the Rep/Specifier relationship and the many who have phoned or written me about them. It is gratifying to know that others feel as passionately about this critical aspect of the building enterprise as I do.

This month I will take a break from writing about my favorite topic .For some of you this news may come as a welcomed respite. No need to respond, thanks.

The February issue will continue with monthly Rep/Specifier commentary by me.

As the calendar year draws to a close I'd like to take a few lines to express my thanks to the product representatives who have made this year exciting and rewarding for me. I am reminded at this time every year of the many people who have responded to help educate, counsel, and collaborate with me on product selection and specifying. The reason I am reminded this time of year is that I reread my appointment calendar for the past year picking out names and addresses for my Rolodex, and making up the Christmas card list of product representatives who have been so critical to my efforts during the year that I consider them consultants as much as product representatives. Thank-you. Especially to the many representatives who have become trusted and indispensable consultants to my work effort in selecting products for our sports facilities, and who along the way have become good friends. So to all of the local representatives, thank-you for your collaboration and service to me and to Ellerbe Becket Sports - Kansas City. To all the many product representatives around the region and country who have helped the contracting side of the projects, making sure that the design intent was achieved in the bidding/negotiation and construction phases. I appreciate their work ethic. Developing tools and techniques to enhance communication and collaboration with my product consultants is one way that I will be investing in these relationships in the coming year.

My tenure as chapter president has nearly reached the halfway mark. The opportunities and rewards of the office have been many. Thank-you to the board, committee chairs and members who have helped me.

The board and committee chairs will meet this month and next to finalize a



budget for the next fiscal year. The service to the members and the industry that they represent continues to expand with opportunities presented to the board and committees. As the service level increases so does the responsibility to sustain and support the increasing service level with resources. It will be a critical challenge for the board to budget and manage the chapter resources of money and talent to meet the expectations of our members and industry.

The board is particularly proud of the Education Committee who will present multi media presentations at seven schools and colleges during the year to students of 2 year and 4 year building related degrees. Many of these presentations are so valued by the faculty and students that the presentations are listed in the class listings every year.

This outreach is important to interest and excite talented students about the building industry and encourage them to seek careers as specifiers and product representatives.

The board and the committee chairs are committed to providing services to the members and the building industry that provide immediate benefit and lasting value. Please join me in thanking them when you next see or talk to them.

Best wishes for a safe and happy holiday. See you next year.