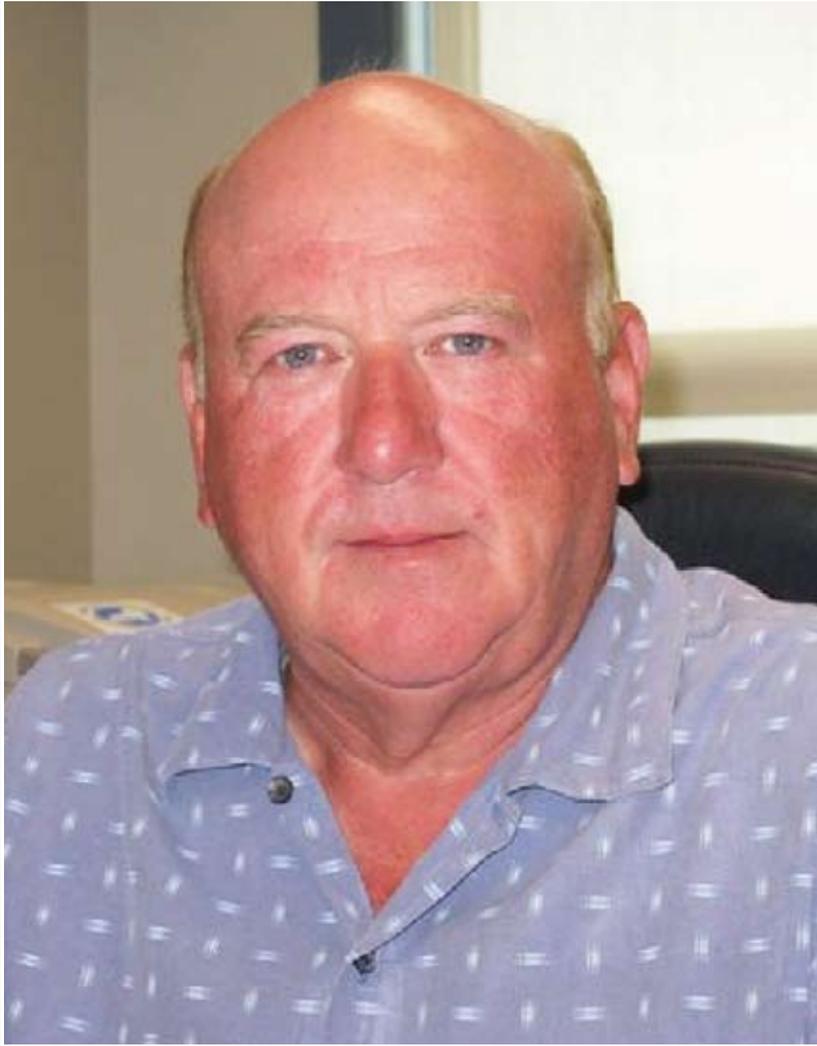


National Institute of Steel Detailing

# Connection

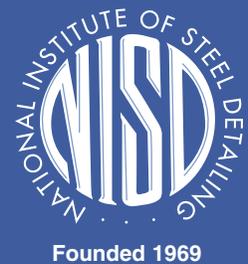
Fall 2008



## Successful Annual Meeting in Phoenix

▶ *Annual Meeting Speakers, page 12*

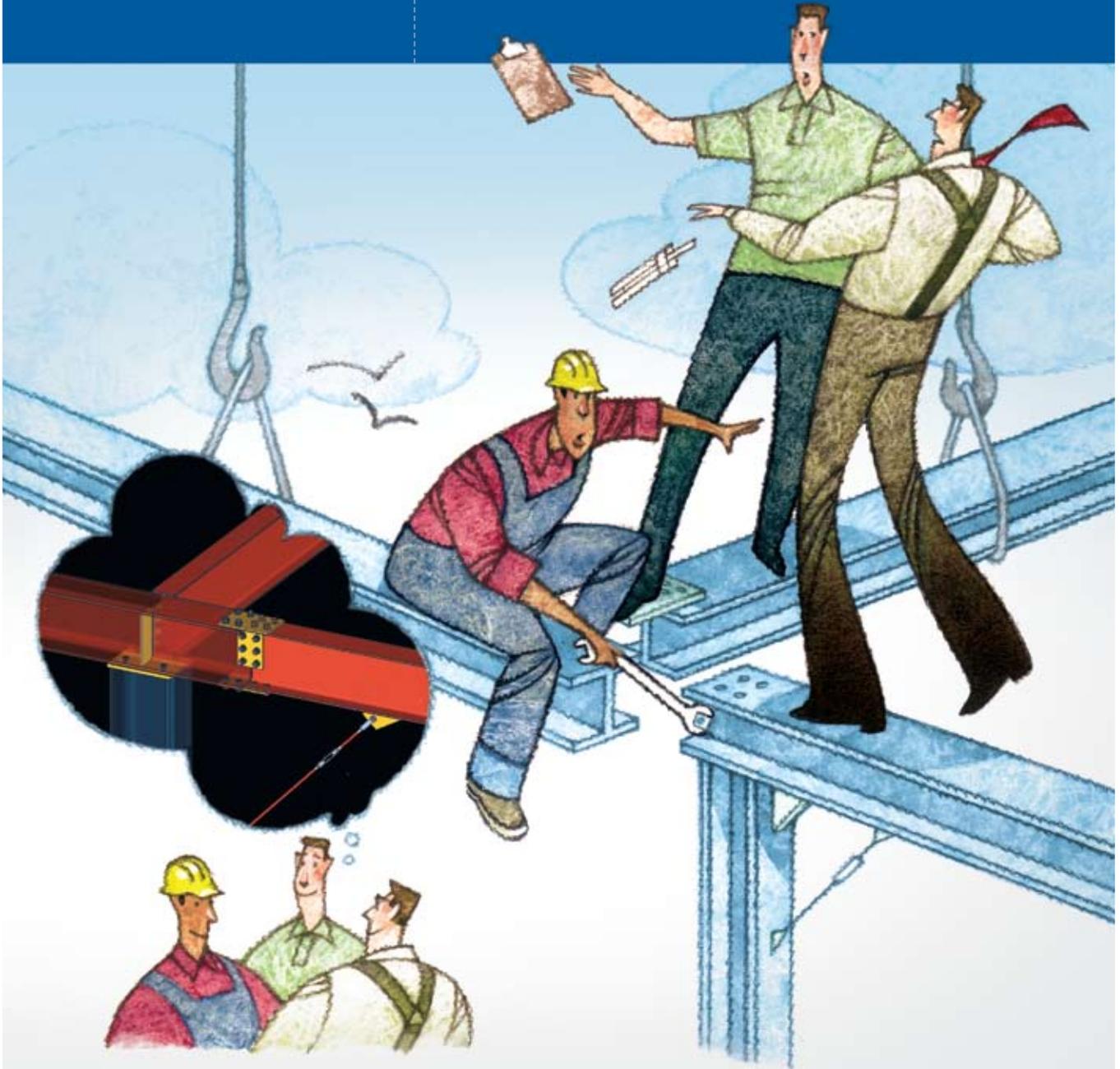
▶ *The Care and Feeding of Detailers, page 16*



**SDS/2**  
DESIGN DATA



BIM STARTS WITH CONNECTIONS.



**Connecting with your partners has never been easier.**

Make BIM more than a buzzword. Implement a BIM work process in your company using SDS/2. With features and products like CIS/2 interfacing and the Global Review Station, SDS/2 helps create better connections with your project partners. The result: less repetitive data, better communication and short project completion dates. Stop talking about BIM and start profiting from it. Call or visit our Web site today.

[www.sds2.com](http://www.sds2.com)

800.443.0782

402.441.4000

e-mail: [info@sds2.com](mailto:info@sds2.com)

# Connection

**National Institute of Steel Detailing, Inc**  
 Stephanie Andrew, *Administrator*  
 7700 Edgewater Dr., Ste. 670  
 Oakland, CA 94621-3022  
 510.568.3741, Fax 510.568.3781  
*email: nisd@sbcglobal.net*

## President

Robert Beauchamp  
 Québec Chapter 514.748.6161  
*robert@datadraft.com*

## Vice President

Michael D. Bowers  
 Southwest Chapter 972.226.6433  
*mike@mdbowers.com*

## Secretary-Treasurer

Paul E. Crockett  
 Member-at-Large 508.660.8954  
*paul.crockett@comcast.net*

## Chapter Directors

**Alberta**, Terry Devine

780.465.1520, *terry@mddrafting.com*

**Arizona**, Dennis Stevens

480.802.6805, *idarizii@aol.com*

**British Columbia**, Richard Stern

250.248.4871, *rstern@detailedesign.com*

**California**, Fred Tinker

310.522.1530, *main@pacificdrafting.com*

**Central**, Chris Harms

816.903.9533, *chris@hrsteeldetailing.com*

**Dixie**, vacant

**Midwest**, Leonard Olszak

219.887.1555, *mcd@netmitco.net*

**Northeast**, Michael Pelliccio

203.949.1952, *michael.pelliccio@snet.net*

**Ontario**, Christine McCulloch

613.394.4224  
*christinemcculloch17@hotmail.com*

**Pacific**, John Linn

925.443.3363, *jla-jtl@pacbell.net*

**Pacific Northwest**, Dave Buck

541.389.2893

**Pittsburgh**, John Metcalfe

412.373.2640, *metcalfe51@aol.com*

**Québec**, Gérard Barbeau, P.E.

450.621.5557, *mail@cadmax.ca*

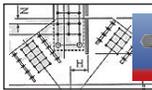
**Southern**, Joel Hicks

205.228.0960, *jth@structuraltech.com*

**Southwest**, Mario Webber-Rookes

972.578.0001, *wrdetinc@wrdet.com*

ISSN#1076-5523



## FROM THE PRESIDENT

# AISC - Greater Resources to Draw from

At the last board of directors meeting in Phoenix, we were pleased to have as our guest, Mr. Scott Melnick, Vice President of AISC and Editor of Modern Steel Construction.

In addressing our board, Scott put forth a very interesting idea for a closer working relationship between NISD and the AISC Detailing Committee. The AISC Detailing Committee often times is duplicating programs or doing similar projects already in existence at NISD. Scott would like us to try to come up with a plan for our two groups to form a joint association that could work together and have shared responsibilities with the single goal of advancing and promoting steel detailing for the betterment of the steel construction industry.

Our NISD board of directors is open to the idea since they understand the detailer's role in the quest to make steel the material of choice and as long as we do not lose our identity and/or our autonomy it should be considered as positive.

We could for instance bring in our documents and our existing publications, improve them, and distribute them through AISC's publications department. We could combine some of our committees with those of AISC resulting in stronger committees with greater numbers of volunteers. We would have greater support and participation for our Individual Detailer Certification and Quality Procedures programs.

Over the years we have experienced greater and greater difficulty in finding volunteer help from our members. The hardest workers and those who do most of the work for the Institute are a few of the oldest members. If these few guys stop and say "no more" for whatever reasons, who will step up to take their place?

If we merge some of our activities in some way with the AISC Detailing Committee we will have far greater resources to draw from and a much bigger pool of potential volunteers. For both NISD and AISC this opportunity to combine forces could be a real plus for both of us and should not be left unattended. It is to the benefit of all in the steel industry.

After reading this message, please give me your thoughts on this most important matter, especially in light of what is going on in the world financial markets right now!

Your board of directors will be in serious discussion on this issue at the October board meeting, so chapter directors should be given input from their chapter members. Please let your voice be heard.

Our future needs YOU !

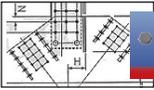


**Robert  
Beauchamp**  
President



## CALENDAR

<b>January 24 2009</b>	<b>NISD Board Meeting</b> Kansas City, MO
<b>March 12-14 2009</b>	<b>SEAA National Convention &amp; Trade Show</b> Kingston Plantation Myrtle Beach, SC
<b>April 1-4 2009</b>	<b>NASCC</b> Phoenix, AZ
<b>May 14-16 2009</b>	<b>NISD Annual Conference</b> Deerfield Beach Embassy Suites, Florida
<b>June 14-17 2009</b>	<b>International Bridge Conference</b> <i>The David L. Lawrence Convention Center</i> Pittsburgh, PA



## This Issue Presents A Good Overview of Our Annual Meeting in Phoenix

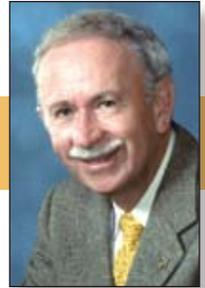
It was such a good turnout for this year's Annual. Everything went so smoothly and the people there were so enthusiastic about it all that it gave me an optimistic feeling for the future of our Institute.

My hope is that the articles and photos in this issue will bring you at least some sense of the feeling of how good it was to be there. I think being in Phoenix was a big part of why the Annual was so good. I always like going there and I can't come up with any reason in particular why I do. It's like an oasis in the desert. It has a resortish kind of feel to it. People there are pretty laid back and everything seems new and clean. There isn't any rust anywhere. They don't have hurricanes or earthquakes. The girls are pretty and they dress appropriately for the hot weather, which I really appreciate.

Jack Metcalfe and I met there many times while working on the revisions to the Quality Procedures Program. It was central for both of us

**Everything went so smoothly and the people there were so enthusiastic about it all that it gave me an optimistic feeling for the future of our Institute.**

**John Linn**  
Editor



and a nice place to work hard. Then in the evenings it was good to relax and enjoy the desert after the sun was down.

If you missed the Annual, I'm sorry you weren't there, but if you ever have an opportunity of going to Phoenix again, don't pass it up. Life is short and with each year that passes, it gets even shorter.

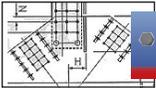
### NOTICE

#### **Proposed amendment to the Constitution and By-Laws that would allow for the formation of Overseas Chapters:**

##### **By-Laws Section B, article 2:**

“A Regional Chapter consists of a group of Members At Large or **Overseas Members At Large**. It will be admitted to membership in the Institute only if its Constitution and By-Laws meet with the approval of the Board of Directors of the Institute.

A Regional Chapter shall be an unincorporated association or membership corporation duly organized under the laws of any **country**, and whose purpose and practices are in harmony with those of the Institute. The formation of a Regional Chapter shall consist of no less than six members, each member meeting the definition of a Member At Large or **Overseas Member At Large**. Whenever the word 'Chapter' is used in the Constitution and By-Laws, same shall be deemed to apply to Regional Chapter, except where otherwise indicated.”



## Man of the Year 2008

Terry Devine of the Alberta Chapter was named Man of the Year at this year's Annual Meeting in Phoenix, Arizona.

President Robert Beauchamp made the award to Terry at the President's Banquet. He cited Terry's many contributions to NISD and his strong commitment to the betterment of the detailing industry. Terry has been the National Director of the Alberta Chapter since its inception. In addition to his board activities, he is co-chair of the NISD membership committee. He also serves as chairman of the National Detailing Committee for the Canadian Institute of Steel Construction and the Alberta region Detailing Committee. Terry was instrumental in establishing the requirement that by 2010, every detailing firm joining the Canadian Institute will need to be QP Certified by NISD, and the individual detailers will be IDC Certified.

Terry and his partner Dave Muir were the co-founders of M&D Drafting in 1988. They now have offices in Alberta and British Columbia and this year are celebrating the anniversary of their twenty years in business.

Terry was born in the northeast of England and after serving his apprenticeship at Dorman Long Britannia Works, he worked in Zambia at their Copper and Cobalt Mining Office. He immigrated to Canada in 1981.

NISD is very proud to have named Terry Devine our 2008 Man of the Year.



**Terry Devine of the Alberta Chapter was named Man of the Year at this year's Annual Meeting in Phoenix, Arizona.**

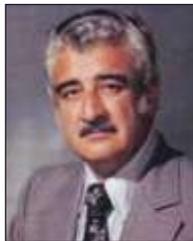


**Terry Devine and President Robert Beauchamp.**

## In Memoriam

by John Linn

Ralph Sorrentino, who was among one of the earliest members of NISD, passed away on January 19, 2008 in Westlake Village, California.



**Ralph Sorrentino**

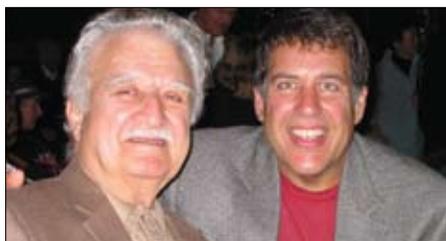
Ralph formed his detailing company, Draftech in Southern California sometime in the late 1950s.

He was one of the front line fighters, along with several other detailing firms, against the State of California. The battle started sometime in the 1960s when the California State Franchise Tax Board tried to levy a sales tax on detail drawings and

make it retroactive for some years back.

The detailing firms prevailed by demonstrating to the tax board that detailing was a service, and not a product; a type of translating service that interpreted design drawings into details that could be built by the fabrication shop.

We who knew him will certainly miss Ralph Sorrentino.



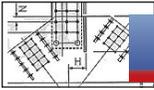
**Ralph and Scott Sorrentino**

MAKE YOUR MOVE

**Get I.D.C. Certified**

**The Newly-Revised Test Is Ready.**

**For an application go to [www.nisd.org](http://www.nisd.org)**



# Board Meeting Highlights May 31, 2008

## Special Guest

Robert Beauchamp introduced guest speaker Scott Melnick, AISC, Vice President of Communications. Scott was given the opportunity to address the board. He defined the AISC as a technical institute and a trade association. His presentation was mainly focused on the relationship between AISC and NISD. Scott Melnick gave several examples of ways that both NISD and AISC could benefit from a closer working relationship. He challenged the board to come up with a plan to merge our programs and those of the AISC Detailing Committee into a unified effort for the betterment of the steel industry.

The discussion concluded with the suggestion of an AISC and NISD joint membership and a larger presence in the AISC Detailing Committee.

## Constitution and By-Laws: John Linn

There have been no amendments proposed for the Constitution and By-Laws. There has been some previous discussion at the board of directors meetings about allowing the formation of Overseas Chapters.

John Linn's last report on January 24, 2008 gave the changes which would be required in the By-Laws if this proposal is passed by the membership at the next Annual meeting. The passage that needs an amendment is:

By-Laws Section B, article 2:

*"A Regional Chapter consists of a group of Members At Large or Overseas Members At Large. It will be admitted to membership in the Institute only if its Constitution and By-Laws meet with the approval of the Board of Directors of the Institute.*

*A Regional Chapter shall be an unincorporated association or membership*

*corporation duly organized under the laws of any country, and whose purpose and practices are in harmony with those of the Institute. The formation of a Regional Chapter shall consist of no less than six members, each member meeting the definition of a Member At Large or Overseas Members At Large. Whenever the word "Chapter" is used in the Constitution and By-Laws, same shall be deemed to apply to Regional Chapter, except where otherwise indicated."*

By-Laws Section B, article 2 is the only section in the Constitution that would need to be amended if our membership wishes to allow formation of Overseas Chapters. We will advertise this to the membership and vote on it at the Annual meeting next year. John Linn will write the amendment.

## Industry Standard Committee: Joel Hicks

The Industry Standard Committee continues to receive and respond to questions from outside sources regarding issues such as backcharges, drawing presentation, and what the Standard Level of Care should be with regard to dimensioning, CNC data, and template information etc.

These questions are usually coming from fabricators, but occasionally they come from contractors, attorneys or even non-NISD detailers.

In almost every case, the person asking the questions or making the requests is grateful to have a credible source of information to turn to. Of course, the most contentious issue that we deal with is backcharges. In responding to questions about what the Industry Standard is regarding backcharges, Joel Hicks always refers to the NISD "White Paper" as our official position. Joel Hicks usually tries to use this as an opportunity to promote the use of QPP certified firms with IDC qualified personnel.

This may be a good subject for an article in the Connection. It would reinforce our position and lend some positive marketing spin to the use of NISD certified detailing firms.

Please feel free to forward ideas or suggestions that you may have regarding these issues to Joel Hicks.

## Membership Committee: Co-Chairs Terry Devine and Fred Tinker

Fred Tinker introduced himself and Terry Devine as the membership co-chairs. Fred Tinker handles membership in the USA and Terry Devine's job will be to handle Canada and other areas.

Fred Tinker asked members to go on line and look at the members-at-large for potential chapter members.

In the coming months Fred Tinker will look at the Dixie and Midwest Chapter to see if there is anything he can do to help their chapters add new members. Fred Tinker will map the members-at-large and review for the forming of a Colorado Chapter.

Terry Devine has spoken with Richard Stern and Brian Pyper to reactivate the BC Chapter. The BC Chapter constitution will be sent to Richard Stern.

The President of the NESDA (New England Steel Detailers Association), Russ Schiebler wishes to form an NISD chapter.

Mike Pelliccio asked that the Individual Associate Membership definition on the membership application be re-phrased. It will now read "Individual Associate Membership is open to a steel detailer who does not own a company. This category also includes other persons interested in the future of the steel detailing industry who do not fall in the category of Regular or Associate membership. This category has limited privileges and

## Membership Statistics

As of May 16, 2008

This report measures the membership statistics based on net changes since the last Annual Meeting

Chapter	Last Report	Lost Members	New Members	Present Members	Percent Change
Alberta	6	0	5	11	83%
Arizona	5	1	0	4	-20%
British Columbia	5	0	2	7	40%
California	17	0	3	20	18%
Central	7	0	1	8	14%
Dixie	3	0	0	3	0%
Midwest	3	0	0	3	0%
Northeast	6	0	1	7	16%
Ontario	9	0	0	9	0%
Pacific	6	0	2	8	33%
Pacific Northwest	4	0	0	4	0%
Pittsburgh	9	0	0	9	0%
Quebec	11	0	1	12	9%
Southern	5	1	0	4	-20%
Southwest	9	0	1	10	11%
Members at Large	113	4	38	147	30%
<b>Total Regular Members</b>	<b>218</b>	<b>6</b>	<b>54</b>	<b>266</b>	<b>22%</b>
Associate Members	40	5	0	35	-12%
Overseas Members	15	0	3	18	20%
Emeritus Members	5	2	1	4	-20%
Individual Members	83	3	25	105	26%
<b>Total Membership</b>	<b>361</b>	<b>16</b>	<b>83</b>	<b>428</b>	<b>19%</b>

benefits of membership, which precludes them from voting and holding office". Jack Metcalfe made a motion to change the definition as stated above, Christine McCulloch seconded the motion and it passed unanimously.

### Education Committee: Christine McCulloch

Work continues to progress on the new NISD publication, "The Detailer's Guide to Cleaning, Painting, Galvanizing and Fireproofing". We have hit a small snag with the American Galvanizers as to copyright issues, but we are working with them to resolve this. Fred Tinker has formed a great relationship with them, and has been

in discussions with Melissa Lindsley, the marketing manager for the American Galvanizers Association to try to reach an agreement. Hopefully we will be able to get this resolved and have the publication ready by summer's end.

Fred Tinker sent the Galvanizing rough draft to the NISD Board with the permission of the American Galvanizers board. Their concern is that we charge for our publications and they do not.

Jack Metcalfe proposed we emphasize our desire to educate and that we are a non profit. Perhaps they are willing to cover the cost of producing the manual and it will be free to NISD members. Instead of producing one manual the NISD would produce three, one for painting, one for galvanizing, and one for fireproofing.

### Individual Detailer Certification Committee (IDC): Mike Bowers

Currently there are a total of 402 IDC certifications held. Of those 402, 5 are Bridge-Class I, 13 are Bridge-Class II, 276 are Structural/Misc.-Class I and 82 are Structural/Misc.-Class II, and 26 are Structural/Misc. and Bridge-Class I. These numbers have moderated slightly, but have been mostly consistent in this range.

Mike Bowers has long been a proponent of the CEU system of maintaining one's certification in lieu of the current re-certification test system. Mike Bowers believes now is the time for the NISD to revamp and bring the program into a format that will not only give great credibility to the program, but will allow each certificate holder to stay current on laws, industry trends, etc.

Mike Bowers knows this will be quite a large step for the Institute, but he believes this must happen for NISD to maintain and hopefully increase our presence in this area of the Industry.

It will be beneficial if AISC reviews the test. Scott Melnick will be sent 10 questions and answers to go in the MSC magazine.

A new bridge renewal test is needed.

### Quality Procedures Program Committee (QPP): Co-Chairs Jack Metcalfe and John Linn

The QP Committee consisting of Jack Metcalfe, Chair and John Linn, continue to meet and discuss how to best implement the newly drafted and Board accepted QP Program. They have also received support from Robert Beauchamp and Mike Bowers who have given their time to meet with them and representatives of Quality Management Company regarding providing auditors for the new program once finalized. They have selected QMC as their first choice for auditors as we believe them to have the most experience in the structural steel field and because we believe that they will be the most helpful in gaining recognition for our

program. It should be noted that Jack Metcalfe and John Linn have not yet finalized an agreement with QMC but are in the negotiating stage. One of the stumbling blocks to completing the program is the lack of dedicated time that the committee has available to finish the language of the draft, attend meetings, develop auditor guidelines and customize auditor training for the NISD program. Our present program continues as before and NISD continues to receive renewal applications as well as new interest.

On 2 June, immediately following the board meeting Jack Metcalfe will be addressing the International Bridge Conference on behalf of NISD. He will be speaking on how to best achieve quality shop drawings within the bridge community and will be presenting the NISD QPP and IDC programs at the conference.

Later this year Robert Beauchamp and Jack Metcalfe will be representing NISD at the National Steel Bridge Alliance (NSBA) Annual Conference.

Peter Timler, the Western Regional Executive Director of the Canadian Institute of Steel Construction (CISC) informed the board that by the year 2010 all detailing members of CISC will be required to be QPP certified by NISD.

---

### **Erector Liaison Committee: Jack Metcalfe**

---

The Erector Committee has had a busy year. Following the last Annual Meeting we have had 2 board meetings with SEAA and, along with Mike Bowers, attended the SEAA Annual meeting. Jack Metcalfe has been elected to the SEAA Board of Directors, representing NISD, and serves on the Detailing Committee. Jack Metcalfe, along with Robert Beauchamp is working with SEAA to rewrite the existing Erector Safety Manual which we co-authored a few years ago and which continues to be in demand. The new manual will contain the same type information relative to the OSHA requirements but will be updated to include considerations and examples for seismic conditions, parameter framing, spandrels and other conditions. Anticipated release date is spring of 2009 and NISD members will receive a free copy of the new manual upon payment of

their dues. The committee redrafting the manual has met twice, most recently in May in Haymarket, Virginia. Robert Beauchamp, at his own expense, has completed 15 new sketches already and anticipates having all the illustrations and sketches completed by his staff this fall.

Jack Metcalfe has been meeting with representatives of the NEA Apprenticeship Training Committee, who, along with Tom Ayres, President of the Pittsburgh Chapter of NISD, are developing a scale model steel structure for training of apprentice iron workers to teach them erection procedures, blueprint reading, etc.

NISD continues to receive a great deal of respect from the steel erection community.

---

### **NASCC Liaison Committee: Robert Beauchamp**

---

NASCC is by far the most important window in the structural steel industry. This is also the best event for NISD to get exposure and make contact with its membership and potential new members. To that end we shall continue this effort as a good partner with AISC into marketing our trade.

Over the years, we (NISD) have been involved in supporting the quest to make steel the material of choice by participating on the exhibit floor and by providing quality speakers and moderators to the detailing track of the event. Additionally many of our members have participated on their own in other sessions, bringing in expertise to support the various topics presented.

I believe it is time that we invest in a new professional look at the booth by spending a little more attention to the documentation handed out and by investing some of our marketing funds into a suitable decor to emphasize our industry, along with a general uniform look for the participants to the event.

The latest NASCC numbers are on the rise (3850) and this will keep growing as some other events will merge or share our event in the future bringing in their attendees.

There is no doubt that engineers are the main group of attendees. Surprisingly

detailers do not fancy the event (109) but do participate in greater numbers year after year on the exhibit floor cashing in on the networking opportunities offered by the event.

We are facing a huge challenge in the years to come as we will be asked to provide more and more speakers/moderators to support NASCC's increasing popularity. This will put pressure on our volunteers and our finances as our Board has backed the latter NASCC's participants with expense coverage.

So I believe it is time that we look out of the box a little and think of partnering with other institutions that could allow us access to a larger amount of the resources available to sell steel.

Our group of volunteers has done a marvelous job, considering all the time and energy that this event demands from non-professional speakers or presenters. I cannot list all of them on this page but we owe them collectively for propagating our trade.

It is now time to look at the future thru new glasses, and get a new vision as to where we want to be in that quest to make steel the material of choice.

The **2009 NASCC Sessions**  
will be held in Phoenix, AZ on  
April 1-4, 2009

**Annual Meeting 2009**  
The 2009 annual meeting will be the first week  
of May at Deerfield Beach Florida.

**Next Board Meeting 2009**  
The next board meeting will be  
Jan. 24, 2009 in Kansas City, Missouri.



National Institute of Steel Detailing  
**Publications Order Form**

**Guidelines for Successful Presentation of Steel Design Documents** \_\_\_\_\_ @ No Charge \_\_\_\_\_  
*....the Steel Detailer's Point of View*

**Certification Programs for Detailing Companies & Individual Detailers** \_\_\_\_\_ @ No Charge \_\_\_\_\_

**NISD Informational Videos:** [VHS only] Introduction to Steel Detailing video \_\_\_\_\_ @ US\$13.00 \_\_\_\_\_  
 Quality Procedures Program video \_\_\_\_\_ @ US\$15.00 \_\_\_\_\_

[Regular, Associate & Overseas *new* members receive 1 copy free of the following manuals & CD]

**NISD Industry Standard Manual** Member price \_\_\_\_\_ @ US\$30.00 \_\_\_\_\_  
 Non-member price \_\_\_\_\_ @ US\$45.00 \_\_\_\_\_

**Detailer's Guide to Welding** Member price \_\_\_\_\_ @ US\$20.00 \_\_\_\_\_  
 Non-member price \_\_\_\_\_ @ US\$35.00 \_\_\_\_\_

**Detailing Guide for the Enhancement of Erection Safety** Member price \_\_\_\_\_ @ US\$45.00 \_\_\_\_\_  
 Non-member price \_\_\_\_\_ @ US\$55.00 \_\_\_\_\_

**Beam Cards [CD only]** Member price \_\_\_\_\_ @ US\$15.00 \_\_\_\_\_  
 Non-member price \_\_\_\_\_ @ US\$20.00 \_\_\_\_\_

[Sorry no invoicing] **Total** \_\_\_\_\_ **Total \$** \_\_\_\_\_

All above items going to addresses within the US include shipping & handling. Please allow 10 business days unless other arrangements are made at additional cost. **International shipping is extra.**

**AISC/NISD Detailing for Steel Construction Manual [Second Edition]: Contact AISC at 847-364-1222 or [www.aisc.org](http://www.aisc.org)**

Name: \_\_\_\_\_

Firm: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ State/Province: \_\_\_\_\_ Zip/Postal Code: \_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_ E-mail: \_\_\_\_\_

**Method of Payment:**  Check   Visa   Mastercard

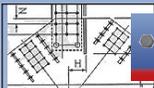
**Make check payable & send to:** NISD, Inc.  
 7700 Edgewater Drive, Suite 670  
 Oakland, CA 94621-3022

**Credit Card Information:** Credit Card #: \_\_\_\_\_ Expiration Date: \_\_\_\_\_

Name as it appears on card: \_\_\_\_\_ Signature: \_\_\_\_\_

Name on card: \_\_\_\_\_ Signature: \_\_\_\_\_ Daytime phone: (\_\_\_\_) \_\_\_\_\_

**For Information:** Tel: (510) 568-3741 Fax: (510) 568-3781 E-mail: [nisd@sbcglobal.net](mailto:nisd@sbcglobal.net)



## Fun and Learning in Phoenix

by John Linn

The 2008 Annual Meeting was one of the best in recent years. The Embassy Suites Phoenix – Biltmore made for a perfect venue for meetings, socializing, and relaxation.

The hotel lobby had lovely waterfalls, ponds and flowing water with palm trees and beautiful plants and flowers abounding. The outdoor swimming pool was just off the lobby and it was a favorite place for people to relax with friends and enjoy a dip in the pool. The meeting rooms were just a short walk down the hall from the lobby.

On Thursday we had the Annual NISD golf tournament, which was held at the nearby Biltmore Golf Club. Over thirty players participated in the fun event. It was a great day of fun and fellowship. This year's winning team was the foursome of Jim Rowland, Chris Moor, Don Grigg, and John Linn.

In the evening we had a good time at the Welcome Reception. There was a nice array of appetizers along with no-host cocktails. Everyone received their conference materials and made plans for activities in the Phoenix area.

The Friday session went from 8:30AM until 3:00PM with an hour break for lunch. During the session Roger Ferch, President of AISC, spoke to us about the future of steel and about the relationship between AISC and NISD. Duff Zimmerman, Vice President of SEAA, gave an update on the erection industry.

Peter Timler, P. Eng., Western Regional Director of CISC, spoke on the current and potential future focus for our industry. Dr. Reidar Bjorhovde, President of the Bjorhovde Engineering Group, spoke on new developments for detailing steel structures. Chris Moor, AISC Industry Mobilization Director, brought us up to date on his marketing activities and the inroads he's made in promoting structural steel.

Don Oborowsky, President of Waiward Steel Fabricators, spoke on gaining a competitive edge in the steel industry. You will find a written summary of each of the speaker's talks printed in this issue of the *Connection*.

Friday activities concluded with the President's Banquet. We enjoyed a delicious banquet dinner preceded by cocktails and hors d'oeuvres. After the dinner President Beauchamp announced the Man of the Year Award. Terry Devine of the Alberta Chapter was given the recognition as NISD Man of the Year for 2008. Please see the complete Man of the Year article printed elsewhere in this issue.

On Saturday there were three speakers who gave us some valuable information on the subject of Small Business Succession Planning. The session led off with Jeffrey Cappellini, Attorney at Law. He explained about estate taxes and how wills and living trusts differ, why you might want to choose one over the other, and the advantages of each. Probate is a state court by which a will is proved to be valid or invalid. Probate also occurs when a person dies without a valid will. In 2008, you would pay federal estate taxes on an estate with a net value over 2 million dollars. Federal estate tax is at about a 50% tax rate.

Rebecca Kennell and Gail Andrews, co-founders of Creative Financial Design talked about innovative strategies for today's complex markets. As financial advisors, they stress the importance of planning one's estate, retirement, business benefit planning, and asset accumulation/preservation. They presented some interesting stories about people who failed to plan their estates properly and ended up losing everything in probate. The entire

program was very educational to us all and it was a wake-up call for most of us to make plans for our estate and our business succession.

Vice President, Mike Bowers, and his assistant, Rachel Nantze did an absolutely fantastic job of planning and organizing the entire conference. Everything ran smoothly and we cannot thank them enough for all of the energy and hard work they gave to



The NISD golf tourney attracted lots of players this year.

make this Annual Meeting such a great success.

We want to thank our many sponsors. Without them this year's conference would not have been the big success that it was. Please show them your appreciation whenever you can.



**Fred Tinker having a chat with Jack Metcalfe**



**Karolyn Linn and Tamre Webber-Rookes**



**Marge and Mike Pelliccio with Vice President Mike Bowers**



**Mary-Jean Crockett and John Linn**



**Nancy Ferch, Roger Ferch and Scott Melnick of AISC**



**The winning team of Jim Rowland, Don Grigg, Chris Moor and John Linn**

# Annual Meeting Speakers

## AISC and the Steel Construction Market

**Roger Ferch**  
*President,  
American Institute  
of Steel Construction*



Mr. Ferch began with a quick overview of AISC and the steel construction market.

He noted that while the past couple of decades have brought many changes to our industry, the future promises even more change.

In 2000, AISC broadened its active membership to include steel producers and service centers and significantly increased its marketing efforts. AISC's marketing efforts paid off and while steel's market share is now at 54%, it reached an all time high of 57% in the first quarter of this year.

Overall, while no one can accurately predict either the depth or length of the current down cycle, there is significant demand for new structures, for new power generation, and for replacement of our aging infrastructure. AISC's job is to prepare the industry and the industry participants to compete for these projects.

There is a prospect of a steel shortage on the horizon and we are competing on a global level. The first round of price bumps was in late 2003 and early 2004. The market settled in over the next year and while more volatile, the prices somewhat stabilized. 2008, and particularly since late March, has made the 2004 round of increases seem tame. Even gas price increases seem mild when placed next to steel prices. This is the driver - a significant increase in steel demand that is expected to increase for the foreseeable future. Material has increased 7% as a percent of total cost during the first half of 2008 and for the first time in 25 years material is the largest cost component of steel construction. After decades of saying least weight does not equal least cost, perhaps now it does.

Mr. Ferch believes that the new global economics coupled with the owner's push for better quality, quicker delivery, and with no surprises, have brought us to a crossroads as an industry. The choice will be for each participant to make, but the choice is clear. Stay with the old, as many projects will continue to be built in the same manner as they have been, or get involved with the new - some new systems are early involvement, design assist, design build, and integrated delivery. All of these systems involve working in a collaborative manner.

We must prepare as an industry for these challenges and we will see a greater opportunity for trade associations to work together, to find and promote our common interests in the process while leaving the business and bottom line decisions to each of the participants.

## A Good Relationship Between Erectors and Detailers

**Duff Zimmerman**  
*Vice President /  
President Elect,  
Steel Erectors  
Association of  
America*



Mr. Zimmerman spoke on the need for a good relationship between erectors and detailers and gave the audience an overview of how the erection community has evolved from the wildcatter with the permanent scowl to the sophisticated, safety-conscious, erector of today. He also addressed the need for continuing education in all areas from blueprint reading to crane operator training and the treatment of multi-language workers. The meeting also gave him the opportunity to explain the goals and programs of SEAA to a very interested group of detailers and other community players.

Several years ago NISD and SEAA combined forces and worked together to publish a very successful booklet for our industry titled "Detailing Guide for the

Enhancement of Erection Safety". Once again they are getting together to write an update of the publication and bring it current with the latest OSHA safety regulations.

Thanks to Jack Metcalfe for submitting this information.

## Current and Potential Future Focus of the Canadian Institute of Steel Construction (CISC)

**Peter A. Timler,  
M.Sc., P.Eng.**  
*Executive Director,  
Canadian Institute  
of Steel Construction,  
Western Region*



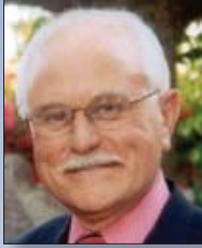
Mr. Timler spoke on the current and potential future focus of the Canadian Institute of Steel Construction (CISC). CISC operates in Canada much the same way that AISC does in the United States. CISC develops publications and standards for the steel industry. They have educational courses, university research programs, and they facilitate scholarships and co-op programs. CISC provides specific project assistance to owners, developers, architects, engineers, and contractors.

Mr. Timler spoke to the issue of globalization of steel production and the impacts of exponential construction growth outside of North America. He noted that the more we attempt to assert control of our markets and business, the more we recognize that the realities of this world are somewhat overbearing. "The only constant we have is change" so we must adapt to survive.

CISC strives to have early project involvement to assure steel frame is chosen. They plan to increase engineering support staff to augment existing services. CISC appreciates the detailing community as a very important partner in the steel industry, and detailer members sit on their board of directors.

## Integrating Current Research and Practical Industry Needs

**Dr. Reidar Bjorhovde**  
*President,  
The Bjorhovde Group*



Dr. Bjorhovde spoke to us about integrating current research and practical industry needs into the practice of structural steel detailing.

In listening to Dr. Bjorhovde's talk it is immediately obvious that this man knows a lot about structural steel. He spoke on almost every aspect of steel from the composition of different steels to the engineering design, detailing, fabrication, and erection of structural steel.

He spoke also on the research and development of steel materials, members, connections, reliability, performance, and codes. We heard about some newer steels including high performance steels, fire resistant steels, seismic steels, off shore structures' steel, low yield stress steels, very high strength steels, and structural stainless steels and shapes.

The changes in steel production methods (including ladle metallurgy furnaces) have resulted in much higher quality material with more uniform crystalline

structure and significantly lower carbon content that gives excellent toughness and weldability, and the old problem of lamellar tearing has effectively gone away. Cambering of beams should be done before any holes are put into the flanges otherwise fracture may take place.

Connection analysis is becoming more critical as fifty percent and more of a project framing cost is tied to connections. Consequently, there is a very large number of current studies of connection behavior and strength including full scale tests.

In conclusion, structural steel is alive and very strong worldwide. Many projects are truly forward looking, offering significant new knowledge and practical applications.

## The Operations of Waiward Steel

**Don Oborowsky**  
*President,  
Waiward Steel  
Fabricators Ltd.*



Waiward Steel Fabricators Ltd. is located in Edmonton, Alberta, Canada. Waiward Steel is currently celebrating

36 years in business and is recognized as one of Canada's 50 Best Managed Companies. In addition to being president and CEO of Waiward Steel, Mr. Oborowsky is also involved with many other companies in the Alberta area, which are in related fields such as residential and commercial development, excavation services, and site preparation, and developer of a 250-acre industrial park.

Mr. Oborowsky gave us a straightforward talk on the operations of Waiward Steel as a major fabricator in Canada. Edmonton is located in a strategic area to serve the structural steel needs of the Canadian oil industry. The source of the oil production is the abundant tar sands located north of Edmonton.

Waiward Steel presently enjoys the position of having 5 to 7 years of planned insurable steel projects. In order to meet the area's demand for structural steel, Waiward maintains an incredible 50,000 tons of stock steel available for fabrication.

With the economic boom that Edmonton has been experiencing, the need for trained ironworkers has been critical. To overcome that critical need Waiward Steel became involved in forming the Alberta Apprenticeship Program, which has been successfully implemented and now turns out some very well trained shop and field workers.

## Thank you to our Sponsors!



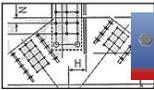
*Webber-Rookes Detailing, Inc.*



*John Linn Associates, Inc.*



*Fine Lines & Friends*



# Cultivating Growth

by John Linn

*Detroit Drafting, LLC. has been an NISD member for a little over a year now. They joined NISD because they have the desire to support their industry – steel detailing.*



Photo by Mark Parker

**Rita Brown**

*Rita Brown, senior partner at Detroit Drafting says that being an NISD member gives their company a forum for discussion with others in the industry who face or have faced some of the same issues that they are experiencing as a fairly young detailing firm. They also value access to NISD publications, which gives them an accepted basis for reference for their interns and staff, in addition to keeping them up to date with new events in the detailing world. Detroit Drafting has not yet looked into becoming QPP Certified but they do plan to get some of their staff certified in the IDC Program.*

*Eventually Ms. Brown would like to assist in opening up the industry further to the next generation in general and to young women in particular.*

*The following article submitted by Ms. Brown embodies some of the business concepts that illustrate the positive attitude for growth that are in practice at Detroit Drafting. I hope that you enjoy it.*

## Cultivating Growth

by Rita Brown, Detroit Drafting, LLC.

Cultivating innovation, encouraging employee participation and opening up to a national and now world playing field is how Detroit Drafting is executing its business model and thriving in a local bear market. Having had considerable experience prior to launching our firm, Detroit Drafting LLC, as founding members, the management team at DD knew that in order to grow as a company, we needed to maintain the old school detailing standards we were taught, and infuse updated technology into the processes.

Business in Michigan’s steel industry today demands that companies who want

to sustain growth move outside traditional geographic barriers; Detroit Drafting is decisively making that move. Using NISD protocols and publications as fundamental building blocks in the DD process was and is an invaluable and effective asset. Dynamic allocation of resources does not negate the tried and true virtues that affiliation with the NISD brings to the table.

It is embracing innovation and coupling it with that old school, real world knowledge that has this mom and pop entity growing into a front line detailing and management group that has, in the first half of 2008, successfully executed multiple projects in 14 states. From Florida to Nevada, New Mexico to New York, Detroit Drafting has cultivated a nationwide network of sustainable detailing success. The last three years has seen conservatively upwards of 40% growth yearly in DD’s core business. Although that has been extraordinary growth, sustaining elevated growth trends even in a par or down market is possible.

## How we are Doing It

### Identifying Issues

Coming from the “hand to board” detailing backgrounds of its principals, necessity encouraged Detroit Drafting to address the issues of a dwindling, qualified local workforce. Without qualified personnel, sustaining, let alone expanding its national market position was a non-possibility. What could DD do that was different to insure long-term growth as well as short-term stability? How could DD expand at a managed rate?

One answer to that query was having the right people in the right place, but with the right people so far and few in between, DD had to cultivate its own “right” people.

Encouraging a vibrant workforce to grow within a corporate structure is an ongoing key to successful future development and something that DD recognized early on. Instead of relying on an aging, industry-specific employment infrastructure, DD decided to think outside the [steel] box. With experienced detailers hard to find, DD began looking at the technical aptitude

of potential employees, and accessing and hiring offshore staff. By training and retraining its people both domestic and offshore, DD acquired a technically savvy, highly educated employee pool that exercise practical detailing and management experience, thus insuring a magnified and consistent return on a modest investment of time and corporate resources.

DD’s signature internship program is an example of implementing innovative mechanisms and is a steady source of entry-level employees. By working together with local colleges, universities, trade schools and the State of Michigan, the program provides valuable training and placement for highly motivated traditional and non-traditional candidates. For interns, they come to DD knowing CAD basics - they leave DD with an invaluable hands-on understanding of detailing, accepted business practices and global markets. And for talented interns, they find a new career in detailing through DD.

The DD Competitive Internship Program creates an opportunity for the company to “try out” potential employees, and affords interns an opportunity to gain real world experience, college credit where applicable, and advanced training on state of the art industry-specific software. Win – win – won.

### Boosting Options

Creating a can-do work environment is a major component of the DD ethic. Empowering employees and supporting their needs is something that DD feels will be vital in future staff retention. How does a small company do that? Flex employee schedules, a modest on-site children’s facility, project-specific staff incentives, competitive salaries, benefits, cooperative entrepreneurs atmosphere, and always a stocked snack room. DD hires are hard-working people who are “all in” when it comes to Detroit Drafting, LLC. In turn, DD is “all in” and fully invested in its staff.

*(continued next page)*

## The Art of the Deal

### Documentation, Communication Is Key

Learning the hard way that documentation is key, and shortcuts, even at a fabricator's request, rarely work in favor of the detailer, DD has made it a point to institute static protocols that clearly define responsibilities and potential fabrication and erection issues, stemming from fabricator directives, that conflict with detailer recommendations. Accommodating a client is always preferred, but clear, up-front communication greatly minimizes potentially negative project outcomes.

### A Word of Advice

The days of a handshake deal are past. Doing due diligence and running comprehensive credit evaluations should also be a part of the project acceptance protocol for any detailer. That being said, as detailers, DD has to rely on the experience and integrity of its fabricators and corporate management team. What DD has done is maintain and cultivate relationships with clients that have proven to be consistently knowledgeable and who are proven ethical entities. You do the right thing because it's the right thing to do, and only do business with clients who understand and mirror that value. If that is a foundation value, then the resulting structure will be sound.

### What's the Next Step?

For Detroit Drafting, it is embracing world markets. Detroit Drafting is poised to recession-proof itself and diversify its markets. Having a domestic highly trained staff enables DD to immeasurably enhance its ability to deliver projects on time, on budget and up to NISD standards.

Innovation, employee satisfaction, managed growth and state of the art technology are all components that will continue to create positive outcomes for Detroit Drafting, LLC. staff, clients and associates. Kudos to those detailing companies that have come before us and with whom we now are proud to stand as colleagues. To the gentlemen at Goodell-Grivas, Inc., Southfield, MI, my father's former detailing-engineering firm, and posthumously to S.C Dutt, my grandfather who was integral to the origination, and expansion of Data Corp Pvt. Ltd. Over 40 years ago – to all of you to whom we owe much, thank you.

## The Pricing Effect

by Chris Moor  
AISC Marketing LLC

### Price changes and the unknown

With the recent increases in price of structural steel, fabricators have found themselves in a position where they cannot always provide clients with a firm price for the material they'll be supplying. With prices changing regularly and the outlook uncertain, many fabricators have begun to include price escalation clauses in their bids and contracts to protect their own exposure to risk. In addition, more and more fabricators are now also asking to be paid for material at the time of acquisition. While these approaches are becoming more widespread, understood, and accepted, they are not always easy to implement depending on the client.

One thing we always recommend to fabricators and contractors is to get involved in projects as early as possible since this will help to minimize the exposure to risk. Many contractors understand the situation with volatile material costs (not just steel), and are beginning to recognize the value of involving specialty sub-contractors earlier in the project. This often enables an earlier purchase of materials and a more accurate—and optimized—material order.

### Steel always gets the headlines—but it's not the full story

Steel makes the headlines, but concrete structures are affected by steel price increases just as much. Concrete contains reinforcing steel (rebar), and when steel prices increase, so do rebar prices! Rebar recently went up in price by around \$300 per ton. When you consider that in a non-seismic zone, the amount of steel in a concrete frame is about 50% of the amount of steel in a comparable steel frame, then the cost differential becomes negligible. And in



Chris Moor

seismic zones, the percentage of steel rebar is even higher! Also keep in mind that the costs of cement, aggregates, admixtures, formwork, etc. have also risen.

Taking into account all the steel in a given building (members, deck, sprinklers, piping, ductwork, studs, rebar, etc.), the average effect on a building for every \$100 per ton increase in steel price is around 3.8% for a steel frame and 3.3% for a concrete frame. That doesn't take into account ANY of the concrete costs or formwork costs!

Looking at it another way, the total cost of the structural steel package (material, fabrication, and installation) is typically 10–12% of the total project cost. Of that structural package, the steel material represents around 30% to 35% of the cost. Therefore, the price of the structural steel material alone is between 3% and 5% of the total project cost.

### Structural steel—the cost leader

Structural steel has been, is, and will continue to be the most cost effective material for building framing systems on the vast majority of projects. This is particularly the case when associated hard costs and schedule dependent soft costs and early revenue generation are taken into consideration. Steel is the leading structural framing material in the United States and is in a dominant position. Currently we have 56% market share and the closest competing material is concrete with a 21% market share—a two-to-one preference for steel across all markets.

So, the next time a story emerges in the media that materials are pushing the price of construction up by 15–20%, know that structural steel represents a small portion of that increase. If you hear of projects being stopped or redesigned due to cost escalation or uncertainty (or any other reason), please don't hesitate to contact AISC—we'd really like to help.

# The Care and Feeding of Detailers

*Overlooked, misunderstood, and often maligned, structural steel detailers nevertheless play a critical role in bringing projects to life.*



**Jack Metcalfe**

by Jack Metcalfe

Usually far from the excitement of steel members being hoisted by a crane, or far from the thunder and sparks that come from the fabrication shop, detailing is accomplished in relative obscurity. The detailer is more often than not in a different city than his client, and perhaps even a different country. Unless there is a schedule crisis, an RFI, or a revision, many in the construction field don't even know that detailers exist – or if they do, they think that it is actually a computer that does all the drafting and the detailers just push the buttons. Many old-time contractors and some inexperienced project managers believe that detailer drawing rooms are part of the fabricator's in-house organization. Project owners and GCs believe the detailer is controlled by the fabricator and is subject to his dictates. They are often astonished to discover that we detailers are now, more often than not, an independent business organization with our own clients, schedules, overhead, employees, and sales to worry about. Times have changed, and the detailer must now wear many hats, not just that of a "produce or perish" draftsman serving one master. But whether an independent entity or part of a fab shop, the detailer must still be a part of the construction team.

There is an old adage about how the more things change, the more they remain the same. As a detailer who has been privileged to serve the fabricated steel construction industry for more than just a few years, it is tempting to believe that. Sure, the callus on my finger has diminished and has been replaced with carpal tunnel, but the holes in mating material still have to match. Erection diagrams are now frequently called "member placement plans," but the detailer still has to show the erector where, and sometimes how, the member is to be properly located in the structure. The design drawings may now be issued in version "eleventy-seven" of someone's software, but it is still the detailer who has to interpret the intent of the design into a set of zero-defect shop and field drawings. Changes in design now often come disguised as "approval comments" instead of revisions, but making the necessary changes to mill orders or shop and erection drawings still costs time – and time is still money no matter how fast electronic changes are supposed to be. The electronic RFI and clarification sketch may have replaced the fax, which replaced snail mail, which replaced the phone. But all of us in the construction business still struggle with costs and delays caused by incomplete or erroneous design information.

Back in the day, any detailing errors the checker found would have to be "scrubbed" by the detailer from his/her drawing, using a rubber eraser, and the corrections made manually with a pencil – an arduous task that made drafters strive for perfect drawings and consequently made for better detailers. Now, in most drawing rooms, it's done with the CAD

system, but the work still requires a checker, and the drafter still has to "back check" and agree with any checker's corrections before fixing the drawing.

And I'm sure that many high-tech gurus would be surprised to learn that there are still a number of highly skilled manual drawing rooms in existence, turning out some very sophisticated work. (I can remember when a mouse was something that snuck into your drafting table drawer and made a nest in the pencil shavings.)

At one time, the only names we had to be familiar with were Smolley, Bruhn, Inskip, Webster, our squad boss, and the paymaster. Now, we have to know HP, Dell, Jobber, Blodgett, Gates, and Google. But regardless of who you know, what you know is still the trademark of a quality detailer. How many other craftspeople have to be knowledgeable in estimating, welding, scheduling, mathematics, scheduling, connections development, spatial concepts, camber, scheduling, mill practices, scheduling, graphics, tension, compression, scheduling, overhead, erection techniques, sales, computers, scheduling, estimating, paint systems, partnering, design-build, and OSHA – not to mention scheduling?

I would suggest that you visit a detailer – or talk to a group like AISC, NISD, or SEAA, all of whom will be happy to share with you their knowledge of this little-known but highly important member of the steel construction team.

*First printed in Modern Steel Construction, June 2008.*

## Federal Highway Administration Says Billions Needed for Bridge Updates

Submitted by Jack Metcalfe

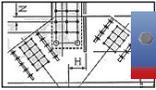
The Federal Highway Administration estimates it will cost \$140 billion if all the nation's 600,000 bridges were repaired or modernized today. Those figures are part of a report issued just last week by the American Association of State and Highway Transportation Officials (AASHTO).

Key findings from the report, "Bridging the Gap: Restoring and Repairing the Nation's Bridges:"

- Age – The average age of the nation's bridges is 43 years. Most were built to last 50 years. Almost 20 percent of what AASHTO calls "baby boomer" bridges were built more than 50 years ago. As age and traffic increase, so does the need for repair.
- Traffic congestion – Many of the nation's large-scale bridges have become "chokepoints" on the country's freeway

system and a drain on the nation's economy. The top 10 highway interchange bottlenecks cause an average of 1.5 million truck hours of delay each year.

- Soaring construction costs – The costs of steel, asphalt, concrete and earthwork have risen by at least 50 percent in the past five years, forcing delays of bridge improvements and replacements. Nearly every state faces funding shortages that prevent them from ongoing preventive maintenance, repair and replacement needed to keep their bridges sound indefinitely.



## IDC INTERVIEW

*NISD established the Individual Detailer Certification (IDC) Program to evaluate an individual's detailing knowledge. This recurring feature will provide insight from detailers who have received their Individual Detailer Certification through NISD. The following interview is with Dima Nazzal, Professional Engineering Consultants, Amman, Jordan*



**Dima Nazzal**

**Q** In which discipline and category are you certified? Bridge, Structural/Miscellaneous: Senior Detailer/Detailer.

**A** I am certified as a Detailer, in the Structural/Miscellaneous discipline.

**Q** How many years of detailing experience do you have?

**A** 9 years; I've been working as a detailer since November, 1999.

**Q** What influenced you to become a detailer?

**A** In Jordan, we mainly use concrete for building. When I first graduated from university in 1999 I had an interview with a company that specialized in designing and detailing steel buildings. I immediately felt that it was the kind of job I was looking for: It was something different, new, and kind of challenging considering the fact that I had only one course of designing steel buildings during my undergraduate years.

**Q** Where did you learn steel detailing?

**A** As I mentioned before, I had no experience in steel detailing when I started my career in 1999. The company's policy was to give new employees some training before putting them on real projects. So, I had a couple of weeks of training on the basics of detailing, of course. Then I was very anxious to start "working". I had my first project, and it was a 40-ton small school site. Everything was new to me, so it took me ages to finish it, but I had a lot of help from my boss and colleagues. Then I took the next project and it seemed much more difficult. This one was for an emergency center in a hospital: trusses with both vertical and horizontal bracing. We were not using any detailing software back then, so I had to work very hard on improving my "imagination" skills, taking into consideration the best interest of the fabricator and the detailer. It was something completely new to me. I truly believe that these two projects put me on the right track and helped me to see the bigger picture. Looking back now, I feel very grateful for my employer ... I do believe that he invested a lot of time and effort on me in those two projects.

**Q** Did your exam results offer an accurate assessment of your detailing knowledge?

**A** When I first had a look on the study guide, I felt a little disappointed. At that time, it was based on ASD 8th edition, and I was using the 9th. But when I took the exam I was much relieved, since I recognized that it was not about memorizing codes or information ... It was more about the way of thinking and assessing the detailer's ability to find solutions, and looking for best answers no matter what codes he/she is using. So, yes, I think that my results gave an accurate assessment of my detailing knowledge.

**Q** What were your expectations of the exam? Would you make any changes to the exam?

**A** Since I did not know anything about detailing before my first job, I felt that I needed to assess my own detailing knowledge. So, I started looking for a detailing certification program when I had 3 years' experience. At the same time, I was looking for a certificate that could give me both credibility and reliability. I do believe that taking the NISD individual detailer exam gave me that.

For the exam, I think that having the correct answers and indicating the answers the detailer's missed would be a great help.

**Q** Why would you recommend the IDC program to others?

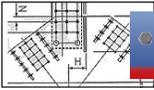
**A** In my opinion, it's a not-for-profit program by a credible organization. At the same time, it keeps you up to date with the 3-year re-certification program. I've been certified for more than 3 years now, and I do believe that the NISD is taking this program several steps forward each year by using the latest codes and methods and by keeping all its members updated with the latest news, technology, releases, and all items related to steel detailing.

**Q** How has your certification helped you in your job?

**A** Being a member of the community of NISD has greatly helped in building my self confidence. At the same time, it has given me the credibility that I was looking for when I first thought of getting a certificate in detailing.

**Q** What advantage over other detailers do you have by being certified?

**A** When it comes to credibility, being certified has really given me the push I needed in that direction. But it has also put more responsibility on my shoulders; feeling that whoever is asking me for detailing advice for example, is considering my certificate when asking. This keeps me willing to improve myself and learn more.



## CHAPTER NEWS & NOTES

### Alberta Chapter

by Terry Devine  
Director

Steel detailing in Alberta is at an all time high. Albertans are extremely busy and there are no signs of letting up. We will be busy for the next few years and because of that, recruiting for all positions is fast and furious all over North America. Here at M&D, we have recruited 6 sub-contractors to help us with the work. All 6 companies are NISD members.



The Alberta apprenticeship program is now in full swing for the fall and spring season. The exams are now in place for 1st, 2nd and 3rd year levels to be written. All the classes are full for our fall shop classes and we are also full for the spring field classes. With the addition of other classes such as Descriptive Geometry, Statics, Strength of Materials, and also Surveying, the next few months will be very busy for the students upgrading to become the best detailers in the business.

M&D Drafting celebrated its 20th year in business with a catered affair on Friday,



**M&D Drafting celebrated 20 years in business.**



**M&D Drafting 20 year celebration.**

September 5. It was attended by employees, business associates, local school officials and government officials. A great time was had by all.

### California Chapter

by Fred Tinker, Director

California Chapter members are giving mixed reports about how busy they are. Different reasons are given for the slow down: election year and economy, along with oil prices and mortgage problems.

This year the California Chapter lost one of its great members. Ralph Sorrentino, one of the chapter's original members, passed away. Ralph was a strong advocate for the steel detailing industry. He will be greatly missed.

Our chapter has attended two tours so far this year. The first was at Calwest Galvanizing plant in Long Beach, CA. They have the largest kettle in the Western United States (60' long x 6' wide x 10' deep). With this size tub they can handle very large pieces in a single dip. This tour also gave me a chance to dust off the talk I gave at the 2007 NASCC in New Orleans and present it to the attendees before we went through the facility. Mr. Andy Lesko the plant General Manager helped with question and answer time after my talk. (See pictures)

The second was a tour through Robinson Helicopter Company in Torrance, CA. The company has about 1,200 employees and currently produces more helicopters annually than all of the other North American manufacturers combined. The organization has a global network of more than 110 factory-authorized dealers and 290 service centers in 50 countries. (See pictures)

Finally, the work-in-progress Galvanizing book is in the hands of the American Galvanizers Association (AGA) for clean up and to add their professional touch.

Have a great winter and Holiday Season!



**California Chapter touring Calwest Galvanizing.**



**Question and answer time at Calwest Galvanizing.**



**California Chapter at Robinson Helicopter Company.**



**California Chapter toured the helicopter plant.**

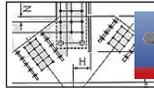
## Ontario Chapter

by Christine McCulloch,  
Director

The Ontario Chapter has been relatively quiet lately as all members

have been very busy. We have spoken about planning a wine tour weekend for this fall, as the last two we hosted were very successful. It is great to mingle with chapter members and their spouses away from the business setting.

The Ontario Chapter Golf tournament was held on September 12th. Every year, our President, Walter Bezuhly of Base Line Drafting along with his partners, Frank Sacco and Henry Neilson put a lot of work into organizing this tournament. It is a great moneymaker for our chapter as a small portion of the fee is donated to the chapter. This allows us to lower our chapter dues so all members benefit from it even if they choose not to participate in the tournament.



QPP

## QPP Renewals

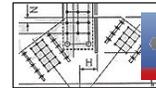
### Members At Large

National Detail Service  
8300 Pioneer Blvd, Suite 101  
Lincoln, NE 68506  
ndsgene@alltel.net

Spencer Reed Group, LLC.  
5800 Foxridge Drive, Suite 307  
Mission, KS 66202  
greg.unruh@spencerreed.com

### Pittsburgh Chapter

John Metcalfe Co.  
500 Garden City Plaza  
Pittsburgh, PA 15146  
metcalfe51@aol.com



IDC

## IDC Program Congratulations!

This regular feature recognizes detailers who have recently taken and passed the IDC test. The listing is by discipline and class.

### Structural/Miscellaneous Senior Detailer – Class I

**Donald Huisenga**  
**Brian Masta**  
Glenn Ihde & Company  
McKinney, TX

### Structural/Miscellaneous Detailer – Class II

**Jothi Abatharanam**  
Quality Steel Solutions, LLC.  
Portland, OR

**Louis Easterling**  
Connected Structural Group  
Las Vegas, NV

**Bhaves Gajjar**  
Glenn Ihde & Company  
McKinney, TX



There's always a solution in steel.



# WhySteel.org

Help us help you to promote the advantages of building with structural steel

**WhySteel.org** provides the structural steel industry with all the reasons why any project should be built with steel and gives hints, tips, and ideas of how to convey those reasons to owners, developers, architects, designers, engineers, and contractors.

**Join WhySteel.org and get access to:**

- > Tools to learn about promoting structural steel
- > Structural steel marketing materials
- > Newsletters
- > Discussion forums

An exclusive online community for the structural steel industry, brought to you by the American Institute of Steel Construction.



# National Institute of Steel Detailing Membership Application

The annual membership cycle runs from June 1<sup>st</sup> through May 31<sup>st</sup>

- Regular Membership** is open to any company that conducts its office in the Americas for, and is regularly engaged in, the business of steel detailing. Such office shall have been conducted for a minimum period of one year. A member in this category may be chapter affiliated or a member-at-large, and has all privileges and benefits of membership including voting and holding office.

**Fee Schedule:** **\$290** for companies with a gross annual income of less than \$250,000 [June-September]  
Prorated dues when joining October-January **\$200** February-May **\$100**

**\$450** for companies with a gross annual income greater than \$250,000 [June-September]  
Prorated dues when joining October-January **\$305** February-May **\$155**

- Associate Membership** is open to any company, national or regional trade or professional association interested in enhancing the detailing profession or the activities of the NISD, whose primary business is not in structural steel detailing. This category includes all privileges and benefits of membership except those of voting and holding office.

**Fee Schedule:** Annual membership fee is **\$360** [June-September]

Prorated dues when joining October-January **\$245** February-May **\$125**

- Individual Associate Membership** is open to a steel detailer who does not own a company. This category also includes other persons interested in the future of the steel detailing industry who do not fall in the category of Regular or Associate membership. This category has limited privileges and benefits of membership, which precludes them from voting and holding office.

**Fee Schedule:** Annual membership fee is **\$65** Annual dues of \$65 are renewable on June 1<sup>st</sup>

- Overseas Membership** is open to any company that conducts a regular office for, and is regularly engaged in, the business of steel detailing outside the Americas. Such office shall have been conducted for a minimum period of one year. Members in this category may vote (no proxy votes), but they may not hold national office.

**Fee Schedule:** Annual membership fee is **\$360** [June-September]

Prorated dues when joining October-January **\$245** February-May **\$125**

- Member Emeritus Membership** is open to any individual who was a former regular member of the NISD and has retired from the competitive field, but wishes to remain active in the NISD. Members in this category may not hold office.

**Fee Schedule:** Annual membership fee is **\$100** Annual dues of \$100 are renewable on June 1<sup>st</sup>

The undersigned hereby applies for membership in the National Institute of Steel Detailing, Inc.

Name \_\_\_\_\_ Title \_\_\_\_\_

Company Name \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State/Province \_\_\_\_\_ Zip/Postal Code \_\_\_\_\_

Country \_\_\_\_\_

Telephone \_\_\_\_\_ Fax \_\_\_\_\_

E-mail \_\_\_\_\_ Web site \_\_\_\_\_

### Payment in US Dollars

Membership Fee: US\$ \_\_\_\_\_

Postage/handling, add: \$24 for Canada \$ \_\_\_\_\_

\$38 for International \$ \_\_\_\_\_

**TOTAL ENCLOSED** US\$ \_\_\_\_\_

### Method of Payment

Check, payable to: **NISD, Inc.**  
7700 Edgewater Dr., Suite 670  
Oakland, CA 94621-3022



MasterCard

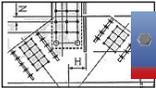


VISA

Number: \_\_\_\_\_ Expiration Date: \_\_\_\_\_

Signature: \_\_\_\_\_

- Check this box to receive a free subscription to **Modern Steel Construction** magazine (U.S., Canada & Mexico only)



## NEW MEMBERS

### Individuals

**Christine Baker**

169 Brownell Street  
Fall River, MA 02720  
Tel: (508) 675-8986  
Fax: (508) 675-0242  
chriskbaker@bakerdetailing.com

**Edmundo Costabella**

Jimenez #904 Col. Las Fuentes  
Piedras Negras, Coahuila 26010  
Mexico  
Tel: 52 (878) 795-2210  
Fax: 52 (878) 795-2210  
ecostabella@yahoo.com

**George J. Fernandes**

220 North Western Street  
Stuart, IA 50250  
Tel: (208) 819-0057  
georgejmf@yahoo.com

**Lorenza Francisco**

6570 – B Cottonwood Circle  
Dublin, CA 94568  
Tel: (925) 875-0635  
Fax: (925) 833-0987  
lorenza\_francisco@comcast.net

**Chris Kammerer**

4404 Windsor Court  
Saint Joseph, MO 64506  
Tel: (816) 294-2055  
Fax: (816) 671-9034  
chris@ckdetailing.com

**Stewart W. Kinnard**

145 Hensley Lane  
Limestone, TN 37681  
Tel: (423) 257-2594  
Fax: (423) 257-2594  
stewkinnard@comcast.net

**Richard Lovelace**

3305 Deer Foot Ln  
Reno, NV 89506  
Tel: (775) 971-9215  
troyanski@netscape.com

**Rene Perrin**

7583 W. Marlette Ave.  
Glendale, AZ 85303  
Tel: (623) 463-6693  
Fax: (623) 934-4089  
rene@yrksteel.com

**Kevin Troska**

158 Deertrack Lane  
Moncks Corner, SC 29461  
Tel: (843) 761-5079  
Fax: (888) 212-6911  
kevint@sc.rr.com

### Associate Members

**IVORY SCALES, LLC**

#3790, 616 Corporate Way, Suite 2  
Valley Cottage, NY 10989  
Tel: (845) 503-2379  
Fax: (845) 503-2379  
amprasad@ivoryscales.com  
www.ivoryscales.com  
A.M. Prasad

**IWL STEEL FABRICATORS**

817 - 50th St. E.  
Saskatoon, SK S7K 3Y5  
Canada  
Tel: (306) 242-4077  
Fax: (306) 934-2827  
drafting@iwlsteel.com  
www.iwlsteel.com  
Glenn Zadorozny

**LB CONSTRUCTION**

8655 Washington Blvd  
Roseville, CA 95678  
Tel: (916) 781-6048  
Fax: (916) 781-6088  
vkravchuk@lbconstructioninc.com  
www.lbconstructioninc.com  
Viktor Kravchuk

**RAMARK, LLC**

375 State Street  
Dexter, IA 50070  
Tel: (515) 789-4411  
Fax: (515) 789-4487  
mchafa@ramarksteel.com  
www.ramarksteel.com  
Michael Chafa

**SKANSKA KOCH, INC.**

400 Roosevelt Avenue  
Carteret, NJ 07008  
Tel: (732) 969-1700  
Fax: (732) 969-3741  
mike.gallagher@skanska.com  
www.usa.skanska.com  
Michael Gallagher

**STEEL JOIST INSTITUTE**

1173 B London Links Dr  
Forest, VA 24551  
Tel: (434) 525-7377  
Fax: (434) 525-7747  
rhackworth@steeljoist.org  
www.steeljoist.org  
Robert R. Hackworth

**TLC ENGINEERING FOR ARCHITECTURE**

6 Cadillac Dr., Suite 200  
Brentwood, TN 37027-5080  
Tel: (615) 297-4554  
Fax: (615) 297-4471  
darryl.peden@tlc-eng.com  
www.tlc-engineers.com  
Darryl S. Peden

### Members At Large

**ACKLAM DRAFTING**

375 Elm Grove  
Tecumseh, OT N8N 4A1  
Canada  
Tel: (519) 979-1674  
Fax: (519) 979-3123  
acklam@acklamdrafting.com  
David Severs

**AiEX TECHNICAL SERVICES LTD.**

5050 Kingway 2nd Floor  
Burnaby, BC V5H 4H2, Canada  
Tel: (604) 639-2208  
Fax: (604) 395-7784  
adelfio@aiex.ca  
www.aiex.ca  
Adelfio Uy Jr.

**ALLIANCE STRUCTURAL GROUP, INC.**

P.O. Box 1226  
Gibbons, AB T0A 1N0, Canada  
Tel: (780) 628-4278  
Fax: (780) 669-9428  
dbredin@asgi.ca  
www.asgi.ca  
David Bredin

**A & P DETAILING & DESIGN, S.A.**

9 De Octubre 1911 y Los Rios  
Piso 20; Office #7  
Guayaquil, ECO90107  
Ecuador  
Tel: (718) 554-3094  
larana@apdetailing.com  
www.apdetailing.com

**ARENA INTERNATIONAL**

George Town  
Cayman Islands  
Tel: (832) 533-2993  
info@arenaitc.com  
www.arenaitc.com  
Felipe Andres Buzzoni

**B & D STRUCTURAL STEEL  
DETAILING, LLC**

6891 County Road, #378  
Caldwell, TX 77836  
Tel: (979) 272-0041  
Fax: (979) 272-0041  
b-d@txcyber.com  
William D. Martin

**CONSTRUCTIONS PROCO-  
STRUCTURES**

516, Route 172  
Saint Nazaire, QC G0W 2V0  
Canada  
Tel: (418) 668-3333 ext. 2229  
Fax: (418) 668-0558  
pmigneault@proco.ca  
www.proco.ca  
Patrick Mignault

**FRONTIER DETAILING SERVICE, INC.**

800 Niagara Street North  
Welland, ON L3C 5Z4  
Canada  
Tel: (905) 735-6553  
Fax: (905) 735-5386  
frontierdetailing@cogeco.net  
Richard Pilcher

**LTC, INC.**

1115 Industrial Drive  
West Salem, WI 54669  
Tel: (608) 786-1761  
Fax: (608) 779-5012  
joelsell@ltcsteeldetailers.com  
Joel Sell

**QUALITY STEEL SOLUTIONS, LLC**

4803 SE Woodstock Blvd, Suite 252  
Portland, OR 97206  
Tel: (503) 341-3679  
Fax: (503) 345-6866  
info@qualitysteelsolutions.com  
www.qualitysteelsolution.com  
Michael Lee Rodrigue II

**HACHE TECHNICAL SERVICES LTD.**

259 Blvd St-Pierre Quest  
Caraquet, NB E1W 1A4  
Canada  
Tel: (506) 727-7800  
Fax: (506) 727-7872  
armand.hache@hachets.ca  
www.hachets.ca  
Armand Hache

**SOUTHERN STEEL DETAILING, INC.**

1594 Joe Harden Rd  
Lyons, GA 30436  
Tel: (912) 565-9743  
Fax: (912) 565-9742  
jay.ssdinc@gmail.com  
Jay Brown

**THE DRAFTING  
SUBCONTRACTOR, INC.**

8 Mason Drive  
Cumberland, RI 02864  
Tel: (401) 334-4306  
Fax: (401) 334-9005  
kjacques@draftingsub.com  
www.draftingsub.com  
Kevin Jacques

**CALIBER TECH SOLUTIONS PVT  
LTD.**

B1/J2 Mohan Co-operative Industrial Estate  
Mathura Road, New Delhi 110 044  
India  
Tel: +91-98711-77166  
Fax: +91-11-4140-1804  
suvro@calibertechsolutions.com  
www.calibertechsolutions.com  
Suvro Ghosh

**SHANGHAI QIANMING  
ARCHITECTURAL DESIGN  
CONSULTANT CO. LTD.**

Rm C30 Level 5, HuKelong Business Ctr.,  
No.163, Songxing Rd, Wusong, Baoshan Dist  
Shanghai, China 200940  
Tel: 0086-21-56845988  
Fax: 0086-21-51672818  
gfuture2002@163.com  
www.qmdetailing.com  
Ming Luo

**Overseas Members****ABOITIZ CONSTRUCTION  
GROUP, INC.**

Tipolo  
Mandaue, Cebu 6014  
Philippines  
Tel: +63 32 346-2660  
Fax: +63 32 346-2791  
metaphimain@abotiz.com  
www.abotizconstruction.com  
Reynaldo A. Loga

**aspl COMPUSERVE**

25 R. N. Mukherjee Road  
Kolkata, West Bengal 700 001  
India  
Tel: +91-33-2248-7129  
Fax: +91-33-2248-1603  
ravi@asplcad.com  
www.asplcad.com  
Ravi Ranganathan

For More Information  
About NISD, Visit

**WWW.NISD.ORG**



7700 Edgewater Dr., Ste. 670  
Oakland, CA 94621-3022  
Phone: 510.568.3741

*"With Tekla Structures, I'm able to make design changes more easily and get the project into the shop faster. It is one step closer to having that "magic button" that the Project Managers and General Contractors expect us to have."  
– Rick Welcher, Myers&Company Architectural Metals Inc, USA*

*Presenting projects by Tekla customers worldwide:*

# *Structures that Stand Out*



Tekla Structures is building information modeling (BIM) software that streamlines the delivery process of design, detailing, fabrication, and construction organizations. While integrating openly with architectural models, its strength lies in the contractor end of the process. Thousands of Tekla Structures users in more than 80 countries have successfully delivered BIM-based projects across the world. Contact Tekla for more information, tel. 1.877.835.5265



**TEKLA®**

[www.tekla.com](http://www.tekla.com)





Estimating  
Sales  
Tenders  
Contracts  
CAD Integration  
Revisions  
Documents  
Inventory  
Suppliers  
Materials  
Purchasing  
Budgets  
Nesting  
Production  
Planning  
Tracking  
Timesheets  
Bar Coding  
Reports  
Shipping

## Building bridges between departments, suppliers and clients

StruM.I.S .NET Software is unique in the steel industry for its integrated best practice workflow.

- Less repetition
- Eliminate errors
- Lead time reduction
- 100% traceability
- Greater efficiency
- Greater profitability

T: 610 280 9840  
E: sales@strucad.com  
W: www.strucad.com

**StruM.I.S.NET**  
The Ultimate Management Information System  
For Steelwork Fabricators

**AceCad**  
SOFTWARE