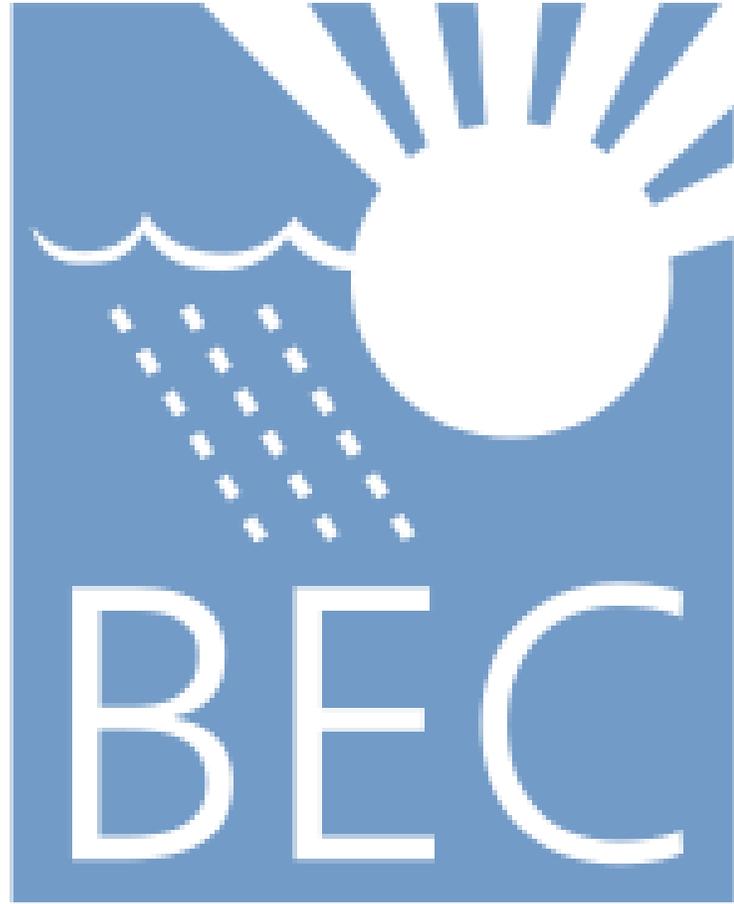


GREATER DETROIT



Building
Enclosure
Council

Purpose of Buildings:

**Keeping the Outside Out
and the Inside In!**

Shocking Truth:

**80% of new construction
litigation involves water
intrusion!**

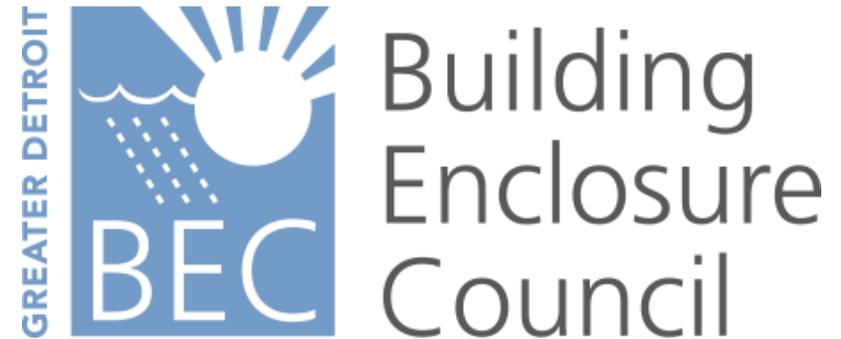
Learning Objectives:

1: We will examine the 90%/1% to develop an understanding of why continuity is needed in the construction process to create continuity in the building.

2: We will study the process of Design-Bid-Build (DBB) compared to the Power vs. Knowledge graph to uncover the root causes making continuity in the process virtually impossible.

3: We will delve into the concept of the Building Maker and gain insight into why the method can change our industry for the better.

4: We will investigate the steppingstones that can move our industry from leak-ridden legal quagmires of buildings produced with DBB, to the streamlined performance-based building delivered by a Building Maker.



Michael T. Kubal – Construction Waterproofing Handbook

THE MOST IMPORTANT WATERPROOFING PRINCIPLE

Each separate envelope trade contractor's work, regardless of its being thought of as a waterproofing system or not (e.g., exterior mechanical apparatus), must become part of a totally watertight building envelope. Equally important, all individual envelope systems must be adequately transitioned into other components or provided with watertight terminations. Often the tradesworkers completing this work are not aware of, trained in, or supervised in enveloping a building properly. And this is the number one cause of water infiltration in all types of structures.

The resulting improper attention to details is responsible for countless problems in construction. Properly detailing a building's envelope presents an enormous task. From incep-

The 90%/1% principle: 90 percent of all water intrusion problems occur within 1 percent of the total building or structure exterior surface area.

This 1 percent of a building's exterior skin area contains the termination and transition detailing, as discussed previously with Fig. 1.9. This 1 percent area all too frequently leads



The 1% is:



Terminations

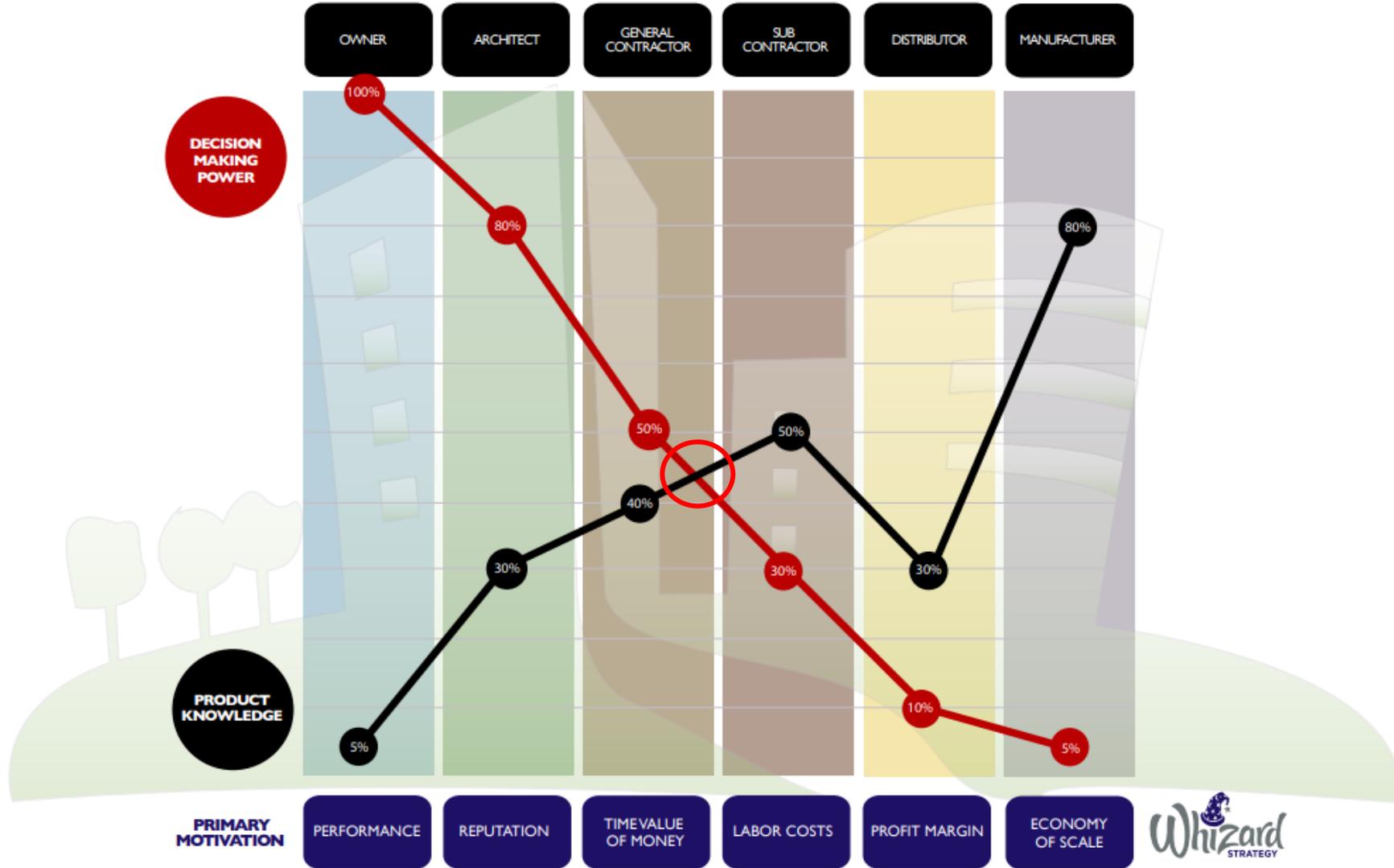
Transitions

Penetrations

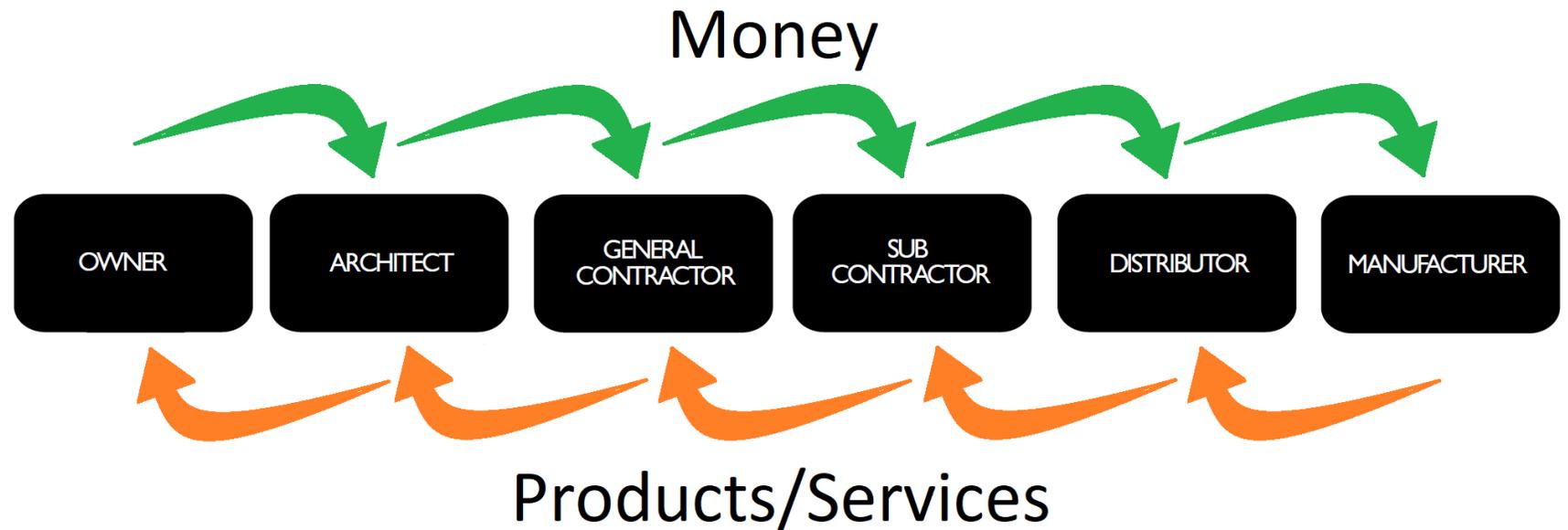
Purchasing Power versus Product Knowledge in Commercial Building Material Sales.

How are you solving the conundrum of the purchasing power of decision makers versus that of those with the most knowledge?
Are your communications aimed at the right audience with a message that meets their primary motivation?

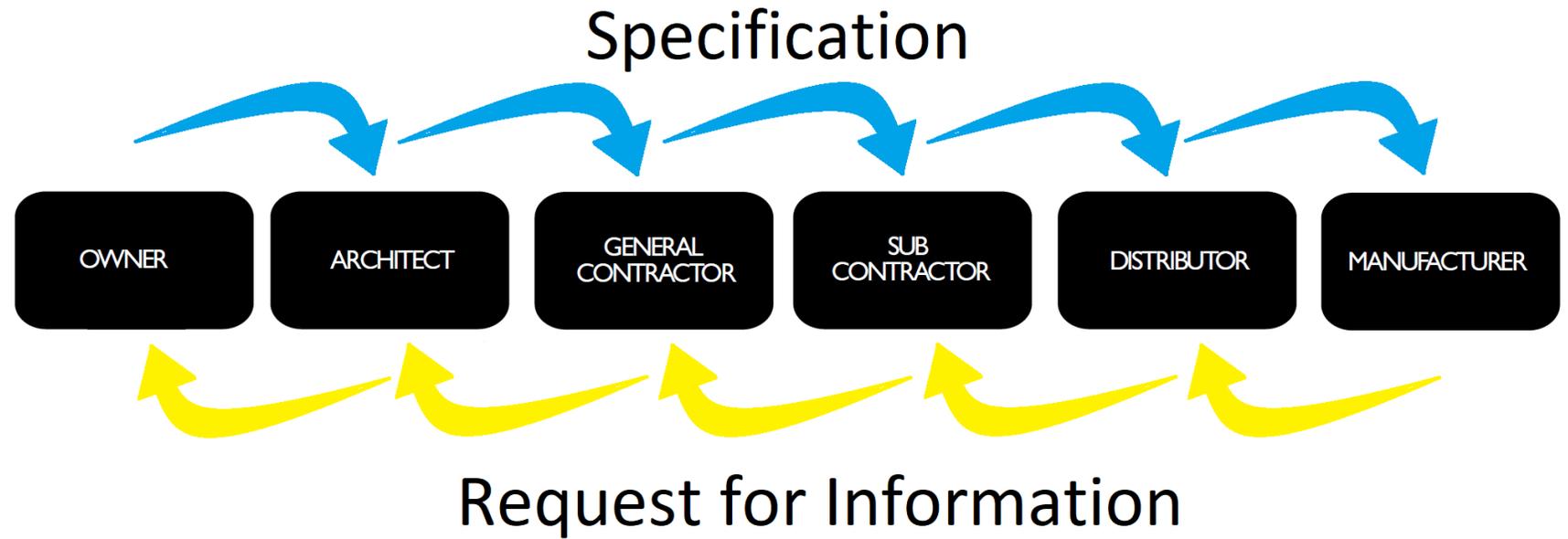
**Design
Bid
Build
(DBB)**



***Design
Bid
Build
(DBB)***



***Design
Bid
Build
(DBB)***



Fact:

**You cannot have continuity in
the building,
if You do not have continuity in
the process.**

ASHRAE Guideline 0-2013
(Supersedes ASHRAE Guideline 0-2005)
Includes ASHRAE addenda listed in Annex Q



The Commissioning Process

air barrier

abaa

association of
america



ASHREA 90.1



Firestone
NOBODY COVERS YOU BETTER™



RPM



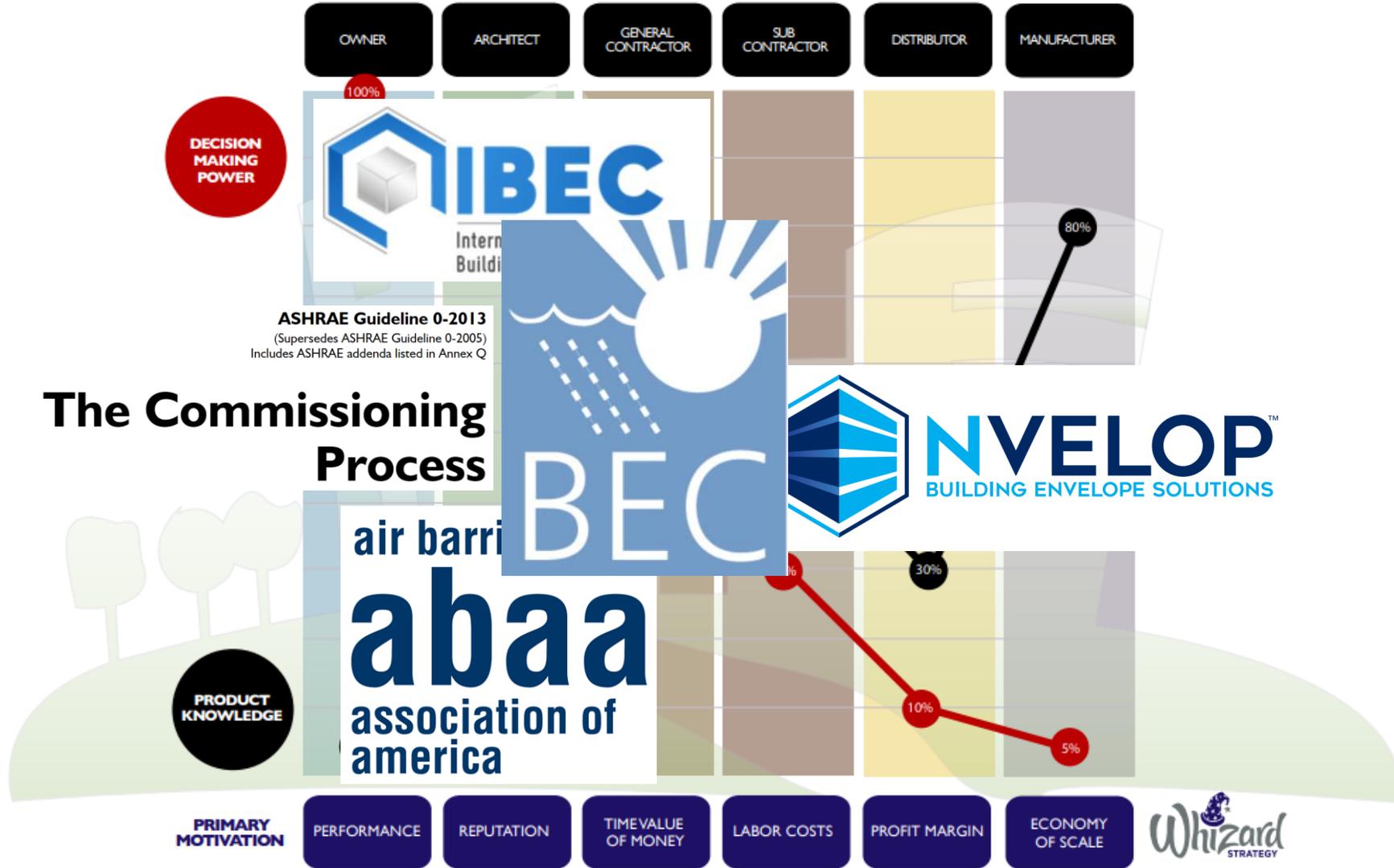
SOPREMA

CARLISLE
CONSTRUCTION MATERIALS



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Reason for Constructing Buildings:

Providing for our family!



Understanding

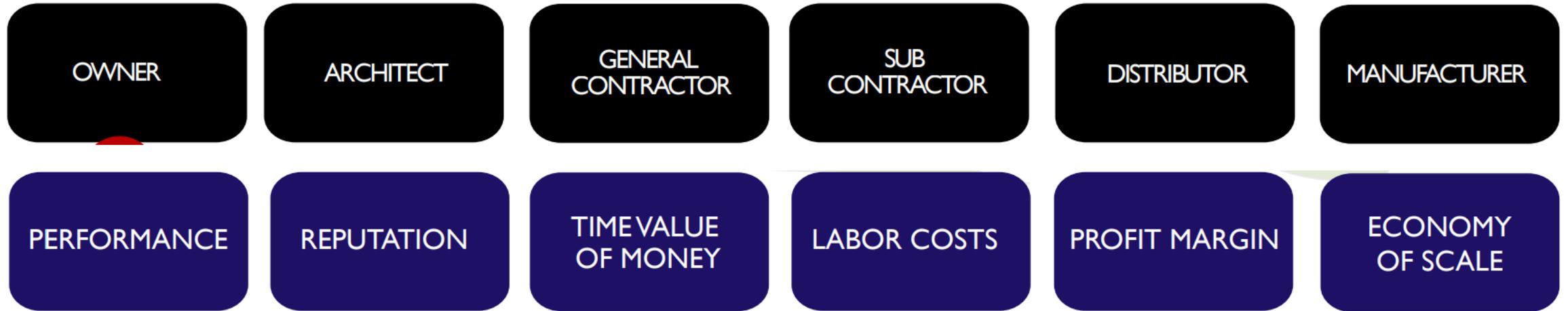
Motives:

Who are you?

Who is your customer?

How do you make money?

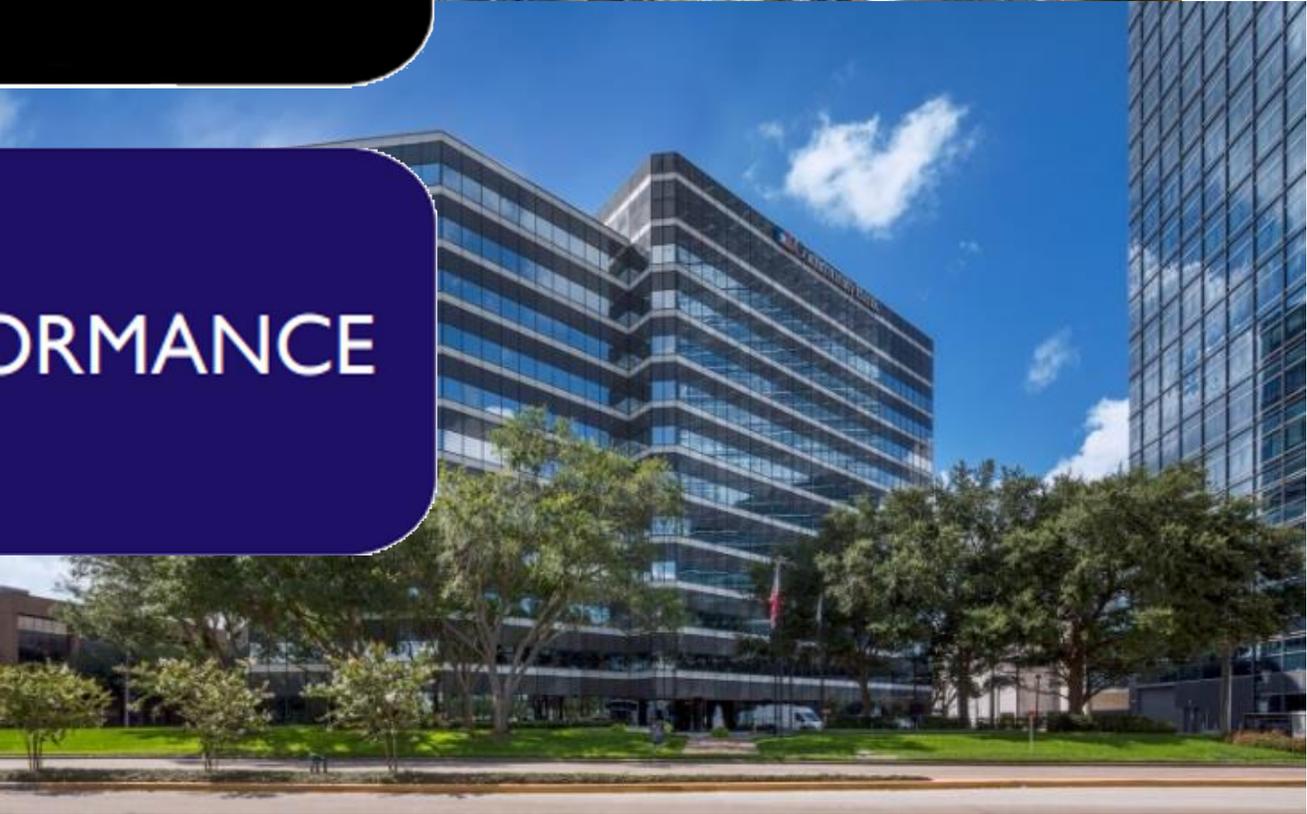
Stakeholders



Primary Motivation



OWNER



PERFORMANCE



ARCHITECT

REPUTATION





GENERAL CONTRACTOR

TIME VALUE OF MONEY

CERTIFICATE OF OCCUPANCY **1**

DEPARTMENT OF BUILDING **CITY OF GARDEN GROVE**

HARRY R. PEIRCE, Director 11391 ACACIA

JOB ADDRESS 12631 Monarch Street PERMIT NO. 048986 A

Office & Storage GROUP F-2 TYPE M-P

APPROVED BY Wm. K. Miller DATE 5-16-72

101-62

Section 2308 Yes No

per section 3301 (1) Yes No

ing has been inspected and found to comply with the provisions of the

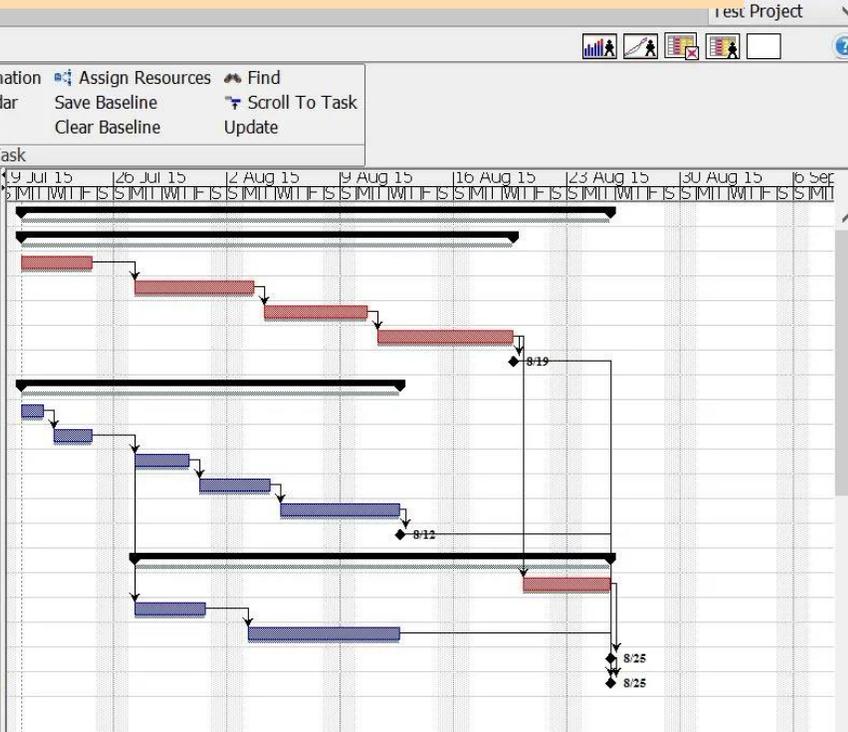
al. Gas Co. ADDRESS 8101 Rosemead, Pico Rivera

Wm. K. Miller DATE May 17, 1972

Principal Building Inspector

in a Conspicuous Place on the Premises

5					
6					
7					
8					
9					
10					
11					
12					
13					12
14		Summary 2 Finish	0 days 8/12/15 5:00 PM	8/12/15 5:00 PM	13
15		Summary 3	22 days 7/27/15 8:00 AM	8/25/15 5:00 PM	
16		Task 3.1	4 days 8/20/15 8:00 AM	8/25/15 5:00 PM	6
17		Task 3.2	5 days 7/27/15 8:00 AM	7/31/15 5:00 PM	10
18		Task 3.3	8 days 8/3/15 8:00 AM	8/12/15 5:00 PM	17
19		Summary 3 Complete	0 days 8/25/15 5:00 PM	8/25/15 5:00 PM	16
20		Project Complete	0 days 8/25/15 5:00 PM	8/25/15 5:00 PM	7;14;18;1





SUB
CONTRACTOR

LABOR COSTS





DISTRIBUTOR

PROFIT MARGIN

 DÖRKEN

DELTA[®]

HIGH PERFORMANCE AIR & MOISTURE BARRIERS



PROSOCO

Henry[®]

A CARLISLE COMPANY

**Lo\$\$
Leaders\$**



MANUFACTURER

ECONOMY OF SCALE



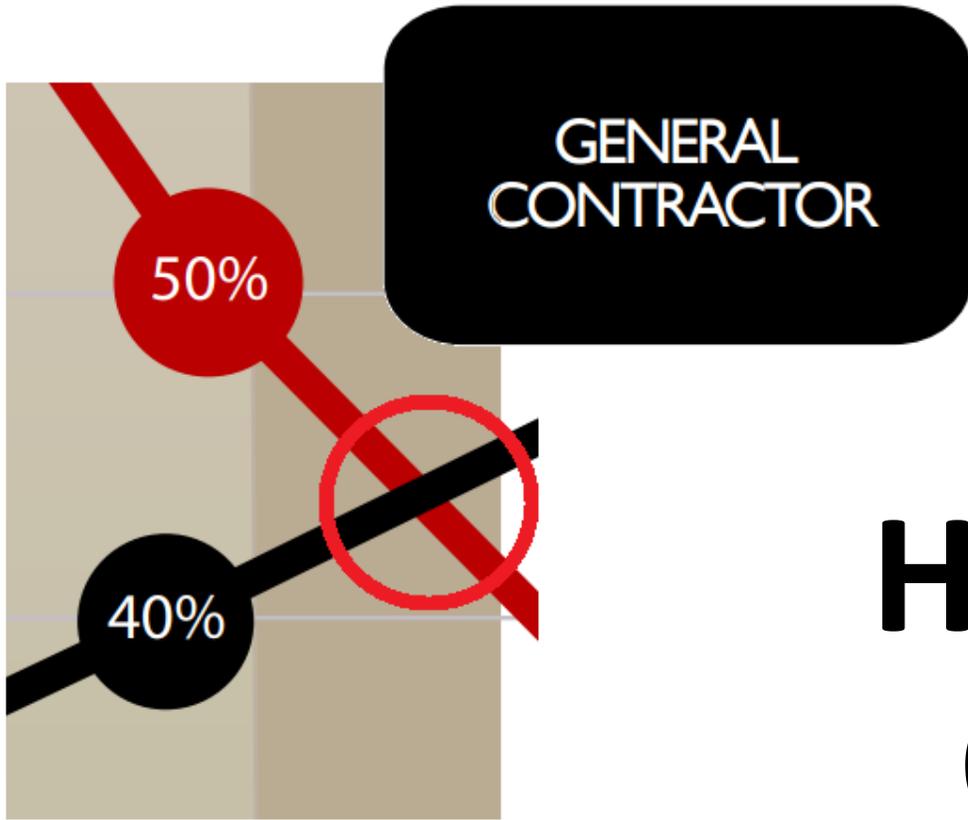
Inventory Turnover
Ratio
Formula =

Average Inventory

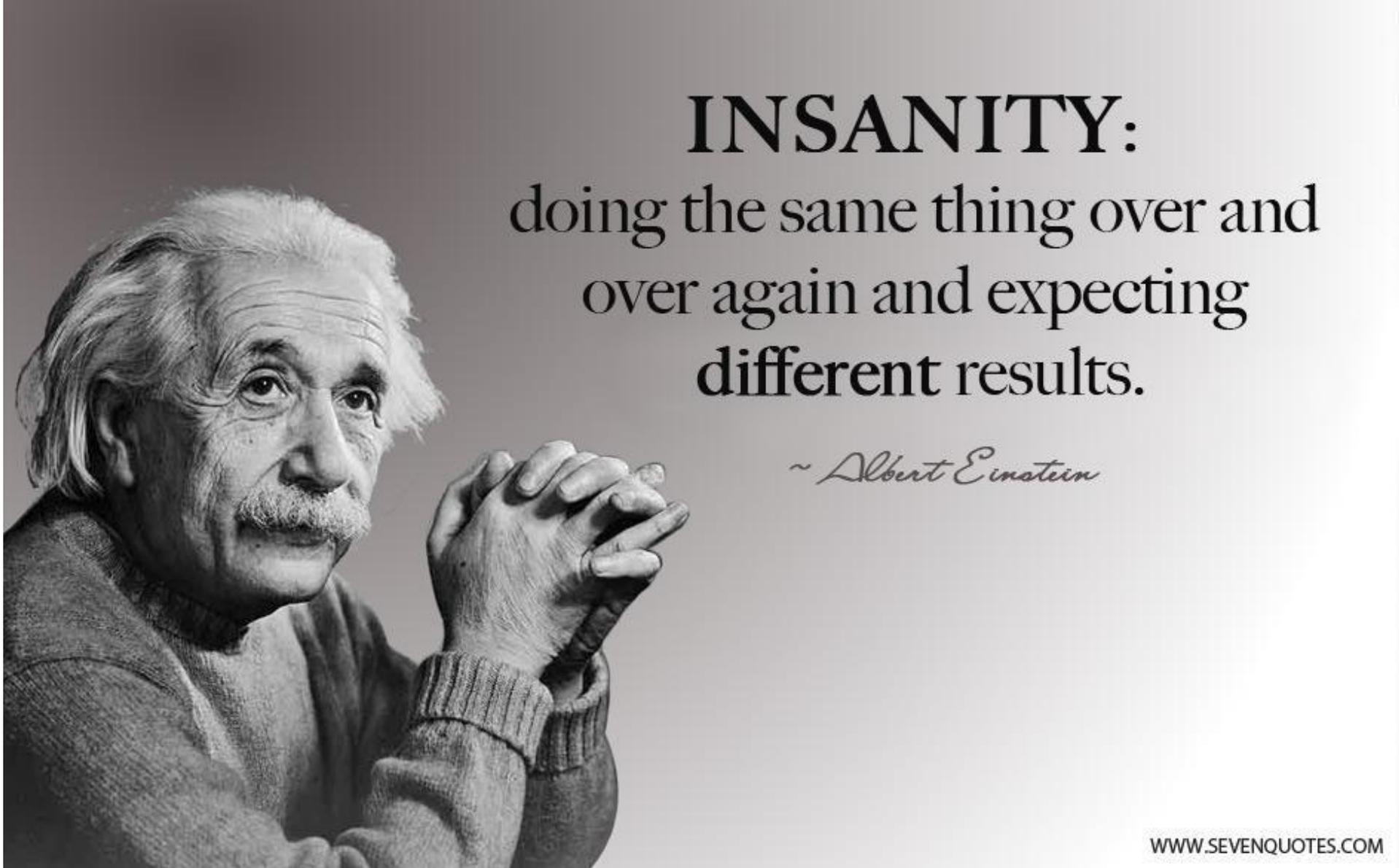


Success with DBB =

**Get to the next job
FASTER!**



**How often does one
Owner build a new
building?**



INSANITY:

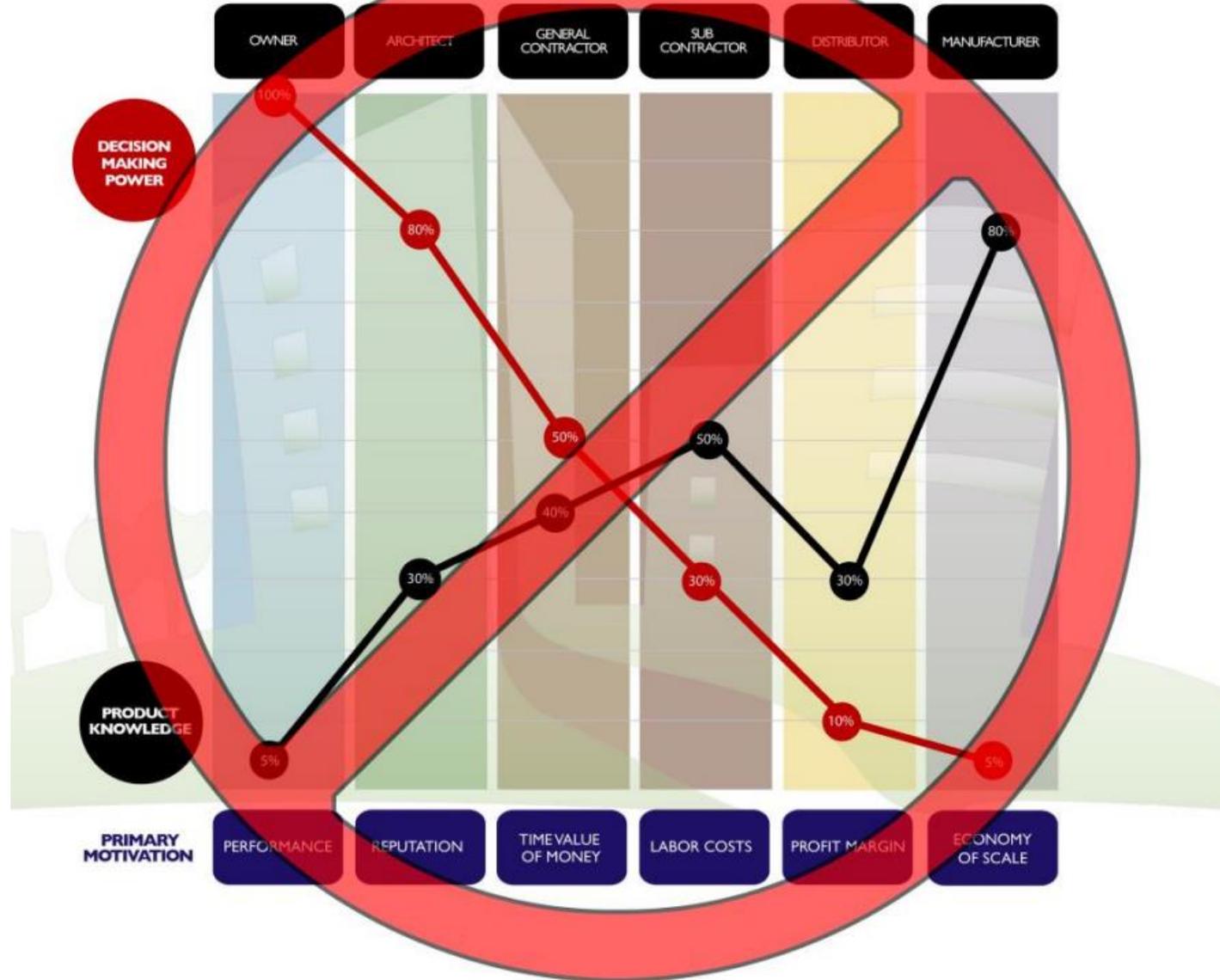
doing the same thing over and
over again and expecting
different results.

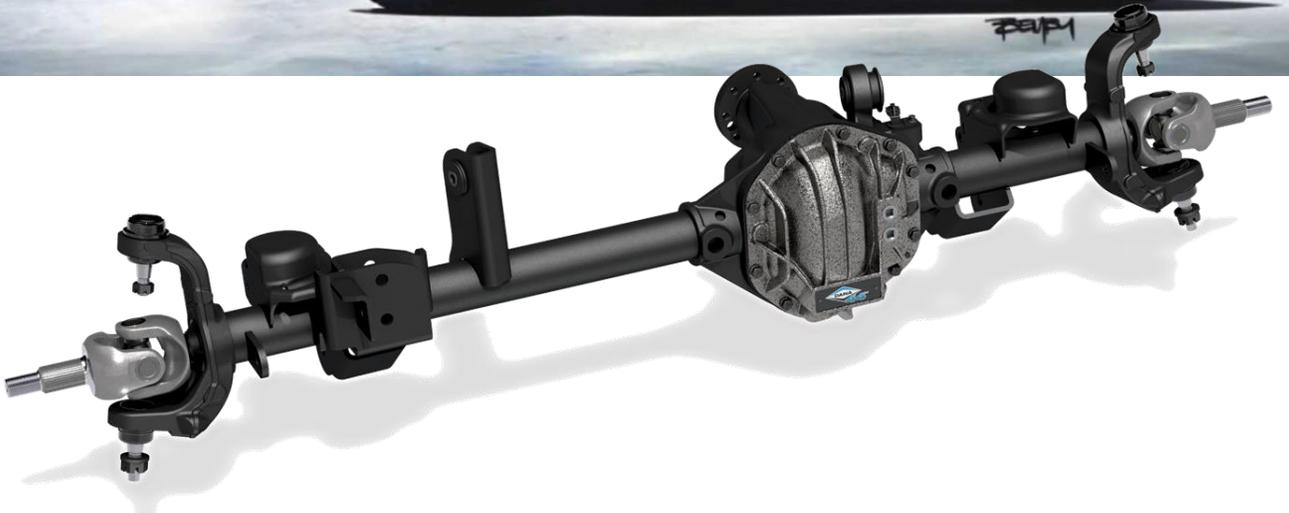
~ Albert Einstein

WWW.SEVENQUOTES.COM

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Building Maker



Honeywell



TREMCO





The future of Buildings!



 **HP Officejet Pro 8600**
● Printer offline

Do more with HP Smart

-  **Shortcuts save time**
Complete repetitive tasks with one touch
[Learn more](#)
-  **Try camera scan**
Use your mobile device to easily scan documents
[Learn more](#)

-  **Instant Ink** Get Supplies
-  **Scan**
-  **Shortcuts**
-  **Printables**
-  **Print Documents**
-  **Mobile Fax**
-  **Help & Support**
-  **Print Photos**
-  **Printer Settings**

Maintenance!

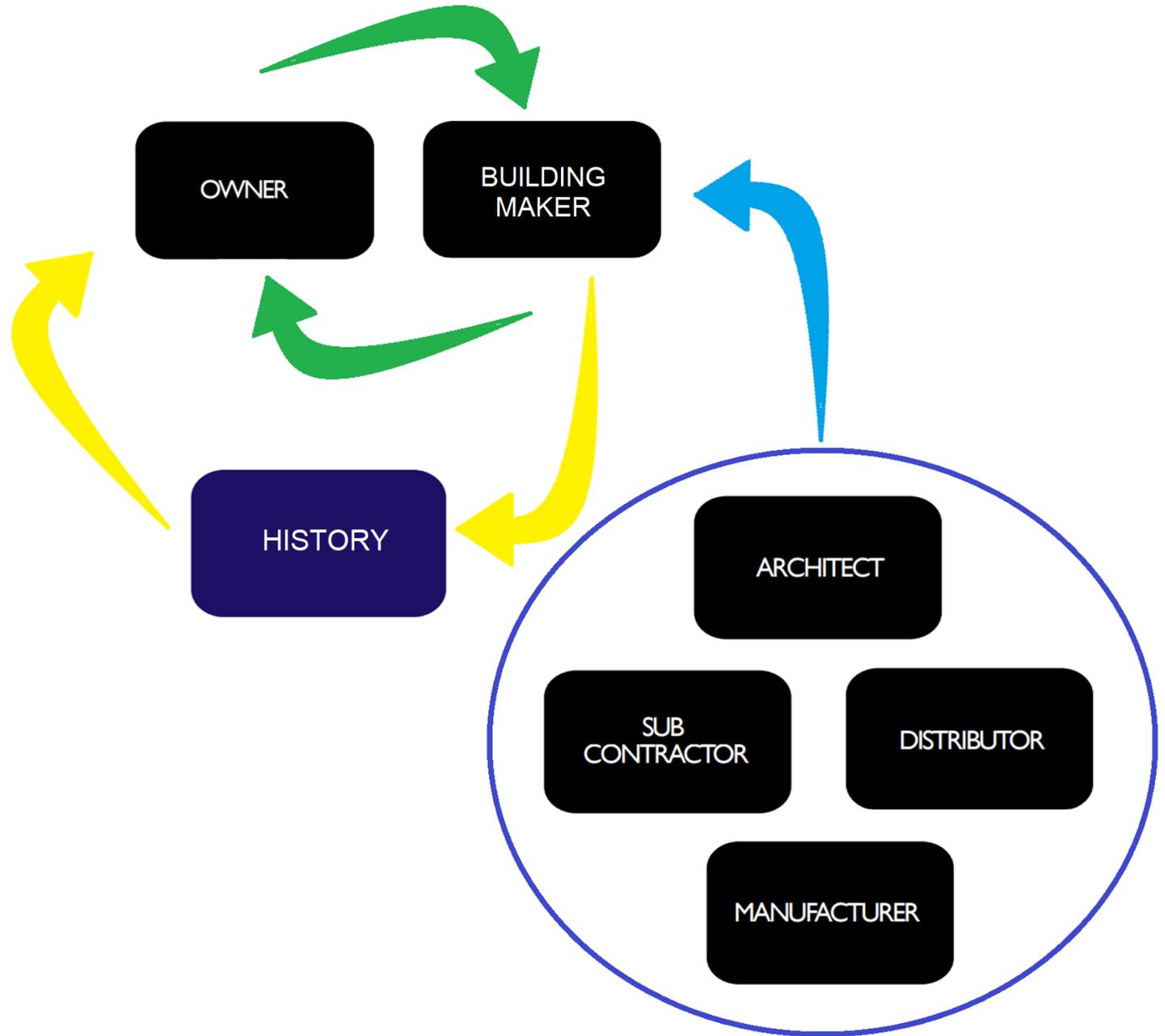




***Public
Private
Partnership
(PPP)***



***Design
Build
Maintain
+
(DBM+)***

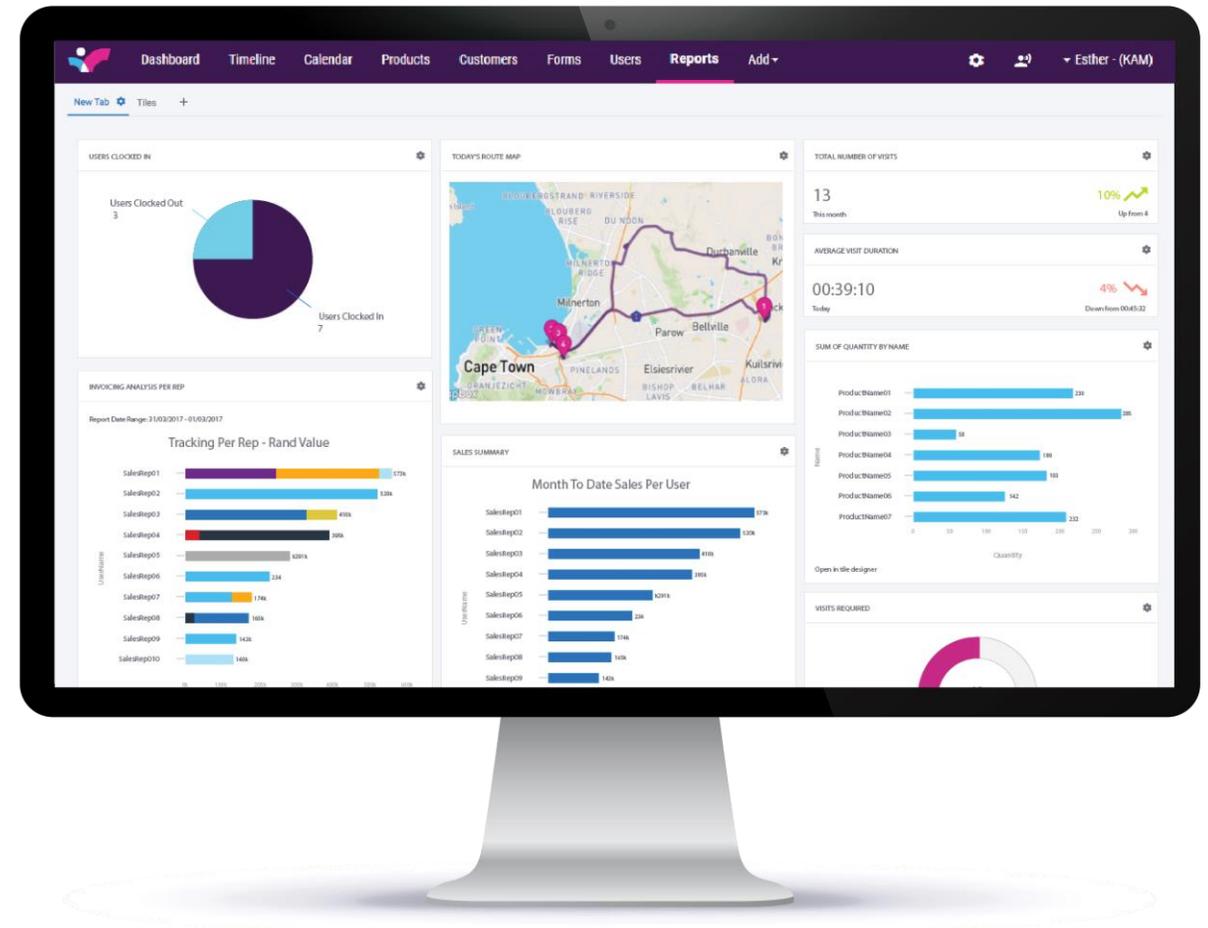


Success with DBM+ =

RELATIONSHIP!

Why is the + Important?

Short Pencil is better than a long memory!



Building Maker

Built to Last!

Properly Maintained!

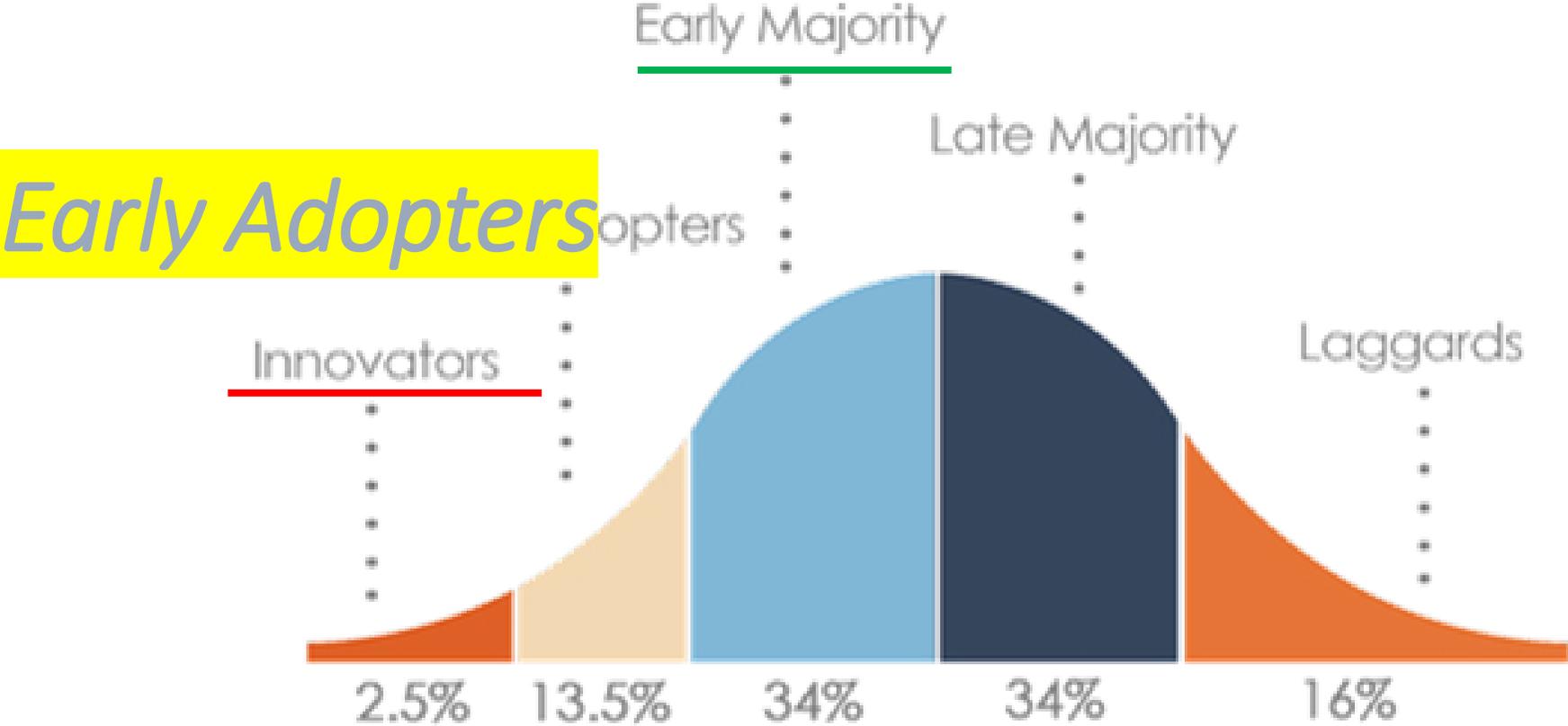
Better Living and Better World!

The Fatal Funnel:

- *Non-revenue generating space*
- *Reduction in Maintenance Funds*
- *Inefficient building and systems*
- *Mold and sick building syndrome*
- *Expensive emergency repairs*
- *Devaluation of the property*



Call to Action:



Rogers Diffusion Of Innovation Bell

***This should
have never
happened or
happen
again!***



Flashlight Fix:

The batteries have tape on the contacts.

How do I know?

I assembled them!

David Leslie, RWC President



www.nu-fam.com

dl@nu-fam.com

469-449-3393



Building
Enclosure
Council