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# symposia

serving the construction public in Colorado, Wyoming, New Mexico

VOLUME 1  NUMBER 5  OCTOBER, 1966

## this month

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Copyright 1966, Boyce Publications, Inc.
Teak-Rosewood New!
With Pella Doors & Partitions
The Rolscreen Company of Pella, Iowa, has announced for publication in this month's "Building Blocks" new, special veneers on all-wood folding doors and partitions. Long a leader in the wood accordion door field, because of their patented concealed-spring hinging and wood hinge mold, Pella now adds to their fine first offering of ash, mahogany, birch and oak finishes these totally new and exciting veneers!
Effective September 1, Pella offers Brazilian Rosewood, its rich color tints and dramatic graining make it the most distinguished of all exotic woods. Teak—a fine imported wood from which some of the finest furniture is made today. Select Birch and Cherry woods are also available, at this time, to coordinate with more traditional interior motifs. The new Spanish and Italian Provincial styles are magnificently accented by the new Pella wood veneers.

NEW!
The United States Ceramic Tile Company has just recently introduced two new crinkle matte glazes... White and Yellow... this brings the color selection to five in a choice of two patterns. Tiles come in 1" x 1", 2" x 1", and 2" x 2". Now available from U.S. Ceramic's Fast Service warehouse... each color is stocked in two patterns... 2" x 2" straight joint or block random patterns using all three sizes. Tom Keeton, Colorado U.S. Ceramic Representative, says the Crinkle Matte selection is designed to meet the requirements of those who are looking for exceptional quality, color and personality in a ceramic mosaic theme.

Cambrian Vinyl Corlon
By Armstrong
Cambrian Vinyl Corlon is a new and dramatically different type of resilient flooring. It adds a high degree of cushioned comfort and quiet to the many other practical benefits long associated with Armstrong resilient flooring for commercial and institutional buildings. The key to these highly desirable features is a thick foam vinyl layer called Cushioncord, an integral part of the material just beneath the Cambrian Corlon's heavy duty wear surface.
Cambrian can be installed over concrete subfloors that are suspended, hardwood, and other approved wood subfloors, and radiant-heated subfloors with maximum surface temperature of 85° F. Cambrian is installed in long rolls, six feet wide so seams are minimized. In fact, they are all but eliminated because the few seams necessary are sealed by special installation techniques.
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complete system of

zoned heat

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Optionally equipped with a modulating valve to give two temperatures of hot water, 140° to 160° for wash basins and tubs, and 180° for dishwashers and washing machines.

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EXTENDED SURFACES —
Heavy steel fins, mechanically bonded to the flue passages, serve to conduct the heat from the hot gases and quickly transfer it to the boiler water. This method of construction provides high efficiency with a maximum of fuel economy. Flues are readily accessible for cleaning.

CIRCULATOR —
Engineered to deliver peak performance with lower power consumption. Specifically designed for modern applications, including zone control circuits requiring higher head deliveries. The smooth stainless steel impeller and hardened and ground stainless steel shaft insure maximum resistance to corrosion. Webbed casting isolates bearing from pump body giving 40' to 50' lower operating temperatures. Flexible motor coupling minimizes vibration, noise and shaft wear.

COMBUSTION CHAMBER (IF OIL BURNER) —
High quality refractory with anti-noise quick radiant lining and high temperature sound absorbing and heat insulating base. Smokeless combustion with various air shutter settings as a result of advanced Zone-A-Matic design. In addition, noise and rumble are suppressed to a degree never before achieved in the oil-burner industry.

JACKET —
Jackets are fabricated of 20 gauge sheet steel. After the material is thoroughly cleaned thru successive detergent and rinse washes to remove all dirt and greases, it is electrolytically coated with zinc and chemically rust-proofed (Bonderized or equivalent) for long lasting anti-rust protection beneath the final painting. Panels are then finished with attractive golden beige baked enamel, specifically selected for durability and strength even when bent to conform to the boiler proper.

BURNER —
High efficiency and care-free service assured with scientifically matched boiler and burner. All burners designed to our specifications and fabricated with standard name-brand components. Controls are standard name-brand products.

INSULATION —
Fully enclosed boiler for retention of heat.

The all copper self-contained high efficiency domestic hot water coil was developed by EDWARDS and imitated thru the industry. It assures a steady supply of hot water for family use far beyond the limited capacity of conventional tank-type heaters. The inclusion of this coil within the boiler proper means lower first cost, lower installed cost, and space saving over conventional tank hot water heaters.

View of crown sheet and flues as seen from the combustion chamber. Note the precisely-spaced steel fins lining the flue passage. Increased efficiency and lower operating costs are provided by these additional extended surfaces.

All crates are equipped with two sturdy carrying handles, integral parts of the crate itself, which makes it possible for two men to pick up or easily move and place the complete unit wherever desired. Dollies, skids and auxiliary moving equipment are needed only on the larger size boilers. Boilers from 1200 series up are also equipped with leveling screw jacks to permit in-location removal of the crate.

Widely acclaimed Shell-head type oil burner assures high combustion efficiency and long life, designed to EDWARDS specifications and fabricated with standard name-brand components.

Individual multi-drilled ports and scientifically matched venturi assure high combustion efficiency and long life.
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Only EDWARDS ZONE-A-MATIC Hot Water Heating Units offer 100% Automatic Air Elimination at the heating unit — with no other vents required throughout the system.

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Heating Unit with Zone Controls

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- Easy installation: lengths available from 2 to 20 ft.; majority of jobs can be installed with one clean, unbroken length of panel-cover.
- I.B.R. approved ratings on standard design. Several sizes available: 1/4" for zone control, 3/4" for standard installations; high capacity for restricted spaces. Clean, quiet heating, noiseless expansion of Quiet/Slide* heating element. Choice of three cover finishes: wood-grain, and white or beige prime coat that can be repainted to match any existing color scheme.
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- All components individually packaged, ready for installation. Easy to handle, store and ship. Protected from factory to job site.

*Pat. Pending

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- Powerful electric geared motor.
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- Electric power drawn only for a short interval during opening or closing of valve. Can be operated manually.
- May be used on hot water, steam or chilled water systems; high pressure models also available.
- Rugged trouble-free construction.
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about the cover

The Symposia team of Hesdorfer and Trainer again have pooled their considerable talents to create what we feel is an outstanding cover. We are particularly grateful to Mr. Alan Fisher, A.I.A., for making this possible. The "piece de resistance" is the Garrison relief of the "architect" from the old entrance arch of the Midland Savings Building. We first saw this stone last June when Denver's Historic Buildings Committee was readying their display in Larimer Square for the A.I.A. National Convention. At that time, Mr. Fisher sketched for us Robert Garrison's brilliant career in Denver and in New York. So often, we are too close to the forest to see the trees—Garrison's sculptures have long been enjoyed by Denver's citizens and her visitors—but few of us know how truly eminent—how truly a genius, he was. His art blended so perfectly with the architecture, we have seen only the whole...the entity—completely satisfying to the eye.

In June, we asked Mr. Fisher to consider writing a short sketch of Mr. Garrison's work in Denver and elsewhere...a sketch we are presenting this month—complete with pictures from the extensive Fisher collection of architectural memorabilia.

Bronze bust of Robert Garrison, sculptor, by his former teacher, Gutzon Borglum.

Robert Garrison—1895-1947

ALAN FISHER — A.I.A.

The thoughtful use of the "Architect" on the cover of this issue, "Symposia," brings warm remembrance of the eminence of the late Robert Garrison, Sculptor. It reminds us of the aesthetic fortune inherited by Denver through his coming and having spent a part span of his fruitful, active life here.

Although "Who's Who," 1946-1947, indicates that his most profound works by far are possessed in the New York environs, which in part include the entrance panel "Pegasus" at Rockefeller Center, the magnificent sculptural adornment of the Riverside Church, fountains at King's County Hospital, etc., Denver need never feel deprived of rich heritage created by Garrison's genius.

A few elements of remarkable variation and mood which make this our heritage are: the happy Dolphins and children playing in the Vorhies Memorial pool, Civic Center, the joyous, charming sculptural decorations throughout South High School, the profound orthodox symbolism adorning B'Nai Brith unit of the National Jewish Hospital, the superb Daly Memorial at Fairmount Cemetery, "Seated Woman, Mourning," (Bronze) the guard lions at the Colorado State Office Building entrance, the lovely gracious "Graduate Minerva" over the proscenium at Morey Junior High School, and an infinite number of other elements complete our treasured Garrison heritage.

The directly carved limestone arch piece on the cover is one of ten pieces, each to represent an early comer to Colorado. A title for this fine stone might well be, "What the Well-Dressed Tuscan Architect Will Wear in the Year of our Lord, 966." Other members of this august early group of history makers to complete the arch of the Midland Savings Building entrance were: The Farmer, The Rancher, The Woodsman, The Banker, The Teacher, The Fruit Harvester, The Miner, The Baker, and The Shepherd. These directly carved jewels of Romanesque whim in stone were removed from the building, along with the famous Garrison's "Pike's Peak" frieze that banded the building prior to the recent renovation program. Fortunately portions of this frieze have been preserved for later hoped-for use by the Horticultural Society in Denver's Botanical Gardens.
Expand-o-flash

Expand-o-flash installed on curbs or low profile cant needs no support, as neoprene is not affected by normal heat or cold (—45° F. to 220° F.) Hot pitch or asphalt will not injure it. Neoprene width should be one inch more than the designed opening.

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Leis are in order for at least seven members of our Colorado Associated Building Contractors. These fortunate fellows will soon be on their way to the "little grass shack" country. Attending the Mid-Year Board Meeting of the Associated General Contractors are ... E. B. Jones, Don Decker, B. H. Baker (Colorado Springs) Keppel Brierley, H. W. Houston (Pueblo), Tom Gilmore and Jim McTigue. So, it is Honolulu, here we come! (Don't bother applying for stowaway rights—the Editor of Symposia is way ahead of you on the list.) Mr. James McTigue assured us in a "straight-from-the-shoulder" telephone conversation, that they were all going to be working very hard. But . . . how about those working conditions! Nevertheless . . . aloha to all seven, and let's hope they come back with lots of good material for "Symposia."

The Albuquerque Chapter of the Construction Specifications Institute held a most informative and beneficial meeting on September 20th at the Polynesian Inn in Albuquerque. The subject was the newly adopted City of Albuquerque Building Code, and the speakers were: Mr. A. P. Garland, Superintendent, Division of Building and Inspection; Mr. Clifford Gilbert, Deputy Building Supervisor; Mr. A. P. Sandoval, Plan Checker, Architectural and Structural and Mr. Olaf I. Jensen, Plan Checker, Mechanical and Electrical.

C.S.I. Member, Jack B. Lyall, Jr. Southwest Vermiculite, Albuquerque, was recently named to the Board of Directors of the Vermiculite Institute at its annual convention held in Chandler, Arizona.

Area members of the American Institute of Architects have received the "last word" on the new Uniform System for Construction Specifications. This document is the result of the cooperative efforts of several industry organizations in the United States and Canada. The practicing architect will find this joint document a valuable new tool in improving his method of appraising new information on construction materials and techniques and correlating it with esthetic, functional, legal and budgetary factors. A spokesman for the AIA felt the "Uniform System for Construction Specifications" might be in the hands of area architects who have placed their orders for the document by October 1.

During the week of November 7th, Denver will welcome Alan Temko, the distinguished architectural critic. Mr. Temko comes to us from San Francisco, but, at present, is working on a study of "The Industrialized Urban Environment," sponsored by the 20th Century Fund of New York. Mr. Temko's evaluation of architectural concepts in the Metropolitan Denver Area will be sponsored by the Colorado Chapter of the American Institute of Architects, by the Friends of Contemporary Art and by the School of Architecture at the University of Colorado. During his stay in Denver, Mr. Temko will be assisted by Mr. David Griffiths of Channel 6 (ETV).
Larry Happel has joined the Nelson-Cato Distributing Company as a representative in charge of construction and remodeling. He will be calling with special interest on Apartment Managers, Real Estate Holding Companies and so forth. Larry, for more than plus 12 years, was a district manager for Tappan and Insinkerator—covered the area from Montana to El Paso . . . he’s happy to be home in Denver these days representing Tappan, Yorktown, Nutone, Satin Glide, and Dwyer Kitchens for Dave Nelson. Glad to have you home, Larry!

The Albuquerque Chapter, A.I.A., has voted in favor of a resolution to approve the report of the Building Practices Council on Better Plans and Specifications. Item 2 of the Report contained a committee recommendation that “universal use of the Construction Specifications Institute Format offered the best solution for standardized trade separation to eliminate jurisdictional disputes.”

In addition to the multi G.C.’s who will be enjoying the “Islands”—two more names have been added to this happy list. Mr. Stanley Larson (Colorado Constructors, Inc., National Board) will be unable to attend—but Mr. Walter Schmitt (Schmitt Construction) will be on hand as well as Mr. Pierre Du Bois, Executive Director of the Colorado Contractors Association, Inc. (ED: The stowaway situation has also been taken care of in this area . . . so forget it, fellas.)

With very, very red faces, we extend our most humble to Eugene D. Sternberg and Associates, Architects, Littleton, Colorado. Quite inadvertently, the Sternberg rendering of the Auraria Community Center (owner: Denver Housing Authority) appeared in the July issue of Symposia missing any credit for Mr. Sternberg and his architectural firm. We couldn’t be more embarrassed! Forgive?

TO: Harry G. Hickey
for more than 40 years of devoted service to the Construction Industry

Symposia salutes Harry G. Hickey—a more than familiar figure in the area’s construction industry. Here is a man whose friends are legion . . . a man who contributes more than a lion’s share of his talents not only to his business but to his community. A working member of many organizations, Harry’s philosophy of service has made him a M.V.M. (Most Valuable Member) in all of them.

Harry Hickey has been a Denverite for more than four decades—but he was born in the mid-West and attended school in Indianapolis, Birmingham and Greensboro, North Carolina. He is graduate of the University of Denver’s School of Commerce, Accounts and Finance (now the College of Business Administration), and a Charter member of the Alpha Nu Chapter of the International Fraternity of Delta Sigma Pi. He has served his country twice in wartime—with the Artillery, 1917-1919, and as a traveling auditor in the Contract Termination Division of the United States Army Air Corps in World War II. He has been a member of the American Legion for forty years, and was named “man of the month” by the Legion’s “Reveille” in October of 1962.

Harry has served as president of the Colorado Construction League, dubbed as a “Grand Guy” in the 1961 edition of “Plastering Industries,” was president of the Denver University Business Administration Alumni, chairman of the Associated Membership of the Associated Building Contractors (AGC) and the Contracting Plasterers and Lathers International Association awarded him their “Certificate of Appreciation” at their 47th Annual Convention in 1964. But even to list Harry’s organizations, offices and honors would take more space than Symposia Salute allows.

For plus 45 years, Harry has been married to Doyne Root with the happiest results—a daughter, Lorraine, a son, Jack, and four granddaughters. You wonder how he does it, this dynamo of a man, but he even has time for hobbies: photography, hunting, bowling and water skiing yet! Harry Hickey is more than a salesman. He has been called a “one man organizational team” for everything that is good in construction . . . certainly he knows more members of the construction community, personally, than any man in the area.

So—our October Symposia Salute is to Harry G. Hickey for his unselfish dedication, his hard work and his tremendous leadership capabilities!
The theme chosen by the American Institute of Architects and the American Institute of Interior Designers for their Joint Regional Conference to be held this month in Santa Fe, New Mexico, points up a basic American concept. According to John Conron, Co-Chairman for the meeting, architects and designers will address themselves to the subject of “people, rather than masses, to the needs of the individual, rather than to computers and statistics.” “Design for People” then, will underline the individual... the separate entity whose freedom of thought and expression has long been our priceless privilege. This right to be different is unique and American... it has given us Thomas Jefferson, Abraham Lincoln and Herbert Hoover. It made possible Henry Thoreau and Walt Whitman and Ernest Hemingway. It is the fertile soil which produced Frank Lloyd Wright and George Bellows. It is only in this happy climate of freedom that we achieve creativity. The “Design for People” theme... the youngsters who are singing out—“Up, Up with People” seem to be outward evidence of an inner revolt which is making itself felt in today’s America. They are affirmation of the special qualities of man—the special attributes which make him an individual. We are all a little weary of being lumped into masses—labeled, if you will, “teen-agers,” “golden-agers,” the “rich,” the “poor,” the “disadvantaged,” the “this” and the “that.” Regimentation is not now—and hopefully—will never become an American heritage. As a people, we have never liked having our goals, our aspirations and our dreams boxed up for us—no matter how attractive the container or shiny the ribbon. Can we hope to see small, small hope that the apathetic and un-American philosophy of the “hand-out” is beginning to show a few cracks in the masonry? Certainly there seems to be a growing number of us who are facing in the direction of independence in thought and action.

In our design for the future, let us follow the premise being set down for us in Santa Fe this month. Let us “design for people”... as the young sing-outers have been telling us, “they’re the best kind of folks we know!”
Mr. Bourn's antagonists had an opportunity to "color him black" and splashed paint in this fashion.

Do not charge the bidders for the privilege of bidding on the job. A returnable deposit is okay. Bidders spend several hundred dollars estimating each job now. Why add to the operating cost of each bidder by imposing a purchase cost? Demand for more and more documents indicates bidder interest which will generate cost advantages that inure to the Owner. The Owner should ultimately pay the "nominal cost" of document reproduction for his building. (There is no question about who pays for the nails, mortar, glass, etc.)

Specialty Bidders and Sub Contract Bidders sometimes want only partial sets of documents. Why require that they take only entire sets and then tell them, "Sorry, they're all out!?"? Does the light fixture supplier really NEED the caisson plan? (That's a thought—Illuminated Caissons!!) Architect should pay entire cost of all reproduction as a part of his service. After all, does an M.D. add the cost of a hypodermic needle to the patient as a reimbursable expense? (No, but his fee is increased to include the cost! A more accurate total charge would be made if isolated reproduction cost is made apparent.)

Ernest F. Dillon (Construction Specialties Co.) explained the sanitary role of the Sub Contract Bidder in acquiring documents for bidding purposes. Make more complete sets available for examination by the Sub Bidders. The Sub Bidder may then decide to purchase individual parts for his exclusive use, or not, depending upon the job. This can be less costly to the Sub than having a representative cooling his heels for three hours waiting for "his turn" at the documents. Could this be accomplished on order through the Blueprint Company?

This sanitary role was somewhat soiled when it was pointed out that too frequently the Subs wait till the last minute before making their take-offs ... and the sets are all gone. (But you architects issue addenda at the last minute ... which changes the earlier take-off!!)

The Blueprint Company ... okay for the drawings, but what about only 1½ sections of the specifications? Photocopy? By Whom?

Hats made of ZEBRA HIDE!!! Apparently we all wear them ... all the time. No more convenient categories of "black-hats" and "white-hats." Last month's CSI session dealing with the acquisition and distribution of contract documents by and to bidders painted a confused picture for those of us in the construction industry. As panel moderator, Architect Arthur Bush found it was difficult to distinguish the protagonists from the antagonists.

The CSI panel discussion defined the real and serious symptoms affecting the Architect, the general Bidders, Sub Contract bidders, and the Owners.

Denver Architect, Mr. Larry Bourn, displayed his white fedora by describing eloquently the dilemma affecting the architectural office. Provide enough sets of documents to build the buildings and stimulate lively bidding, certainly; but an inefficient use of the bidding sets by casual Bidders, Subs and Suppliers imposes an unnecessary burden of cost on the Owner. Further, some Owners require that the cost of the documents be borne by the Architect and not be a reimbursable expense passed on to the Owner. (Hey! This is getting SERIOUS!!) Perhaps the excessive cost of extra documents should be borne by the Bidders.

Mr. Bourn's antagonists had an opportunity to "color him black" and splashed paint in this fashion.

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The Blueprint Company ... okay for the drawings, but what about only 1½ sections of the specifications? Photocopy? By Whom?
Carl J. Karle (Jennite Co. Representative) presented a
tarnish-proof image of the Specialty Supplier by pointing
out that the use of only a part(s) of the documents can be
made by having more sources available for brief access
to the documents. The greater use of plan-rooms, esti-
mator services, quantity take-offs, etc., can provide
broader exposure for each of the many individual spe-
cialty items encountered. Specialty Bidders do not al-
ways require the use of entire sets.
But even this image can be zebra-tized.

Is your sub-bid meaningful to the General Bidder?
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counter thorough or too cursory? Did the acoustical
take-off consider the mechanical and electrical
layout of the ceiling? Your ultimate sub-bid
cannot be cursory. It suddenly becomes REAL!!

Contractor E. B. Jones (A. A. & E. B. Jones Co.) pro-
vided a suggested solution to the cost-of-documents prob-
lem that appears to have been laundered and bleached
into an acceptable animal. On a recent local project, the
specifications stated that a specific number of documents
would be furnished the successful bidder cost-free. Upon
order by the Contractor, additional sets were to be pro-
vided on a unit-cost basis, and the bidder should allow
for such cost in his bid to the Owner. The plan-deposit
system was still used during the bidding period. This
placed the ultimate cost of document reproduction in the
cost of construction, paid for by the beneficiary . . . the
Owner. Furthermore, it insured the more judicious and
continued use of sets during construction instead of being
idle under someone's desk.

Tattle-tale-grey stripes on this animal can arise,
however. Does the General Contractor bill his
subs for replacing lost or damaged sets? How
much for partial sets?

Why doesn't the General Contractor get more sets so
that more subs can make take-offs?

Faced with these thoughts and other arguments and con-
siderations, the Denver Chapter of the CSI is working on
a suggested form for an eventual "Bidding Document
Procedure." We would like the help and advice of the
A.I.A., the A.R.A., the A.B.C., Producers Council, Manu-
facturers' Reps, and of others interested enough to com-
ment. Hopefully the eventual accepted procedure will
bear the endorsement of the above organizations in this
area and we can all have some acceptable "ground-
rules."

Let's start with this:

Premise:

DOCUMENT REPRODUCTION COSTS: Documents are a
necessary part of translating the graphic into plastic
form and costs for reproduction are properly placed as an
owner-borne construction cost.

Recommendations:
A. Owner pay direct invoice cost of Reproduction
to Architect,
or
B. Owner pay costs as part of construction con-
tract (per Jones suggestion, above).
Deposit required on all complete sets. Direct pay-
ment by bidder for partial sets (no return).

Premise:

DOCUMENT DISTRIBUTION: The Prime Bidders
are responsible for obtaining many, many sub-bids. The
Contractor can aid by providing additional sets to
major subs or suppliers.

Recommendations:
All prime bidders receive enough sets to work on
with their selected subs and suppliers (two to
four sets).
All major suppliers receive one set for use (eventual bids to all Prime Contractors).
Amount of deposit to be related to reproduction
cost. (3 times actual cost?)
Use plan-rooms, etc., as much as possible for
greater exposure (two to three sets).
Deposit forfeited by bidder for mutilated sets,
late return, for no bid. Architect use discretion.
Provide enough time for bidding period.
Deposit checks not cashed by Architect unless
deposit is to be forfeited, in part or in total.
Partial sets of documents issued at Bidder's risk.

OK. It's a start. Shoot it out of the saddle!!
Please address your suggestions and criticisms to the
CSI Committee Chairman:

Mr. Arthur H. Bush, A.I.A.
355 Corona Street
Denver, Colorado 80218

Get ready A.I.A., A.B.C., et al. We're going to eliminate
this problem. (Would you believe "minimize"?) With
your help, we can stop this nuisance and get on to more
weighty things. When was the last time you tried to
either bleach or dye a zebra?
INSTANT CITY!

Avant-garde is the word for "Instant City"—seen for the first time in the recent "40 under 40" show of the Architectural League of New York. This exciting new approach to land conservation and urban planning recalls some of the precepts of Aspen Award Winner, Dr. Constantinos Doxiadis ("Anthropocosmos"—September Symposium), and is the imaginative work of Stanley Tigerman, AIA, Chicago. Architect Tigerman has named his original urban center "Instant City" because it can be erected quickly, is self-contained, and provides facilities for every activity of urban life. If the inhabitant of "Instant City" so desired, he would never need leave his complex...all his daily pursuits could be reached by simply taking an elevator.

The "Instant City" project was commissioned by the Vermiculite Institute to mark its Silver Anniversary. It is meant to demonstrate the use of lightweight, fire-resistive vermiculite products to simplify building construction in an age when population, automobiles and expressways are proliferating at a fantastic rate.

Essentially, Instant City is a high-rise, hollow pyramid astride a freeway. Two enormous triangles slant inward to join at the apex. The other two sides are open to allow traffic to flow through, and exhaust fumes to dissipate. Fifty per cent of the area over the expressway is open.

The structure is realistically engineered for loading and resistance to lateral forces. The frame is steel, fireproofed with vermiculate sprayed directly to the metal. Vermiculite concrete modifies the dense structural concrete floor slabs in the major center sections, and reduces the transfer of impact noise through the floor. These two vermiculite products cut dead load by 35 per cent.

"Lightweight is more and more a prime consideration in contemporary building design and construction," Mr. Tigerman notes. "It is a Jet Age paradox that multistory buildings, which go nowhere, weigh ten times more per cubic foot than aircraft that travel at supersonic speeds."

Each triangular section is 50 ft. wide, clear span. Base at grade is 600 ft. long—a full city block. As the triangles rise, their length decreases to a point. Height above grade is 485 ft. The span over the freeway is 660 ft., but is adaptable to any width. The structure transfers its loads through pin connections to a series of concrete buttresses supported by caissons. Tension cables below expressway grade tie the sections together.

The ground floor is completely open, except for the entry cores. Below it are four floors of parking and service, accessible from the expressway.

The first three stories above grade are designed for use as educational, institutional, light industrial, and commercial spaces. A total of 155,000 sq. ft. Floor-to-floor heights are 21 ft. 6 in.

The next five floors are office space, a total of 204,000 sq. ft. Mechanical, electrical, telephone, and computer utilities are accommodated in the vermiculite concrete floor sections. Floor-to-floor heights here are 14 ft.

These first eight floors are elevatored separately on a funicular basis.

Above them are 21 floors of apartments, about 400 in all, totaling 420,000 sq. ft. They range from one room efficiencies to four-bedroom units. The dwelling area is single-loaded and faces a series of transitional parks, shopping malls, and outdoor recreation grounds. The walls of the rooms are square; the sides of the balconies have diagonal glass facings. Floor-to-floor height is 10 ft. The organization of floors is diagonal and is based on codes dealing with secondary egress dimensions.

The 30th floor, which contains 10,000 sq. ft., is devoted to restaurants and indoor recreational spaces.

The final six floors house mechanical services, elevator over-ride, etc.

The total structure contains 789,000 sq. ft., plus the parking, ground floor, and mechanical service areas. A street crossing over the expressway and accessible from it links the two triangles.

L. A. Barron, managing director of the Vermiculite Institute in Chicago, notes that one of the great advantages of Instant City is that it would return to the tax rolls taxable land that was removed by highway networks. Utilizing the air rights over the expressway is quite practical. The population explosion and the scarcity of building sites are making the leasing of air rights a common practice.

Within a metropolitan area, such a structure could be erected without displacing people or demolishing existing buildings. It is an addition to the community, rather than a mere replacement. Or, as a gateway to a metropolitan center, doubling as a satellite city, it is as dramatic as the Saarinen arch in St. Louis. Another possibility is that a series of pyramids could be erected over expressways in heavily congested areas, which would greatly reduce the number of condemnations.

"Instant City" is a concept which barely grazes the skin of 99 and 44/100ths percent of "Symposia" readers. We live in "God's Country," but we cannot encapsulate our thinking in our wide-open spaces. Any city with a plus-half-million population begins to "sprawl"...to become a series of cities within the city. We are beginning, in these decades following World War II, to feel for the first time the concentrated pressures of an exploding population from both East and West.

Historically, cities have been founded along major transportation routes: first, the waterways; then, the railroads. If the pattern holds, the cities of the future will grow along the expressways.

It is important for us in these wonderful wide-open spaces to realize that we live on the expressways of America.
Instant City, a Space Age prototype, gets its shape from the ancient pyramid. Built on leased air rights over an expressway, the structure provides complete facilities for urban life.

Photograph:
Baltazar Korab, Birmingham, Michigan
Need for Controls To Protect Against Giving a Faulty Certificate of Payment

An architect had issued Certificates of Payment which included payment for plastering work that had been neither completed nor inspected by the city authorities. Also, Certificates of Payment were issued to reimburse the general contractor for payments to sub-contractors which payments, in fact, had not been made. The architect relied on the general contractor’s requisitions and had not checked to see that the plastering work had been completed and inspected, nor had he checked to see that the sub-contractors had been paid.

The general conditions of the contract authorized the architect to withhold payments if the contractor had not properly made payments to the sub-contractors. The sub-contractors quit the job and the contractor was dismissed. When the owner brought claim against the architect, the court held that these claims constituted sufficient allegation of negligence on the architect’s part to allow the case to go to the jury. The court also stated that the architect should have required receipts of payment or releases from sub-contractors. The court also observed that the negligence of the contractor in submitting false application for payment could not protect the architect from liability for his own negligence in improperly issuing Certificates of Payment.

MORAL
Establish reliable checking procedures on which to base a Certificate of Payment. State clearly in writing the extent and limitations of the intended checking procedures as to both quality and quantity and be sure this is understood by the owner.
A.I.A. A.I.D. joint conference
Santa Fe New Mexico October 2-5, 1966
PROGRAM OF EVENTS

WEDNESDAY, October 12: Afternoon
A.I.A. Regional Council — Business Session
A.I.D. Chapter Presidents and Board of Governors meeting.
Governors meeting.
Pre-Registration Opens—La Fonda Lobby.
Pre-Registration Packets available.

Evening
A.I.A.-A.I.D. Reception—At the home of Mrs. Patrick J. Hurley.
Pre-Registrants only. (Black tie)

THURSDAY, October 13:
Morning
8-11 A.M.
Breakfast—Open—(No meetings scheduled)
A.I.A.-A.I.D. Registration Desk Open
Exhibits Open — Coffee in Exhibits Room

11:00 A.M.
A.I.A.-A.I.D.: OPENING SESSION.
State Land Office Auditorium.
Greetings and Slide Show “People.”
J. B. Jackson, A.I.A., A.I.D.—Editor-Publisher, “Landscape”
Magazine.

12:30 P.M.
BUFFET LUNCHEON—Desert Inn.
Tables for Press and Educators.
Speaker: James Merrick Smith, F.A.I.D.—National President, A.I.D.

Afternoon
MAIN SEMINAR . . . Moderator: John W. McHugh.
“People in Urban Space”—Paul Spreiregen, A.I.A.
“People in Architectural Space”—Walter Netch Jr., A.I.A.
“People in Landscape”—Garrett Ekbo, A.S.L.A.
“People in Interior Space”—William Raiser, A.I.D., N.S.I.D., I.D.A.

Evening
A.I.A.: Cocktails and Dinner—Architects at Home—Invitation.
Evening at Madrid (Ghost Town) A.I.A.-A.I.D.
FRIDAY, October 14

Morning
Breakfast Open.
Convocation of Regional Fellows (A.I.A.) La Fonda (by invitation).
Registration Desk Open.
Coffee in Exhibits Lounge (Badges).
A.M.
SECOND SEMINAR—Communications
Moderator: John P. Conron, A.I.A.-A.I.D.
The Professional Press: Peter Blake, A.I.A.

LUNCH
A.I.A. Women’s Luncheon—St. John’s College.
(Busses-Tickets)
A.I.A. Men’s Buffet—Desert Inn—Albuquerque Award (Tickets).
A.I.D. Buffet—Inn of the Governors (Tickets).
2:00 P.M.
A.I.A. DESIGN CONCEPT SEMINAR—Arranged by National A.I.A.
Limited Attendance—Two Projects.
Moderator: Mr. John P. Conron, A.I.A., A.I.D.

Evening
Cocktail Party — Producers’ Council and Resources Council—
A.I.A.-A.I.D.
(Badges.)
FRIDAY NIGHT FREE... No Parties Scheduled

SATURDAY, October 15

Morning
Breakfast Open.
Registration Desk Open.
Coffee in Exhibits Lounge (Badges)
9:00 A.M.
A.I.A.: Western Mountain Region Business Meeting—
Santa Fe Room, La Fonda Hotel.
A.I.D.: Mountain States Region Business Meeting—
Inn of the Governors.
A.I.A.-A.I.D.: SPECIAL COFFEE TO BE HELD IN THE EXHIBITS LOUNGE AREA

LUNCH
OPEN.
Some Tours to have Box Lunches en route.
Afternoon
TOURS: MOUNTAIN VILLAGES (5 hours—Lunch en route) (Tickets)
SANTA FE CITY TOUR: Station Wagon Busses (Tickets).
MUSEUMS AND SHOPPING: No special arrangements.
Evening
Host Chapter Cocktail Party (La Fonda) (Admission by Badges)
A.I.A.-A.I.D. Awards Banquet—La Fonda,
Speaker: Harold Spitznagle, F.A.I.A., Vice President of National A.I.A.
This doesn’t “just happen.” There is a reason or reasons for most economic phenomenon, and logical explanations must be found for this one. The owners of proposed construction haven't really taken to Grimm's Fairy Tales, exclusively, architects haven't gone on a kick with LSD, and the contractors haven't subscribed to a "get-rich-quick" philosophy.

Is this disparity of estimates and bids something wholly new and unique? “No,” a dean of General Contractors assured us. “In any situation of accelerated inflation, the 'architect's estimates' and the 'low bid submitted by the General' are going to show widely separated pictures of the same situation.”

"This is," continued Mr. G.C., "A repeat performance, in a sense. The same thing happened in the construction industry after World War II, and to a lesser extent during the Korean 'police action.' Construction costs—that is the base costs of putting up a structure—have risen materially in the past eighteen months.”

**QUESTION:** Can you give us a percentage figure on these costs?

**ANSWER:** “Yes,” said our G.C. “This is an approximate figure, you understand, but it’s in the neighborhood of plus 14 percent. Now . . . 14 percent on a construction job of around two million dollars makes it a rather expensive neighborhood.”

**QUESTION:** What do you consider the chief cause for this increase in costs?

**ANSWER:** Answered the Contractor: “That’s an easy one . . . 90 percent of the increase is labor.”

**QUESTION:** We all are aware that craftsmen and other labor components in the construction industry have raised their rates . . . but what about materials?

**ANSWER:** “Here again the rising costs of construction materials are labor costs. The raw materials—the iron-ore, the copper, the thousand and one products that go into a building . . . these prices have advanced very little. The big jump has been in the processing of these materials—and this goes back to the same old thing . . . the cost of labor.”

**QUESTION:** Some architects today are employing the Professional Estimating Service—could we have your view of this procedure?

**ANSWER:** “Hmmm," said our General Contractor, "It's not really a service—but rather a dis-service to the Construction Industry. These people are perfectly capable of taking off quantities, but to actually estimate a construction job—monetarily—no, they can’t. They haven't the back-

*Dear Virginia!—There is no Santa Claus!*
ground, the skills, the—well, let's say, 'know how' . . . to figure to the last dollar or cent . . . and that's what your General Contractor has to do."

QUESTION: Don't most owners of proposed construction like to have a cost figure per square foot? Is this a satisfactory criteria in estimating costs?

ANSWER: "It's an over-simplification," explained the General Contractor, "Valuable only when there is a true estimate of the components. As an example—and this is an easy one—let's take the cost of a masonry wall. You have to know the number of brick or tile to be set in place and their cost, the cost of the mortar or grout being used, and the labor cost of putting them up. Then you have a square foot cost that makes sense . . . for that particular section of the building."

QUESTION: Is there a solution to this problem?

ANSWER: "There's always been an answer. The same answer used when the 'estimate' and the 'bid' got out of hand in the past, The architect simply calls upon the General Contractor to help him in making the original estimate."

QUESTION: The General Contractor is willing to do this?

ANSWER: "Of course, he is willing—and I might say, able. This business of getting a job on a low bid when you are plus thousands of dollars over the architect's estimate isn't a situation which the G.C. enjoys any more than the architect does. And—not only General Contractors are willing to help the architect on his cost projection—the sub-contractor is equally ready and willing to serve the man who is designing a structure. Cooperation is the only answer to the problem."

The General Contractor being only a part of the total picture, Symposia felt an interview with a CSI member (Industry) was almost essential to put together another segment of the jigsaw puzzle of 'estimates' vs. 'bids.'

QUESTION: You say, architects need the help of the suppliers?

ANSWER: "Yes," said our CSI Industry Consultant. "No architect really wants to 'guessimate' a building . . . yet, too many of them are doing just that at the present time. The architect's principle concern is design—and with a deadline staring him in the face—he, often, starts too late on figuring costs. Due to previous experience, he may use a rough estimate from figures he has available, or employ an Estimating Service, but too late to really get a true 'cost analysis.'"

QUESTION: Then—what you are saying, as a supplier, is that you are willing to do some of this work for the architect?

ANSWER: "Certainly. There are a host of manufacturer's representatives, and suppliers who are more than willing to provide an architect with a fairly accurate price on any given product. We may even pad this figure a little to take care of foreseeable price increases, in the future. An architect may have used the same product on a job six to eighteen months ago—but a different shape, a different color or even a different quantity may radically change the price. We don't keep this information in a locked vault—we are ready to serve the architect in any capacity we can."

QUESTION: Can you think of any reason why the architect has not availed himself of these services which you say are so freely offered?

ANSWER: "It's not a valid reason," assured the CSI Industry Representative, "But one which might bear inspection."

QUESTION: You mean the architect is chary of using industry services?

ANSWER: "Right—he does not wish to commit himself as to the specification of any certain product—or numbers of products. Sometimes, the architect does—or the owner might ask for a definite product to be used in a construction project. But, if this is not a policy, the architect steers away from consulting Industry people. It's not necessary. Reputable organizations are always happy to assist an architect on a cost/price analysis . . . they are providing an honest service. They do not always expect to 'get' a given job, but they are not working on the idea of a 'one-shot' proposition. They are in the business for 'keeps' and if this particular building does not employ their materials on the basis of service rendered . . . the architect may actually specify their product the next time around."

QUESTION: You are suggesting then, that any reputable supplier will gladly quote prices to the architect?

ANSWER: "Assuredly—and hopefully this will reduce the spread between the 'architect's estimate' and the 'lowest bid.' We are pricing products and their installation . . . and believe me, we know there isn't any Santa Claus."

So far in our interviews, it has looked very much like the architect has become the "whipping boy"—"goat" or whatever. Is he principally at fault for the "low-bid"—"estimate" problem? Let's talk to an architect or two.

QUESTION: What is your viewpoint on the subject of the widespread gap between the architect's estimate and the "low bid" submitted by the General Contractor?

QUESTION: What is your viewpoint on the subject of the widespread gap between the architect's estimate and the "low bid" submitted by the General Contractor?

ANSWER: Architect Number 1: "You might say the architect is caught between a two-edged sword. On the one hand, he has the owner—who wants so much space and so much facility for so much money. On the other hand, he has the stark reality of construction costs. The real problem is the time-lag. A project conceived and designed two years to eighteen months ago on one cost premise is completely out-dated by the time the plans are ready for the General Contractor."

QUESTION: Do you think the architect can remedy this present situation?

ANSWER: "He has to. There has to be a 'moment of truth.' During the estimating period, he must bring to the owner's attention the discrepancies between what he wants—what has
been planned and the actual cost of construction. The primary job of today's architect is to revise and re-evaluate before the 'job goes to market.'

QUESTION: Then ... is it your opinion that the architect has been unrealistic ... that, in a sense, he does believe in Santa Claus?

ANSWER: "I am not holding a portfolio for the architect. In some instances, he has been wrong ... only inadvertently. His primary problem has been a lack of communication with the owner ... the man who wants so much floor space, with so much of a design factor ... for so much money."

QUESTION: During the estimating period—what is the architect's most important job?

ANSWER: "Communication. An estimate must be realistic ... it must be submitted to the owner ... and it must be re-evaluated in the terms of present construction costs, before it is put on the block for the General Contractor to take a shot at it."

Let us talk briefly with Architect Number 2.

QUESTION: What do you think has gone wrong, recently, in the gap between the "Architect's Estimate" and the General Contractor's "lowest bid?"

ANSWER: On almost any job an architect is given today he has a "budget figure." This is divided into three parts ... like MacBeth's Witches ... "Toil, Toil and Trouble.""

ANSWER: Some choice! Let's be hypothetical for a moment. Our owner has a budget figure of $100,000. He wants a 100,000-square-foot building. QUESTION: Isn't that impossible?
The Associated Building Contractors (Colorado's Building Chapter of the Associated General Contractors of America) honored past presidents on September 6 at the semi-annual meeting of the entire membership. Held this year, in the Grand Ballroom of the Brown Palace Hotel in Denver, Associate and Building members paid tribute to those men who have manned the helm of the Good Ship ABC since its founding in 1934.

President B. H. Baker of Colorado Springs presided. After his message of welcome to those present, he introduced representatives of new firms who had joined the Association since the last combined Membership Meeting. Invited guests were welcomed, and then Mr. Baker turned the meeting over to Vice Chairman Herman Rask of the Associate Membership.

Mr. Rask, Mr. Forrest Jensen, and the Associate Membership were in charge of the program for the evening. As their representative... Harry G. Hickey served as Master of Ceremonies. (See Symposia Salute.) With his usual aplomb, Mr. Hickey took the rostrum. He commented on the very real debt which the Association owes to its Past Presidents for the guidance they have supplied... bringing ABC to its current distinguished position in the construction industry. All of the plus two hundred men present stood in silent tribute to the two Past Presidents, now deceased, J. T. Gibson (1935) and N. G. Petry (1939-40-41 and 1942). Personalized brief cases were presented to the Past Presidents in attendance. They
Senator Allott saw no quick way to diminish the trend toward scarce money, high rates of interest and inflation. His answer would be... "let's balance the budget." He expressed a feeling that Congress would be recalled shortly after the November elections to consider wage and price controls.

The Nation's Business community, said Mr. Allott, would respond gratefully to a little encouragement—rather than increased socialistic controls at every step of their development.

In reply to a direct question regarding Viet Nam, Senator Allott replied that he felt war strategy belonged in the hands of the military experts—and civilian secretaries should concern themselves with an overall policy which might lead to a possible victory.

At the conclusion of Senator Allott's informal speech, Mr. Ed Kingman of K. C. Construction Supply made a strong appeal for financial help to bolster Senator Allott's re-election... in the face of the support from Labor for his opposition. This, said Mr. Kingman, is in the neighborhood of a quarter of a million dollars.
Mr. Donald W. Decker, President of Blackinton & Decker, Inc., and Chairman of the Education Committee, Associated Building Contractors of Colorado, Inc., has announced plans for another year of sponsoring supervisory training courses in building construction to be given by the Emily Griffith Opportunity School system of the Denver Public Schools. The ABC is the state's building chapter of the Associated General Contractors of America.

The courses will consist of three phases: Architectural Plan Reading, Correlation of Blue Prints and Specifications, and Building Construction and Job Procedure. Specifically designed to prepare promising employees in building construction for the responsibilities of foremen and superintendents, the courses have been arranged so that all three may be taken by a qualified person over a period of two school years. The first two are 12 weekly sessions of two hours each...one following completion of the other. The third phase of 24 weekly sessions of two hours each runs parallel to the first two, starting in October and ending in April.

Employees, both salaried and hourly wage earners, of firms which are members of the ABC of Colorado are eligible to apply for enrollment in these special programs. Mr. Decker made it clear that a certificate of successful completion could not guarantee a supervisory job, but it would serve to point out to the employer the initiative and added knowledge of the successful student in areas related directly to the job.

Instructors for the three phases are: Henry A. Hemphill, AIA, a local architect residing at 4390 Fenton Street; Dennis J. Lechniak, AIA, another architect, who resides at 2380 South Newton Street, and Richard C. Breaker of Gerald H. Pipps, Inc., the Colorado construction firm.


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**The Year Ahead For Producers' Council**

Denver's Producers' Council, the local chapter of the national organization of manufacturers of building materials and equipment, is busy charting its course for the coming year. Chauncey Kerr, Editor of the P.C. Newsletter, has released the program schedule for the upcoming months.

As in past years, the Denver Chapter is embarking on an aggressive PC Product Informational Meeting schedule designed to provide informational service to architects and other specifiers, especially in the field of new products, new uses and installation techniques. The schedule follows:

**October:**
- 4th Annual AIA-PC Golf Party, Meadow Hills Country Club, Tuesday, October 4th
- AIA Regional Convention, Santa Fe, October 12-15
- "Parade of PC Products for Decision Makers" (Table-top display for School and Hospital Officials, City, State and Federal Government Officials and Industrial Concerns)

**November:**
- Informational Meeting
- AIA-PC Winter Dinner Dance (10th)

**January:**
- Home Builders Association Meeting (17th)
- Georgia-Pacific Informational Meeting (31st)

**February:**
- Interpace Informational Meeting
- Building Owners and Managers Association (Displays)
- Architects Luncheon Displays

**March:**
- PC-Architectural Sales Representatives Institute University of Colorado Informational Meeting

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Building Industry Conference

April:
- Informational Meeting
- CSI Meeting

May:
- L-O-F Informational Meeting
- AIA Awards Banquet
- PC Business Meeting

June:
- Having set up the "pace that kills"—Evan Williams, Chairman of the Rocky Mountain Satellite Program Committee, has announced a vigorous format for 1966-67. Teams will cover Boulder, Colorado Springs, Fort Collins, Greeley, Pueblo and Grand Junction in Colorado; Cheyenne and Casper in Wyoming and Rapid City in South Dakota.


With all the energy and optimism evident in Producers' Council—we can only predict great things for their progressive program. All good Symposia wishes and Bon Voyage to the Good Ship, PC, as it takes to the briny for the 1966-67 voyage.
Several hundred consulting engineers, contractors, government officials and manufacturers will gather in Boulder, October 4-7 for the Third Institute for International Engineering.

The theme of this year's Institute, sponsored by the University of Colorado, in cooperation with the Consulting Engineers Council and the Department of Commerce, is: "Expanding International Engineering and Construction Through Teamwork."

The Institutes, held every other year since 1962, have become the sounding board of opinion and the platform for policy. Each participant receives a complete copy of the proceedings, and material from the proceedings finds its way into publications in articles and books throughout the world.

A fundamental objective of the Institutes is to develop overseas business for consulting engineers and construction companies. The participation of American firms in development of American export trade has led to increased use of American specifications for foreign projects and, in turn, increased familiarity in foreign nations of the character and advantage of American products followed by increased exports of American materials and equipment.

Put in more simple terms: If the design of overseas project is done by American consulting firms, the chances of the use of American equipment on these projects is enhanced. This contributes greatly to solving the balance of payments problem of the United States.

Herbert Vogel, of the International Bank for Construction and Development; and more than 25 others. Heading the planning committee is E. Vernon Konkel. Denver-area committee members are: Clevenger; Charles A. Brokaw, U. S. Department of Commerce; William D. Boub, University of Colorado; John A. Duffy, U. S. Department of Commerce; Prof. R. J. Williams, University of Colorado; E. H. Carter; Arthur Krill; Harvey Kadish; William Becker; James M. Lane and Pierre DuBois. Discussion items will start with a keynote address by Waggoner. He will speak on: "The Need for U. S. Teamwork in International Engineering and Construction."

Other discussion items have these titles: "Ethics—Do We or Don't We;" "Current Legislation as It Affects Consulting Engineers Overseas;" "Teamwork with U. S. Government Departments Concerned with Balance of Payments;" "Teamwork with U. S. Government Technical Agencies;" "Teamwork with Industry and Private Financial Institutions."

Conference Schedule
(All plenary sessions except the Thursday afternoon meeting will be in the University Memorial Center Forum Room; rooms for smaller sessions will be announced at the Institute)

TUESDAY, OCTOBER 4
8:00-9:00 a.m. Registration: University Memorial Center Alumni Hall
9:00-5:00 p.m. All-day public debriefing of trade missions to Central and South America by Department of Commerce officials. The CEC-Department of Commerce trade missions are scheduled to return to the United States in time for the Institute, and all Institute participants are welcome at the debriefing.

WEDNESDAY, OCTOBER 5
8:00-9:30 a.m. Registration: University Memorial Center Alumni Hall
9:30-10:00 a.m. Welcome to the University of Colorado Orientation
10:00-10:30 a.m. Keynote address: "The Need for U. S. Teamwork in International Engineering and Construction"
10:30-11:00 a.m. Reactor panel to keynote address (team of reactors from AID, contractors, NCA and manufacturers will respond to address)

11:00-11:30 a.m. Discussion period
11:30-12:00 a.m. "Trade Missions"
12:00-1:15 p.m. Luncheon
1:15-1:45 p.m. "Ethics—Do We or Don’t We?"
1:45-2:00 p.m. Discussion
2:00-2:30 p.m. "The U. S. Consulting Engineer: Expensive? Over-Designer?"
2:30-2:50 p.m. Discussion
2:50-3:00 p.m. "Current Legislation as It Affects Consulting Engineers Overseas"

3:00-3:15 p.m. Coffee and discussion
3:15 p.m. Concurrent group meetings (Conferees will attend session of their choice)

1: Basics of conducting business overseas for consulting engineer and construction firms less experienced in overseas operations—joint ventures, business development, personnel, etc.
   A. A brief description of the total picture for the newcomer
   B. AID procedures
   C. Source of information
   D. Importance of local joint venture partners

2: Management of a foreign project—day-to-day working relationship and problems
   A. The project manager, his selection and problems
   B. Training programs
   C. Recruiting and compensation
   D. Customs and duties and documents

7:00-8:00 p.m. Social Hour (Boulder Country Club)
8:00 p.m. Dinner (Boulder Country Club)

THURSDAY, OCTOBER 6
9:00-10:30 a.m. “Teamwork with U. S. Government Departments Concerned with Balance of Payments”
10:30-10:45 a.m. Coffee and discussion
10:45-11:05 a.m. Reactor panel
11:05-11:30 a.m. Questions and answers
11:30-12:00 a.m. "Relationships of the Private Engineer and AID"
12:00-1:30 p.m. Luncheon
Afternoon sessions will be held in the Engineering Sciences Center
1:30-3:30 p.m. "Teamwork with U. S. Government Technical Agencies"
Representatives of AID, Bureau of Reclamation, Bureau of Public Roads, Corps of Engineers, BUDOCKS, USGS
3:30-3:45 p.m. Coffee and discussion
3:45-4:10 p.m. Reactor panel
4:10-4:45 p.m. Questions and answers
6:30-7:30 p.m. Social Hour, Harvest House Motor Hotel
7:30 p.m. Banquet, Harvest House

FRIDAY, OCTOBER 7, 1966
9:00-10:00 a.m. “Teamwork with Industry and Private Financial Institutions”
10:00-10:15 a.m. Coffee and discussion
10:15-12:00 a.m. "Teamwork with Public Financial Institutions"
12:00-12:30 p.m. Questions and answers
12:30-12:45 p.m. Evaluation and adjournment
Today, the market abounds with terms such as “complete systems,” “program selling,” “specialty distributors,” and so on. The increasingly frequent use of these terms heralds some new and different approaches to the methods employed in getting materials to market. Since these changes are occurring with many material suppliers in the construction industry, and my own company (Weyerhaeuser) is in the middle of many significant revisions in its own marketing procedures, this brief review of these new concepts will perhaps be of interest to many architects, engineers and building contractors.

In the past, most basic building materials such as lumber, plywood, concrete block, insulation and many others have been sold simply as commodity items, through a many-step distribution process. This was because these products were in easy supply, unspecialized, and production oriented (basic material supply dictated what would be sold). Lately, however, we find that these products have evolved into more specialized items requiring better follow-up and control of the market.

Automatic stress-rating equipment and special drying processes have changed the nature and use of ordinary framing lumber into an engineered product. Other basic products, such as plywood, cement blocks, insulation, steel reinforcing and exterior siding have become more complex, available in many designs, shapes and colors. These new evolutions have caused them to become identified as “specialty” products. The multiplicity of these product changes combined with the architect’s need for accurate design information, firm pricing, controlled quality through the installation, and the ability to perform in use have all required manufacturers of building products to become involved far beyond their initial production. Manufacturers must now, and in the foreseeable future, exercise some control over the delivery, the installation and the satisfactory end-use of their products.

To meet these needs manufacturers must and are, today, developing special selling programs. These take many forms, but some of the basic elements required are:

1: **Continued product upgrading** to meet the specialized end-use requirements.
2: **Specially trained representatives** to provide technical assistance to architects, engineers and contractors.
3: **Special departments** or staffs to assist with Building Code or Insurance problems.
4: **Field estimating** which will provide fast, accurate local pricing, both preliminary and final.
5: **Complete technical manuals and samples of products made available to the specifier.**
6: The creation of a **well trained local distributor** or of company outlets to provide localized stocking of materials and assistance in product installation.
7: **Complete follow-up systems** to insure proper delivery, and end-use of products, and to indentify areas for product improvement.

ToMarket...

To Market...

by John Burks

(Author of the article below is Mr. John Burks who is a member of the Construction Specifications Institute and who has served on Symposia’s Editorial Advisory Board since its inception some six months ago. Mr. Burks is an Architectural Sales Representative for the Weyerhaeuser Company—in Denver.)
The following letter was received too late for inclusion in the "Ban the Boycott" article in our September issue. We include it here to clarify Representative McVicker's stand on this issue.

"I am on record, and have been, that had H. R. 10027 as it cleared the Rules Committee come to the floor this year, I would have voted no.

Yours very truly,
Roy H. McVicker, Representative
Colorado, Second District"

In re: The Santa Fe Plaza. Following is a copy of a letter written to John Gaw Meem, F.A.I.A., concerning this important project.

"Dear John:
I hope you are as pleased as I am with the September issue of Symposia. Mr. and Mrs. Trunk, President and Editor, have been most kind and gone beyond the call of duty in helping publicize the coming Western Mountain Region Conference. I am enclosing a photo copy of Mrs. Trunk's letter of August 30, 1966. Her interest in the progress of the Plaza work has been underlined. It is my hope that you will find it possible to keep her informed.
Thanks very much for letting us use your material. Your help has been greatly appreciated."

Sincerely,
Foster H. Hyatt, A.I.A.

Mr. Meem's letter to Symposia follows:

Dear Mrs. Trunk:
Foster Hyatt was kind enough to send me a copy of your letter to him of August 30th. In it, you ask him to keep you informed as to the progress of the rehabilitation Project for the Santa Fe Plaza. The working drawings are now in process of being completed by Mr. Kenneth Clark, F.A.I.A., who is associated with me just as Foster Hyatt has been. We are hoping bids can be taken later this month and that the Project will be under way in October. May I take this opportunity to thank you for the fine presentation you gave my Plaza report in the September issue of Symposia. I was well pleased with it and almost immediately wrote your firm requesting them to send me fifteen copies (and billing me later). These copies would be very helpful in smoothing out kinks in the Project as they arise.

Sincerely,
John G. Meem

Gentlemen:
Please send me and bill me for six (6) copies of the excellent September, 1966 issue of SYMPOSIA. As Chairman of the Historic Style Committee of the Santa Fe Planning Commission, as a member of the Old Santa Fe Association Board, and as an architect I would like to compliment you on the quality of this issue.

Sincerely yours,
Irene von Horvath, A.I.A.
Mr. Architect:

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Prestressed Concrete Institute  Architectural Structural
I "Sandy" Sandoval was born in Albuquerque (well-within Symposia territory) and Santa Fe. We are happy to welcome him to this group of (in Madison Avenue) idea-wise, industry-wise gentlemen. Like all the other members of the Advisory Board, "Sandy" is "the busiest man you know." He is a fine sales-representative (Sales Manager, Brick Division, Robco) for his company, a dedicated committee member and officer for almost all the construction oriented organizations in the area—and personally, a good husband and father.

"Sandy" was born in Albuquerque (well-within Symposia territory), and came to Colorado in 1940 to attend the University at Boulder. Like a lot of other young men in the '40's, there was a war to get out of the way, and "Sandy" couldn't finish his college until he had done his bit for Uncle Sam.

In 1959, he joined the staff at Robinson Brick and Tile where he has been ever since. He has served on the Associate Member Council of the Denver Home Builders Association, on the Building Industries Conference Committee and Chairman of the Winter Dinner-Dance for the Associated Building Contractors, and has been actively participating in Producer's Council for many years—an activity climaxxed by his election as president this year. On the panel wall of his office, he has a number of citations—the Architectural Representative Sales Institute at the University of Colorado—and an Award for Community Service—1963—from the Mile High United Fund when he worked in conjunction with the ABC.

"Sandy" and his wife, Beth, live in the Applewood area with Scott (10), Kathy (9), and Mark (7) . . . an active, happy family. Dad is on the Board of Directors of Rolling Hills Country Club where he pursues his golfing hobby. His other "outside interest" is photography.

When we said the busiest person we weren't kidding! The last of September, "Sandy" will attend the President's Convention for Producer's Council in NYC—October 9-12, he will attend the SCPI National Convention at the Broadmoor (how about that big A) in Colorado Springs . . . and yes, the AIA Regional Conference, "Design for People" in Santa Fe . . . October 12-15. How about helicopter service, "Sandy"?

Why are more Pella Wood Windows being used today in residential and commercial construction than five years ago? Is it disappointment with so-called maintenance-free materials? Have they failed to fulfill a promise?

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1. Are Pella Wood Windows and Sliding Glass Doors available in enough sizes and configurations to permit design flexibility?
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3. Do Pella Wood Windows actually enhance a building's appearance and provide an environment of warmth and beauty?
4. Are Pella Wood Windows capable of holding paint as well as some other materials and can you expect ten or more years of life from a good painting job? Are there other compensating factors such as ease of washing that may make Pella Wood Windows actually less expensive to maintain?
5. Do Pella Wood Windows actually have a lower air infiltration rate and a lower U Factor to provide greater comfort and a lower heating cost.

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  - 20¾'H x 20''W x 37½''D
- **Model TD024A** • 24,000 BTU/Hr
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**SPECIFICATIONS**

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  - **Model TE036C** • 37,000 BTU/Hr
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**Water-cooled split system**

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**SPECIFICATIONS**

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- **Model TD018A** • 18,000 BTU/Hr
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- **Model TD024A** • 24,000 BTU/Hr
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Provides cooling only to apartments employing separate heating system, or couples with air
handler with built-in electric resistance heating or electric furnace. Quik-attach provides low-
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Heating & Cooling
63"H x 24"W x 22"D

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OCT. 18: Active Builders Annual Meeting (Home Builders) Election of HBA Board of Directors. 5:30 p.m. Dinner Meeting—Century Room, Cosmopolitan Hotel.

OCT. 24: Executive Committee luncheon meeting, Associated Building Contractors of Colorado, Inc. (AGC), in the Silver Room of the Engineers Club Building, 1380 South Santa Fe Drive, Denver, 12:00 noon.

OCT. 25: Home Builders Association Board of Directors 6:30 p.m.—Dinner Meeting—Cherry Hills Country Club.


NOTE: Many of our readers tell us they are using the "Memo" as a day-to-day reminder of where to be—and when to be there. We are endeavoring, of course, to make this a complete calendar—only possible if we have the cooperation of all the construction-oriented organizations. If your meeting dates are not now included please call us at 422-4153—or if you are outside The Denver Metropolitan Area—mail your meeting schedule to E. Trunk, Editor—Symposia—Boyce Publications, Inc., 4070 Estes, Wheat Ridge, Colorado 80033.

OCT. 3-5: Mid-year Board Meeting, Associated General Contractors, Honolulu, Hawaii.

OCT. 4: Fourth Annual AIA-PC Golf and Dinner Party. Golf: starting times—11:00 A.M. and 2:00 P.M. Cocktails: 6:00 P.M.—Dinner: 7:30 P.M. Meadow Hills Country Club, East Hampden and South Parker Road. (Non-golfers are invited to dinner.)

OCT. 4: Associate Member Council, Metropolitan Denver Home Builders. 11:45 a.m.—Luncheon. Cosmopolitan Hotel.

OCT. 4: Metropolitan Denver Home Builders—General Business Meeting. Cocktails, 6:00 p.m.—Dinner, 7:00 p.m. Cosmopolitan Hotel.

OCT. 4: Third Institute for International Engineers, University of Colorado at Boulder.

OCT. 7: Associated Representatives of Manufacturers Luncheon Meeting—Mayflower Hotel, Denver, Colorado—12:00 noon.

OCT. 7: V.A. Committee—Home Builders Association. 9:00 a.m. at the Denver Federal Center.

OCT. 10: F.H.A. Committee — Home Builders Association. 1:30 p.m.—Railway Exchange Building.

OCT. 11: Regular membership dinner meeting, Associated General Contractors of Colorado, Inc. (AGC), Brown Palace Hotel, Denver, Colorado, 6:30 p.m.


OCT. 12-15: American Institute of Architects Fifteenth Annual Western Mountain Regional Conference—"Design for People." Headquarters hotel: La Fonda—Santa Fe, New Mexico.


OCT. 18: CSI—Albuquerque Chapter. Polynesian Inn, 2420 San Mateo, S.E. Cocktails, 5:30-6:30; Dinner, 6:30-7:30; Program, 7:30-9:30. Visiting CSI Members are cordially invited to attend if in Albuquerque.

OCT. 19: Denver Construction Specifications Institute (meeting delayed one week because of AIA Regional Conference) 6:30 dinner (optional)—7:30 meeting. Engineers Club Building, 1380 South Santa Fe Drive, Denver.

OCT. 24: Executive Committee luncheon meeting, Associated Building Contractors of Colorado, Inc. (AGC), in the Silver Room of the Engineers Club Building, 1380 South Santa Fe Drive, Denver, 12:00 noon.

OCT. 25: Home Builders Association Executive Committee 5:30 p.m.—Dinner meeting—Cherry Hills Country Club.

OCT. 25: Home Builders Association Board of Directors 6:30 p.m.—Dinner Meeting—Cherry Hills Country Club.


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Watersaver Company
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The new Republic Parking Garage in downtown Denver utilized Idealite reinforced lightweight aggregate concrete throughout its two circular continuous ramps and adjoining 5-story, high-turnover, self-parking garage. The result is an efficient 160,000 square feet of space for 400 cars, high-speed access ramps and aisles with a minimum number of supporting columns. If you are considering the construction of a parking garage, warehouse, apartment, office building or other such structure, investigate the advantages of Idealite concrete. It's strong, yet light in weight; 30% less than normal concrete. It offers superior insulating and acoustical properties, as well as low moisture absorption and low shrinkage.