

## **Wren's Western Output**

### **David & Goliath**

**Let your life shine as an example! It is that time of year again when you are reminded of this concept. This year, SCIP is an example of providing a great example. SCIP is conducting business with intelligence, dignity and grace.**

Let me digress:

#### **David: SCIP**

Specifications Consultants in Independent Practice (SCIP) is an international technical resource organization which assists design firms, owners, and manufacturers in acquiring professionally written construction specifications from qualified independent and employed specifiers. They have approximately 200 members. Most of our wonderful independent specifiers belong to this organization.

#### **Goliath: Informa PLC / Informa Exhibitions US, Construction and Real Estate**

Informa purchased Hanley Wood in November 2014. The acquisition added 17 construction and real estate events to Informa's portfolio WHICH INCLUDES Construct (the national CSI show). Informa has offices in 43 countries and around 6,500 employees. The portfolio includes World of Concrete and Greenbuild International Conference & Expo, which ranked. The membership of CSI is about 8,000.

#### **David vs. Goliath**

In October, at the Construct trade show, Informa notified SCIP that they are no longer welcome at Construct. Informa does not like that SCIP meets for a few days prior to the Construct show conducting seminars and a small tabletop display show. Informa is "threatened" by their seminars and tabletops. Informa believes that exhibitors are diverting their attention to SCIP. Furthermore, SCIP's seminars are quite remarkably superior. Goliath has thrown down the gauntlet! SCIP may not hold their next conference anywhere near Construct. Informa controls the hotels. The hotels will not take a reservation from SCIP. SCIP members may individually attend Construct without any SCIP recognition. SCIP may hold their conference in a nearby state.

What? You may suggest that CSI should do something. Guess what? CSI has NO BARGAINING POWER with Informa. History: CSI sold their trade show to Hanley Wood. Hanley Wood changed the name of the show WITHOUT any CSI mention in the title. The powers to be at CSI during that sale never thought to stipulate that CSI remain in the name of our show. One of my articles addressed that fact years ago. Informa acquired the show from Hanley Wood. They are

compromising the Construct show in terms of quality. Goliath can do what it wants!

SCIP is conducting their business with professionalism. They will have their next conference just before Construct next year. They will have a fantastic event, which will serve its members. Construct, the CSI trade show on the other hand, is under the control of Goliath.

**As a Fellow and longtime member of CSI, I am personally offended that my SCIP friends are being ostracized. My intention is to support them and participate in whatever way my company may be invited to participate.**

This article is dedicated to John Regener, SCIP, CSI, CCS. John is a Past President of both SCIP and Orange County Chapter CSI. John passed away in May of 2017. During our many previous visits and CSI meetings, John would talk about how SCIP will surpass CSI one day. He said they will be a strong, viable trade association. AND, THEY WILL HAVE A SUCCESSFUL TRADE SHOW. John, I know you were brilliant and perhaps clairvoyant.

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