



Notes Template for Moderators - 2018 Business Round Tables

Committing to Continuous Improvement

Nashville, Tennessee; Friday, November 2, 2018, 3:20 to 4:45 PM

Table No. (1 to 13): 1 Topic: What new CoMET services are you offering or what new services do your clients expect you to offer?

Moderators: Saad Hineidi and Dan Schaefer

Number of participants at 1st session: 7 Number of participants at 2nd session: 4

Insert an abstract of the topic here.

Has your firm just added or are you considering adding new services to your CoMET operations? Adding new services can help create diversification, improve business performance, differentiate yourself and fight-off commoditization. This topic will focus on identifying new and non-traditional services that firms are offering, and the processes and strategies that firms have used to launch them. Please join us at this roundtable to share your experiences, and discuss how we can most effectively expand our service lines.

Briefly summarize the ten things from the discussion that were of most interest. This might include points discussed, concerns expressed, lessons learned, advice given, solutions offered, case histories presented, or anything else related to the topic. Expand the boxes as needed.

1	Structural wood inspection is a service some firms are adding, which includes shear walls, pre-manufactured panels and wood framing.
2	Firms are doing more light-gauge metal framing inspection, and using senior technicians or junior engineers to perform the inspections rather than a CWI that would more traditionally perform framing inspections.
3	Firms are performing more inspections of fire-rated assemblies.
4	Firms are doing more inspections of components that would traditionally be inspected by the municipality. Since municipalities are stretched so thin, CoMET firms are stepping in to perform these inspections for them.
5	Most firms are not performing any sort of MEP inspections, or performing Construction Administration services.

6	Some firms CoMET departments are performing pavement condition surveys and/or forensic evaluation of pavement failures, but among the firms at the table that did not appear to be a trend.
7	There was a discussion of floor flatness testing using a 3-dimensional laser scanner rather than the more traditional testing methods
8	There still is a lot of confusion and disagreement about measuring floor slab moisture, and if moisture vapor emission or relative humidity measurements are the best or more accurate way to make this determination. No consensus was reached.
9	A couple non-traditional inspections that were mentioned include: sediment and erosion control inspections, and providing construction site Health & Safety consulting. Most firms indicated they are not performing water intrusion, air barrier or building envelope testing, and those services are either performed in a separate department or are subcontracted. One firm has started performing concrete skid resistance and gloss testing of concrete for warehouse slabs where robotics will be used.
10	None of the firms present indicated that they are actively using drones, and no firm present viewed drones as a threat to CoMET services. One firm was interested in ways that drones could be used to assess subgrade conditions on large sites using infrared, electro-magnetic resistance or some other methods. The desire was to see if the technology could identify soft/wet subgrade areas that may require repair/improvement rather than more traditional approaches (like proofrolling).

Summarize the three most important items from the discussion that should be shared with GBA members:

1	CoMET firms are performing more inspection of structural wood, light gauge metal framing, and fire-rated assemblies, and using senior technicians or junior engineers rather than a CWI that had been used in the past.
2	Firms are doing more inspections of components that would traditionally be inspected by a municipal building inspector. Since municipalities are stretched so thin, CoMET firms are stepping in to perform inspections for them.
3	While the CoMET departments of most firms are not using drones to perform construction observations and inspections, there is an interest in exploring uses for drones to augment traditional CoMET services