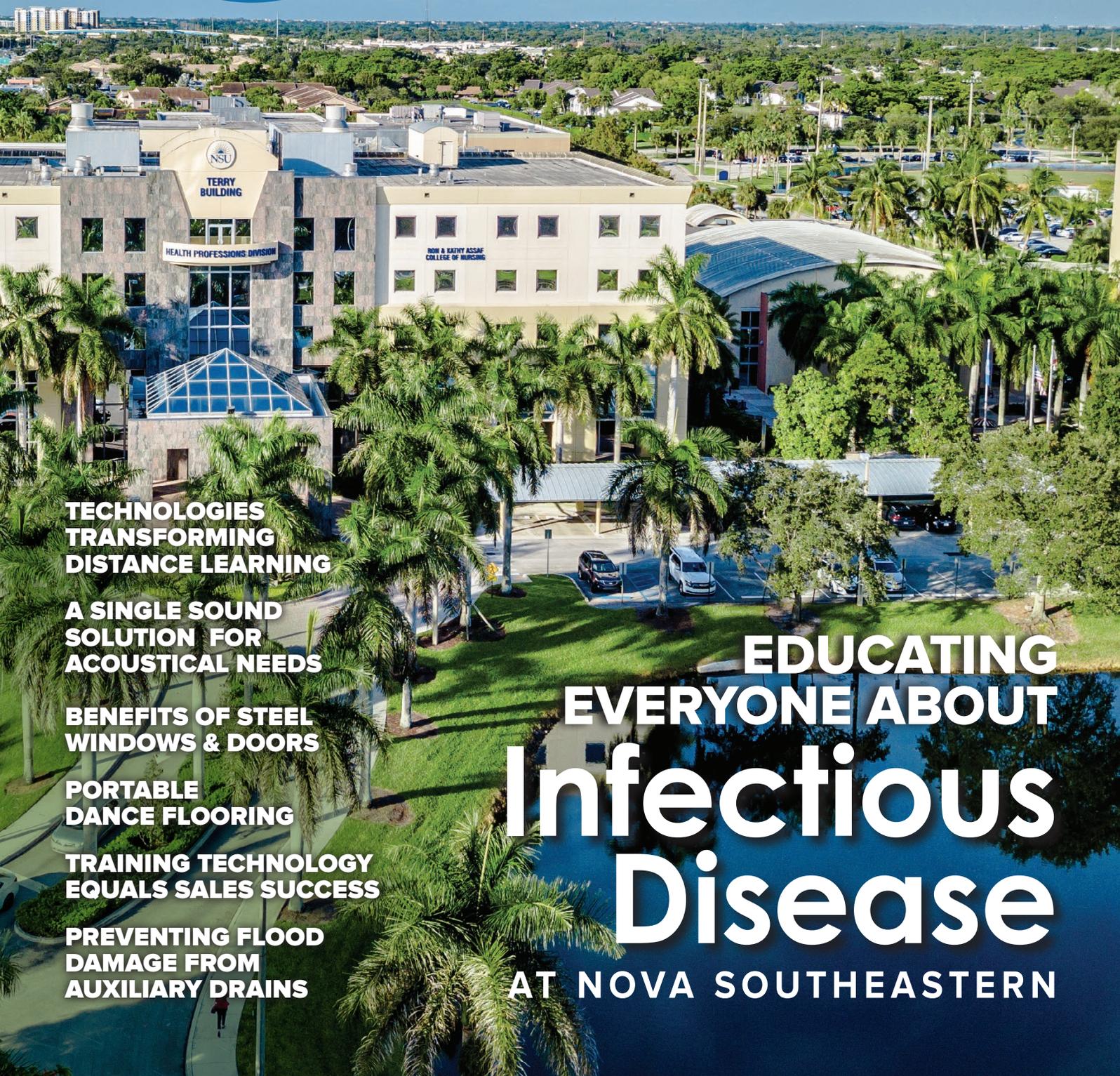




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## VERSATILE BEAUTY: THE BENEFITS OF STEEL WINDOWS AND DOORS

Steel windows and doors grace innumerable schools and universities across the United States. Their strength, longevity, and versatility make these products ideal for public and high-traffic areas. For those considering steel windows or doors, we review the types of products offered and recognize the differences between them.



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## A SINGLE SOUND SOLUTION FOR MANY ACOUSTICAL NEEDS

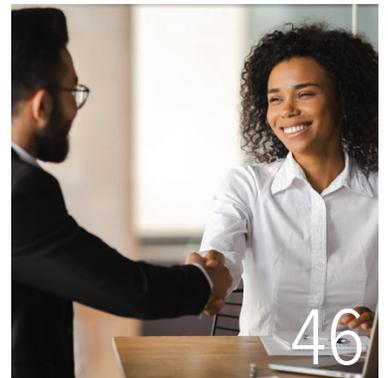
The new Curtis Performance Hall at the Tsotsis Academic Center at Assumption College in Worcester, Massachusetts, was built to serve many needs. Class lectures, theatrical performances, choir concerts, and movie showings all happen at the hall, and those many needs require vastly different acoustics. To determine the right sound solution, the school leadership partnered with acousticians, architects, consultants and sound experts.



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## THE RIGHT TOOLS FOR THE JOB PORTABLE DANCE FLOORING

Many have heard the old saw: “always use the right tools for the job.” Tools are anything that is utilized during a job to assist in completing a task; most tools are designed to increase efficiency, safety, and quality of the work being executed. Over time, some tools are adapted as new technologies emerge, research studies are released, construction standards change, and health and safety protocols are adjusted.



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## TRAINING TECHNOLOGY EQUALS SALES SUCCESS AT HIGH POINT

The rooms inside Cottrell Hall look like executive suites, complete with modern furniture and the smell of new leather. But for members of HPU’s Professional Sales Club, the rooms are their laboratories, places where they practice and begin to dream.

# COLUMNS



Cover courtesy Nova Southeastern University

### SPOTLIGHT / ON OUR COVER

## 08 EDUCATING EVERYONE ABOUT INFECTIOUS DISEASE

Dr. Bindu Mayi, Professor of Microbiology in Nova Southeastern University’s Dr. Kiran C. Patel College of Osteopathic Medicine, is keenly interested in educating academic and public audiences about the prevention of infectious diseases and antimicrobial stewardship; she also consistently demonstrates her values of collaboration and mentorship in all of her interactions with colleagues, students, and the public at large.

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# EDITOR'S LETTER



Hello! I hope you and your families had a wonderful 4th of July Holiday. We are truly blessed to be able to call the United State of America home. While we are far from perfect, we are the beneficiaries of all that this wonderful country has to offer. One of the most precious of these gifts is the gift of education.

Your campuses are hallowed grounds that teach the bodies, minds, and spirits of our future leaders who will be a part of the continued journey of “progress, not perfection.” On these campuses, students will be challenged and encouraged to think critically, helping us all move forward toward a “more perfect union.” I believe our founders would be encouraged if they could see the current attainments in higher education in our country.

This summer will see many prospective students come across your doorsteps, and they will see the value you place on educating the complete person. They will see the lab and research facilities, the lecture halls and presentation tools, the performing arts auditoriums and facilities, the recreation facilities, and the competitive athletics facilities. Each carefully chosen element of your campuses and programs will provide prospective students with inspiration to hold themselves to the same high standards.

Many people have wondered why colleges continue to expand and improve their campuses. They question the value, saying that they could have spent the money elsewhere. While they might be right on some level, I think they might be missing the liberal arts values being expressed to the students, faculty, staff, and all who visit. These institutions of learning are interested in working with each complete person, helping to mold students into our leaders of tomorrow.

The more we focus on developing our complete selves, the more we will be able to view the ways that our actions affect others and how we can be a help to those around us. Campuses are constructing multiple new buildings not just to shout out how great they are, but to show us the value of continuing the journey of personal learning and growth.

This past year has caused me to look at many things in a new light and to be grateful for the gifts that I have been blessed with in my life, including the gift of being an American and the gift of being able to continue my journey for knowledge. Just like your campus, I am a continued work in progress.

Until next month when we have the privilege of sharing with you again—

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*Dr. Bindu Mayi, Professor of Microbiology in Nova Southeastern University's Dr. Kiran C. Patel College of Osteopathic Medicine, is keenly interested in educating academic and public audiences about the prevention of infectious diseases and antimicrobial stewardship; she also consistently demonstrates her values of collaboration and mentorship in all of her interactions with colleagues, students, and the public at large.*

## PROFESSOR SPOTLIGHT

by Cynthia Mwenja, PhD

# Educating Everyone about Infectious Disease

### Infection Prevention

Mayi is passionate about the prevention of infectious diseases; her motto is SNOTI: “Say No to Infections.” The first goal in dealing with infectious diseases, she says, is to avoid infection wherever possible. For example, to prevent many kinds of infection, including Methicillin-resistant *Staphylococcus aureus* (MRSA), people need to take basic precautions like making sure their hands are clean. While many types of infections can be cured, the treatments themselves may cause other problems, so it is better to prevent illness whenever possible.

Mayi says that awareness is “half the battle” in dealing with infectious diseases. She points to the sharp reduction in influenza infections since the beginning of the Covid-19 pandemic, due to masking and social distancing, and she sees that other preventable infections such as MRSA could likewise be decreased with more awareness of prevention strategies.

### Antimicrobial Stewardship

Along with prevention, Mayi promotes the idea of antimicrobial stewardship through the careful, thoughtful, and restrained use of antibiotics. Such stewardship is urgent because of the

increase in drug-resistant strains of infection worldwide. Mayi cautions that people should only use antibiotics for bacterial infections. Further, physicians should prescribe narrow-spectrum antibiotics tailored to the specific bacteria causing infection wherever possible. Commonly used broad-spectrum antibiotics, which take out many kinds of microbes, can be useful, but they also wipe out normal gut flora, so should be used sparingly, Mayi says.

### Providing Information to the Public

The Covid-19 pandemic has allowed Mayi to spread her message about infection prevention. This opportunity, says Mayi, has been “rewarding but bittersweet.” While she has been pleased to be able to help during this public emergency, she is keenly aware that Covid-19 is preventable and that both infection and death numbers represent real people whose lives have been changed forever by death or illness, including many instances of long Covid.

Early in the pandemic, Mayi gave a public interview in which she provided scientific evidence about mask efficacy, drawing on the best available research available at the time, which was mostly from South Asia. Similar data

was not yet available from researchers in the United States, where few imagined the worst that could happen as the pandemic unfolded in real time. She says that this pandemic has demonstrated the need for a stronger health infrastructure as well as current research data generated in the United States.

In an era in which disinformation and misinformation spread quickly through social media, Mayi also sees a need for scientists to communicate clearly and directly to the public. Traditionally, research scientists have presented their findings at conferences after participating in rigorous peer review processes. Some scientists are beginning to also communicate with people outside of academic circles, Mayi says. She regularly gives interviews in a variety of media outlets to spread infection prevention information regarding subjects such as sepsis, Zika virus, and now Covid-19.

Mayi has brought her expertise to Nova Southeastern's Covid Task Force, as well. As head of the Task Force, she drew on the expertise of many faculty members across campus, then produced a digest of the information to send the NSU's president. Dr. Aarti Raja, Associate Professor of Biology at the Nova Southeastern



PHOTO COURTESY NOVA SOUTHEASTERN UNIVERSITY

University Halmos College of Arts and Sciences Department of Biology, says that it is gratifying to see that NSU values the medical school expertise available among faculty members and that NSU has listened to the science.

### Communicating Ideas to Children and Young Adult Audiences

In order to communicate her ideas to an audience outside of the academy, Mayi published her first children’s book, *Mrs. A*, in 2016; she knows that the one best way to reach younger audiences is through the use of stories. While *Mrs. A* highlights the value of mentorship and provides practical information about MRSA, it also provides a model for children to set goals, be kind, and choose the right action even when doing so is difficult.

Judy Dempsey, Principal of the Summit-Questa Montessori School, says that Mayi “nailed” the content and tone needed to engage middle schoolers and that Mayi has an “innate sense of what adolescents are about.” Dempsey had invited Mayi to present early drafts of a few chapters to students at Summit-Questa, and the students loved her presentation and writing. According to Dempsey, students responded

The first goal in dealing with infectious diseases is to avoid infection whenever possible, and awareness is “half the battle” in dealing with infectious diseases. Dr. Bindu Mayi points to the sharp reduction in influenza infections since the beginning of the Covid-19 pandemic, due to masking and social distancing, and she sees that other preventable infections such as MRSA could likewise be decreased with more awareness of prevention strategies.

to Mayi’s “magical mixture of science and spirit.” Raja’s daughter also read one of the novels and gave comments to Mayi. Raja has been impressed by seeing a fellow scientist try something new in a completely different arena to get important information across to a new audience.

*Mrs. A*, however, contains a character who is a bully, and Mayi felt the need to redeem the bully; this impetus led to her second book, *Something Has to Change*. This book addresses gun violence. Mayi feels a particular

connection to this issue because her husband’s non-profit sends therapy dogs to Marjory Stoneman Douglas High School, the site of a tragic and horrific mass shooting event in which seventeen people died. Mayi did a great deal of research on mental health to prepare for writing the book. Dr. Scott Poland, a national school violence prevention trainer and first responder, says that the book is “A timely masterpiece as we all search for solutions to school violence, calling it a “must-read for educators, parents, and students in today’s world.”

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Mayi's third book, *Lightning Noah: The Next Superhero*, focuses on climate change. The twelve-year-old protagonist—who has the ability to converse with dogs—goes on a mission to avoid the god Thor's wrath by reducing greenhouse gases through environmental advocacy. The book helps readers understand simple eco-friendly changes that individuals can make to help address climate change. Each time Mayi publishes a new book, Dempsey makes sure to buy copies for the students at her school.

### Constant Collaborator

Mayi continually seeks out multiple avenues for research collaboration. As a frequent collaborator of Mayi's, Raja says that they are both microbiologists by training, and this shared background provides a solid basis for their work together. The two also bring their students together for collaboration; they have organized projects involving Raja's undergraduate and Mayi's professional school students. These projects often review current literature on a given topic, with a goal of publication in science education journals. Topics recently explored by the two professors and their students include educating the community about the increase in anti-microbial drug resistance and better anti-microbial stewardship in the era of Covid-19.

### Student Mentor

Mayi takes great care to mentor her students. She experienced a lack of academic mentorship that could have smoothed her path, and she hopes to offer her own students the support she wished she had received. Raja notes that the most important responsibility, in Mayi's eyes, is teaching students. That aspect is one of the things Raja likes best about working with Mayi; she "always has students' interests at heart" and continually keeps in mind the question of how any action will benefit students; as Raja states, Mayi's "primary focus is student-centric."

Mayi enjoys working with students to conduct research and publish the findings. Dempsey affirms that Mayi is exactly the sort of educator one would want influencing students, saying that her "aura is contagious" and she is "an ideal instructor and mentor and a rare human being; it feels good to be around her." Raja invites Mayi to speak in her undergraduate classes so that students can hear about virology and immunology from a clinician's perspective. Having experienced the pandemic for the past year and a half, students now understand viscerally that the discipline of virology really matters and applies to everyday life. This widespread awareness of Covid-19, Raja says, has made teaching these subjects easier in the past year; the students now see that "research matters and communication matters."

Jillian Leibowitz, a fourth-year medical student in Nova Southeastern University's Dr. Kiran C. Patel College of Osteopathic Medicine, appreciates Mayi's strengths as a professor and collaborator. Leibowitz reports that all first-year medical students in the college take Mayi's microbiology class. Even though it is the "toughest class of the toughest year," Leibowitz says that Mayi makes sure that every one of the 250 students in class understands the material. According to Leibowitz, Mayi clearly wants to help and to guide everyone to succeed; she is a "phenomenal teacher."



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The Covid-19 pandemic has allowed Mayi to spread her message about infection prevention. This opportunity, says Mayi, has been “rewarding but bittersweet.” While she has been pleased to be able to help during this public emergency, she is keenly aware that Covid-19 is preventable and that infection and death numbers represent real people whose lives have been changed forever by death or illness, including many instances of long Covid.

Additionally, Leibowitz and Mayi have collaborated on research and publication. Leibowitz credits Mayi with teaching her to “go beyond boundaries she didn’t think she could surpass” and that Mayi “mentored her to write papers on a higher level.” Their January 2021 article, “The Role of Neuropilin-1 in COVID-19,” published in *PLOS*, contains exciting findings that could lead to improved prevention and treatment of Covid-19. They have published other papers together and are currently working on another.

Leibowitz appreciates the fact that Mayi is willing to work “on a colleague level” with her, and she says that she is a “better student, learner, and researcher” as a result of their collaborations.

Leibowitz is currently applying for emergency room residencies, and she says that her work with Mayi on Covid-19 will be beneficial in E.R. settings. Saying that “her mind works at a higher level,” Leibowitz is grateful for the exceptional opportunity to learn from and work with her.

### Embodying Kindness

While stereotypical ideas may portray highly accomplished scientists and academicians as perhaps socially reserved and remote, Mayi disrupts such preconceptions, displaying a kindness and welcoming spirit noted by all who know her. Raja says that Mayi “is a kind, kind soul,” while Dempsey calls attention to Mayi’s “beautiful spirit,” saying that she is “full of love; caring and nurturing.” Leibowitz says that Mayi is not only “fun to work with” but also “soft-spoken and kind-hearted.” This kindness and love show themselves in her everyday actions, from embracing opportunities to collaborate with her colleagues and students to devoting time to write books designed to encourage and influence young people. Mayi is truly a model educator and community member.



**ABOUT THE AUTHOR:** Dr. Cynthia Mwenja teaches Composition and Rhetoric at the University of Montevallo.

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## MAINTENANCE AND CONSTRUCTION

### Stop the Flood: Three Ways to Prevent Flood Damage Due to Broken Auxiliary Drains

Every year, broken drains on college campuses allow thousands of gallons of water to spill into facilities, causing extensive property damage and creating the need for expensive repairs. The most common causes of such flooding are freezing temperatures and improper maintenance; these two issues can lead to broken auxiliary fire sprinkler drains which can produce catastrophic floods. What can private universities and colleges do to prevent this flooding?

Administrators can choose from three available options to prevent broken sprinkler drains; these options include a cheap and simple way to prevent flood damage, an easy way to improve maintenance and prevent breaks, and a solution to eliminate the issue completely. Any of these three options will prevent thousands of dollars' worth of flood damage caused by broken auxiliary drains.

#### What Causes the Flood?

Dry fire sprinkler systems are typically located in areas that both experience freezing temperatures and require auxiliary drains to collect condensation that forms in the pipes. These drains are also referred to as low point drains or drum drips. The collected condensation needs to be emptied from the drains before freezing temperatures occur, or the drain will freeze, potentially breaking a valve or rupturing the pipe or fittings. When any of the drain components break, the system pressure is compromised, triggering the dry valve to send a pressurized flow of water to fill the pipes. That water spills out of the broken drain until someone realizes what has happened and turns off the supply. When an auxiliary drain on a one-inch pipe line breaks, it can spill out 50 to 70 gallons of water a minute (depending on available system pressure). Even if it only takes ten minutes to be found and shut off, that means 500 to 700 gallons of water can flood the facility.

## Option One: Stop the Flood, Fix the Drain

If budget constraints make it impossible to pursue the more sophisticated options listed below, campus decision-makers can still install a solution to prevent a catastrophic flood should the auxiliary drain break. This inexpensive and simple solution is installing a flood eliminator on the inlet of each drain. A flood eliminator senses the sudden pressurized flow caused by a broken auxiliary drain and restricts the flow of water to prevent flooding. When the pressurized flow hits this type of device, it restricts to only let through eight ounces of water per minute. That amount of water is enough to drip out of the broken drain and signal to staff which drain is broken, but the resulting water spill is less than one gallon of water per ten minutes, as opposed to 500-700 gallons in the same length of time without the flood eliminator.

## Option Two: Improve Maintenance

A slightly more expensive option is to prevent the auxiliary drain from freezing and breaking, thereby averting floods caused by this issue. If water is drained from auxiliary drains before freezing temperatures occur, they should be fine. However, even one ounce of water in one drain on the system can cause the system to break down. While emptying drains prior to freezing weather, even well-trained and responsible maintenance personnel may simply miss one of the drains, or they may not realize that one of the drains contains any water.



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Flooding in private universities and colleges can present not only a major, unexpected cost, but can also offer a major inconvenience to the students, faculty, and staff.

This mid-level price, simple solution is the installation of a water detector alarm on each drain. These water detector alarms can easily be installed on existing auxiliary drains to notify maintenance personnel when a drain needs attention. The water detector alarm senses when there is water in the drain, then sends a visual, audio, or remote alert that the drain should be emptied. This notification allows facility maintenance staff to know which drain to empty, so they have an easier time keeping track of the drains which need to be prepared for dropping temperatures.

### Option Three: Automate the Process

The most effective way to fully prevent freezing drains—and the resulting flood damage—is to automate the process of emptying the drains.

Automatic auxiliary drains in energy-efficient heated cabinets stay above 40 degrees Fahrenheit, so freezing is no longer a concern. When the drain accumulates enough water to need emptying, automated processes ensure that is done as well.

Here is how a self-maintaining auxiliary drain functions: When the drain fills to 80% of its capacity, any additional water flows into an ancillary drain trap, where it slowly seeps out into a drainpipe. In the fully automatic systems, the drain trap will then drain itself when it senses that it is full. In semi-automated systems, when the drain is at 80% of its capacity, it sends an alert; based on system controls in place, it can be drained from anywhere on campus with the push of a button. With that arrangement, one person at a building management system can

remotely empty any drain on campus needing attention. With either of these options, facility management personnel never have to worry that auxiliary drains are going to freeze and break, let alone flood campus facilities.

### Don't Play Chicken with Auxiliary Drains

Flooding in private universities and colleges can present not only a major, unexpected cost, but can also offer a major inconvenience to the students, faculty, and staff. By choosing to have current available technology installed, university administrators can stop broken auxiliary drains from flooding campus facilities. Any of the solutions outlined above—from a simple device that stops the flood to a cabinet that fully automates the process—can stop the flood in a way that works for every college and university.

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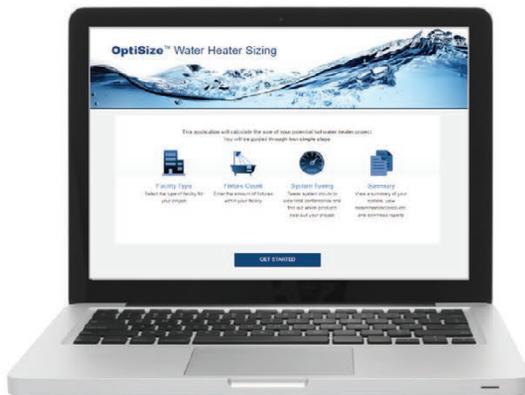
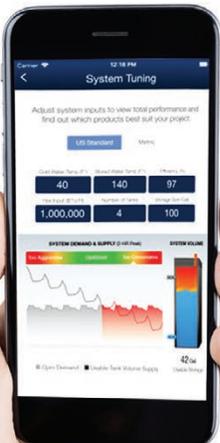
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## TEACHING AND TECHNOLOGY

by Andrew Low

### Four Technologies That Are Transforming Distance Learning

Higher education institutions are faced with a gargantuan task of teaching advanced course material to a tech-savvy audience that has been raised on a diet of professionally-produced media. Naturally, they expect educational content to be available on-demand with the same quality whether they're consuming it in the classroom, the dorm room, or the living room.

The COVID pandemic forced many schools to provide classes online, and now they're transitioning to a hybrid model that allows students to attend virtually every class in-person or remotely. While allowing an instructor to teach online (especially from home) can be relatively simple, providing complete coverage of an entire on-campus classroom is a larger undertaking. Replicating a fully interactive distance learning setup in many rooms across a campus is a substantial undertaking, technically and financially. But four advances in AV technology have made distance learning better sounding, easier to install, more scalable, and even greener than ever.

#### Microphones For A New Millennium

The biggest technical hurdle in building distance learning classrooms has always been capturing high-quality audio from the students in the room. Doing so is important to make sure that students listening remotely or to a recording are able to hear questions being asked and answered, and in some cases to enable students at one side of a lecture hall to hear remarks made by students across the room.

Originally, classrooms were strung with overhead microphones hanging down over the seats, which necessitated careful aiming and laborious wiring above the ceiling. But newer array microphones (that look like a vent or soundbar) can generate multiple pickup

lobes that can be aimed in different directions and capture speech from greater distances. The coverage can be adjusted electronically from a laptop, eliminating the need for a technician to climb a ladder to make final tweaks. Three or four array mics mounted in the ceiling can do a better job than a dozen hanging mics ever could.

Array mics also do a much better job of discriminating between speech and the room noise or reverberation that is present in many buildings. In smaller classrooms, one array microphone on the ceiling can often be configured to pick up both the students and the instructor for a completely touch-free audio solution.

### Digital Signal Processing Polishes The Sound

The microphones in the room convert sound waves into audio signals that can be transmitted, amplified, or recorded. But these raw streams need some post-production that polishes and refines each microphone signal and combines them all into a balanced, harmonious mix.

The biggest technical hurdle in building distance learning classrooms has always been capturing high-quality audio from the students in the room. Doing so is important to make sure that students listening remotely or to a recording are able to hear questions being asked and answered, and in some cases to enable students at one side of a lecture hall to hear remarks made by students across the room.

This balance is accomplished by a digital signal processor (or 'DSP') that can be a standalone hardware appliance or an application that runs on a PC in the room. The DSP needs to be powerful in order to accommodate the challenges of a large, acoustically-complex space like a lecture hall.

Like a good sound engineer, the DSP turns quiet talkers up a bit, and turns loud talkers down a bit to ensure consistent volume. It also activates the nearest mic when someone speaks and turns off unneeded microphones to avoid

that bottom-of-a-barrel sound. A distance learning class with live interaction can also experience an annoying echo when a remote speaker's voice coming out of the loudspeakers is picked up by a microphone and re-transmitted back to the far site. The DSP includes an Acoustic Echo Canceller (AEC) that prevents such reverberations.

Most classrooms include some underlying background noise from computers, projectors, HVAC systems, or just building rumble. People

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in the room may not notice these background noises, but microphones pick them up. A good DSP includes Electronic Noise Reduction that can digitally remove ambient noise to an amazing degree.

### Getting Around, Digitally

One of the things that has made distance learning classrooms an expensive undertaking was running audio and power cables through walls and ceilings. Digital audio networking protocols allow one Ethernet cable to carry hundreds of audio channels plus control signals and power for microphones, loudspeakers, and DSP units. These components can run on a dedicated AV network, but they take so little bandwidth that they can share the same network used for data and building functions. Digital audio networking also makes it easy to route audio and video between rooms or across campus, connecting to a central media recording facility or AV management office. Best of all, system status can be remotely monitored and managed by the institution's IT staff, using most of the same tools and protocols they're already familiar with. Technicians can

receive notification alerts when an issue needs attention and address it quickly without the hassle of constantly checking on rooms that are operating without problems.

### Rechargeability

Wireless microphones have long been one of the most popular tools for presenters and instructors. But the need to constantly replace batteries has been a huge headache for AV technicians, who must err on the side of caution and throw away batteries that may still have considerable use left. Many large universities dispose of thousands of alkaline batteries every year. Smart lithium-ion rechargeable batteries for wireless mics provide performance that equals or exceeds the older alkalines, but can cost about one-fourth as much per operating hour. Instructors only need to drop the microphone or bodypack into a charging dock at the end of a class to be sure that it will be ready to go when needed. Best of all, rechargeable batteries support the university's environmental awareness goals by preventing alkaline batteries from being disposed of in landfills.

### Ready for the New Educational Landscape

Capturing the voices of people in one room and reproducing them clearly at another location seems like it shouldn't be that hard. With just one speaker at the front of the room, the task is easy; with one hundred or more students spread throughout an auditorium, it's a technical challenge. If the audio isn't clear and vibrant, attention suffers, and students struggle to keep up. Fortunately, technical advances in audio equipment have made the large-scale deployment of distance learning classrooms more effective than ever.



**ABOUT THE AUTHOR:** Andrew Low is Manager, Global Marketing, Integrated Systems at the London offices of Shure Incorporated ([www.shure.com](http://www.shure.com)). Having studied at New York's School of Audio Engineering, he focuses on audio technology by day and plays guitar in pubs at night.

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PRODUCTS SHOWN: Jamestown175™ Series fire rated steel windows

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Hope's custom, handcrafted hot-rolled solid steel windows were installed in an adaptive reuse project for the University of Chicago's new Saieh Hall for Economics in Chicago, IL.

Occupying a full city block, the first phase of this project transformed a seminary originally built in 1928 into a 100,000 sq. ft. building that preserves the beauty and grandeur of the historic structure while updating it with 21st century features and efficiencies.

The project involved the replacement of 307 windows. These included the installation of Hope's Jamestown175™ Series 45-minute fire rated fixed windows and swing doors; Jamestown175™ Series non-fire rated fixed windows and swing doors; and Landmark175™ Series side hung-in casement ventilators with custom 1¾" frame sightline to match existing windows.

“The Hope's windows improve building performance and maintain the historic character of the building,” says *Katie Gerner, Associate, AIA, LEED AP of Ann Beha Architects in Boston, MA.*

After a preservation assessment was completed, Gerner says “a window mock-up was performed during the design phase of the project to test different treatment options for aesthetics, performance, technical feasibility and cost.”

The strength of the steel window sections are ideal for projects requiring large glass lites while maintaining narrow sightlines.

Saieh Hall incorporates 77,000 sq. ft. of repurposed space and 23,000 sq. ft. of new construction. With a construction cost of \$54 million, Phase I of Saieh Hall has achieved LEED Gold.

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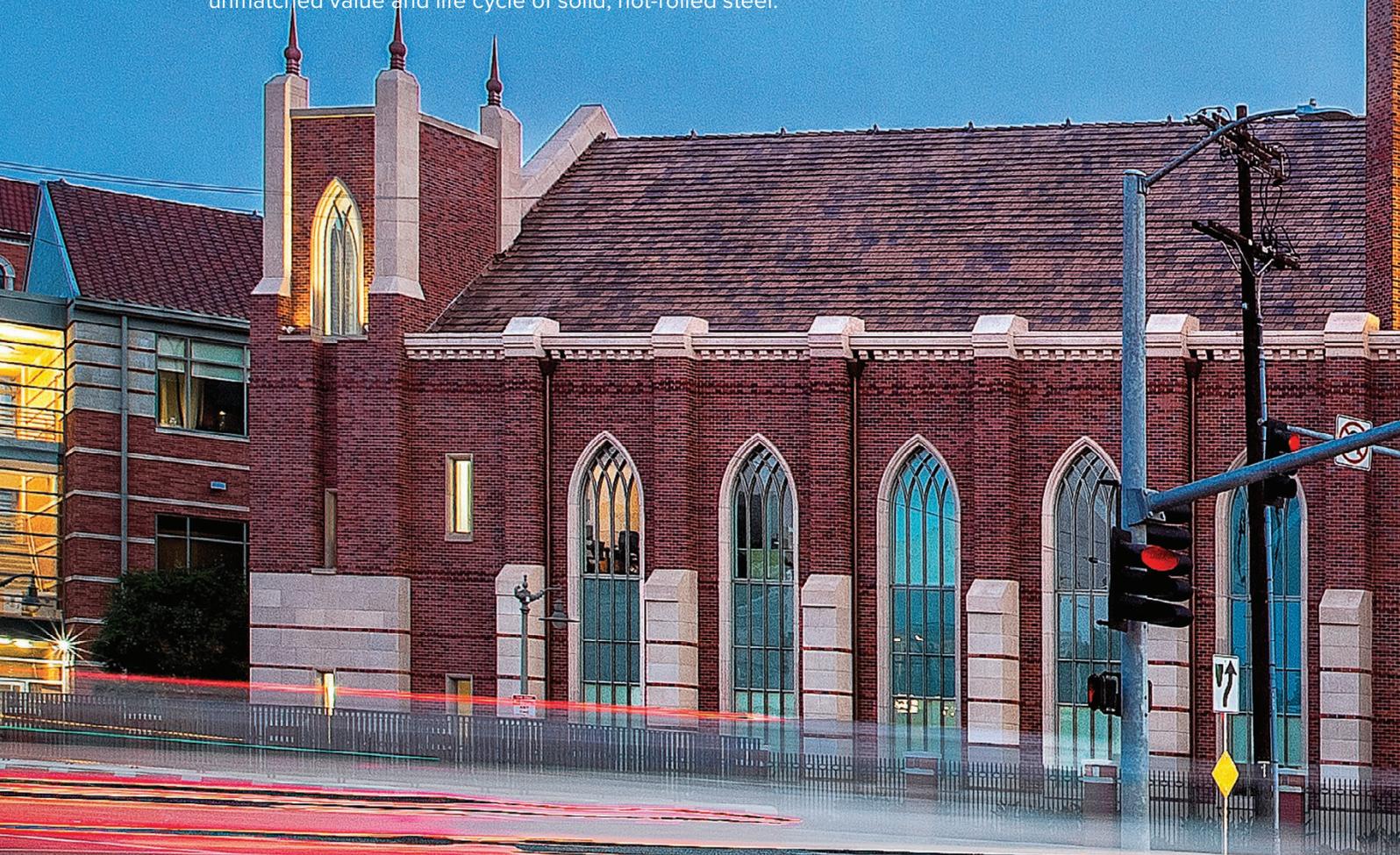
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# Versatile Beauty

## THE BENEFITS OF STEEL WINDOWS AND DOORS

by Brian Whalen

Steel windows and doors grace innumerable schools and universities across the United States. Their strength, longevity, and versatility make these products ideal for public and high-traffic areas. For those considering steel windows or doors, we review the types of products offered and recognize the differences between them. Asking specific questions of manufacturers during the design phase will ensure that the options presented are of the same as the existing structure and finishes, as well as insuring that the final choice will perform to expectations, comply with building code and life safety requirements, and mitigate potential surprises and delays during the submittal process. Finding the right partner for custom steel window and door fabrication begins with understanding the features and options available in the current marketplace. Many product offerings include steel components, but only a select few offer the unmatched value and life cycle of solid, hot-rolled steel.





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## Strength

Solid, hot-rolled steel is stronger than any other window and door material—strength that allows for immense glass lites in virtually unlimited scale and shape and with substantially thinner frames. Moreover, hardware fastened to steel windows and doors will not loosen or pull out over time, and ventilators will not rack or distort with age, even with heavy use.

Look for a manufacturer that offers custom, purpose-made steel profiles designed for strength and structural loading, and compare the type of steel being offered—solid, hot-rolled steel sections, light-gauge cold-rolled steel (i.e. hollow), or a hybrid.

## Versatility

Steel windows are widely specified for use in traditional and historic structures as well as modern and contemporary settings. Steel windows and doors can meet virtually any design criteria—from individual residence hall windows designed to achieve daylighting and ventilation, to spectacular openings on the grandest scale.

Steel windows and doors are also increasingly being used for interior applications to facilitate

the flow of natural light, create open and collaborative spaces, and to showcase gallery art and library collections.

Look for a manufacturer that fully understands the capabilities of their product offerings through routine product testing. Additionally, the vendor should be open to assisting with code compliance and able to produce calculations during the conceptual design and estimating stages. The ability to achieve design intent with code compliance is critical.

## Historic Replacement and Replication

Original steel windows are often replaced with replica units in historic restoration and adaptive reuse projects. These historic replacement windows benefit from more than a century of advancements in technology and fabrication techniques such as protective steel pretreatments and finishing, improved weatherstripping, modern glazing beads, and the ability to incorporate high-performance glass.

Historically accurate steel frame and muntin (supporting strip) profiles are also important for new construction where campus expansion projects require matching an established historic aesthetic.

Look for a manufacturer that offers specially designed hot-rolled steel profiles and glazing beads that replicate the visual elements of early steel windows, such as putty glazing. Experience in partnering with historic preservation committees and an in-depth knowledge of the U.S. National Park Service standards and guidelines for historic preservation is also beneficial.

## Narrow Sightlines

No quality is more readily associated with steel windows and doors than narrow sightlines. When choosing windows and doors, designers must consider the entire field of vision by evaluating both the width and depth of the frame. “Sightline” is the term often used to describe only the face width of the perimeter frame. Naturally, thinner widths provide less obstructed views when viewing a window straight on.

However, windows are most often viewed at an angle, which is why a true sightline comparison must also include the depth of the frame. Windows with a shallower depth let people see more when looking through the window from an angle. Alternative systems from wood, aluminum, or cold-rolled steel have attempted to mimic

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these delicate face dimensions, but must add depth to match the natural strength of solid, hot-rolled steel.

Look for a manufacturer that will provide product details customized to your specific design criteria. Details should include both the width and depth dimensions for the units as well as any mullion, stack and other structural elements required to compare effectively.

### Energy Efficiency

Steel has better natural insulating capability than other metals, conducting heat and cold at one-fifth the rate of aluminum. Aluminum products require a thermal break just to match the natural thermal performance of steel. The minimal frame dimensions of steel windows and doors further decrease thermal transfer by reducing surface exposure.

Architects may still specify a thermal break despite the natural thermal properties of steel. Adding a thermal break into any metal frame results in dramatically weakening the material because a traditional thermal break splits the frame into interior and exterior pieces and then reconnects them with a weaker insulating

material. Hope's Windows, Inc. offers Thermal Evolution™ technology, an advanced alternative solution that ensures that the solid steel profiles remain solid for the full depth of the frame, thus maintaining the structural integrity of the steel.

These properties and features, together with modern advancements in glazing, result in exceptional thermal performance and condensation resistance.

Look for a manufacturer that offers NFRC tested, listed, and certified products to compare U-factor (measure of heat loss) and condensation resistance (CR) ratings. Be sure to confirm that all thermal products offered are also third-party tested and proven to meet air, water, structural, and forced entry criteria.

### Product Finishes

Finishing processes for steel windows and doors vary dramatically and must be carefully scrutinized to ensure products will perform, both aesthetically and functionally, for years to come while remaining virtually maintenance free.

Modern steel finishing systems offer pretreatment processes (i.e. hot-dip galvanizing), primers, and powder coat or liquid paint

finish coat applications. These high performance coatings have been developed to ensure that windows and doors remain pristine and free from corrosion decade after decade, even in the harshest environments.

Look for a manufacturer that provides a comprehensive product finishing process that is third-party tested in a variety of environments, and make sure the manufacturer backs their finishes with a warranty.

### Life Safety

Steel windows and doors can be designed to protect building occupants in the event of dangerous events caused by man or Mother Nature. Steel window and door systems provide life safety protection for special applications such as hurricane and impact testing and certification; fire testing, certification and labeling; bullet resistance; and blast protection. Steel windows and doors also satisfy ADA and egress requirements.

Look for a manufacturer that offers products that meet your project requirements and that will provide up-to-date testing and certification data.



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Acoustical Rating	Bullet Resistance
STC 45 - 48	UL Level 1 & 2
STC 49 - 53	UL Level 3



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## Building Code Compliance

Windows and doors are a significant part of the exterior building envelope. All products should be third-party tested and certified for minimum performance criteria required within the *International Building Code (IBC)* and other applicable regional and local building codes.

Window and door designs must also be properly evaluated to ensure that the preferred visual characteristics depicted on architectural drawings are truly achievable. This evaluation must be verified by the architect/engineer and by the manufacturer.

Most steel systems are custom fabricated and it is imperative the offerings presented during the bidding stage surpass design intent alone. Confirming code compliance with design intent is a routinely under-valued aspect that could bring a project to a standstill if overlooked.

Look for a manufacturer that will review the architect's proposed designs and verify compliance with structural and wind load requirements as well as applicable building codes. Confirm the manufacturer's product test reports have been prepared by independent testing laboratories in accordance with industry standards organizations such as:

**ASTM International**—building material and product standards for air infiltration, water penetration, structural integrity, forced entry resistance, paint finish performance, and hurricane-impact resistance among others

**Testing Application Standard (TAS)**—Florida Building Code test protocols, requirements and standards for hurricane-impact resistance

**National Fenestration Rating Council (NFRC)**—standards for determining thermal performance through thermal heat transfer (U-factor), solar heat gain, and visible transmittance of light

**American Architectural Manufacturer's Association (AAMA)**—performance standards for fenestration (window and door) systems including air/water leakage, structural strength, thermal performance, and condensation resistance

**Underwriters Laboratories (UL)**—testing and certification standards for public safety including fire and bullet resistance

## Steel Window Institute

Additional information to further educate architectural product specifiers is available from the Steel Window Institute (SWI). The Steel Window Institute (SWI) provides the public with general and technical information covering the industry's products. Its member companies comply with voluntary specifications for steel windows and doors, establishing a standard of excellence by including rigorous testing to meet air, water and structural requirements and providing a reference to the quality and standards which should be applied to materials and products.



**ABOUT THE AUTHOR:** Brian Whalen is the Vice President of Sales at Hope's Windows, Inc., the largest domestic manufacturer of luxury steel and bronze windows and doors.

Brian has worked in the custom steel window and door industry for 28 years.

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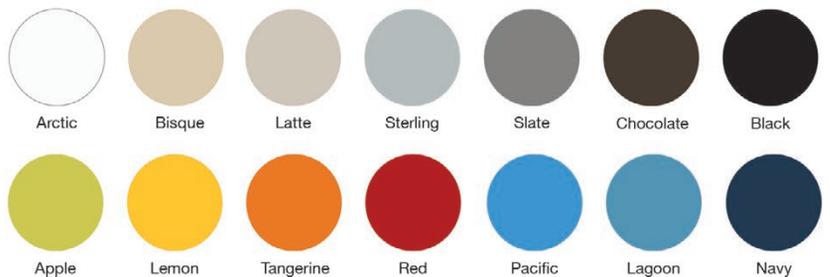
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# A Single Sound Solution

FOR MANY ACOUSTICAL NEEDS AT ASSUMPTION COLLEGE

The new Curtis Performance Hall at the Tsotsis Academic Center at Assumption College in Worcester, Massachusetts, was built to serve many needs. Class lectures, theatrical performances, choir concerts, and movie showings all happen at the hall, and those many needs require vastly different acoustics. To determine the right sound solution, the school leadership partnered with acousticians, architects, consultants, and sound experts. They set out to determine how to create the best-sounding, best-looking space to accommodate the various needs of the students.

## Solution for Singers and Speakers

Choral Director Michelle Graveline wanted a hall where her choir could shine. However, the auditorium would be a multipurpose space used for both choral performances and lectures.

“Spoken word is at the low end of reverberation time, and choral performance is at the high end of reverberation,” explains Alex Bagnall, acoustician with Cavanaugh Tocci Associates, the acoustical consultants on the project.

“Early on, they asked about adjustability. We explored using drapes, but the room wasn’t big enough to achieve a reverberation time that would be appropriate for choral music. That’s when the idea of electronically enhanced acoustics unfolded,” he says.

In order to hear what that solution could sound like, Bagnall suggested they visit another school where a virtual system was installed. It was time for a field trip.

## Hear It to Believe It

When it comes to technology, sometimes people, need to experience different solutions to fully understand the possibilities.

“We were trying to explain our active acoustic solutions, which include a system of microphones and speakers that help project sound among musicians and into the audience,” explains Ron Freiheit, Director of Acoustics at Wenger Corporation. “We knew they needed to hear it to really understand it.”

They invited Graveline and her team to Wartburg College in Iowa, where Wenger’s Transcend™ Active Acoustic System is installed at Neumann Auditorium.

“What’s great about Transcend is that it gives facility managers the ability to enhance acoustic environments in virtually any space: performing arts centers, auditoriums, theatres, opera houses, arenas and worship spaces,” says Freiheit. “It’s high-performance, but it’s also an affordable solution with great flexibility.”

Flexibility includes presets to accommodate everything from a small concert setting to a medium-sized lecture hall to a large chapel simulation. Each preset is customizable and can be changed between uses with the touch of a few buttons.

“Going to Wartburg definitely helped,” Bagnall says. “The classical music crowd has an inherent

distrust of all things electronic. They needed to hear that those enhancements can be subtle. It was very helpful for them to come out and really understand how it works.”

### Created to be Customized

Bagnall and his fellow acoustician, Kent McKelvie, worked with Wenger’s acoustic team to determine how many speakers and microphones

the space would need, and where to position them. They opted for two microphones and sixty speakers placed strategically throughout the auditorium. They chose six presets for each of the most common needs in the space: lecture hall, small recital, medium recital, small hall setting, large hall setting, and chapel. These settings were all customized for their programs.

“We worked with the architects to get the

sound absorption distributed properly so the system could work with the room,” McKelvie explains. “Now it looks and sounds good.”

“Most schools can’t afford to have a different venue for every different acoustical need, so a system like this can satisfy everyone,” Freiheit says.

As a bonus, they were able to tap into the existing surround sound system in the auditorium. They use this mode when viewing movies for a more immersive sound.

### Rehearsal Room Reboot

Not far from the auditorium stands the only dedicated rehearsal space for the college’s music program. At 36-feet wide by 34-feet deep (11 m x 10.4 m), the space was more of a classroom than a rehearsal room. An 11-foot (3.4 m) high ceiling offered very little room for reverberation or volume of any kind. The small rehearsal room needed a sound reboot of its own to create a usable space for jazz, choir, community band, and additional rehearsals.

Wenger’s Virtual Acoustic Environment (VAE) Rehearsal system fit the bill. Similar to Transcend, VAE® Rehearsal technology uses highly advanced digital signal processing to simulate nine different environments, all within the same rehearsal room. It’s customizable, allows record and playback capabilities, and lets the instructor change from one environment to another with the touch of a button.

“Musicians refine their skills more efficiently in the rehearsal room when they can realistically hear what they will sound like in the actual performance space,” Freiheit says.

### Finishing Touches

Back at the Curtis Performance Hall, the final Transcend tuning stages involved bringing in different music sources, like a singer and a violinist, and adjusting the presets. After the various performers have had a chance to use and get accustomed to the system, there’s usually one last visit.

“We typically let the customer use it, then go back in six months and see if anything needs to be tweaked. It takes time to get a sense of what it truly is,” Freiheit says.

“Ideally, the casual visitor isn’t aware that there’s an acoustic system in the auditorium,” McKelvie says. “We just want them to think that everything they heard during the performance was amazing.”



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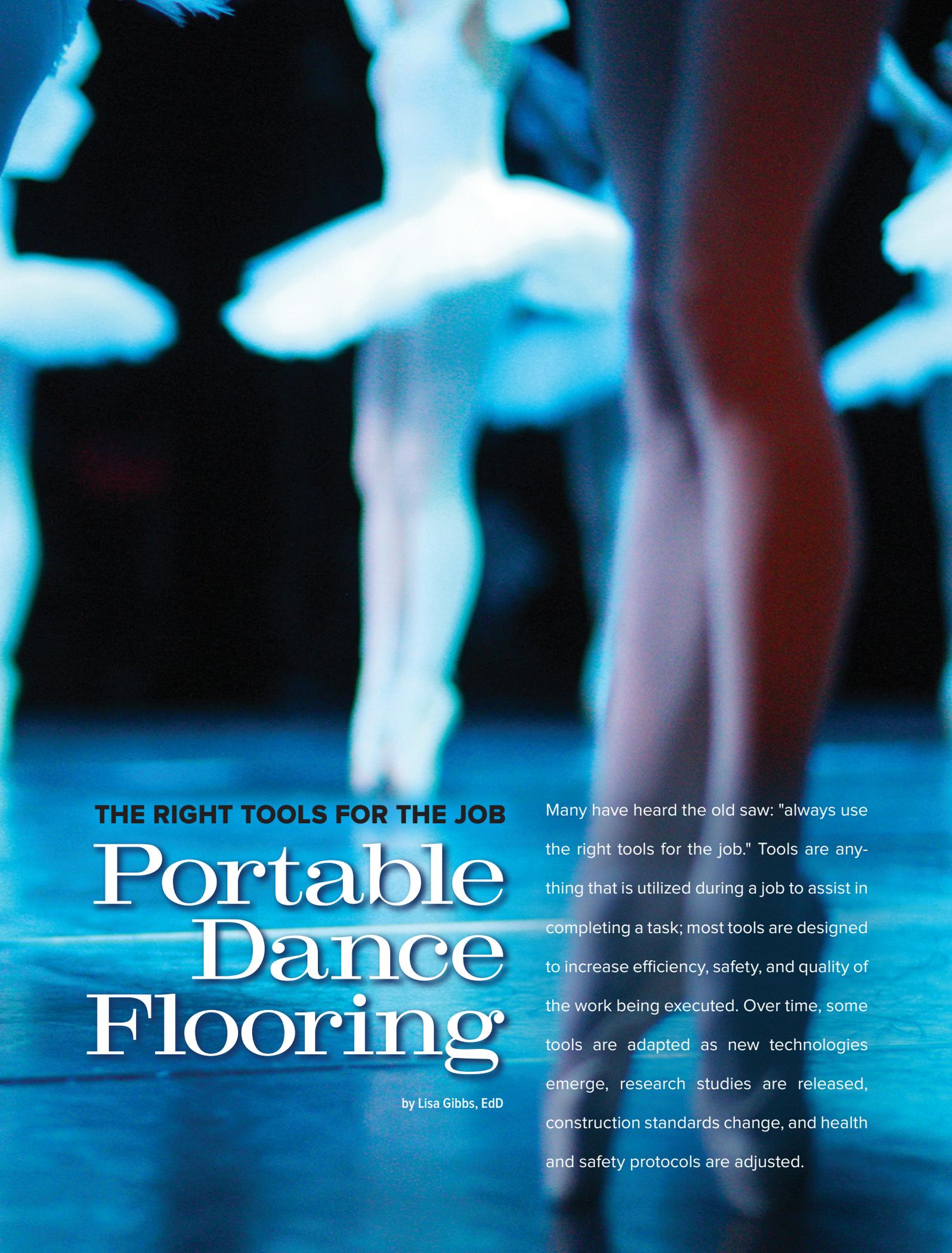
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**THE RIGHT TOOLS FOR THE JOB**

# Portable Dance Flooring

by Lisa Gibbs, EdD

Many have heard the old saw: "always use the right tools for the job." Tools are anything that is utilized during a job to assist in completing a task; most tools are designed to increase efficiency, safety, and quality of the work being executed. Over time, some tools are adapted as new technologies emerge, research studies are released, construction standards change, and health and safety protocols are adjusted.



Private colleges and universities adapted quickly to the pandemic over the past sixteen months. As students were welcomed back to campus in 2020 and 2021, noticeable changes had been made in the tools used for classroom content, extra-curricular activities, study spaces and more. Even with these changes, many students, faculty and staff were eager to return to their work in person, whether in the laboratory, gymnasium, classroom, or theatre.

The proscenium stage most common in campus theatres is one tool that has changed little over time. The proscenium is the arch that separates the stage from the auditorium. The stage floor is usually large and flat so that orchestra concerts, solo musicians, musicals, plays, and dance can be performed on it. Musicians, actors, and dancers employ other tools of the theatre—sets, lighting, scenery, costumes, props, instruments—to enhance performances in their respective genres. On many campuses, only one space exists for such performances. This multi-use space can be less than optimal for the efficiency, safety, and quality of a musician—the acoustics in recital halls are more suitable. For dancers, while the space and equipment are useful, the floor of the stage is rarely best suited for their work.

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While taking class regularly does train the dancer's body to take off from the ground and land without becoming injured, proper flooring contributes greatly to the success and longevity of a dancer. The right floor increases the safety of the workspace, enhances the quality of the movement, and allows dancers to efficiently spin, jump, land, and change direction.

Dancers are very attuned to how their bodies react when performing on less than optimal floors. Since most campus performance spaces were built for theatre, these floors are described as "hard" by the dancers. Hard floors do not absorb the shock of landing from a large jump, which means the dancer's ankles, knees, hips, and spine must absorb the shock. Additionally, most dance forms are performed barefoot, or the dancers wear shoes designed for articulation of the feet. Unlike a basketball player whose shoes are optimally designed for shock absorption, a dancer does not typically have that tool available.

Consider this—the impact on one's body when landing from a jump can be three to seven times the body's weight. The surface upon which dancers land will have an effect on how their bodies distribute the shock of the landing. Numerous research articles by sports and dance medicine specialists detail the impact of gravity, flooring, and shoes on performance and injury prevention in nearly every type of sport and dance. For a dancer, a sprung floor with a vinyl covering is ideal for efficiency of movement, safety during movement, and quality of movement. A dance studio on campus can be fitted with proper permanent flooring. What

about performance spaces, or alternative spaces like libraries and lobbies? The first portable flooring tool designed for dancers was developed in the mid-20th century, and the name of the first producer has been adopted as a blanket name for the product: marley. More recently, portable sprung floors have been manufactured for events such as dance conventions and touring. Marley and portable sprung floors are becoming more and more widely used as dance becomes more popular and is performed outside of traditional proscenium theatres.

Marley was first developed by Marley Floors, Ltd in 1948. At that time, polyvinyl chloride (PVC) was an emerging technology. Marley Floors created portable "sheet vinyl" with PVC, black on one side and gray on the other, which professional dance companies used when they went on tour. Marley provides a large, smooth surface with just the right amount of traction for a dancer. Manufacturers have created numerous colors and thicknesses so performers of particular types of dance can choose the best option for their craft. Marley can be permanently installed or purchased in portable rolls.

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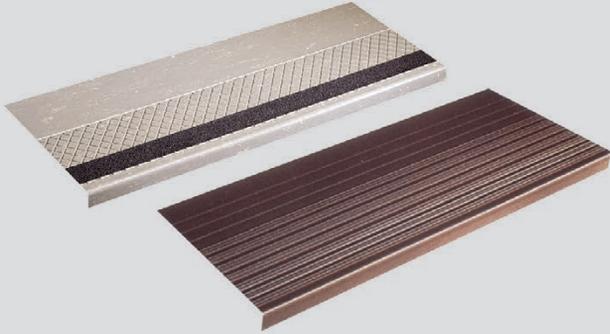
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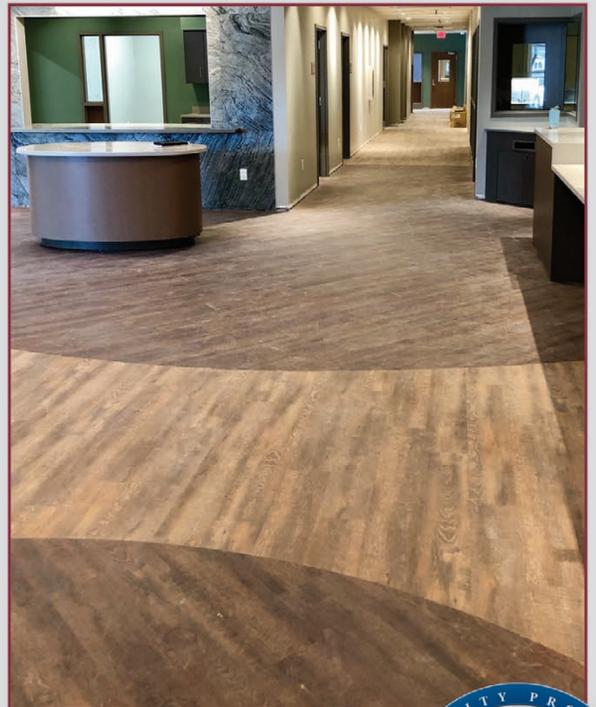
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Dancers are very attuned to how bodies react when performing on a less than optimal floor. Since most campus performance spaces were built for theatre, these floors are described as “hard” by the dancers. Hard floors do not absorb the shock of landing from a large jump, which means the dancer’s ankles, knees, hips, and spine must absorb the shock.

Width can vary from 5 ft to 6.5 ft and can be cut to length desired. The material is heavy when rolled up and needs at least two people to carry a roll.

Portable sprung floors are available in a variety of sizes, such as 12” x 12”, 36” x 36”, or 42” x 42”. The pieces interlock and can be customized for a particular space. The pieces are made from various materials, depending upon the producer and the reason for use. Wood sprung floors are made from hardwoods, such as maple, birch and oak, and have closed-cell foam blocks on the underside for cushion. Others are manufactured with medium density fiberboard and closed-cell

foam blocks. The weight of each section varies by size and material.

In 2015, the Alabama Dance Council (ADC), a service organization for all forms of dance in Alabama, purchased a portable sprung floor to support their “Dance in Public Places Project.” The pieces are 36” x 36”, and the full-sized floor measures 42’ x 30’. A 23-foot truck with a lift gate is required in order to move the flooring from storage to a performance venue. The floor is available for rental and has been used across the state by various schools and dance companies. Marley is also available for rent.

While taking class regularly does train the dancer’s body to take off from the ground and land without becoming injured, proper flooring contributes greatly to the success and longevity of a dancer. The right floor increases the safety of the workspace, enhances the quality of the movement, and allows dancers to efficiently spin, jump, land, and change direction.

Investing in marley and a portable sprung floor could be a solution to allow dancing on the hard floors of multi-purpose theatres. Portable flooring could also be rented to other institutions and organizations as a way to recoup some costs. Students could explore alternative spaces in which to perform across campus or within the community and feel confident they can perform at their highest level, knowing the floor, a most important tool, is the right one.



**ABOUT THE AUTHOR:** PUPN staff writer Lisa Gibbs earned her Ed.D. in Higher Education Administration in 2018. She is an advocate for arts, particularly dance, in education and for increasing the financial well-being of artists through financial education.



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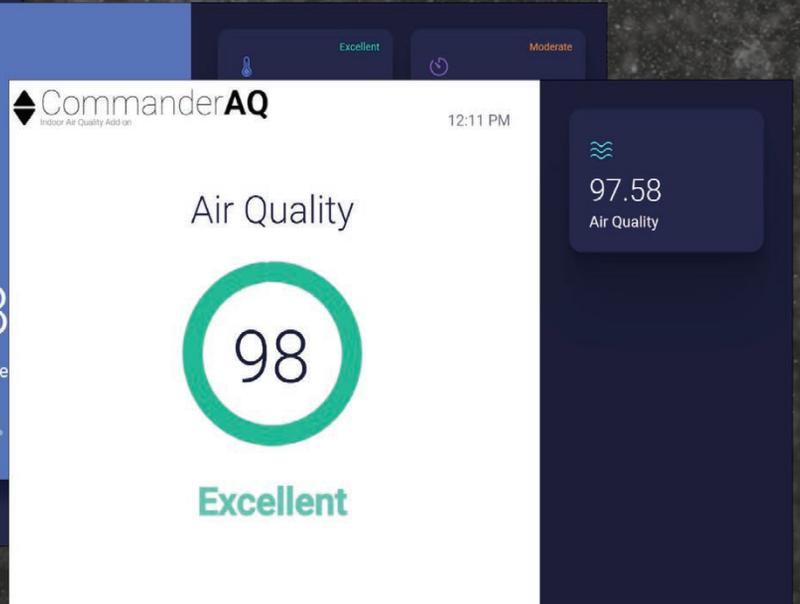
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A man with a beard and glasses, wearing a dark suit jacket, is shown in profile from the chest up, looking out a window. The background is a bright, out-of-focus view of a building exterior. The text is overlaid on the lower right portion of the image.

# TRAINING TECHNOLOGY EQUALS SALES SUCCESS

## AT HIGH POINT UNIVERSITY

The rooms inside Cottrell Hall look like executive suites, complete with modern furniture and the smell of new leather. But for members of HPU's Professional Sales Club, the rooms are their laboratories, places where they practice and begin to dream. Hooked to the wall is a video camera that looks like a big microphone. Sales Club members can record and critique every role-playing negotiation and produce a virtual resume for any potential employer to see. Moreover, the Harris Sales Education Center has become a safe space. Students settle their nerves. They make mistakes, gain confidence, and learn the art and science of selling.

## Rising Above the Rest

Larry Quinn, the chair of HPU's marketing department and director of the selling program loves the support the sales labs offer; he helped to create them.

After participating in other collegiate sales competitions, he thought a sales lab could better prepare students for the world of work. Cottrell Hall is a \$22 million, two-story building that feels like a big fishbowl, with its walls of glass and its 43,000 square feet of open space used for classrooms, experiential programs, and the sales labs.

With 4,500 colleges and universities nationwide, Quinn says HPU is one of only a few that offer a comprehensive professional sales degree program. HPU already had the students and the professors. Now, HPU has the tools and the technology to rise above the rest.

Quinn, stepping into a sales lab a few steps from his office, says, "Our students will come in here and stand taller. They'll realize, 'I'm not a kid anymore. I'm walking into an executive office.' They have that sense of 'I can do this.' When that happens, they're bulletproof. They realize they can go anywhere."

## Building Skills and Confidence

Selling competitions are part of the experiential learning component for sales majors. A facility that opened this fall allows them to get out-of-the-classroom training directly on campus.

The Sales Education Center opened in Cottrell Hall, home of the Flanagan Center for Student Success, serving as a home for all students—those in sales and those not—to practice their pitches, bringing to life the vision for students to be able to sell themselves and their talents.

The center features three distinct spaces designed to reflect growing industries where students will work. The first space is a financial setting, the second is a technology-based setting similar to Google and Apple, and the third is a health care setting.

In all three spaces, students are recorded making cold calls and conducting mock interviews. The Sales Labs are equipped with Extron StudioStation systems to record the sessions so that students can review and hone their pitching skills. With successive sessions, students correct previous miscues, building confidence and poise. According to Quinn, "Student self-confidence

improves dramatically after the Sales Lab role-play sessions, and it's the AV system that makes it possible."

In each Sales Lab, the camera is wall-mounted next to the remote control panel to capture a wide-angle view of participants. Audio is picked up by a ceiling-mounted microphone, and AV signals are routed to a streaming media processor hidden above the ceiling. The recorded session is stored on the memory stick as MP4 video files compatible with most media players. For competitions and group exercises, the presentations are live-streamed to a judges' room or classroom simultaneous with recording.

"A 20-minute call will be recorded and critiqued on a rubric that's the professional standard," says Quinn. "When we build a portfolio of these videos, recruiters can look through them and find students they think will fit well within their company."

## A Solid Future in Sales

The Selling Club competes with other university selling clubs at regional and national intercollegiate meets. Students go head to head in pitching

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“Student self-confidence increases dramatically after the Sales Lab role-play sessions, and it’s the AV system that makes it possible. I could not be prouder of what we’ve done together. It’s a life-changer for some of these college seniors.”

—LAURENCE J. QUINN, CHAIR, MARKETING DEPARTMENT & DIRECTOR



“Student self-confidence increases dramatically after the Sales Lab role-play sessions, and it’s the AV system that makes it possible. I could not be prouder of what we’ve done together. It’s a life-changer for some of these college seniors.”

—LAURENCE J. QUINN, CHAIR, MARKETING DEPARTMENT & DIRECTOR, PROFESSIONAL SALES PROGRAM

products, making cold calls, and, in many ways, selling their own potential.

“These competitions also happen to be ideal job fairs,” says Quinn. “Fifty to sixty major corporations such as IBM or Hewlett-Packard invest major funds to serve as judges at the competitions. That’s because they know these students are the best. They’re better than the people they hired last year from Monster.com. They not only say they can sell, but they prove they can.”

Seniors who attended the most recent competition all received job offers or scheduled interviews at company headquarters. The juniors landed

internships. And Quinn received rave reviews from recruiters about the potential of HPU students. “These companies want to visit HPU and pluck students directly from our campus,” he says. In a world crowded with competition, these students are a commodity in high demand.

### Conductors of Confidence

The Phillips School of Business Sales Club uses the labs to prepare for four sales competitions, two career fairs, and the constant two-minute elevator pitch exercises club members work on every year.

Jamison Orr, the club’s co-president, sees the

benefit right away. “It’s the experience itself,” says Orr, a business administration senior from Falmouth, Massachusetts. “When we walk into a beautiful office for an interview, we won’t be mind-blown by the whole situation. It could be our first interview. But it’ll feel like our sixth or seventh. I’m a firm believer that the more you practice, the better you get.” The sales labs are invaluable tools.

But really, it’s the club’s two advisors—Quinn and marketing professor Randy Moser—who help the students shine. Quinn and Moser have ninety years of combined sales and marketing experience, and their teaching style draws students into discussions like moths to an outdoor light.

Moser frequently rolls out advice on life that students call Moser Mantras. Quinn talks about the importance of the Platinum Rule.

The Platinum Rule is treating people how they want to be treated. Jaime Durie, a Sales Club member from Saco, Maine, understands that. At a sales competition in New Jersey, she stood before six tables of judges and got ready for her two-minute elevator pitch. Her jaw started

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to shake, her throat tightened and her stomach turned into a knot.

The words, she worried, wouldn’t come. But right behind her stood Quinn: “You’ve done this 100 times. Pretend it’s me.”

With the first judge, Durie felt her eyes well with tears. By the last judge, she felt awash with confidence. Quinn’s encouragement worked. Practice did, too. Durie graduated with a degree in psychology with a minor in biology. When she did, she already had a job—selling dental supplies and equipment in the Boston area.

“I don’t think I would’ve gotten this job if it wasn’t for High Point,” Durie says. “I know

people my age who have no idea what they want to do. But I figured it out, and that is a good feeling. I wouldn’t be where I am now if I hadn’t walked into Quinn’s office.”

### Beyond the Classroom

High Point University’s Professional Selling Club has an annual tradition of delivering Thanksgiving meals to families in the community. Students raise money to buy turkey dinners for families within the Boys and Girls Clubs of Greater High Point.

“These meals are coming in at the best time given the coronavirus has left a lot of families without jobs and kids are learning remotely,”

said Kenny Mack, vice president of operations for the Boys and Girls Clubs of Greater High Point. “This helps the parents figure out what to do about their Thanksgiving. This couldn’t have come at a better time, and our partnership with HPU has been great.”

This year, due to the pandemic, the need is greater than in years past. “I feel so thankful to be a part of this and to have organized this year’s donation,” said Francesca Riehl, vice president of philanthropy for HPU’s Professional Selling Club. “We have a great selling club, and I’m happy that we were able to give back to a community that’s really special to me.”

**ABOUT THE AUTHORS:** Original articles courtesy of *High Point University: HPU Sales Labs Where Students Learn to Sell Their Value* and *Selling Yourself Bringing Business-minded Concepts to Life For All Students* as well as *High Point University Sales Labs Use Studio-Station to Build Student Sales Presentation Skills* from Extron.

The advertisement for American Bus Sales features a central graphic with an American flag motif and the phone number 1-866-574-9970. Below the phone number is the website address WWW.AMERICANBUSSALES.NET. The ad is surrounded by six images showcasing different bus features: Custom Graphics (a white bus with red and black stripes), UV Air Purifiers (a white air purifier unit with text '95% EFFECTIVE AGAINST ALL VIRUSES'), Luggage Racks (interior view of a bus showing overhead racks), Custom Seating (interior view of a bus showing quilted leather seats), On The Go Technology (a white air purifier unit with a blue light), and TV Monitors (interior view of a bus showing a large screen displaying the American Bus logo and services: Sales • Service • Parts • Leasing).

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# 2021: When “Welcome Back to Campus” Means So Much More

BY STEVE BURGESS

Many people wish to have certainty about how higher education moves forward following COVID-19. As they consider questions such as this: How is life going to change once students return to college campuses across the country? Many students want to return to normality as quickly as possible, but what is normal going to be for the post-pandemic college campus? Will people have to continue social distancing, or will students be able to attend classes in packed large-lecture auditoriums again? Are sports venues and performing arts centers going to be at full capacity, or will fewer fans be able to attend events than before? Considering all of these valid questions, how are administrators and decision makers supposed to plan for fall of 2021 and beyond?

Forecasting, or “predicting or estimating a future event or trend,” has become far more important to leaders and planners as they address the continuing crisis. Since the beginning of the crisis, forecasting has been easier said than done. Forecasting is an action that people used to practice often, but perhaps a bit more haphazardly. Now, forecasting is essential to decision making. How do people plan, fundraise, break ground on new construction, welcome students, plan for sporting events, etc. when they have no idea what’s around the corner?

Already, we do have some very positive indicators people are eager to get back to more normal social interactions and public activities. Summer trends are demonstrating huge increases in vacation travel, hotel bookings, and restaurant reservations, for example. We need to take those positive social behaviors people are eagerly exhibiting and use them in our considerations for the future of college education. Many students will appreciate their college experience, their campus surroundings, their home away from home, and —yes— maybe even their academics, as perhaps never before more than they will in the upcoming years. Many will display an eagerness, excitement, and spirit that college campuses may never have previously experienced.

As a manufacturer of fixed audience seating and a key supplier on college campuses, our company wants to do all we can to help support everyone’s return to social engagement. We would like to work with all campuses to put health and safety first in decision making, examining what’s been done in the past while keeping an open mind to being more flexible in the future.

Campuses may need to add a little more space in large auditorium settings because they realize those venues help both students and faculty learn in a cost-effective manner. If your school is looking to revitalize a larger auditorium-style classroom, you may want to look for products which offer more flexibility. Several products on the market will allow you to easily add or remove seating should the need arise. These products can also incorporate tablet arms along with power options, ensuring that students have all they need to learn efficiently.

Student life outside of the classroom is very important, not only to your current students, but those you are looking to attract. Sporting events, stimulating lectures, and artist performances add to the overall experience on a campus. Administrators need to balance the



social aspect of college life with the desire to remain vigilant and safe. That balance may come in the form of better cleaning and sanitizing techniques or installing furniture which is easier to clean than current furniture. The days of upholstered seats may be gone for good, but there are some really nice coated materials which look like fabric and are quite easy to clean. Possibly, college campuses could consider installing easily cleaned plastic seating or plastic laminate tables where germs and bacteria have a hard time living..

Your suppliers have been working hard to help in your endeavors. The company I represent molds its own foam so that we are able to include antimicrobial additives in all foam components, helping to prevent bacteria from growing from the inside out. Also, we provide the ability to have slipcover seats and backs, both of which can be easily changed out if needed. This flexibility saves cost and potential downtime. Most suppliers can provide either upholstery or coated fabrics which contain antimicrobial properties and are very easy to be cleaned. Asking each of your supply partners what they are doing to address COVID issues should now be a major part of your procurement evaluations.

All of your suppliers, including our company, would like to help make things run as smoothly as possible for all of your colleges. As you plan for upcoming semesters, make sure to adjust your timelines, allowing more time for projects than pre-COVID schedules may have included. As we have all witnessed, supply chain issues around the world are adding to forecasting challenges. All suppliers are striving to meet agreed-upon schedules, so allowing more time and understanding worldwide supply-chain issues will allow everyone to be satisfied with the final result.

Your suppliers are all here to help you succeed. From food service providers to fixed audience seat manufacturers, we are all eager to help and are excited for you to say “Welcome back to campus!”



With over thirty years’ experience in the contract furniture industry, Steve Burgess has spent the last half of his career primarily dedicated to the fixed audience seating and fixed table product category. Burgess became Vice President of Sales for Series Seating in 2017, and has the role of educating the market on who Series Seating truly is and why they have the best fixed audience seating system available. Steve has concentrated on growing the Series Seating brand while working to add additional key products to Series Seating’s product portfolio. Burgess’s previous positions with both American Seating and Krueger International prepared Steve well for his current role. Prior to that, Steve also held positions with Fixtures Furniture/Harter, Superior Furniture, Allsteel, and HON after graduating from Florida State University with a degree in Finance. Steve is excited to represent Series Seating, a worldwide leader in innovative design, manufacturing and installation of ergonomic public seating systems solutions. He can be reached at [sburgess@seriesseating.com](mailto:sburgess@seriesseating.com), and please visit Series Seating at [www.seriesseating.com](http://www.seriesseating.com).



## 3 Ways IoT and Smart Building Automation Can Change Your Campus for the Better

**Private universities have many unique challenges. Building automation is not least on the list.**

Varying growth over time likely means there are several iterations and system types throughout campus. Competition has driven an increase of new, diverse types of managed spaces for students and staff. Stagnant endowments are driving a renewed focus on energy savings to steward available funds. No single solution solves these challenges, but rather a university needs to develop a holistic strategy. IoT and Smart Building Initiatives is a part of that strategy.

- 1 UNIFY YOUR BUILDING SYSTEMS**

You have a lot of buildings on campus, each with their own HVAC or lighting platform (or no platform at all). When looking to develop and drive an IoT strategy, the first step is to bring all those systems into a single platform. No need to replace your systems, as the leading offerings on the market can use what's already there. Additionally, by using cloud-based solutions, make these systems more accessible than ever before.
- 2 DRIVE THE OPERATIONAL USE OF DATA**

The most innovative solution providers in the space not only connect your systems. They also share that data with other industry-leading solutions. No one system can be all things to all people. That's why collaboration and interoperability is so important.
- 3 DEMOCRATIZE YOUR DATA INTO THE CURRICULUM**

Nothing helps students understand new concepts more than real-world examples. For instance, use building data to teach math students in-depth regression analysis on CO2 and occupancy. Use the API to teach computer science students integration and app development. Use energy metrics to teach economics students regional utility analysis and cost-avoidance measures. The possibilities are endless.

To solve these issues, you need a solid solution from a provider with expertise. KMC Controls has been a leading innovation vendor in the HVAC industry for over 50 years. With our Intel Market Ready Solution, KMC Commander, you are able to realize these benefits and build a holistic IoT strategy. Plus, we partner with industry leaders to bring the best overall edge-to-edge solution to our customers, from wireless sensors to analytics.



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## Hofstra Breaks Ground On New Science And Innovation Center

The new building, scheduled to open in 2023, will be the home of the school's engineering and nursing programs.

by Alex Costello, Patch Staff

Recently, Hofstra University broke ground on its new Science and Innovation Center, which will be the future home of the school's engineering and nursing programs.

The new building, which will be located on Hofstra's East Campus in Hempstead, will be 75,000-square-feet, and will have classrooms, laboratories, faculty offices, and student spaces. The expanded facility will allow Hofstra to win accreditation for its nursing program.

"Thanks to New York State's partnership, Hofstra's Science and Innovation Center will bring scholarship together with simulation and practical applications in engineering, applied science, and nursing practice," said Hofstra President Stuart Rabinowitz.



"This building is designed with students, faculty, and the professions in mind, to allow them access to facilities and equipment that takes learning to the next level and to prepare future professionals in advanced science and health professions to meet the challenges of the next century."

Construction of the building is planned to be completed in 2023. When it is done, it will house the DeMatteis School of Engineering and Applied Sciences and most of the Hofstra Northwell School of Nursing and Physician Assistant Studies.

"Hofstra's new Science and Innovation Center places Nassau County on the forefront of solving some of the world's most complex and critical challenges in the fields of applied science, engineering and healthcare," said Nassau County Executive Laura Curran. "I thank [Empire State Development] and Hofstra for this major investment in Nassau's future, which will spur further research and investments in our communities by attracting, preparing and retaining the next generation of talented students, teachers and thinkers."



## Albion College to Begin \$48 Million Redevelopment of Washington Gardner as Body and Soul Center

A former high school will be transformed into an integrated arts and wellness center for the college and the community. Last week, Albion College unveiled plans to transform the former Washington Gardner School into the innovative Body and Soul Center. The new 200,000+ square-foot center will unite education, wellness, and the arts with experiential learning opportunities for students and members of the Albion community. Albion College President Dr. Mathew Johnson made the announcement.

The Body and Soul Center at Albion College will include a number of academic departments including art, education, theatre, and music, along with the School's volleyball and basketball programs. The center is supported by over \$6 million in gifts, including a just-announced \$1.25 million gift from a generous donor, part of a total investment of \$48 million to renovate the existing building and expand square footage to create a shared space that meets the needs of the college and the Albion community.

"At Albion, we believe it is our responsibility to build a seamless community-campus where all feel at home. These generous donations will allow us to continue Albion's commitment to developing the local community and the neighborhood surrounding the Washington Gardner School," said Dr. Johnson. "As the largest infrastructure improvements at Albion in nearly a decade, we have high expectations for the completed building and the impact it will have on our students, community members and visitors to our campus."

Acquired by Albion College in 2011, Washington Gardner School has been utilized by the college for flexible meeting, fitness and presentation spaces. The long-term vision to transform this building into a true campus-community destination has been many years in the making.

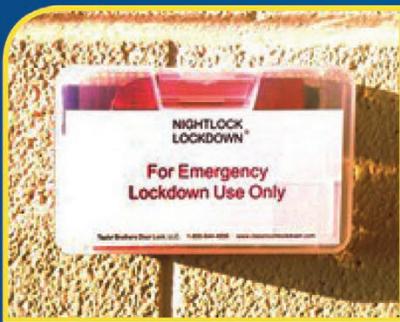
"The Body and Soul Center is a testament to our commitment to the continued transformation of Albion into a true place of belonging," said Keena Williams, Chief Belonging Officer at Albion College. "Once finished, it will be a place that students can call home, acting as a hub for creativity, collaboration and overall well being. We are eager to create more spaces on campus that deepen the College's connection to our growing community and directly reflects our core values of purpose, belonging and action."

The Body and Soul Center will provide opportunities to foster existing relationships and develop new partnerships with local organizations and youth programs, strengthening the College's relationship with the community. The Battle Creek YMCA and Albion College have partnered to offer recreational programs such as youth sports, swimming lessons, fitness classes, and youth mentoring programs. Additionally, the center's integration of art, music, and theatre under one roof allows students to take full advantage of flexible, full-service space and participate in various interdisciplinary, experiential learning activities.

Construction on the Body and Soul Center is scheduled to begin in Summer of 2021, with the initial phase, including infrastructure, systems, sitework, and some external structural work. The multiphase project will take 3-5 years to complete.

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