

Chalkline Tech Support Bulletin - Why Architects and Engineers Send Product Requests to Building Product Manufacturers

Product Requests (PRs) give AEs a fast, accurate way to collaborate with manufacturers directly within VisiSpecs — saving time, improving spec accuracy, and ensuring designs reflect current, compliant, and available products. PRs can be sent to multiple BPMs at once, making this an efficient tool for both Master and Project Specifications.

1. Maintain and Update Master Specifications

- Share Master Specs or Project Specs with BPMs for review and feedback.
- Confirm manufacturers are still in business and contact information is current.
- Update company name changes, mergers, or rebranding.
- Verify that product names, models, and descriptions are current.
- Identify new or replacement products that should be listed.
- Confirm reference standards and certifications are up to date (ASTM, UL, etc.).
- Validate testing, licensing, or approval requirements are accurate and complete.
- Ensure spec sections required for products are properly referenced.
- Replace or remove manufacturers no longer active in the market.
- Help BPMs stay on top of evolving product standards and ensure Master Specs remain current.

2. Improve Project Specification Accuracy

- Ask BPMs to review project specs for accuracy and completeness.
- Clarify proprietary or equal-to language to ensure it reflects actual product performance.
- Verify installation requirements, submittal language, and warranty terms.
- Ensure regulatory compliance with current building codes, ADA, or fire-safety standards.
- Request confirmation of LEED or sustainability certifications (EPDs, HPDs, etc.).
- Ask for additional technical data — test results, cut sheets, or BIM content.

3. Validate Project and Performance Requirements

- Confirm product suitability for specific project conditions (climate, load, acoustics, etc.).
- Request value engineering (VE) alternatives that meet performance and cost goals.
- Ask about lead times, regional availability, and delivery logistics.
- Seek assembly compatibility advice (e.g., adhesives, membranes, fasteners).
- Verify compliance with Buy America, NSF, or other procurement standards.

4. Enhance Collaboration and Knowledge Sharing

- Engage trusted manufacturers for expert guidance and feedback early in design.
- Build professional relationships that strengthen specification quality and reduce RFIs later.
- Encourage BPMs to provide insights that improve overall spec accuracy.
- Share insights from BPM responses with other team members for consistent spec updates

5. Save Time and Increase Efficiency

- Send one PR to multiple BPMs simultaneously to get fast, comparable responses.
- Centralize communication — all responses stored with project specifications.
- Eliminate scattered emails and phone calls.
- Quickly identify nonresponsive manufacturers and refresh listings automatically.
- Reduce research time when maintaining or updating Master Specs.

Summary: AE Benefits at a Glance

Benefit	Description
Accuracy	Specs stay aligned with current product data, standards, and availability.
Efficiency	One PR reaches multiple BPMs for fast, consolidated input.
Transparency	All communications and responses are visible within the project.
Compliance	Ensures LEED, code, and testing documentation stay current.
Collaboration	Build stronger manufacturer relationships and improve outcomes.

Note: Have an additional benefit to add, feature request, or story to share? Please email support@chalklineinc.com.