

News Briefs

Newsletter of the Architectural Woodwork Institute

NEW AWI MEMBERS

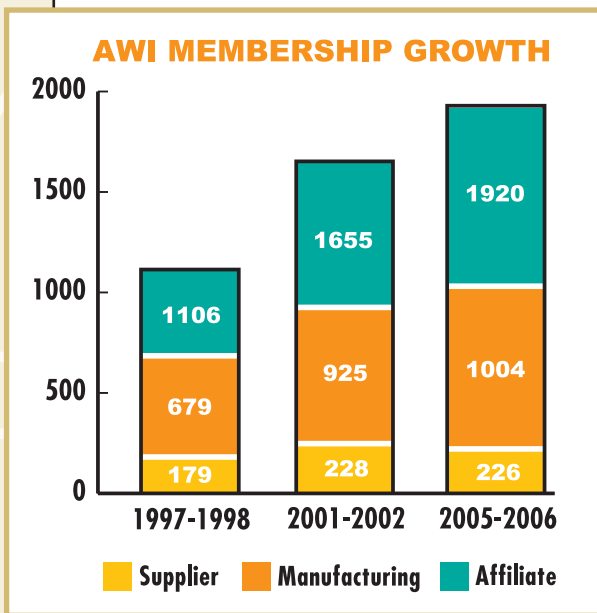
MANUFACTURING

- Bob's Woodworks, Inc.**
Lubbock, TX
- D & L Cabinets, Inc.**
Graham, NC
- Empire Exhibits & Displays Inc.**
Watervliet, NY
- Goldenwood Cabinetry, Inc.**
Becker, MN
- Hanley Design, Inc.**
Peoria, IL
- In Store Services, Inc.**
Seattle, WA
- Noell Design Group, Inc.**
Boca Raton, FL
- Odom Construction Services, Inc.**
Mesquite, TX
- Procraft Corporation**
New Boston, NH
- The Thomas Riley Artisans' Guild**
Naples, FL
- Topy's Architectural Millwork, Inc.**
Fort Worth, TX
- Williamson Millworks**
DBA Custom Cabinets
Garden City, GA
- WoodWorkers Construction, Inc.**
Slidell, LA

SUPPLIER

- Impact Search & Placement, LLC**
Kalamazoo, MI ■

AWI Tops 1,000 Manufacturing Members



As of 6/30/06.

AWI announced the recent expansion of its membership which now exceeds 1,000 manufacturers for the first time in its 53-year history. A breakdown of Manufacturing Members by sales also revealed that over one-half of those members have reported architectural woodwork sales ranging from \$500,000 to \$2 million. Nearly one-third of AWI's Manufacturing Members reported sales of over \$2 million, the membership dues category that experienced the largest growth in 2005-2006.

AWI forecasts the most significant membership growth will be in the top membership category for companies with gross annual sales of \$2 million and more. AWI's *Cost of Doing Business Survey and Compensation*

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Come Back to Celebrate in the "Comeback" City

A revamped AWI Annual Meeting & Convention will be "very different from events in prior years," said AWI President Rick Kogler in extending an invitation to AWI members to attend the upcoming AWI 54th Annual Celebration, October 5-7, 2006 in New Orleans.

Dubbed "Comeback of the Year" by the *New York Times*, New Orleans beckons with its unique charm, history, musical heritage, and energy. The historic core of the city in the French Quarter is intact and thriving, and will host the upcoming AWI gathering of members at a variety of venues.

With a theme of "A Proud History, A Stronger Future" AWI members will focus on "continuing to learn, earn and return" with a worthwhile program of content-driven workshops.

(Continued on page 3)



Photo by Carl Purecell

New Orleans Parade



AWI PILOT BEST PRACTICES GROUP LEARNS FROM PEERS

Participants in an AWI pilot Best Practices Group program established in October 2005 have reaped the rewards of a new peer group program that has set the stage for expansion to other AWI Manufacturing Members. A pilot program was established by AWI to pool and leverage the collective knowledge and experience of members within a small group of peers who face similar management challenges. According to one member of the pilot Best Practices Group, Steve Briggs of CSI, Inc., "one idea taken from the meeting has more than paid for the investment of participating." AWI is inviting other members to join a second group now being formed.

Program Goal

The goal of the program is "to serve the needs of AWI manufacturing company owners, and foster the improvement of business performance operations and profit potential through structured peer group networking sessions."

“Good ideas are transferable regardless of the size of the business.”

Participation in each group is confined to the top management of 8-10 AWI Manufacturing Members of like businesses that are geographically dissimilar who meet three times yearly for one day each. Participants alternate the hosting of meetings at their facilities. The program is coordinated by a strategic facilitator who also administers the program for each group.

Session topics have been driven by the participants and include such business practices as P&L vs. cash flow, customer expectations management, rapid growth challenges, business downturns, contract negotiations, technology issues, and succession strategies.

Participation Benefits

"Participation in this group has offered limitless opportunities for new ideas and perspectives about challenges we share and have met," said Best Practices Task Force Chairman Whitney Coombs of Ivan C. Dutterer, Inc. "As a result of our group's first meeting, I found a new way to team up two of our departments to produce cost efficiencies and improve our project planning and management practices," Mr. Coombs added. "Meeting with fellow business owners also offers group applied motivation to implement changes we know should be made, and the changes are stimulating and will improve our companies," he said. "Good ideas are transferable regardless of the size of the business. It is also interesting to blend ideas from entrepreneurs who began business at the bench with knowledge gained by other owners from the corporate world."

The AWI Board of Directors has approved funding this year for the formation of two additional Best Practices Groups of non-competitive peers. For details and more information, contact AWI Director of Membership and Chapter Development Teresa McCain at 571.323.3622 or tmccain@awinet.org. ■

LOTS OF LEARNING GOING ON

Sixty AWI members attended an insightful mix of shop programs during the Summer Career and Technology Education Week (CATE) sponsored by the Architectural Woodwork Institute of Life-long Learning (AWILL), June 20-24, 2006 at the Pennsylvania College of Technology in Williamsport, PA.

The average AWI attendee choose to stay for 2-3 days to soak up the information shared during courses on AutoCAD Level 1, Managing for Quality Assurance, and Fundamentals and Advanced Estimating and Project Management.

Five AWI Plant Tours (Lewis Lumber, Bentley & Collins, Wheeland Sawmill and Lumber, WoodMode, and Northway Industries) also were very enlightening to attendees. Two members noted how eye-opening the tour of Bentley & Collins was in light of the current plans for their shop. What they experienced at the efficient cabinetry operation had direct application to the planning process they are undergoing for their business. "This is but one example of the priceless education and sharing so typical of AWI members coast-to-coast," said AWI Director of Training and Member Services Greg Heuer.

AWILL thanks the CATE sponsors for their support of the program: Weinig America, Sherwin-Williams, Hermance Machine Company, and Mohawk Finishing Products. Thanks also go to the Pennsylvania College of Technology, CATE speakers and AWI members who hosted Plant Tours for their generous contributions of time and talent. ■



Come Back to Celebrate in the “Comeback” City...*(continued from page 1)*

Worthwhile Workshops

- **Disaster Avoidance: Tips and Tricks for Woodwork Project Success**

Presenter: Greg Heuer, AWI Director of Education and Member Services

- **Workplace Safety: Right People – Right Jobs – Right Protection**

Presenter: Shari Falkenburg, Director Risk Control, CNA Insurance

- **Fundamentals of Project Management**

Presenters: Rick Thaler, OGB Architectural Millwork; Jeff Stück, Stück Wood Works

- **Fundamentals of Estimating**

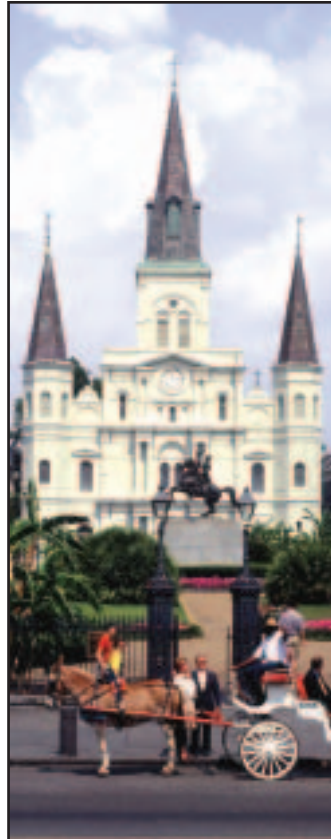
Presenters: Mike Bell, Kentucky Mill & Casework; Tony Perno, Casework Technologies Ltd.

- **Cost of Doing Business**

Presenter: Patrick Quirk, Inverra Consulting

- **Contract Law**

Presenters: Joe Sorrelli, Aljoe Woodwork Consultants; John Lawrence, Esq., Lawrence & Associates



Historic St. Louis Cathedral

Photo by Carl Purcell

Product Fair

The tabletop exhibition will sport a new look at a special location this year at New Orleans' historic The Foundry. New features have been added to the expo, including prize drawings and a Silent Auction. AWI Supplier Members can get full details about the Product Fair from Rachel Schmidt at 571.323.3614 or rschmidt@awinet.org. Sign up early to reserve the best booth locations.

Other Attractions

The French Quarter offers a myriad of attractions, but attendees can also register for special tours arranged by AWI. While education sessions will be held at the AWI headquarters hotel (one of two modestly-priced facilities reserved for attendees), several events are scheduled off site. Don't miss the opening Memorial & Recognition Dinner at the D-Day Museum and the Second Line Parade & Final Banquet on The Riverboat Creole Queen.

Registration

For full details about the AWI 54th Annual Celebration, see the enclosed brochure and registration form, or register online at www.awinet.org. The deadline for room reservations is September 1, 2006. The registration deadline is September 6, 2006. ■

AWI Tops 1,000 Manufacturing Members ...*(cont. from page 1)*

Study Report released June 1 supports this forecast based on the increased profits architectural woodwork manufacturers are experiencing. AWI Manufacturing Member respondents within the 25% “high profit” firms surveyed in the annual review reported margins in excess of 8.25%, up from 5.92% in 2005. Architectural woodwork manufacturer profits are at their highest levels since 2002.

AWI Manufacturing Members at 1,004 are slightly behind the association's largest category of members, Designer Affiliates, which currently number 1,537. AWI includes architects and other design professionals as Designer Affiliate Members. Total membership stands at 3,150 as of June 30, 2006. ■

Member News

In the Field...Member Company News

SierraPine, Ltd. (AWI Supplier Member since 1997) was honored at the annual spring meeting of the Composite Panel Association (CPA) for achieving an exemplary safety record. SierraPine's Ampine® Particleboard manufacturing plant located in Martell, CA had the greatest reduction in accident incidence rates among all CPA members from 2003 – 2005. SierraPine's Ampine® Particleboard plant employs 134 personnel on 4 shifts, 7 days a week, manufacturing a wide range of particleboard products for numerous applications including shelving, furniture, case goods, and stereo components. CPA's Safety Program consists of an internal audit, comparing CPA's industry statistics against an individual plant's OSHA 300 log.

Stiles Education, a department of **Stiles Machinery Inc.** (AWI Supplier Member since 1996), is offering free of charge the updated 2006 Panel Processing Course Catalog, which details class schedules from July to December, 2006. Contact Martha Dahl at 616.698.7500, ext. 1237 or mdahl@stilesmachinery.com or visit the Stiles Machinery web site at www.stilesmachinery.com/se. ■

AWILL Ambassadors Deliver Chapter Programs that Sizzle

AWI chapters around the country have been tapping into an Architectural Woodwork Institute of Life-long Learning (AWILL) program that captures decades of knowledge accumulated by authorities in the architectural woodwork business.

Using the knowledge assets of senior business professionals – many who are Past Presidents of AWI – AWILL draws upon the collective knowledge and experience of highly-skilled AWI members or retirees who deliver high-quality programs for member organizations and chapters. Known as AWI Ambassadors, their combined knowledge

spans decades and a wide range of aspects of architectural woodworking business – from Quality Standards modules, to contracts and lean manufacturing, and more.

Upon request from AWI chapters, design professionals and individual member companies, AWI Ambassadors travel from coast to coast to deliver AWI education and good will.

In the past 10 months, five

AWI chapters have sponsored successful programs that drew approximately 200 attendees. Each chapter also benefited from the expanded outreach to their local architectural woodwork communities. Hosting chapters include: Chicago, Georgia, New Mexico, New England, and Texas. Their successful programs have ranged from LEED, contracts, lean manufacturing, Standard Panel Products and LEED, and QSI modules.

Information about the AWILL Ambassadors Program is available from AWI Director of Meetings Kimberly Haynes at 434.975.0191 or khaynes@awinet.org. Find out about the topics that may interest your chapter members and discover how easy it is to schedule an AWI Ambassador to deliver a substantive presentation at your next meeting. Participants find that the quality of the programs is worth their investment of time to attend. Practical information gained from the presentations has immediate application in day-to-day business operations. ■



AWILL Ambassador Scott Nelson presents QSI module.

AWILL Senior Ambassadors

- Bruce Cody, Architectural Wood
- Paul Fetzer, Fetzers' Inc.
- Gordon Graham, Gordon Graham and Associates, Inc.
- Scott Nelson, Central Plains Millwork, Inc.
- Michael Quirk, Emerging & Small Business Consulting
- Joe Sorrelli, Aljoe Woodwork Consultants
- Robert E. Ziegelmeier, Ideal Architectural Doors & Plywood

2006 AWI Sponsors

AWI members extend sincere appreciation to all these 2006 Sponsors for their support. Contributions from the 2006 AWI Sponsors help fund programs and services that benefit all AWI members. We encourage all AWI members to support these 2006 Sponsors whenever a need arises for their services. ■



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stiles

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