

NewsBriefs

Newsletter of the Architectural Woodwork Institute

NEW AWI MEMBERS MANUFACTURING

Fletcher Wood Products

Fort Dodge, IA

JLE Manufacturing, Inc.

Chandler, AZ

Madison Construction Group

Charlotte, NC

Meyer Custom Woodworking, Inc.

Dubois, IN

Mystic Millwork

Norwood, MA

Redbud Ridge Custom Shop, Inc.

Bartonville, IL

Wallwood Furniture Ltd.

Richmond Hill, ON, Canada

Wisconsin Bench

Thorp, WI

SUPPLIERS

4 Production Drawings, Inc.

Boisbriand, QC, Canada

Badger Corrugating

LaCrosse, WI

Crider's Finishing

Sterling, VA

Eurosoft, Inc.

Cary, NC

International Veneer Company, Inc.

Jeffersonville, IN ■

Courtesy of Southfork Ranch



AWI members will reminisce about Ewing family drama at Southfork Ranch, set of the "Dallas" television series for 13 years. Remember who shot J.R.?

Everything is BIG in Texas; AWILL CATE Week Included

Like Dallas, which blends the old west with contemporary architecture, AWILL has mixed some of AWI's tried and tested education programs with a glittering array of management offerings that create a unique professional development opportunity at the Winter Career & Technology Education (CATE) program, February 21-24 at the Embassy Suites Hotel.

Plant Tours & Reception

In addition to fundamental and advanced courses in Project Management and Estimating and executive management sessions, manufacturing plants will open their doors to CATE attendees

who register for the optional tours. Attendees will visit Commercial Cabinet Solutions in Lewisville, TX, Lutz Woodworks in Wylie, TX, and Stiles South Central Regional Facility in Irving, TX, where Stiles will host a light reception.

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Double Your Benefits From CODBS Participation

AWI Manufacturing Members who participate in the 2007 Cost of Doing Business Survey (CODBS) can look forward to receiving special financial management tools in addition to the final report. The survey will launch on March 1, one month later than reported in the January issue of *NewsBriefs*.



Extra Benefits for Participants

As a token of appreciation for their participation, CODBS participants receive:

- Two financial management tools, including a *personal financial profile* comparing your own financial data against more than 4,000 AWI-specific financial benchmarks and an *operating profit modeler* pre-loaded with all financial data submitted by your company.
- An *AWI compensation calculator*, a comprehensive source of more than 50,000 AWI-specific compensation benchmarks. The calculator has multi-dimensional sorting capabilities based on region, size of company, profitability, culture score, market segment, employee size, expertise, tenure, and collective bargaining status.

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AWI Marketing Committee & AWILL Drill Down into Education Planning

At the request of AWI's Board of Directors, representatives from the AWILL Executive Management Team and the AWI Marketing Committee met at the association's headquarters on February 8 where they began hammering out the evolution of AWI's preferred futures.

The two groups met to examine, debate and build consensus on recommendations for AWI's strategic preferred futures established by the board in September 2006. Collaboration between these two AWI volunteer groups will provide the AWI board with research-based and consensus-built recommendations ensuring that AWI will meet its long-term strategic goals and fulfill AWI member wants and needs. ■

MARK YOUR CALENDAR For Business Owners Expedition

October 4-7, 2007, Louisville, KY...plan to attend the business retreat for owners of architectural woodwork companies. AWI President Ed Brewer of Louisville Lumber & Millwork Company is spearheading development of this new component of the 55th Annual AWI Convention.

Explore Louisville, which was founded in 1778 by George Rogers Clark of Lewis and Clark Expedition fame. Named after King Louis XVI of France, Louisville is the "Gateway to the South." More than 90 attractions await visitors to this lively and historic city. ■



Courtesy of Greater Louisville Convention & Visitors Bureau

Double Your Benefits from CODBS...

(cont. from page 1)

Getting Started

All AWI Manufacturing Members will receive an e-mail March 1 with links to the survey. The online CODBS will be managed by Inverra, a benchmarking and management consulting firm that has administered AWI's CODB program for seven years. All data submitted by AWI Manufacturing Members is held in strict confidence by Inverra.

Final CODB Report

In addition to the extra benefits of participation, the final report (valued at \$950 to nonmembers) rewards you with a powerful financial management tool that is unique to architectural woodwork manufacturing businesses.

By comparing your company's financial data with industry averages and high-profit firms, you can identify areas of your business that could be improved for greater cost efficiency and profitability. The final report will be available July 1, 2007.

Plan to participate – it more than doubles the value of the final report for your company. ■

Member News

IN THE FIELD – MEMBER COMPANY NEWS

Eggers Industries (AWI Manufacturing Member since 1958) has promoted Ann Duebner to Vice President of Sales & Marketing. Ms. Duebner has held several management positions with Eggers since joining the company in 2001. In addition to her role at Eggers, Ms. Duebner chairs the Window and Door Manufacturers (WDMA) Environmental Stewardship Committee, serves on the WDMA Technical Process Committee and is involved with the Door & Hardware Institute's convention planning committee.

Stiles Machinery Inc. (AWI Manufacturing Member since 1996) has announced plant tour locations for its sixth annual Executive Briefing Conference (EBC), March 14-16 in Dallas, TX. They include the 168,000 sq. ft. PIN plant where custom fixtures, displays, and case goods are manufactured; PIN sister company Dimension F/X, a cutting-edge manufacturer of wood products that produces creative design and manufacturing applications of 3D laminates (RTF) for the retail, hospitality, and kitchen cabinet industries; American Airlines' newest maintenance base, a 1.8 million sq. ft. facility that includes six aircraft overhaul bays and a 220,000 sq. ft. fully automated warehouse; and Texas Aero Engine Services Limited (TAESL), a joint venture between American Airlines and Rolls Royce Engines. For additional information, contact Stiles VP Steve Waltman at 616.698.7500 or at swaltman@stilesmachinery.com. ■

Everything is BIG in Texas...

(cont. from page 1)

Power Presentation a Plus!

AWI Director of Training and Member Services Greg Heuer will return to the podium to present the "Train the Trainer: Power Presentation" on Friday, February 23 with the help of Linda Heuer and AWI Membership and Chapter Development Director Teresa McCain. The workshop is designed to give you the skills necessary to communicate effectively and entertainingly. Use the tools and tips to enhance your presentation skills and develop new business opportunities, strengthen your AWI chapter and address church and civic groups.



Courtesy of the Dallas Convention & Visitors Bureau

The West End Market Place is one of Dallas' most popular visitor destinations and offers more than 50 unique specialty shops including Western wear, Texas memorabilia and art galleries.

Software Shootout at Southfork

Blending business with pleasure and networking, the AWI Texas Chapter will host a tour and dinner at the Southfork Ranch, internationally renowned as the filming location for the "Dallas" television series. The event is open to all CATE attendees and includes transportation to and from the Embassy Suites hotel, dinner, cash bar, entertainment, ranch tour, tabletop displays and a software shootout with gunslingers from Microvellum, Planit Solutions and Pattern Systems. Don't miss this opportunity to experience some true southwestern hospitality!

Register online at www.awinet.org. Visit the AWI web site for regular updates on Winter CATE. ■

CITY OF ARTS, ACCLAIMED ARCHITECTURE To Host AWI Spring Leadership Conference

Plan to attend the annual AWI Spring Leadership Conference, April 11-14, 2007 in Minneapolis, MN, city of an ongoing arts explosion. The sessions will offer attendees new insights about the qualities all successful leaders must possess and the city will provide a glimpse of some of the country's leading, internationally acclaimed architecture.

Growing Your Business

This year's Spring Leadership Conference is centered on the theme of "Growing Your Business: From Small to Medium to Large." It will include a panel discussion with representatives from three different sized firms: Marc Sanderson of Wilkie Sanderson, Rick Siewert of Siewert Cabinet & Fixture, and Dennis Regan of Woodworking Solutions. Attendees will have the opportunity to tour Wilkie Sanderson and Siewert Cabinet & Fixture.

More than "walk throughs," AWI Plant Tours PLUS will feature informative discussions at the sites. Later, during a lively discussion session plant tour hosts will share the business philosophies that contributed to their success.

Chapter Leadership Training

The Spring Leadership Conference also serves as the premier training opportunity for current and future chapter leaders. Be sure to take advantage of this unique learning forum.

AWI National leaders and other architectural woodwork and chapter leaders will gather for the following elements of the conference:

- April 11** Evening Reception
- April 12** AWI Development Council Meeting
Chapter Leadership Training
- April 13** Plant Tours PLUS (two plant visits, followed by dinner and panel with local AWI members)
- April 14** AWI Board of Directors meeting

More details and a registration form are included in your February mail pack with this issue of *NewsBriefs*. ■



The expanded Walker Art Center in Minneapolis was designed by Pritzker Prize-winning architects Herzog & de Meuron. The acclaimed architects have earned a reputation for inventively combining everyday materials and European traditions with new technologies to create buildings that have a direct visceral impact. The museum houses a stunning array of contemporary attractions, from dance and film to exhibitions and music.

Courtesy of Greater Minneapolis Convention & Visitors Bureau



QCP Participation Increases

Welcome to the AWI Quality Certification Program (QCP). AWI congratulates these new participants and commends their desire for maintaining the highest quality workmanship not only by complying with the *Quality Standards Illustrated* but also by seeking certification of their projects. Visit www.awiqcp.org for more information about QCP or call the offices toll-free at 1.800.449.8811.

Americian Designs, Inc.

Chicago, IL
Date certified: 1/4/07
Grade/Sections: Premium – 300-700, 1400-1700

Architectural Millwork of St. Louis

St. Louis, MO
Date certified: 1/11/07
Grade/Sections: Premium – 300-600, 900-1000, 1600

Casework Installers, Inc.

Long Lake, MN
Date certified: 12/20/2006
Grade/Section: Premium – 1700

ENJO Architectural Millwork

Staten Island, NY
Date certified: 1/5/07
Grade/Sections: Premium – 300, 500, 700, 900-1200, 1400-1500 ■

QCP Welcomes Chris Denhardt

Chris Denhardt has joined the QCP team as Participant Coordinator. Previously, Mr. Denhardt worked for the American Industrial Hygiene Association (AIHA) as Laboratory Accreditation Specialist. In that role, he was responsible for educating and ensuring laboratory compliance with AIHA accreditation policies and procedures. He also has experience creating reports and streamlining processes for evaluating customer satisfaction. Mr. Denhardt replaces Kara Thorp who was recently promoted to Director of Marketing and Communications for AWI. Mr. Denhardt holds B.A. degrees in English and Secondary Education from James Madison University, Harrisonburg, VA. He can be reached at cdenhardt@awinet.org or 571.323.3610. ■



2007 AWI Sponsors

This month, AWI is pleased to welcome two new 2007 Sponsors: Costa & Grissom Machinery Company, Inc. (Level 2) and Biesse America, Inc. (Level 3). In addition, two previous sponsors are back for 2007: Haëfele America Company (Level 2) and Sherwin-Williams (Level 4). Welcome to all and thank you for your support.

Contributions from these AWI Sponsors will help fund programs and services this year that benefit all AWI members. We encourage all AWI members to support these 2007 Sponsors whenever a need arises for their services. ■

Sustaining Sponsor:

stiles

Major Sponsors:

pollmeier
Value Added Corian Book

POLLMEIER
Precision crafted flooring

Veneer Tech
Veneer Technologies Incorporated

Level 2 Sponsors:

C&G COSTA & GRISSOM MACHINERY CO., INC.

HÄFELE
PARTS OF THE WORLD
Microvellum

Level 3 Sponsors:

BIESSE
AMERICA

GEMINI

IVC

ISEC

Level 4 Sponsor:

SHERWIN-WILLIAMS

Plan to Attend the AWI Spring Leadership Conference!

April 11-14, 2007, Minneapolis, MN... An arts explosion awaits AWI members in a city that features internationally acclaimed architecture. Pictured here, the Weisman Art Museum is a striking stainless steel and brick building designed by architect Frank Gehry. A teaching museum for the University of Minnesota and the community, the Weisman Art Museum houses a collection of 20th century American art as well as a diverse selection of contemporary art. ■



Courtesy of Minneapolis Convention & Visitors Bureau