

News Briefs

Newsletter of the Architectural Woodwork Institute

NEW AWI MEMBERS MANUFACTURING

European Techniques
Prescott, AZ

Fleming Millwork, Inc.
Cabot, AR

Lakewood Cabinetry
Langley, OK

**Lancia Brothers Woodworking & Fixture
Manufacturing Company**
St. Louis, MO

Pevarnik Brothers, Inc.
Latrobe, PA

**Precision Casework &
Finish Carpentry, LLC**
Nashua, NH

RB Interior Trim
Fort Collins, CO

Scheel & Sharp, Inc.
Norristown, PA

VCA, Inc.
Easthampton, MA

Waynedale Mill, Inc.
Fort Wayne, IN

Wylie Industries
Wylie, TX

SUPPLIERS

Adservco Group SP. Z.O.O.
Krakow, Poland

Norbord Industries
Toronto, ON, Canada

Saint-Gobain Abrasives
Watervliet, NY

Tractivity, Inc.
Houston, TX ■

INSIDE...

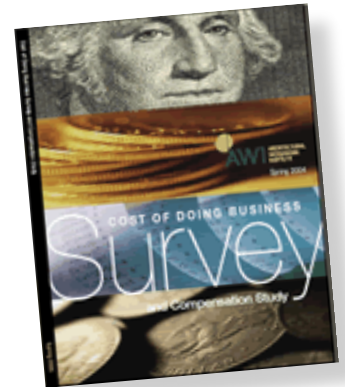
Association News.....	2-3
Member News.....	2
Professional Development.....	4

AWI Financial Management Survey to Launch in February

In annual surveys members across the country consistently tout the *Annual Cost of Doing Business Survey & Compensation Study Report* as “AWI’s greatest single membership benefit.” The 2007 CODBS gets underway in early February. The survey produces one of the best financial management tools available to AWI Manufacturing Members for improving the profitability of their business.

All AWI Manufacturing Members are encouraged to participate in this annual survey from which the highly acclaimed Annual CODBS Report is produced. The CODBS Report contains over 100 pages of detailed trends, more than 7,000 financial and human capital benchmarks, and numerous insights for use in a variety of practical applications.

The annual CODBS is used by many of the most successful AWI Manufacturing Members to measure their company’s financial performance against industry averages, evaluate their annual financial goals, and identify new benchmarks from which to grow their business. Watch for survey notices next month via e-mail. ■



AWILL Packs CATE Week *With Educational Courses, Plant Tours & More*



Photo Credit: Dallas Convention & Visitors Bureau

Savvy AWI members interested in boosting their bottom line will gather in Dallas, TX, February 21-24, 2007 for Career & Technology Education Week. Sponsored by the Architectural Woodwork Institute of Life-long Learning (AWILL), CATE Week offers a focused range of educational courses, plant tours, and networking opportunities for gaining added knowledge from peers.

Courses & Plant Tours

The three days of courses and plant tours feature a faculty of experts and architectural woodwork veterans. The core courses are designed by and for architectural woodworkers. (See page 4 for the lineup.) For full details about the content developed expressly for architectural woodwork managers and business executives, consult the enclosed brochure and visit www.awinet.org for more information as it becomes available.

AWILL has set aside Wednesday, February 21 for plant tours of local woodworking firms. Attendees will visit firms with advanced technology and project management procedures. The tour will end at Stiles’ Southcentral Regional Facility where company officials will host a light reception for attendees.

(continued on page 4)

FIVE WOODWORKERS HONORED BY AWI

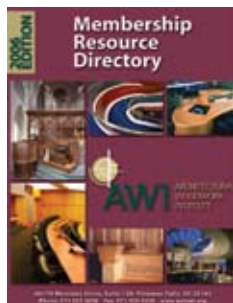
More than 25,000 design professionals have witnessed the outstanding projects of four AWI Manufacturing Members and their design-build partners. The beautiful work of the most recent AWI Award of Excellence recipients is featured in the winter issue of AWI's quarterly magazine, *Design Solutions*. The national media exposure is aimed at showcasing fine architectural woodwork, and promoting the beauty and value of AWI members' talents and products to owners, builders, architects and design professionals. Congratulations to all honorees!

Honorees	Project	Location
Project:	Churchill Downs	Louisville, KY
Woodworkers:	Kentucky Millwork Louisville Lumber & Millwork	Louisville, KY Louisville, KY
Project:	Convexity Corporate Offices	Boston, MA
Woodworker:	Mark Richey Woodworking and Design, Inc.	Newburyport, MA
Project:	An asset management company	Boston, MA
Woodworker:	Trickett Woodworks Company	Auburn, NH
Project:	Private Residence	Glen Ellyn, IL
Woodworker:	World of Wood, Ltd.	Oconomowoc, WI

Interested in gaining exposure for your fine architectural woodwork projects? All AWI Manufacturing Members are invited to submit a project for inclusion in the quarterly Award of Excellence program. Prospective entrants are invited to complete and submit materials to AWI by the following deadlines for upcoming issues of *Design Solutions*: May 15, August 15 and December 15, 2007. Contact AWI Director of Marketing and Communications Kara Thorp at 571.323.3616 or at kthorp@awinet.org for information or official Award of Excellence submittal forms or visit www.awinet.org and click on "Design Solutions." Get noticed by prospective customers! It's an AWI Manufacturing Member benefit. ■

Definitive Reference Guide For Architectural Woodworkers & Suppliers

The closing period for guaranteed inclusion in the comprehensive reference of all AWI Manufacturing & Supplier Members is January 31, 2007. Please return your "2007 Annual Member Update" form to AWI by that date. The virtual "Who's Who" in the architectural woodwork industry, which contains nearly 1,300 listings, is a handy resource for architects and design professionals seeking subcontractors for millions of square feet of projects completed annually. Three thousand copies of AWI's *Annual Membership Resource Directory* will be distributed in March 2007. ■



AWI Awards Scholarships; Promotes Industry Careers

AWI bestowed scholarship funds to nine students pursuing careers in the architectural woodwork industry. Each year, AWI lends financial assistance to students participating in the WoodLINKS program and the Pennsylvania College of Technology program. Scholarship recipients are chosen for their exceptional skills and dedication to the field of architectural woodwork. ■

Member News

In the Field — Member Company News

Veneer Technologies, Inc. of Newport, NC (AWI Supplier Member since 1997) has provided sheet veneer materials with a wholesale value exceeding \$20,000 to over 100 WoodLINKS USA educational programs across the United States. By encouraging a cooperative big-brother approach between industry, schools, teachers and students, WoodLINKS USA seeks to assure a bright future for the North American woodworking industry by helping to train and educate students and teachers. "This donation and our ongoing commitment will encourage students to participate along with professional woodworkers and distributors in the Veneer Tech Craftsman's Challenge™ design competition, our company's industry-wide competition aimed at promoting excellence in natural veneer woodworking," said Jane Wharton, Veneer Tech sales team leader and WoodLINKS USA project coordinator. Further information about WoodLINKS USA and about the Veneer Tech Craftsman's Challenge is available at www.veneertech.com. ■

January 2007

Upcoming AWILL Events

February 21-24, 2007

Winter Career & Technology Education Week • Dallas, TX

Offers vital training for business executives of architectural woodworking firms seeking to improve the efficiency and profitability of their company. Winter CATE attracts top-notch course presenters and authorities in the business of architectural woodwork. Business owners learn from the faculty as well as peers. Managers will also benefit from Fundamental and Advanced courses on Project Management and Estimating. See enclosure for more details.

April 11-14, 2007

AWI Spring Leadership Conference • Minneapolis, MN

AWI leaders from all sectors of the membership – chapters, businesses, associations – should mark their calendars for the 2007 Spring Leadership Conference. More than 100 leaders will share tips about successful leadership techniques, meet colleagues to exchange ideas, tour member plants, gain insights from leadership training programs, discover more about AWI resources, and learn from each other. Tentative plans call for visits to Siewert Cabinet & Fixture Manufacturing and Wilkie Sanderson. More details coming soon.

April 12, 2007

**AWI Chapter Leadership & Development Council Meetings
Minneapolis, MN**

Many AWI chapters use the AWI Spring Leadership Conference as a key component of their leadership development and strategic planning. Current and future AWI chapter leaders are encouraged to attend.



Churchill Downs

Photo Credit: Louisville Convention & Visitors Bureau

October 4-7, 2007

55th AWI Annual Convention • Louisville, KY

AWI President Ed Brewer of Louisville Lumber & Millwork Company is spearheading development of an “owner retreat” type of event designed to meet the business needs of owners who will be attending the 2007 AWI Annual Convention. As always, AWI will offer a host of networking and extracurricular activities showcasing the Louisville area. Churchill Downs, pictured above, is one example of the many attractions that entice visitors to Louisville. Save the date! ■

Separately, members of the AWI Development Council Task Forces on Membership, Marketing, Member Involvement and Industry Issues will report about the issues of importance to members-at-large. Visit www.awinet.org to contact your representatives.

AWI Launches Recruitment Campaign: Cash Prizes Offered!

AWI will launch its 2007 AWI Member Recruit-a-Member Campaign on February 1, 2007. All Manufacturing and Supplier Members and Chapter Members are invited to participate to help recruit as many new members as possible.

What are the rewards? Recruit just one new member and win a cash prize of \$100. The three people who recruit the most new members will receive additional cash prizes in the amounts of \$500, \$1,000 and \$2,000. The Grand Prize winner also receives one free pass to the 55th AWI Annual Convention, October 4-6, 2007 in Louisville, KY.

Register today to participate. AWI will send you recruitment tools and track new members you sign up. Help your association grow with new members and help your colleagues in the industry reap the benefits of AWI membership. The campaign ends August 31, 2007. See the enclosed flyer for details and registration form. ■

Second Best Practices Group Launched

Using the model established by an AWI Pilot Best Practices Group in 2005, the association launched a second group on December 11, 2006. The newly formed forum of eight Manufacturing Members includes top level executives from non-competitive markets across the country. Like the pilot group, the businesses of members of the second Best Practices Group vary in size but they all face similar management challenges. They will pool and leverage their collective knowledge and experience.

The second Best Practices Group includes the following: Ethan Adams, Adams Brothers Cabinetry; Phil DeLeers, DeLeers Millwork, Inc.; Stacy Dial, Acoustical Specialties; Bill Easley, Easley & Easley Millwork, Inc.; Craig Elias, Elias Studios; Hasu Gavan, Baron Manufacturing; David Short, Amherst Woodworking & Supply, Inc.; and Rick Thaler, OGB Architectural Millwork.

For details and more information about forming another group, contact AWI Director of Membership and Chapter Development Teresa McCain at 571.323.3622 or tmccain@awinet.org. More details about the Best Practices Group can be found at www.awinet.org. ■

AWILL Packs CATE Week... (cont. from page 1)

Dallas Hosts CATE

CATE Week will be held at the Embassy Suites Dallas Market Center hotel, which is conveniently located near the University of Texas Southwestern Medical Center. There is complimentary transportation to/from Dallas Love Field Airport to the hotel. Make your hotel reservations by January 20, 2007 to ensure accommodations at AWI's special two-room suite rate of \$139 per night, plus taxes.

Registration

Daily registration fees for AWI members are \$240 per person and include lunch and all handout materials. The daily registration fee for non-members is \$420 per person and comes with a special discount offer for registrants who join AWI by March 26, 2007. Texas residents receive a special registration of only \$190 per person, per day. The modest room rate at the headquarters hotel includes breakfast and a nightly manager's reception. Register online by February 15, 2007 or use the convenient form included with this issue of *AWI NewsBriefs*. ■

THURSDAY, FEBRUARY 22

Fundamentals of Project Management

Faculty: Rick Thaler, OBG Architectural Millwork; Frank Zorman, American Interior Design, Inc.

Fundamentals of Estimating

Faculty: AWI Past President Scott Nelson, Central Plains Millwork; Tony Perno, Casework Technologies Ltd.

Contracts: Protection and Prevention

Faculty: AWI Past President Joe Sorrelli

FRIDAY, FEBRUARY 23

Advanced Project Management, Day 1 (Two-day course)

Faculty: Greg Kasten, Mortensen Woodwork, Inc.; Randy Lange, Lange Brothers Woodwork Company, Inc.; Matt Lundahl, Meyer and Lundahl; and Jeff Stück, Stück Wood Works, Inc.

Advanced Estimating, Day 1 (Two-day course)

Faculty: Mike Bell, Kentucky Mill and Casework; Jim Broich, Architectural Arts; John Leininger, Leininger Cabinet & Woodworking, Inc.; and Bruce Spitz, Classic Millwork & Products, Inc.

Elements for Developing Your Health & Safety Program

Faculty: A CNA insurance representative

Exposures and Controls for Office Ergonomics

Faculty: A CNA insurance representative

Risk Transfer

Faculty: A CNA insurance representative

Train the Trainer: AWI Power Presentation

Faculty: Linda Heuer; Teresa McCain, AWI Director of Membership & Chapter Development

SATURDAY, FEBRUARY 24

Advanced Project Management, Day 2 of 2

Faculty: (see above)

Advanced Estimating, Day 2 of 2

Faculty: (see above)



2007 AWI Sponsors

AWI is grateful for the continued support of several 2006 sponsors and welcomes them along with newcomers for 2007. Gemini Coatings, Inc. and International Veneer Company, Inc. (IVC) are new sponsors for the 2007 year.

Contributions from these AWI Sponsors will help fund programs and services this year that benefit all AWI members. Contributions from these nine annual supporters also will enhance the quality of AWI membership services delivered to all members in the next twelve months. We encourage all AWI members to support these 2007 Sponsors whenever a need arises for their services. They are supporting you through their AWI Sponsorship.

Sustaining
Sponsor:

stiles

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 **POLLMEIER**
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Veneer Tech
Veneer Technologies Incorporated

Level 2 Sponsor:

 **Microvellum**

Level 3 Sponsors:


GEMINI

**International Veneer
Company, Inc.**

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