

NewsBriefs

Newsletter of the Architectural Woodwork Institute

NEW AWI MEMBERS

MANUFACTURING

- Beebe Woodworks**
Charleston, SC
- Cabinet Max Corporation**
Baltimore, MD
- Cherryworks Ltd.**
Kingsville, MD
- Chesapeake Woodworking**
Baltimore, MD
- Contemporary Concepts, Inc.**
Texarkana, TX
- Diliberto Company, Inc.**
Aurora, IL
- Hands On Woodworking, Inc.**
Cornelius, NC
- Idaho Custom Wood Products**
Boise, ID
- Lantz Custom Woodworking**
Harrisonburg, VA
- New Hope Assets, LLC**
Kingwood, TX
- Oviatt Cabinet & Mill**
Midvale, UT
- P&M Cabinets**
Albuquerque, NM
- Pine Creek Cabinets, Inc.**
Winston-Salem, NC
- Quality Cabinets & Fixturing, Inc.**
Greenville, OH
- Redwood City Cabinets**
Redwood City, CA
- Veneer Services Unlimited**
Kennebunk, ME

SUPPLIERS

- Estabrook Associates**
Alexandria, VA
- TBM Hardwoods, Inc.**
Hanover, PA ■

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Editorial Mission

NewsBriefs reports on AWI resources and programs that help members improve their operating efficiency and profitability.

Photo courtesy of Providence Harwick Convention & Visitors Bureau



The RI State House was designed in 1892 by the legendary New York architectural firm McKim, Mead and White. Made of white Georgia marble, it has the fourth largest self-supporting marble dome in the world.

AWI to Host "Town Hall" Meeting at IWF

The upcoming International Woodworking Machinery & Furniture Supply Fair – USA*, August 20-23, 2008 in Atlanta, Georgia, promises to be jam packed with new products, supplier personnel, and buyers seeking equipment and services. It is also a biennial venue that brings together AWI members.

Add an expanded AWI Reception at IWF 2008™ to the mix and you will come away with information that will significantly impact your business. The AWI Reception on August 21 will feature a new format for this traditional AWI member networking event. During the reception AWI volunteer members will moderate a "Town Hall" Meeting by giving updates and answering questions about the Joint Standard and Skill Standards.

Don't miss this important opportunity to learn how the Joint Standard will impact your business. The AWI reception and "Town Hall" Meeting will begin at 6:00 pm in Room A412A in the Georgia World Congress Center.

In August 2007, AWI signed a historic operating agreement with two associations – Architectural Woodwork Manufacturers Association of Canada and the Woodwork

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Providence, RI – A Colorful Setting For Learning and Leisure

The 2008 Annual AWI Fall Leadership Event, October 1-4, 2008, in Providence, Rhode Island, promises industry leaders, business managers, and AWI chapter volunteers a memorable experience in one of America's leading historic and cultural cities. Four days of leadership sessions, business workshops, awards ceremonies, a product fair, and networking opportunities will be interspersed with tours of some of New England's most historic, culturally diverse and charming attractions.

AWI President Richard Ungerbuehler, Sr. says that “The spectacular display of color offered by the change of seasons, the quiet elegance of the capital city, the opportunity to tour the Yacht Restoration School, and

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Providence, RI— A Colorful Setting for Learning and Leisure... (cont. from page 1)



Photo courtesy of Providence Warwick Convention & Visitors Bureau

Benefit Street, often called the "Mile of History," is the most impressive collection of original Colonial homes in the U.S – with 200 pristine 18th and 19th century buildings, brick sidewalks and antique gas lamps.

the outstanding presentations of Jack Lannom, America's Corporate Coach, should entice AWI members to attend this event."

Joint Industry Standard

Prepare your business for the new North American architectural woodwork standard. Work begun in August 2007 by AWI with the Architectural Woodwork Manufacturers Association of Canada and the Woodwork Institute has yielded a single architectural woodwork standard that will change the way you do business. On October 4, panelists will present a blueprint for navigating the new standard, explain its relationship to the CSI master format, and introduce members to gaining opportunities for presenting the standard to architects, designers, specifiers and contractors. Don't miss "The New Architectural Woodwork Standard: Changing the Way You Do Business."

Panelists include Mike Bell of Kentucky Millwork, Chair of the AWI Education Committee and a member of the Joint Standards Committee; Randy Jensen of Leonard Peterson & Company, and a member of the Joint Standards Committee; and Dan Wendell of Woodwork Consulting, Inc., an AWI Quality Certification Corporation representative and Chair of the Joint Standards Committee.

LEED®, Sustainability Success

Keep informed about the latest developments in Leadership in Energy and Environmental Design, a growing trend in the design-build industry. On October 4, learn how the hardwood industry responds to the current LEED Building Rating System of the U.S. Green Building Council. The session will cover green vs. LEED; wood materials and the LEED credits they help earn; Forest Steward Council's role, rules and labels; your firm's place in the FSC Chain of Custody; carbon and life cycle assessment of building materials; and much more.

This session will be presented by industry expert Margaret Fisher of Saunders Wood Specialties. Margaret has 25 years of experience in the architectural woodwork industry and is a well-known lecturer at programs around the country for design professionals.

LEAN Manufacturing

A workshop on LEAN Manufacturing will focus on tips and techniques to run a lean, mean manufacturing facility. Incorporate features of LEAN Manufacturing into your business to enhance your operating efficiency and boost your profits. The AWI New England Chapter will sponsor this program on October 1.

Leadership Meetings

AWI leaders will mix business with pleasure at meetings of the AWI Board of Directors, Insurance & Safety Committee, and Development Council.

AWI Chapter leaders will gather on October 2 to refine their strategic planning skills for the chapter year. Discover how tried and tested practices can enhance your chapter administration, boost your chapter's appeal to members, and entice member involvement. Meet other chapter leaders and share your challenges and successes. The networking opportunities offer avenues for exchanging ideas.

A luncheon includes a presentation by Jack Lannom, keynote speaker and internationally renowned author and consultant whose inspiring message puts "People First." "In the ten years plus that I have attended AWI conventions, we have never had a keynote speaker that would come close to Jack Lannom...he, alone, is worth the price of admission," Richard Ungerbuehler says.

Pure Pleasure

In between all the networking and learning experiences, captivating tours of all kinds should lure AWI members and spouses to Providence's area attractions. Choose from the following offerings: Historic Benefit Street Walking Tour, Yacht Restoration School Tour, Newport Tour, Driving Tour of Providence, Culinary Walking Tour, Downtown City Alive Tour, Artistic Providence Tour, Ladies Breakfast & Garden Tour, Slater Mill &



Photo courtesy of Marble House

Photo credit: Stephanie Izzo



Historic Federal Hill is home to old-world bakeries and Italian specialty stores. DePasquale Plaza, pictured here, sets the tone for a charming – and delicious – Culinary Walking Tour on October 2.

Blackstone Riverboat Tour, Bristol Mansion Tour & Shopping; and Providence Fall Open Market.

Registration

All Leadership Event sessions will take place at the Westin Providence hotel, centrally located downtown next door to a five-story mall with hundreds of boutique shops. Many gourmet restaurants and historic attractions are nearby. To make your reservation, visit www.westin.com/providence. To register for the AWI Fall Leadership Event, visit www.awinet.org. Registration is open now. ■

The Newport Tour includes a visit at the Marble House Mansion, summer home of Mr. & Mrs. William K. Vanderbilt built in 1892, where you'll see 500,000 cubic square feet of marble in this National Historic Landmark. This and other "summer cottages" of the rich and famous are among the opulent stone palaces you'll see on Ocean Mansion Drive. A visit to the International School of Yacht Restoration is included on the tour.



USDA Forest Service Awards AWI Second \$92K Grant for Skill Standards

The USDA Forest Service has awarded AWI a second grant of \$92,000 for ongoing development in 2009 of the "Wood Manufacturing Skill Standards, Evaluations & Credentials Project." An initial grant of \$92,000 awarded to AWI in May of 2007 was matched dollar-for-dollar by AWI and other industry partners for the first 12 months of work that saw the establishment of a nonprofit organization known as the Woodwork Career Alliance (WCA), whose governing board maintains oversight over the Skill Standards project.

Funding & Sponsors

As with the first grant, the second commitment from the USDA Forest Service also requires the funds to be matched dollar-for-dollar by AWI and other industry partners. To date, major sponsors have already pledged \$15,000 toward the project's work in 2009, and the AWI Heart of America Chapter has contributed \$500.

The WCA is embarking on a new fundraising drive to match funds for the second \$92K grant by the end of December 2008. To contribute, contact the project Secretary, Greg Heuer, at gheuer@awinet.org.

Progress to Date

To date, the WCA has made significant progress in devising a framework for the project, establishing a nonprofit 501(c)(3) organization, writing measurable standards for up to 15 tool groups, and reviewing existing programs with an eye to incorporating them into the work. Thirty authors and editors have been involved in the project since November 2007. They are continuing development of Skill Standards writing and review teams which remain open to additional volunteers. To get involved, contact the project's Secretary, Greg Heuer, at gheuer@awinet.org.

Upcoming Tasks

The WCA is creating a sample standard for distribution at IWF 2008™. The sample book will highlight the Table Saw, the Edgebander, the Hand Router, and the CNC Machining Center. Through the summer months, team members will continue to write and improve tool standards and gear up for the second year of work to complete the multi-year Skill Standards project. The team is in the second phase of work: developing skills criteria and evaluation documents. ■

AWI to Host "Town Hall" Meeting at IWF... (cont. from page 1)

Institute – to develop a single architectural woodwork standard. A Joint Standards Committee was charged with producing new, unified architectural woodwork standards for the entire North American industry.

AWI Activities at IWF *

August 20-23 (exhibit hours)

AWI booth, #A429 – Stop by to pick up your AWI bag and more information on upcoming news and events.

August 21 (3:00 – 3:30 pm)

Skill Standards Industry Conference – Hear updates on the progression of the Skill Standards and the Woodwork Career Alliance.

August 21 (6:00 pm – 9:00 pm)

AWI Reception & "Town Hall" Meeting – Meet fellow AWI members at Room A412A. Hear updates about how AWI members will be affected by the efforts of the Joint Standards Committee and Skill Standards.

August 23 (11:30 am – 1:00 pm)

AWI-sponsored seminar, "Marketing for Woodworkers" – This official IWF Technical Session will unveil the benefits of strategic marketing and the tools to increase visibility in an increasingly competitive marketplace. ■

** All events are scheduled at the Georgia World Congress Center.*



Tap into Best Practices Groups For Management Resources

With three AWI Best Practices Groups (BPG) fully operative, and the fourth BPG launching this month, AWI Manufacturing Members are responding to this AWI membership service for its management mentoring and networking value to their businesses.

"BPG #4 will have its first meeting at Ned Kreider's shop, Kreider Brothers, Inc. in Lancaster, PA, on July 24, 2008, reports the group's initial meeting facilitator, Whitney Coombs of Ivan C. Dutterer, Inc., and President-Elect of AWI. Participants will gather the previous evening for a "meet and greet" dinner. After touring Kreider Brothers the next morning, the group will hold its kick-off meeting.

"The BPG process starts with each member of the group providing background info on themselves and their business...accomplishments, problems, opportunities, plans, needs, likes/dislikes, and their dreams for the future. We will spend the first meeting going through the "rules and procedures," let each participant talk about his company and answer questions, and, as time permits, the group will talk about specific subjects (such as handling business slowdowns, production planning, cash flow, and lean manufacturing)," Whitney said.

To get involved in a new AWI Best Practice Group, contact AWI Executive Vice President Phil Duvic at 571.323.3621 or at pduvic@awinet.org. A fifth BPG is being formed and space is available in the group for other non-competing AWI Manufacturing Members. Typically, BPGs are composed of 8-10 members for optimal interaction. ■



2008 AWI Sponsors

Thanks to all of the following 2008 AWI Sponsors whose support helps to fund association programs and services that benefit all AWI members. Visit www.awinet.org to contact these suppliers the next time a need arises for their services. ■

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