

NewsBriefs

Newsletter of the Architectural Woodwork Institute

NEW AWI MEMBERS

MANUFACTURING

- A. Secondino & Son, Inc.**
Branford, CT
- Associated Fixture Manufacturing, Inc.**
Magna, UT
- Design Fabricators, Inc.**
Cranston, RI
- Futimis LTD**
Atlanta, GA
- G.T. Brothers, Inc.**
Westminster, MD
- Integrity Architectural Millwork**
Nashville, TN
- Kearney & Associates, Inc.**
Culpeper, VA
- Kitchen Jewels, Inc.**
Jasper, IN
- M2 Millwork, Inc.**
Bridgehampton, NY
- Martin Brothers, LLC**
Albuquerque, NM
- Millwork Innovations, Inc.**
Phoenix, AZ
- Prestige Casework**
Tampa, FL
- Square Deal Lumber Company**
Park City, KY

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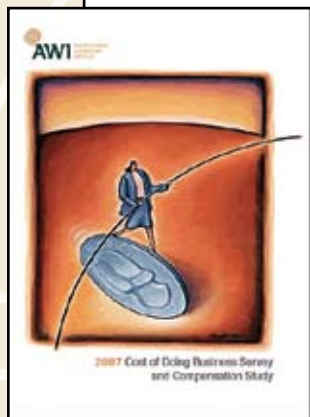
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Editorial Mission

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

AWI Cost of Doing Business Survey: Participation Simplified for 2008



Simpler? Yes! Easier to participate? Yes! Easier to relate the information to architectural woodwork manufacturing? Yes! A more valuable tool for your business? Yes!

The Annual AWI Cost of Doing Business Survey has been dramatically improved in two ways for 2008. First, the reporting process for AWI Manufacturing Members has been shortened, reducing the reporting lines from 44 to 18. Second, the value of the final report for participants has been enhanced. The grouping of items will make the information easier to compare with industry averages in the survey results.

Survey Revisions

You spoke and AWI heard you. In response to members who have been hesitant to commit the time to complete the survey, two AWI Past Presidents – Yves Des Marais of Hollywood Woodwork, Inc. and Scott Nelson of Central Plains Millwork – worked with Inverra, the survey developer, to improve the reporting system. As a result of the reduction in reporting lines, completion of the survey should take about 40% less time – guaranteed!

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AWI Hosts Safety Awareness Week

Join the Celebration, June 2-6. Professionalism in architectural woodwork, a trademark characteristic that binds AWI members together, goes hand-in-hand with workplace safety. What better way is there to mark AWI's founding on June 5, 1953, than an AWI member-wide celebration of architectural woodwork professionalism which focuses on workplace safety?

"We invite all AWI members to participate in AWI Safety Awareness Week from June 2-6, 2008," said AWI Insurance & Safety Committee Chair, Teresa Bell of Kentucky Millwork. "Check your safety savvy rating when you see the great news, facts and resources that come your way that week," she said. AWI Safety Awareness Week will feature five days of tips and techniques for a safe workplace, plus a contest! What will the prize be? Find out on June 2, 2008. Watch for daily e-mails, June 2-6, with links to AWI's Web site for full details.

"Plan to make "Safety Pay" during AWI Safety Awareness Week, June 2-6, 2008. Join the daily festivities and plan now to call attention to safety each day that week to invigorate your safety program," Teresa said. ■



AWI Best Practices Groups Offer Management Mentoring

AWI Manufacturing Members are tapping into AWI Best Practice Groups (BPG) to form networking opportunities and mentoring support from fellow architectural woodworkers. Best Practice Groups #1 and #2 are continuing their work, Group #3 held its first meeting on February 15, Group #4 is being finalized, and Group #5 is under development.

Group #3 Kick-Off

In keeping with BPG practices, Group #3 member, Brunswick Woodworking in Ijamsville, Maryland, hosted the kick-off meeting of AWI's newest BPG. Eight AWI Manufacturing Members attended and toured the host facility. To prepare for the meeting, each member provided a brief profile of his/her company and a synopsis of needs, challenges and opportunities. At the introductory gathering, members got acquainted and began building a foundation of trust. "They all agreed that the meeting was worthwhile and plan to get together in New York state at another AWI member plant this summer," said Group #3 facilitator AWI

President-Elect, Whitney Coombs of Ivan C. Dutterer, Inc. "Commonality of size is a unique feature of Group #3," Whitney added.

“Each Best Practice Group finds its pulse.”

Like other Best Practice Groups, the members will develop their meeting agenda in the future. The rotating hosts will set up the meeting, gather ideas for the agenda, and serve as meeting facilitator.

Group #1 Evolution

"Each Best Practice Group finds its pulse," Whitney said. "For instance, Group #1 - my group - has slightly altered its format. We found that as we evolved, we needed more time to discuss our issues. So, we agreed that each participant would submit a status report of his actions since the last meeting. This has freed up more time to address other issues as well as maintain pressure on ourselves to follow-through with action items," Whitney said.

Group #5 Being Formed

If you are interested in participating in a fifth AWI Best Practice Group currently being formed, contact AWI Executive Vice President, Phil Duvic for more information. Phil can be reached by phone at 571.323.3621 or by e-mail at pduvic@awinet.org. Applicants are placed in a Best Practice Group only with non-competing firms. "Architectural woodworkers need not be isolated. These AWI Best Practice Groups are excellent management resources. Your peers will also suggest additional resources you can tap into to improve the performance of your business," Whitney said. ■

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AWI Development Council Elections

AWI is pleased to announce the 2009 Development Council (DC) leadership and new representatives who were elected at the Council's meeting in conjunction with the Stiles Executive Briefing Conference, April 16-18, 2008. AWI was one of the program sponsors. AWI thanks its New Jersey Chapter for hosting a networking reception for all Development Council members the evening prior to their meeting.

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Cast Your Vote!

AWI Manufacturing Members will have an opportunity to vote on several Bylaws amendments and elect three members to the AWI Board of Directors for terms which begin January 1, 2009. A slate of five (5) nominees will be offered for consideration by the AWI Nominating Committee. Watch for details and ballots next month. Cast your vote; it is a privilege of your AWI membership. ■



AWI Cost of Doing Business Survey... (cont. from page 1)

Why Participate?

In good times, you may think that you don't need this unique financial report that for many savvy architectural woodworkers is a ready-reference management tool for evaluating their competitiveness with others on a national and regional basis. In uncertain times, it is even more important for businessmen to have a financial management tool that can help them keep their operating costs in check.

Preparation, Use

AWI encourages you to work with your internal and external accounting staff to match up your line items with those in the CODB Survey. Doing so before you receive the final report will allow you to quickly evaluate your business against industry national and regional averages. The free CD-ROM that participants receive contains their personal financial data for automatic comparisons by multiple criteria, e.g., sales, salaries, profits, and more. The quick search features put industry averages at your fingertips for assuring that your operating costs, profits, margins, pay scale, etc. are competitive. If they are not, you are in a good position to make adjustments.

Get Started!

Participate in the survey. It is an investment that will more than pay you back for the time spent completing the CODBS. For more details and instructions about data submission, go to www.inverra.com/AWI/2008codbs.htm. The 2008 CODB survey period closes on June 1. ■

“What AWI Members Say About the CODBS”

Scott Nelson of Central Plains Millwork says,

“The survey results help our Manufacturing Members compare their product pricing with industry averages and make necessary adjustments. The personal financial profile I receive as a participant automatically compares my financial data with the averages, and it saves me hours of time by giving me information immediately for use throughout the year.”

Yves Des Marais of Hollywood Woodwork, Inc. says,

“The CODBS is a unique, industry specific tool that allows you to compare your business with others, to find out what you are doing right and where you need to improve and to benchmark employee compensation and benefits.”

Bruce Spitz of Classic Millwork and Products, Inc. says,

“I find the use of ratios to be most beneficial. The CD with our personal financial profile and operating profit modeler enables me to compare our performance regionally and nationally. I like to evaluate if we are as good as or better than the averages and to focus on improvements in areas that are below the averages.” ■

Award of Excellence Honorees: AWI Members of Distinction

This spring, AWI is honoring seven AWI Manufacturing and two AWI Supplier Members with an “Award of Excellence” for the outstanding projects of four teams that exemplify professionalism and fine architectural woodwork. The “Award of Excellence” projects are showcased in the spring 2008 issue of AWI's quarterly, *Design Solutions* magazine.

- **General Electric Monogram Experience Center**
Woodworker: Kentucky Millwork
- **New Lenox Village Hall**
Woodworker: Woodmill Products, Inc.
- **Private Residence**
Woodworker: Zepa Architectural Woodwork
- **Children's Hospital at Fitzsimons**
Project Management & Installation: ISEC, Inc.
Woodworkers: Architectural Arts; DeLeers Millwork;
Nikolai Manufacturing, Inc.; TMI Systems Design Corporation
Panel Supplier: European Panel Products

Submissions Invited

Your project can be recognized with a prestigious “Award of Excellence” in an upcoming issue of *Design Solutions* which has a circulation of more than 25,000 design professionals and architects. Download eligibility criteria and submission forms at www.awinet.org in the “Design Solutions Magazine” section of the AWI Web site. Submission deadlines for quarterly AOE honors are: May 15, 2008, summer issue; and August 15, 2008, fall issue. Anyone on the project team may submit a project for the AWI AOE honors program as long as the architectural woodworker is an AWI Manufacturing Member. ■

“Your project can be recognized with a prestigious “Award of Excellence” in an upcoming issue of *Design Solutions*...”

Development Council Elections

(cont. from page 2)

2009 DC Leadership *

Development Council Chair

John Leininger

Leininger Cabinet & Woodworking, Inc.
Lexington, KY

Development Council Board of Directors Representative

Weldon Riley

Terrill Manufacturing Company
San Angelo, TX

Development Council Vice Chair

Robert Schultz

CBR Woodworking, LLC
Hainesport, NJ

2009 DC At-Large Members **

Erik Fetzer

Fetzer Architectural Woodwork
West Valley City, UT

Margaret Fisher

Saunders Wood Specialties
Park Falls, WI

Jim Taylor

Seagull Enterprises
Vancouver, BC, Canada

2009 DC Affiliate Members **

Mark Smith

WoodLINKS/USA
Tuscola, IL

Robert Tobias

Thaddeus Stevens
College of Technology
Lancaster, PA ■

* Each elected for a one-year term beginning January 1, 2009

** Each elected for a two-year term beginning January 1, 2009. Mark Smith was elected to fill the balance of the term of one representative which expires January 1, 2010.

Meet Us at the Fair!

Save the dates, August 20-23, 2008! The International Woodworking Machinery & Furniture Supply Fair-USA® will feature over 800,000 net square feet of exhibit space at the Georgia World Congress Center in Atlanta. The show already has attracted 976 exhibitors. On Saturday, August 23, AWI will present a workshop, "Marketing for Advanced Wood Manufacturing Companies," from 11:00 am – 1:00 pm. Check AWI e-briefs about special hotel accommodations offered in the AWI block of rooms. ■



New Members...

(cont. from page 1)

Stanton Millworks

Cincinnati, OH

Tobin Woodworking, Inc.

Farmingdale, NY

Virginia Millwork

Richmond, VA

SUPPLIERS

Imperial Productions & Distribution, Inc.

Toronto, ON, Canada

Quality Hardwoods, Inc.

Louisville, KY ■



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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Veneer Tech
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Level 3 Sponsors:



Level 4 Sponsor:

