

# News Briefs

Newsletter of the Architectural Woodwork Institute

## NEW AWI MEMBERS MANUFACTURING

- Americraft, Inc.**  
Conyers, GA
- Coastal Casework, LLC**  
North Charleston, SC
- Coastal Millwork & Supply, LLC**  
North Charleston, SC
- Commercial Bank & Business Equipment**  
Woodstock, GA
- Custom Source Woodworking, Inc.**  
Olympia, WA
- Hartert-Russell Fine Cabinetry, LLC**  
Nashville, TN
- Innova Interiors, Inc.**  
Astoria, NY
- Jim R. Reynolds and Associates**  
Spring, TX
- John Murphy Millworks, LLC**  
Erie, CO
- Kleespie Custom Cabinets, LLC**  
Morris, MN
- Raydeo Enterprises, Inc.**  
Ball Ground, GA
- Sierra Cabinets, Inc.**  
Kansas City, MO
- The Urban Group, Ltd.**  
Woodhaven, NY
- Valley Custom Interiors, Inc.**  
Las Vegas, NV ■

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Information enclosed on **Best Practices, Cost of Doing Business Survey Report, AWI Convention, and AWI Lifelong Learning.**

## AWI Receives \$92K Grant For Skill Standards Development

**What** began as a vision of national woodworking skill standards is on a path to become reality, thanks to support received in May in the form of a USDA Forest Service grant of \$92,000. AWI's "Wood Manufacturing Skill Standards, Evaluations & Credentials" project is one of 17 competitively selected projects amounting to \$1 million in grant funds. The \$92,000 federal grant must be matched dollar-for-dollar by contributions from AWI and other industry partners – trade associations, suppliers, and all sectors of the woodworking industry.

### Project Goals

The project is aimed at meeting the need for skilled woodworkers in an increasingly competitive global market. Manufacturers need to retain and make optimum use of present workers and retrain, train and retain new workers in the marketplace. They also need to train workers in the latest modern woodworking machinery and techniques, the grant application stated.

*(continued on page 2)*

## Fall AWI Education Program Features Faculty of Industry Veterans

Join us for the fall sessions offered by AWI Lifelong Learning, September 13-15, 2007 in Seattle, WA. All courses offered are fundamental to the efficiency and profitability of the business of architectural woodwork.

### What You'll Learn

- Pitfalls of unfair contracts and how to avoid them
- Ways to protect your investment and make profitable agreements
- Elements of managing projects on time, in scope and within budget
- Value of a timeline chart and how to construct one with time durations
- Ways to minimize waste in the project management process
- Enhanced customer management skills
- The "break even" point for estimating project costs and how to calculate it
- How to get the results you want from every project, and much more!

*(continued on page 3)*



*Fall AWI Lifelong Learning attendees can take an evening break from the sessions at Seattle's Public Market shown here with Elliott Bay, Puget Sound and West Seattle in the background. One of the oldest continuously-operated farmer's markets in the U.S., the nine-acre area features fresh food stands, arts and crafts, gift stores, international restaurants, cafes, food bars and street musicians.*

Photo Credit: Tim Thompson



## 55TH AWI ANNUAL CONVENTION/ EXECUTIVE CONFERENCE, OCTOBER 3-6, 2007



Photo Credit: James Moses

The 55th AWI Annual Convention/ Executive Conference will be held in lively Louisville, KY, where you'll learn from the dynamic education sessions, network with architectural woodworkers, meet with suppliers at the AWI Product Fair, tour woodwork plants, and enjoy the city's attractions. Don't miss the Louisville Slugger Museum. You'll know when you've found it when you see the world's largest baseball bat, standing 120 feet tall and weighing 68,000 pounds, just outside the entrance. The interactive exhibits honor baseball's greatest hitters, and include an underground locker room, a full-size dugout and virtual home plate where you can try your skill against a fastball. Walk through a replica Northern White Ash forest and take a guided tour of the plant to see how wood bats are turned for today's major league players. ■

## AWI Receives 92K Grant... (cont. from page 1)

This new multi-year project – actual development of Skill Standards, Evaluations, and Credentials – is a logical continuation of the assessment project which AWI managed as industry Secretariat in 2005-2006, also with funding from a USDA Forest Service grant. The outcome of the previous project was a recommendation from the industry that Skill Standards should be developed.

### Three-Phase Project

The current grant project actually is a three-phase effort: 1) creation of a framework for development of the Skill Standards; 2) development of skills criteria and evaluation documents; and 3) launching of a credentialing process for individuals who demonstrate that they meet the skills criteria. “These Standards, Evaluations, and Credentials will provide a lifeline to those struggling new business people and their employees,”

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AWI's grant application noted. The Skill Standards serve all levels and sectors in the industry, while advancing knowledge, skills and professionalism of the workforce needed to sustain and grow the architectural woodwork industry. AWI Director of Training and Member Services Greg Heuer will serve as the project manager of the Skill Standards tasks that AWI will manage as Secretariat.

### Initial Steps

Current tasks in Phase I include: developing a working advisory group of volunteers; establishing a 501(c)(3) nonprofit corporation and governing board; and soliciting volunteers to create technical “writing” teams to develop the Skill Standards' outline, criteria and outcomes. AWI Past President and outgoing AWILL Dean Scott Nelson is spearheading this effort. As project champion, Nelson said “Over the last 5-10 years, the number #1 problem voiced by AWI Manufacturing Members has been obtaining qualified employees. The Skill Standards help answer the industry's need for qualified employees to meet market demand.”

### Volunteers Sought

AWI members who are interested in this project should contact Greg Heuer at [gheuer@awinet.org](mailto:gheuer@awinet.org) for more information. If you wish to volunteer your talents and expertise, please identify what your contributions to the project may be.

### Lead Contributors

Three organizations have pledged \$5,000 each: Association of Woodworking & Furnishings Suppliers (AWFS); International Woodworking Fair (IWF); and Wood Machinery Manufacturers Association (WMMA). Contributions for this project will be fully tax deductible when the 501(c)(3) corporation is established in the next few months. To become a contributor and invest in our industry, contact Greg Heuer at [gheuer@awinet.org](mailto:gheuer@awinet.org). ■

## Margaret Fisher Leads the Way On Hardwoods + LEED®



Margaret Fisher

Margaret Fisher, Market Development Manager at Saunders Wood Specialties, will be a workshop presenter during AWI's 55th Annual Convention/Executive Conference, October 3-6, 2007 in Louisville, KY. A trained, certified provider of continuing education units to the design community, Ms. Fisher will conduct a dynamic 90-minute session on "Hardwoods + LEED = Sustainability Success."

"Combining LEED with custom woodwork is the hardest way to do woodwork," Ms. Fisher says. Workshop attendees will learn how the hardwood industry responds to the current LEED building rating system of the U.S. Green Building Council.

Ms. Fisher will explain the elements of green design and the LEED rating system, and she will focus on the eight LEED points affected by the wood industry. Plan to attend to gain insights about the future of green building and learn about the proactive choices you can make to capture the essence of this important trend. This is an AIA registered session, so attendees will receive 1 CEU and 1 HSW.

Margaret Fisher has been involved in AWI for 22 years. She served on the Board of Directors for five years and is a Past President and Vice-President of the AWI Wisconsin Chapter. She is a past recipient of the AWI Claude Twillenmeier Award. Ms. Fisher's participation in AWI education planning resulted in the development of a program to increase the skilled workforce of the future.

As a nationally recognized industry leader, Ms. Fisher currently offers two "Lunch & Learn" Seminars: "Detailing and Specifying of Hardwood Veneer" and "Architectural Woodwork + LEED." She serves on the Fox Valley Technical College Advisory Board. ■

## Fall AWI Education Program... (cont. from page 1)

### Fall Faculty

Some of the best and brightest architectural woodwork industry veterans will share their years of experience and knowledge of best practices. Take advantage of the opportunity to learn from the faculty and other attendees who have developed techniques from personal experience. Get the best tried and tested techniques to hone your skills and improve the bottom line of your business.

**Contracts - Protection and Prevention (NEW)**  
Faculty – AWI Past President Joe Sorrelli, NY

**Fundamentals of Project Management**  
Faculty: Frank Zorman, OH; Rick Thaler, NM

**Two-day Advanced Project Management**  
Faculty: Randy Lange, WI; Greg Kasten, GA;  
Matt Lundahl, AZ; Jeff Stück, WI

**Fundamentals of Estimating**  
Faculty: AWI Past President Scott Nelson, NE;  
Tony Perno, NM

**Two-day Advanced Estimating**  
Faculty: Mike Bell, KY; Jim Broich, IA;  
John Leininger, KY; Bruce Spitz, TX.

Registration is open. Early bird tuition rates are in effect through August 17. Rates increase by \$100 per person per day thereafter. Register early – seating is limited to allow for maximum interaction between faculty and attendees and among participants. Please contact Ilaria Fekeza, ifekeza@awinet.org or call 571.323.3636 for registration and more information. ■



AWI President Ed Brewer and Laurie Fromm, Classic Woodworking, Inc. gathered with AWI staff and members of the Board of Directors at a dinner with the AWI Greater St. Louis Chapter, June 15. The association's Board meetings are being rotated around the country to allow AWI's leadership to network with local AWI chapter members. If your chapter is interested in hosting one of the upcoming meetings, contact AWI Executive Vice President Phil Duvic at pduvic@awinet.org. ■



## 37 AWI Manufacturing Members Awarded Honors for Safety



AWI and CNA, its insurance safety partner, have announced that 37 AWI Manufacturing Members will be honored with a 2007 AWI/CNA Safety Award. A total of 49 awards will be given to the honorees who competed for three awards in four categories based on work hours.

The honorees will be recognized by AWI's Officers, Board of Directors and peers during the 55th AWI Annual Convention/Executive Conference, October 3-6, 2007 in Louisville, KY. The awards validate the commitment of these honorees to employee safety on the job and recognize the strong safety programs and team work that contributes to the safe work environments within these companies.

### Best Safety Achievement Awards

Recognized with top honors, four AWI Manufacturing Members will receive "Best Safety Achievement" Awards within the category that reflects the size of their business.

- Woodtronics, Inc.
- Creative Dimensions, Inc.
- Facility Construction Services, Inc.
- Wood Dimensions, Inc.\*

### Zero Lost Time Accident Achievement Awards

- Bernhard Woodwork, Ltd. \*
- CKC Woodworks
- Classic Cabinets & Millwork
- Classic Woodworking, Inc.
- Creative Dimensions, Inc.
- CSS Consolidated Supply and Service
- Druids Woodworking, Inc.
- DT Woodcrafters, Inc. \*
- Facility Construction Services, Inc.
- Federal Millwork Corporation
- Genbrook Millwork, Inc.
- Jensen's Architectural Woodwork, Inc.

- Leininger Cabinet & Woodworking, Inc.
- Mass Cabinets, Inc.
- PCI Cabinetworks \*
- Precision Millwork & Plastics, Inc.
- R&S Casework, Inc.
- Salina Planing Mill, Inc. \*
- Siewert Cabinet & Fixture Manufacturing, Inc.
- Smith & Reichel Enterprise, LLC
- Somerset Wood Products Company
- The Anthony Galluzzo Corporation \*
- Thomsen, Ltd.
- Wilkie Sanderson \*
- Windsor Architectural Woodworking
- Wood Dimensions, Inc. \*
- Woodtronics, Inc.
- World of Wood, Ltd. \*

### Safety Improvement Recognition Award

- CRC/Mastercraft, Inc.
- Goodman Millwork, Inc.
- Johnson Brothers Planing Mill, Inc.
- Meyer & Lundahl Manufacturing
- Monarch Industries
- Nielsen Builders, Inc.
- Precision Wood Products
- Winchester Woodworking Corporation
- Wood Systems, Inc.

In addition to these companies, AWI Manufacturing Members whose names are marked with an "\*" above will also be honored with a Safety Improvement Recognition Award.

Award criteria are based on a company's Incident Rate, a nationally recognized measure of safety that equalizes the accident rate for all sizes of firms. ■



## 2007 AWI Sponsors

Thanks to all 2007 AWI Sponsors for their support which will help fund programs and services this year that benefit all AWI members. Visit [www.awinet.org](http://www.awinet.org) to contact these suppliers the next time a need arises for their services. ■

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