

# News Briefs

Newsletter of the Architectural Woodwork Institute

## NEW AWI HEADQUARTERS

### Change Your Records.

AWI will be moving to new offices in late December.

46179 Westlake Drive, Suite 120  
 Potomac Falls, VA 20165  
 (P) 571.323.3636  
 (F) 571.323.3630

## SEASONS GREETINGS

**Wishing AWI Members & Friends in the Architectural Woodwork Community Warm Wishes for a Joyous Holiday Season and a Prosperous and Healthy New Year.**



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## Moving On...New AWI Headquarters Offers Efficient Team Working Environment

Offering a flexible work environment and an updated infrastructure, AWI's new 5,000 square-foot office condominium space in Potomac Falls, Virginia, also offers a more convenient location closer to Dulles International Airport. "After ten years in Reston, the association is moving to an area that is more cost effective and has access to more amenities for meeting services. It also provides an open and brighter work atmosphere for the association staff and its members visiting the offices. The office space is an investment for the association. This will be the third real estate investment the association has made in its history, and over the years these real estate purchases have shown greater returns on the real estate than any other investment the association has ever made," Judy Durham, AWI Executive Vice President said.



*Ground floor entry to AWI's new offices face east to the morning sunshine.*

### Office Features

Set within a professional office campus of six late model three story mixed century-inspired buildings, the new AWI headquarters includes walls that are engineered to be easily and efficiently re-configured as AWI's needs change in the future. An expansive wall of

*(continued on page 2)*

## WMIA Honors AWI With "2005 Educator of Year" Award

On November 8 AWI was named "2005 Educator of the Year" by the Woodworking Machinery Industry Association (WMIA) at WIMA's 18th annual awards dinner honoring woodworking industry leaders.

WMIA Education Committee Chair Rick Hannigan, HOLZ-HER U.S., Inc., Vice President/Sales and Marketing, presented the award to AWI President-Elect Ed Brewer of Louisville Lumber & Millwork who accepted on AWI's behalf. Hannigan said, "Finding and keeping quality employees is one of the biggest challenges facing woodworking companies today. Our industry recognizes the importance of education and training to ensure a viable and continuing workforce. WMIA has elected to recognize the Architectural Woodwork Institute's long term dedication to providing high quality continuing education. It provides the framework for a group of comprehensive and broad-based programs for the promotion of education within the woodworking industry."

*(continued on page 2)*



## AWI Development Council Addresses Critical Issues

Over 40 members of the AWI Development Council met in conjunction with the AWI Annual Convention & Meeting on October 27, 2005 in San Diego, and reviewed the critical issues identified as key concerns of members in the regions they represent. The top three are skilled labor shortage, unfair contracts and rising business costs. The LEED/Green issue was added by the AWI Board of Directors as a critical issue which is tied with rising business costs as the two number three top priorities of the association.

AWI Development Council Chairman for 2005-2006 Denny Milsten of Westmark Products, Inc. led members in open discussion about a variety of association operations and program issues. Representing AWI chapters from around the country, Development Council members also worked in round table discussions where they brainstormed about the top three critical issues as well as meeting planning and the value of chapter development.

Reports from the council are provided to the AWI Board of Directors for their consideration and action in maintaining the association's focus, which Rick Kogler told the group would remain "Learn, Earn and Return" again in 2005-2006. Kogler told council members he would like AWI to maintain a continuing focus on education. ■



2005-2006  
AWI President  
Rick Kogler

## Moving On...New AWI Headquarters

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windows with a southern exposure will bathe the offices in light. "Natural light, fresh air and an open floor plan design all combine to create a comfortable, efficient and purpose-designed work environment for AWI team members," AWI Director of Marketing and Communications Phil Duvic said.

The entire AWI team contributed ideas about the layout and efficient work flow planning. Twelve staff members will be moving to the new offices in late December. "The individual work areas are designed as neighborhoods where department team members work, communicate and interact to accomplish AWI's many goals and member services," Duvic said.

**"The individual work areas are designed as neighborhoods..."**

### Millwork Features

Millwork throughout the offices was incorporated sparingly in keeping with the modest budget for the build-out. Marc Bohlke and Dennis Drew of Bohlke Veneers, AWI Supplier Member since 2000, are supplying beautiful maple veneers for the reception desk front and kitchen knee wall. Mike DiGiuro of Flexible Materials, AWI Supplier Member since 1998, is pressing the maple veneers and making architectural panels for the reception desk front and kitchen knee wall. Bruce Eller of Precision Millwork & Cabinetry, AWI Manufacturing Member since 1999, is the millwork subcontractor and is providing the maple flush doors, painted poplar window frames, maple kitchen cabinets, plastic laminate kitchen top, maple and plastic laminate reception desk, and AWI logo wood accent panel in the reception area. Eric Dooley, Jr. of Catocin Custom Builders is the general contractor whose company is building out the AWI office project. Jim Hamilton, Jr. of Winchester Woodworking Corporation, AWI Manufacturing Member since 1987, is the local AWI volunteer member who is representing AWI during the construction process and coordinating the project on behalf of Scott Nelson, AWI Building Committee Chairman, Skip Heidler, and Rick Kogler of the Building Committee.

### Meeting Facilities

The convenient location of the offices near Highway 7 and Cascades Parkway, just north of Dulles Airport, will enable AWI to host more meetings at the new facilities. The association's board room is designed to accommodate up to 25 attendees. This cost-saving feature will allow AWI to reduce expenses previously required for off-site meeting rooms. The location also is situated near many reasonably priced restaurants, lodging and shopping that are within walking distance.

The new office condo was purchased with proceeds from the sale of the "old" low-rise facility in Reston.

Take note of the new address, phone number and fax on the cover of this issue of *NewsBriefs*. ■

## "2005 Educator of the Year" Award (continued from page 1)



AWI President-Elect Ed Brewer (right) accepts AWT's award from a WMIA official.

Among the AWI initiatives Hannigan cited were AWI's scholarship program and the Adopt-a-Shop program in which members get involved with local high schools to provide support, networking, and a clear vision of the opportunities which exist within the woodworking industries. He also noted that AWI has received a National Forest Service grant to help develop and implement the National Wood Manufacturing Industry Skills Standards.

WMIA is a Maryland-based association of companies whose primary business is providing the North American market with the latest woodworking technology, equipment, computer software and distribution service channels available globally. The association maintains a website at [www.wmia.org](http://www.wmia.org). ■

## Seeking A Few Good Men & Women

**A**WI's Nominating Committee chaired by Ed Brewer of Louisville Lumber & Millwork invites interested members to apply as candidates for the AWI Development Council and AWI Board of Directors for 2006-2007. Over the next three months the committee will be identifying qualified candidates for open positions next year. For details about the benefits of volunteer work and participation in these two AWI bodies, see the enclosed flyer, "Get Involved." Qualifications for the positions are described. Use the fax-back form to submit your application. Please reply to AWI Executive Vice President Judy Durham by December 23, 2005. ■

## Professional Development

### YOU DESERVE A BUSINESS CLASS UPGRADE!

Open your business calendar. Pencil in the AWI Career and Technology Education (CATE) Week, February 22-25, 2006 in Charlotte, NC. We are keeping costs LOW. These business related workshops and seminars are fully tax deductible to the extent allowed by law and will give you a good return on your investment.

New Project Managers – come to the one-day Fundamentals of PM course on Wednesday, February 22. The traditional two-day Advanced Project Management Seminar is on Friday and Saturday, February 24-25. Attend the half-day session on "Contracts: Protection and Prevention" to protect your profits with fair contracts on either Wednesday or Thursday (repeat). A session on plant scheduling will help you improve work flow and enhance your ability to handle multiple projects. CATE also includes "Managing Quality," which includes a take home toolkit for avoiding rework. Throughout the week, learn how to leverage technology to boost profits by attending the software showcase and hands-on demonstrations.

#### Who Should Attend?

Contract managers, project managers, estimators, shop superintendents, and owners who wear all the hats will want to attend.

#### Mix and Match

Hike, jog, motorcycle, drive or fly to these improved AWI member events. Bring more than one person from your shop. Choose one day or come multiple days. Watch for details in your AWI publications.

Suit your schedule. The sessions are highly interactive and allow for attendees to not only learn from experts in the field but also from other experienced professionals attending the program.

#### Registration

Up-to-date facts are posted on the web. Point your browser to: <http://homepage.mac.com/gheuer212/AWILL/Education9.html> or contact Kimberly Haynes at [khaynes@awinet.org](mailto:khaynes@awinet.org) for registration details. ■

## Member News

### In the Field...Member Company News

**Pattern Systems International, Inc.**, AWI Supplier Member since 1987, and **Trakware Systems**, AWI Supplier Member since 2000, have announced development of an integration link between Trakware's Bill of Materials and PSI's Cut Planner optimization software. This link will allow users of both systems to integrate parts lists generated by Trakware directly to Cut Planner and CNC controlled cutting equipment. The Development and Management teams of both organizations believe this Strategic Alliance is responsive to customer requirements for improved process control. For more information, contact Andy Allu, Sales Manager, Pattern Systems International, Inc. at 1.800.225.7804, or Randy Richel, General Manager/COO, Trakware Systems Inc. at 1.800.370.1849. ■



Mark your calendar for CATE, February 22-25, 2006.



## NEW QCP PARTICIPANTS

Congratulations to these new participants in the AWI Quality Certification Program (QCP). AWI 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.awinet.org](http://www.awinet.org) for more information about QCP or call the offices toll free at 1.800.449.8811.

### Allegheny Restoration and Builders Inc.

Morgantown, WV  
Date Certified: 7/25/2005  
Level: Custom Grade  
Sections: 300-500, 700, 1000-1200, 1400, 1700

### Caseworx Inc., Redlands, CA

Date Certified: 8/31/2005  
Level: Premium Grade  
Sections: 300-800, 1500, 1600

### Dahl Custom Cabinets and Millwork Inc., Omaha, NE

Date Certified: 11/7/2005  
Level: Premium Grade  
Sections: 400B and C

### E. J. Kidd & Company, Raleigh, NC

Date Certified: 11/18/2005  
Levels: Premium Grade: 300, 700, 900  
Custom Grade: 500, 1500, 1700

### Global Casework Manufacturing

Sugar Land, TX  
Date Certified: 11/7/2005  
Level: Premium Grade  
Sections: 300-600, 1600, 1700

### Hardwood Concepts, Norfolk, VA

Date Certified: 9/29/2005  
Level: Premium Grade  
Sections: 300-500, 700, 900, 1500-1700

### HCW Incorporated, Bainbridge, GA

Date Certified: 11/14/2005  
Level: Premium Grade  
Sections: 300-600, 1400-1700

### Hoge Lumber, New Knoxville, OH

Date Certified: 11/7/2005  
Level: Premium Grade  
Sections: 300-800, 1500-1700

### Millwork Partners Inc., Carrollton, TX

Date Certified: 9/27/2005  
Level: Premium Grade  
Sections: 300-700, 900, 1300-1700

### River's Edge Woodworking, Denver, CO

Date Certified: 8/24/2005  
Level: Premium Grade  
Sections: 300-900, 1500-1700 ■

## Safety Matters

### Safety Solutions: Outstanding Benefit for AWI Members



The AWI Insurance and Safety /Loss Control Committee and sponsor, CNA, are pleased to announce the release of the NEW *Safety Solutions*, an improved version of our safety resources software program.

Keeping your plant operating safely and controlling losses is vital to running a successful business. Knowing that you are doing everything you can to provide a safe working environment for your employees and to comply with OSHA standards is vital for peace of mind.

The NEW *Safety Solutions* is full of resources, including Compliance Guides, Model Documents, Checklists, Training Guides, Safety Talks, Learning Activities, Quizzes and Tests, and multiple sites record-keeping. With new easy navigation capabilities, the software allows you to access information you are seeking in a minimal amount of time.

Previously, AWI's original *Safety Solutions* software was available for purchase by members. Now, in an effort to provide even more value to our Manufacturing and Supplier Members, we are making the NEW version available at no additional charge as a new *added* benefit upon 2006 membership renewal.

This is an outstanding benefit to our members that underscores the truth that Safety Pays! ■

## Correction...QCP Growth Was Understated

AWI regrets to report that the growth figures for the Quality Certification Program reported in the October Special Edition of *NewsBriefs* were erroneous. QCP projects registered jumped 16% from the previous year, not 8.9% as reported. In addition, the number of QCP projects labeled increased 17%, not 9.6% as stated. The editors apologize for the errors. ■

## 2005 AWI Sponsors



AWI offers sincere appreciation to the following 2005 AWI Sponsors whose contributions to the association helped to fund activities on behalf of members. AWI members are encouraged to support these 2005 AWI Sponsors whenever a need arises for their services.

### Sustaining Sponsor:



### Major Sponsors:



ARCHITECTURAL DOORS AND PLYWOOD

### Level 3 Sponsor:



### Level 4 Sponsor:



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