

Special Edition

News Briefs

Newsletter of the Architectural Woodwork Institute

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“LEARN, EARN AND RETURN” Sparked Growth of Education Initiatives

When 2004-2005 AWI President Kirsten Ingham of Pearson Millwork took office a year ago as the association's first female president, we knew there would be twelve months of historic leadership of AWI. Education initiatives at many levels came together in 2004-2005 under the theme, “Learn, Earn and Return.”

• “Learn, Earn and Return” •

Education Initiatives

“The theme relates to education at several levels in the woodworking industry: undergraduate, graduate and ambassador,” Mrs. Ingham said. Focusing on preparation of the next generation of woodworkers, AWI through its Architectural Woodwork Institute Life-long Learning (AWILL) Undergraduate Division reached out to students by supporting the annual SkillsUSA Woodworking Competition and Adopt-a-Shop. “AWI Adopt-a-Shop pushes the woodworkers to get involved with local woodshop programs,” Mrs. Ingham said. In the past year, 10 architectural woodwork companies and at least three AWI chapters formed partnerships with local school woodshop programs.

“Education of the woodworkers themselves is the prime focus of AWILL at quarterly meetings around the U.S. and at the San Diego Convention,” Mrs. Ingham noted. This year one hundred sixty-eight woodworkers attended four seminars presented by the AWILL Graduate Division on Project Management and Estimating. A reorganized education program featuring winter and summer Career and Technology Education Weeks (CATE), will begin at the 53rd Annual AWI Convention. Winter sessions will focus on the “office” side and summer sessions on the “plant” side of the door.

The Press Division produced an updated *AWI Cost Book* which contains a new Factory Finishing section. Under the AWILL Ambassador Division, seven Senior Ambassadors — all industry veterans — hit the road conducting education programs for AWI chapters. Programs were also presented at AWFS® 2005, reaching beyond AWI's membership.

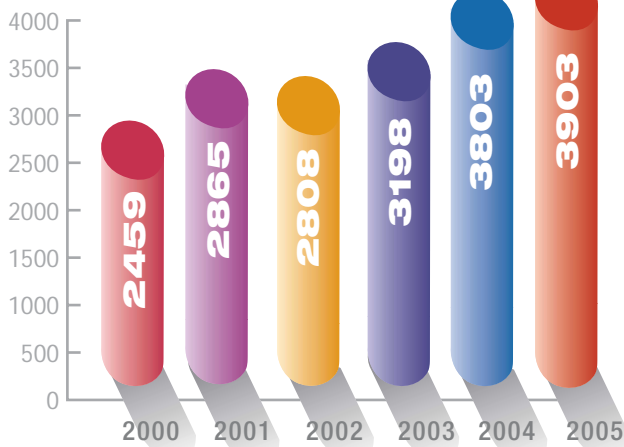
Significant Outreach

The community of AWI members grew, resulting in over 3,900 members, including 992 Manufacturing Members (a record) as of September 30, 2005. Through local chapter programs alone, AWI's outreach extended to nearly 800 architectural woodworkers last year. Nineteen out of 26 AWI

chapters conducted a wide range of programs locally – networking, sharing ideas, and focusing on common goals.

For news about other significant accomplishments in the past year, turn to the highlights section on page 3. The preceding year was marked by significant progress, particularly on the education front. Expect more exciting initiatives in the coming year. ■

Total AWI Membership (2000 to 2005*)



* As of 9/30/05 at Fiscal Year End



AWI LEADERSHIP 2004-2005



AWI's Board of Directors maintains oversight over the associations' programs and initiatives which evolved from 30 committees and task forces. Dedicated volunteers spent hundreds of hours on AWI's programs contributing priceless experience in the field and talent, working to help all members succeed within the architectural woodwork community. AWI thanks the many volunteers in 2004-2005 who contributed to the success of AWI's efforts on behalf of members.

2004-2005 Officers

President — Kirsten Ingham
Pearson Millwork, Inc.

President-Elect — Rick Kogler
Architectural Wood Products, Inc.

Vice-President — Ed Brewer
Louisville Lumber & Millwork

Treasurer — Richard Ungerbuehler, Sr.
Federal Millwork Corporation

2004-2005 Board of Directors

Bruce Cody — Past President Delegate
Architectural Wood

Whitney Coombs
Ivan C. Dutterer, Inc.

Skip Heidler
Heidler Hardwood Lumber Company

**Officers are also members of the AWI Board of Directors*

Bruce King
Development Council Representative
PMP – Personal Mastery Programs

John "Ned" Kreider
Kreider Brothers, Inc.

Robert Stout
RLS Commercial Interiors, Inc.,

Steve Waltman
Stiles Machinery, Inc.

2004-2005 Development Council

Chair — Doug Carney
R & S Casework, Inc.

Vice Chair — Bill Popp
High Planes Millwork, Inc. ■



From Left to Right: Skip Heidler, Richard Ungerbuehler, Sr., Bruce King, Ed Brewer, Robert Stout, Kirsten Ingham, Ned Kreider, Rick Kogler, Whitney Coombs, Bruce Cody and Steve Waltman.



2005 AWI Sponsors

AWI is grateful for the generous support our corporate sponsors have given us in 2004-2005. We also wish to recognize our additional sponsors for supporting the 53rd AWI Annual Meeting & Convention, October 27-29, 2005, whose contributions helped assure its success. AWI members are encouraged to support these sponsors whenever a need arises for their services.

Sustaining Sponsor

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Convention Sponsors

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- Holz-Her U.S., Inc.
- Mikron Woodworking Machinery
- Mock Woodworking Company
- Northland Corporation
- Ohio Valley Door Corporation
- Pytha USA
- Trakware Systems Inc.
- Waco Composites I, Ltd.
- Weinig Group
- Whittelsey Architectural Wood Sales, Inc.
- Woodworking Machinery Industry Association

THE YEAR IN REVIEW 2004-2005 Highlights of Achievements

Volunteers make it happen! Spending hundreds of hours volunteering their time, talent and expertise, AWI's committees and task forces guide development and oversee maintenance of programs that deliver valuable services to the membership, while others provide counsel and input about governance issues that keep the association running professionally. AWI thanks all the members who gave freely of their time for the benefit of our entire membership and industry.

Marketing and Membership

Chapter Development Committee

Chair: Stephan Smith,
Gaithersburg Cabinetry & Millwork
Ed Brewer, Louisville Lumber & Millwork
Kent Gilchrist, Fremont Interiors, Inc.
Mark Gingery, Custom Woodworks, Ltd.
Greg Lutz, Lutz Woodworks LLC
Kenny Rogg, Straightline Cabinet Corporation
Robert Schultz, CBR Woodworking

- Developed a "Distinguished Chapter Award" recognizing outstanding efforts of an AWI chapter's operations, programs and leadership accomplishments.
- 19 AWI chapters (out of 26) conducted programs for local members with total events' outreach of 800.
- Eleven AWI chapters were visited by either a Board of Directors member, an AWI Ambassador or staff member.



AWI Florida Chapter conducts a Finishing Seminar hosted by Advanced Millwork.



Attendees at the AWI Chapter Leadership Workshop exchange a "Secret AWI Handshake" during their warm-up exercise. (L-R) Bryan George, Jastev Casework; and Steve Dunning, Salina Planning Mill.

Chapter Leadership Task Force

Chair: John Tavaglione,
Hafele America Company
Board Liaison: Ed Brewer,
Louisville Lumber & Millwork
Greg Bednar, Alpine Plywood
Dana Guy, Lyndan, Inc.

- Created and implemented a Spring Leadership Meeting held in conjunction with the 14th Annual Woodworking Industry Conference in April 2005.

History Committee

Chair: Bruce Cody, Architectural Wood

- Maintained ongoing history of AWI.

Marketing and Membership Committee

Chair & Board Liaison: Whitney Coombs,
Ivan C. Dutterer, Inc.

Jim Bendel, Forbes Custom Cabinets LLC
Herb Meldahl, ONSITE Woodwork Corporation
Walt Price, Wright Architectural Millwork
Kris Reid, Stiles Machinery, Inc.
Reini Wigand, Merrill Lynch

- AWI Manufacturing Members reached an all-time high of 992.
- 2005 Recruit-A-Member Campaign signed up 14 new manufacturing member companies with the assistance of member recruiters who gained recognition and prizes for their accomplishments.
- Operationalized and implemented AWI's Annual Marketing Plan.
- AWI Manufacturing Member Survey was completed and results were reported to membership.
- AWI's new web site, www.awinet.org, was launched.
- Implemented new print advertising campaign for AWI — QCP specifically targeted to design and construction professionals.
- Expanded AWI Sponsorship Opportunities to include new Career and Technology Education (CATE) events in 2006.
- Promoted the merits of fine architectural woodwork to over 25,000 design professionals in AWI's quarterly *Design Solutions* magazine and honored 18 AWI Manufacturing Members for their achievements in the Awards of Excellence competition.



Certification



Quality Certification Board of Review

Chair: Dean Rummel,
TMI Systems Design Corporation
Board Liaison: Rick Kogler,
Architectural Wood Products, Inc.
Lee Biagiotti,
Construction Consulting Services
Tim Byrne, Woodbyrne Cabinetry, Inc.
Bruce Cody, Architectural Wood
David Kay, Envision Design PLLC
Shows Leary,
Shows Leary Project Management
Gil Long, ISEC Inc.
William Munyan,
Freeman White Architects, Inc.
Rick Siewert, Siewert Cabinet & Fixture
Manufacturing, Inc.

- Increased QCP program participants to a projected 426 for the AWI fiscal year.
- Increased QCP projects registered by 8.9%.
- Increased QCP projects labeled by 9.6%.
- QCP was recognized for "Excellence in Advertising" for a second consecutive year by *Architectural Record*, the magazine of the American Institute of Architects (AIA).

AWI Life-long Learning (AWILL)

Architectural Woodwork Institute of Life-long Learning (AWILL)

Chair: Scott Nelson, Central Plains Millwork, Inc.

AWILL Undergraduate Division

Leader: Duane Griffiths, Stiles Machinery, Inc.
Bursar: Bill Geyer, Pennsylvania College of Technology
Board Liaison: Steve Waltman, Stiles Machinery, Inc.

- Conducted research to document the need to develop industry labor skills standards under a United States Forest Services grant.
- Improved support levels for the Adopt-A-Shop program including updated DVD and "getting started" materials for woodworkers to promote careers in architectural woodwork.
- Ten architectural woodwork companies and at least three AWI chapters formed Adopt-A-Shop partnerships with local schools.

AWI members shared manufacturing ideas and tips about processes during the recent Plant Tour in Illinois and Wisconsin.



- Improved AWI's education program planning, training and delivery and released schedule of quarterly Career and Technology Education (CATE) weeks for 2005-2006.
- Set the criteria and procedures for granting two \$1,500 scholarships for students seeking careers in woodworking and developed a process for school involvement in 2006.
- Secured discounts for AWI members on education programs offered by the American Subcontractors Association, the Association of Woodworking & Furnishings Suppliers AWFS® Fair, the American Wood Finishing Institute, and Stiles Education.
- Conducted a successful Plant Tour in Illinois and Wisconsin and developed an outline for an expanded Plant Tour program for 2006.
- Reviewed and interpreted results of the Inter-industry Wood Dust study and made recommendations concerning the results to the AWI Board of Directors.

SkillsUSA Committee

Chair: Rick Robuck, Salina Planing Mill, Inc.
Board Liaison: Skip Heidler, Heidler Hardwood Lumber Company
Kent Gilchrist, Fremont Interiors Inc.
Fred Leach, Unique Concepts
Phil Tummons, Tummons Custom Woodworking, Inc.

- Provided traditional support (project, judging criteria, contest judging) for the 2005 SkillsUSA Woodworking Championship. Facilitated contribution of woodwork materials by suppliers, and presented a program on QSI and Adopt-A-Shop for all competitors and instructors.
- Awarded grant of \$10,000 to WoodLINKS to further careers in architectural woodwork.

AWILL Graduate Division

Leader: Craig Johnson, Principle Fixture & Millwork
Bursar: Ed Schavitz, Midwest Woodwork & Veneering Inc.
Board Liaison: Skip Heidler, Heidler Hardwood Lumber Company

Estimating Seminar Team

Chair: Tony Perno, Casework Technologies Ltd.
Ryan Ailes, Ailes Millwork Inc.
Mike Bell, Kentucky Mill & Casework
Jim Broich, Architectural Arts
Eric Peterson, New World Millwork
Bruce Spitz, Classic Millwork & Products

Project Management Seminar Team**Chair: Jeff Stuck**, Stuck Wood Works, Inc.**Greg Kasten**, Mortensen Woodwork Inc.**Matt Lundahl**, Meyer & Lundahl**Joe Sorrelli**, Aljoe Woodwork Consultants**Rick Thaler**, OGB Architectural Millwork**Frank Zorman**, American Interior Design, Inc.

- Trained 40 estimators and 128 project managers in four life-long learning seminars.
- Launched introductory course entitled "Fundamentals of Project Management."
- Began development of a new one-day basic seminar Cost Book 101

AWILL Ambassador Division**Leader: Joe Sorrelli**, Aljoe Woodwork Consultants**Bursar: Gordon Graham**, Gordon Graham and Associates**Board Liaison: Bruce King**, PMP—Personal Mastery Programs**Senior Ambassadors:****Bruce Cody**, Architectural Wood**Paul Fetzer**, Fetzers' Inc.**Gordon Graham**, Gordon Graham and Associates, Inc.**Scott Nelson**, Central Plains Millwork, Inc.**Michael Quirk** (AWI Past President)**Joe Sorrelli**, Aljoe Woodwork Consultants**Robert E. Ziegelmeier**, Ideal Architectural Doors & Plywood

- AWILL Senior Ambassadors responded to requests for educational programs, conducting sessions educating the design community, general contractors, educators, chapters, and members coast-to-coast.

AWILL Library**Leader: Doug Mock**, Mock Woodworking Company**Web Links Leader: Bruce Cody**, Architectural Wood**Bursar: John Dooley**, Dooley's Millwork**Board Liaison: John "Ned" Kreider**, Kreider Brothers Inc.

- Will work on web links when funds become available.

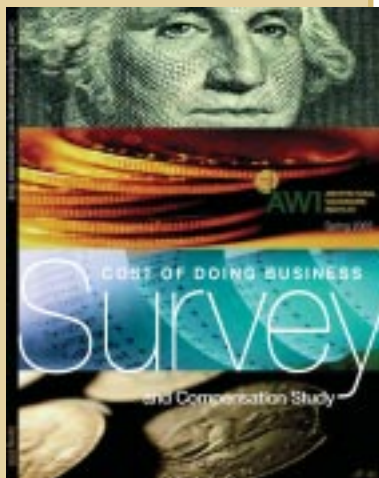
AWILL Press**Leader: Rick Kogler**,

Architectural Wood Products, Inc.

Bursar: Randy Jensen,

Leonard Peterson & Company

- Conducted Annual *Cost of Doing Business Survey* and distributed the final report to all AWI Manufacturing Members.

**Cost Book Board of Review****Chair: Jack Burgess**, Pridgen Woodwork Inc.**Board Liaison: Kirsten Ingham**, Pearson Millwork, Inc.**Ron Bryze**, E. Kinast Distributors, Inc.**Weldon Riley**, Terrill Manufacturing Company Inc.**Jack Roscoe**, Cayuga Millwork, Inc.

- Completed and distributed AWI Cost Book's Factory Finishing Section 1500 labor time estimates.

Quality Standards Board of Review**Chair & Board Liaison: Rick Kogler**,

Architectural Wood Products, Inc.

Michael Grant,

Brooklyn Hardware LLC

Myron Jonzon,

Madsen's Custom Cabinets LTD

Rob Gustafson,

Woodwork Institute

- Prepared revisions to *8th Edition, Quality Standards Illustrated* for release as Version 2.0 by year's end.

**Annual Meeting Planning Committee****Co-Chairs: Scott and Clar Nelson**,

Central Plains Millwork, Inc.

Board Liaison: Kirsten Ingham, Pearson Millwork, Inc.**Dorothy Pearson**, Pearson Millwork, Inc.**Joe and Alice Sorrelli**, Aljoe Woodwork Consultants

- Planned, prepared and implemented AWI's 53rd Annual Meeting and Convention program.

Management and Governance

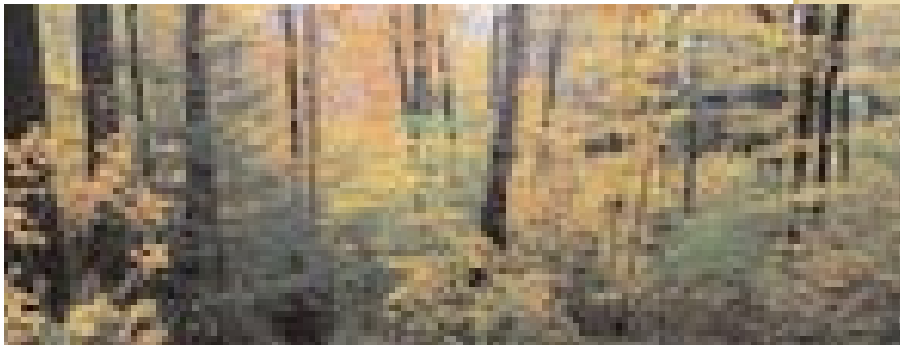
- Organized an outreach effort to architectural woodworkers adversely affected by Hurricane Katrina.

Audit Committee**Chair & Board Liaison: Richard Ungerbuehler, Sr.**,

Federal Millwork Corporation

Doug Carney, R & S Casework, Inc.**Craig Elias**, Elias Studios**Tom Gleason**, Gleason Woodwork, Inc.**Pat Nartker**, Ted Bolle Millwork, Inc.**Dean Rummel**, TMI Systems Design Corporation**Russ Stephenson**, Stephenson Millwork Company, Inc.

- Conducted a risk assessment of the association to ensure adequate insurance coverage.
- Conducted a professional and thorough audit of the association's financial reporting system.



Best Practices Task Force

Chair & Board Liaison: Whitney Coombs, Ivan C. Dutterer, Inc.

Eric Fetzer, Fetzers' Inc.

Craig Johnson, Principle Fixture & Millwork

- Prepared an action plan and budget and implemented a Best Practices Group.

Bylaws & Policies Committee

Chair: Roger Stanton, Blumer and Stanton

John Daiek, Daiek Woodworks

Bryan George, Jastev Casework Company

Weldon Riley, Terrill Manufacturing Company

Richard Ungerbuehler, Sr., Federal Millwork Corporation

- Reviewed staff edits of changes to the *AWI Policy Manual* incorporating any changes to policy made by the AWI Board of Directors
- Reviewed and prepared the revisions to bylaws, which may be proposed for membership vote.

First Ladies Committee

Chair: Donna Robuck

- Serve as welcoming group at AWI Convention.

Governance Committee

Chair & Board Liaison: Ed Brewer, Louisville Lumber & Millwork

Bruce Cody, Architectural Wood

Rick Kogler, Architectural Wood Products, Inc.

- Developed orientation program to transition Board members into office.

Insurance and Safety/Loss Control Committee

Chair: Doug Carney, R & S Casework, Inc.

Board Liaison: Robert Stout, RLS Commercial Interiors, Inc.

Teresa Bell, Kentucky Mill & Casework

Denny Milsten, Westmark Products, Inc.

Richard Ungerbuehler, Sr., Federal Millwork Corporation

Tye Waller, Kenyon Woodworking, Inc.

- Conducted Annual AWI/CNA Safety Award Program that recognized over 30 members for maintaining a safe workplace.

LEED Task Force

Chair: Robert E. Ziegelmeier,

Ideal Architectural Doors and Plywood

Board Liaison: Rick Kogler,

Architectural Wood Products, Inc.

Tim Byrne, Woodbyrne Cabinetry, Inc.

Michael Grant, Brooklyn Hardware LLC

Lief Larsen, MMC Millwork

Shows Leary, Shows Leary Project Management

Steve Morse, SJ Morse Company

- Launched LEED-Green Building web site Resource Center on www.awinet.org.

Nominating Committee

Chair & Board Liaison: Rick Kogler,

Architectural Wood Products, Inc.

Mike Alt, Ilex Woodworking

Jay Blankenship, Columbus Cabinet Company, Inc.

Steve Briggs, CSI, Inc.

Doug Mock, Mock Woodworking Company

- Prepared slate of qualified candidates for Board of Directors positions.
- Used skills identified for Board of Directors members and correlated them with strategic issues facing the association for 2005-2006 Board of Directors nomination process.

Office Task Force

Chair: Scott Nelson, Central Plains Millwork, Inc.

Board Liaison: Skip Heidler,

Heidler Hardwood Lumber Company

Jim Hamilton, Jr., Winchester Woodworking

Rick Kogler, Architectural Wood Products, Inc.

- Advanced process to move AWI headquarters to new location.

Personnel Policies (Internal) Review Task Force

Chair & Board Liaison: Richard Ungerbuehler, Sr.,

Federal Millwork Corporation

Whitney Coombs, Ivan C. Dutterer, Inc.

- Reviewed, monitored and advised on revisions to AWI Personnel Policies. ■

AWI Treasurer's Report 2004-2005

AWI Fund on Even Keel, Up 17% From '01

Expenses rose 16% from FY 2004 – 2005 as AWI covered the cost of its annual meeting in that period. Due to scheduling, FY 2004-2005 had no annual meeting expense. Even with these additional expenses the AWI Fund Equity remained constant at about \$1.8 million. In the last five years the Equity Fund has increased by over 17% or \$270,000.

Administrative expenses climbed about 6% due mainly to the costs of leasing the office space after the sale of the Isaac Newton Property and the delay in the buildout of the new office at Potomac Falls. Promotional costs decreased 12% compared to FY 2003-2004 as *NewsBriefs* and *e-briefs* costs were reduced along with general advertising costs and exhibiting in industry trade shows.

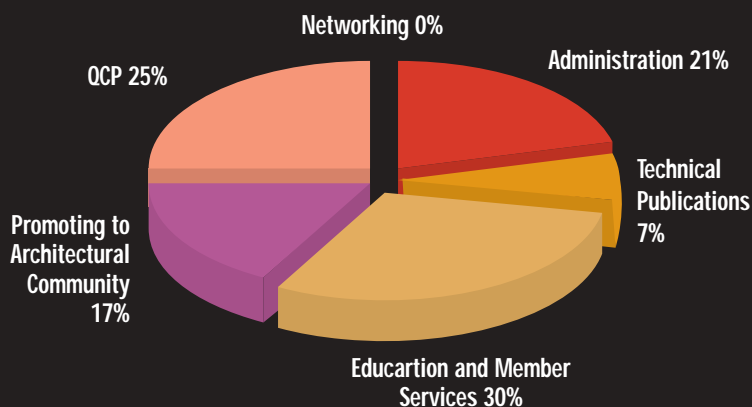
Quality Certification Program costs remained the second highest expense at 20% of all FY 2004-2005 expenses YTD but decreased 7% from the previous FY. QCP revenue increased 17% YTD over last FY's, according to a recent Quality Certification Program Report dated August 26, 2005

Outlay for technical publications increased 17% compared to the prior fiscal year due to inventory reductions or heavy publication sales. Expenses for the Quality Standards Board of Review (QSBOR) and *Cost Book* remained about the same compared to last fiscal year.

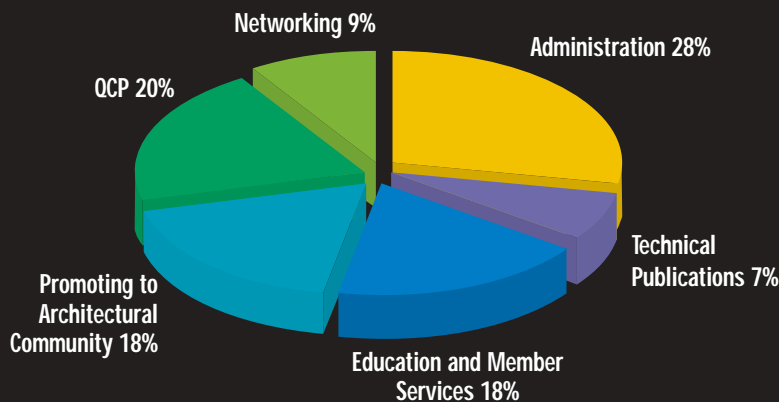
To sum up, AWI finances are sound and the reserves continue to remain very good. ■

*Richard Ungerbuehler, Sr., AWI Treasurer
Federal Millwork Corporation
Ft. Lauderdale, FL*

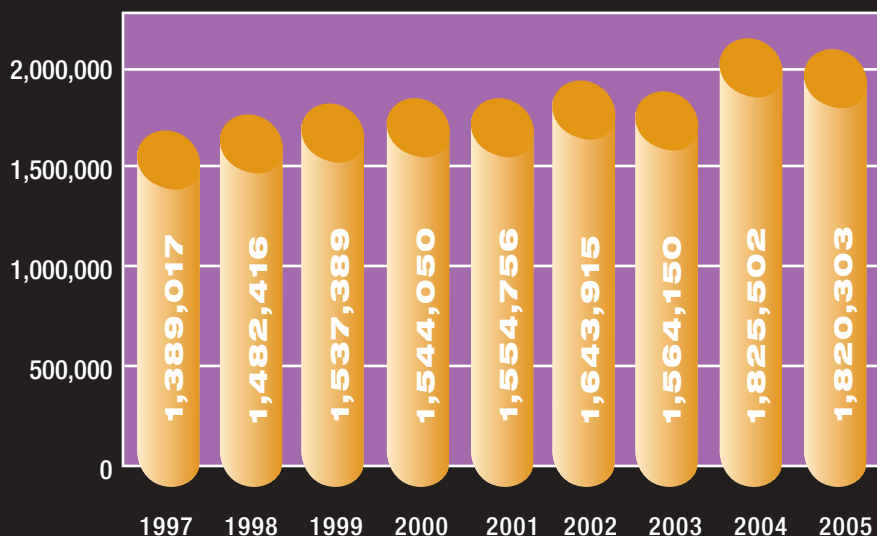
2003-2004 Expense Allocation



2004-2005 Expense Allocation (Projected)



AWI Fund Equity (1997-2005 PYE)



AWI Board of Directors 2005-2006

President: Rick Kogler
Architectural Wood Products, Inc.

President-Elect: Ed Brewer
Louisville Lumber & Millwork

Vice President:
Richard Ungerbuehler, Sr.
Federal Millwork Corporation

Treasurer: Patrick Nartker
Ted Bolle Millwork, Inc.

Past President Delegate: Burl Terrill
San Angelo, TX

Doug Carney
R & S Casework, Inc.

Whitney Coombs
Ivan C. Dutterer, Inc.

Skip Heidler
Heidler Hardwood Lumber Company

Bruce King
PMP - Personal Mastery Programs

John "Ned" Kreider
Kreider Brothers, Inc.

Stephan Waltman
Stiles Machinery, Inc.

2005-2006 Development Council

Chair: Denny Milstein
Westmark Products, Inc.

Vice Chair: Jay Hollingsworth
Wisconsin Woodworks, S.E., Inc. ■

*From Left to Right: Steve Waltman,
Richard Ungerbuehler, Sr., Bruce King,
Ed Brewer, Ned Kreider, Rick Kogler,
Skip Heidler, Pat Nartker, Doug Carney
and Whitney Coombs.*



An Unwavering Focus on Member Services

By 2005-2006 AWI President Rick Kogler of Architectural Wood Products, Inc

Today, AWI is a strong association with a community of nearly 4,000 members, among them almost 1,000 architectural woodwork manufacturers. Our association's growth can be credited to hundreds of dedicated volunteers and a committed professional staff who have a keen desire to deliver programs and services that meet members' needs.

We are fortunate to have a member-driven association that we serve as caretakers. And, if we do our job well, the association will continue to thrive.

Your Board of Directors is entrusted with oversight of AWI's investments in programs and services, and we take our obligation seriously. We'll work hard to assure that AWI members get the "best bang" for their dues dollar investment.

With that underlying goal in mind, your Board of Directors starts the 2005-2006 year by asking ourselves the following questions to guide our decision-making about AWI programs in the upcoming year.

1. How does AWI spending benefit the membership?
2. What are we doing to benefit our members within the industry?
3. What AWI programs are being used by the majority of our members? What programs are not and should be reevaluated or discontinued? We need to address the interests and needs of the majority, not a minority.
4. How does work performed by AWI staff and volunteers benefit the membership and/or the industry?

Answers to these questions will dictate our direction in the coming year. I prefer doing a few less programs with more funding and staff resources, rather than many programs that may ultimately be under funded and without adequate staff resources. We don't want to do just a good job; we want to do a great job! If this means we have to pare down some systems, processes or programs in the coming year, then we may do that to assure we provide AWI members with the very best programs and services delivered with exemplary customer service. We'll focus our energies and resources to deliver a good return on your AWI dues investment. Our commitment to you is unwavering. ■

A Passionate Crusader for Members

With an unflinching focus on the future and a commitment to providing quality programs and educational initiatives for AWI members, 2005-2006 AWI President Rick Kogler also plans to remain involved in two committees, the Quality Certification Program Board of Review (QCPBOR) and the Press Division of the AWILL Executive Management Team. Rick is an industry veteran who is passionate about the *Quality Standards Illustrated* and a strong supporter of the Quality Certification Program. As a dedicated volunteer over the years, he has served on the AWI Development Council, the Board of Directors, Executive Committee, Building Committee, Convention Planning Committee, Nominating Committee and many other AWI committees and task forces. Rick has chaired the Quality Standards Board of Review (QSBOR) and QCPBOR. He founded Architectural Wood Products, Inc. 33 years ago in Baton Rouge, LA., and continues to be actively engaged in the daily operations of the business. ■

