

News Briefs

Newsletter of the Architectural Woodwork Institute

NEW AWI MEMBERS MANUFACTURING

- Belet's Millwork, Inc.**
Jacksonville, FL
- Bill Bancroft Furniture Design, LTD**
Brighton, MA
- Broward Custom Millwork**
Archer, FL
- C & S Ellis Millwork Shop LLC**
Houston, TX
- Cathedral Builders, Inc.**
Milwaukee, WI
- Center Line Architectural
Woodworking, Inc.**
Lugoff, SC
- Dahl Custom Cabinets &
Millwork Inc.**
Omaha, NE
- Diversified Finish Carpentry &
Installations**
Norwalk, CA
- J & M Custom Cabinet Shop**
Denver, CO
- L.A. Woodworks, Inc.**
Fort Collins, CO
- MOB Furnitures Interiors Contract Inc.**
Istanbul, Turkey
- Pacific Showcase**
Las Vegas, NV
- Palm Beach Trim**
Lake Worth, FL
- Papirus Ahsap Dekorasyon San.**
- VE T +C. LTD. ST.**
Istanbul, Turkey
- Professional Cabinet & Casework Inc.**
Florence, SC

(continued on page 4)



Photo by: Josiah Lewis

Margaret Hope said that networking is a great way to build support for your work, access information, solve problems, avert disasters (of the human kind), achieve goals, and more.

AWI Members Rewarded by Learning at AWI Convention

There were learning opportunities for everyone at the 53rd Annual AWI Meeting and Convention, October 27-29 in San Diego, CA. From sessions about maximizing networking opportunities, improving employee recruitment techniques, volunteering and leadership skills, discovering health and safety solutions, to improving business contracts, attendees were eager to “Learn, Earn and Return” and they did.

AWI members learned from Keynote Speaker Margaret Hope of Lions Gate Training Ltd. who spoke about the art of connecting to build relationships for mutual benefit. Ms. Hope touted some of the benefits of networking: building or strengthening business relationships, identifying resources, learning from others, and finding a support system for sharing ideas about business challenges.

Apart from the keynote address and seven informative workshop sessions, attendees interacted with 40 Supplier Member exhibitors who provided new information about their product offerings.

As always, AWI members also attended the annual convention to honor other members – this year for design excellence, for safety, and for volunteerism. Attendees also reinforced business relationships and shared insights about

(continued on page 3)

New “AWI Standard of Excellence Awards” Bestowed at 53rd Convention in San Diego

The 2005 “Standard of Excellence” recipients were recognized and honored at an award banquet during AWI’s 53rd Annual Convention. AWI 2005-2006 President Rick Kogler and Immediate Past President Kirsten Ingham announced this year’s winners and bestowed accolades upon each distinguished honoree.

The recently established “AWI Standard of Excellence Award” program recognizes Manufacturing Members’ achievements of superlative quality and exemplary execution of fine architectural woodwork.

This new national award represents the architectural woodwork industry’s finest examples that demonstrate many creative and beautiful uses of wood, the only renewable building material used currently in the construction industry.

Winners of this prestigious award are selected from all woodwork projects and AWI members who have achieved the “AWI Award of Excellence” distinction by way of publication in AWI’s quarterly journal, *Design Solutions*.

(continued on page 2)

INSIDE...

- Association News2-3
- In the Chapters3
- Professional Development.....4



New "AWI Standard of Excellence Awards"

(continued from page 1)

Corporate Project

Holland & Knight, LLP, Tampa, FL
ONSITE Woodwork Corporation,
 Loves Park, IL

Corporate Project (Runner Up)

Sallie Mae Headquarters, Reston, VA
Gaithersburg Cabinetry & Millwork Company,
 Warrenton, VA

Healthcare Project

Monroe Carell, Jr. Children's Hospital, Nashville, TN
Steve Ward and Associates, Inc., Nashville, TN

Financial Project

First Dupage Bank, Westmont, IL
Architectural Woodworking & Design, Downers
 Grove, IL

Club Project

Country Club of Charleston, Charleston, SC
Low Country Case & Millwork, Ladson, SC

Church Project

St. Martin's Episcopal Church, Houston, TX
New Holland Church Furniture, New Holland, PA

Chapel Project

Bigelow Chapel, New Brighton, MN
Willie Sanderson, Sauk Rapids, MN
Indiana Architectural Plywood, Trafalgar, IN
(architectural veneers and panels)

Hospitality Project

InterContinental Hotel and Conference Center, Cleveland, OH
Nagele Manufacturing Company, Brook Park, OH

Hospitality Project (Runner Up)

Grand Plaza Hotel, Branson, MO
Cohen Architectural Woodworking, St. James, MO

Sports Facility Project

Cassel Coliseum, Blacksburg, VA
Architectural Wood, Roanoke, VA

Cultural Center Project

Verizon Hall – Kimmel Center for the Performing Arts, Philadelphia, PA
Imperial Woodworking Company

2005 Grand Winner

Verizon Hall – Kimmel Center for the Performing Arts, Philadelphia, PA
Imperial Woodworking Company, honored for its "support of the AWI Quality Standards, out industry, and advancement of fine architectural woodwork." ■



Imperial Woodworking Company is the "AWI Standard of Excellence Award" Grand Winner for Verizon Hall - Kimmel Center for the Performing Arts.

AWI Recruit-A-Member Campaign Rewards Members

Nine AWI members were recognized with cash rewards for their effectiveness in recruiting 14 new members to join AWI. Through their assistance, the AWI community grew in 2005 and the new members are reaping the rewards of membership in the association. In addition to the cash prizes, each received a sincere thank you from AWI.

2005 Top Three Recruiters

1st Place – \$2,500 – Herb Meldahl
 ONSITE Woodwork Corporation
 Loves Park, IL

2nd Place – \$1,000 – Robert Hopkins
 Larson Distributing
 Denver, CO

3rd Place – \$500 – John Waggoner
 The Danville Lumber & Mfg. Co.
 Danville, VA

2005 Gold Star Recruiters

Each of the following received a \$100 American Express gift card.

Ed Brewer
 Louisville Lumber & Millwork
 Louisville, KY

Bruce Cody
 Architectural Wood
 Roanoke, VA

Steve Finnessy
 Boehm-Madisen Lumber Co., Inc.
 Brookfield, WI

Greg Lutz
 Lutz Woodworks, LLC
 Wylie, TX

Richard Rudy
 Surface Matters
 Apex, NC

Martin Simpson
 Wright Ryan Millwork
 Portland, ME ■

AWI Members Rewarded by Learning... *(continued from page 1)*



2005-2006 AWI President Rick Kogler challenged AWI Development Council members to think outside of the box about AWI services that matter to the majority of members. He informed council members that the theme for the year will remain, "Learn, Earn and Return" to maintain a focus on education.

woodworking with new and old friends. Members were treated to plant tours of European Panel Products and Montbleau & Associates, Inc. Seeing other architectural woodwork shops is always well worth the trip.

Members left San Diego invigorated about architectural woodworking, satiated with new ideas to take home and try out, and enthusiastic about the benefits of belonging to the AWI community. ■



Anne Towle-Mason, a certified senior professional in human resources, offered a blueprint for developing a recruiting plan that quickly and efficiently attracts top talent.

Photo by: Josiah Lewis



Photo by: Josiah Lewis



Photo by: Josiah Lewis

The AWI Product Fair brought AWI Manufacturing and Supplier Members together for an introduction about current products and delivery services.



Photo by: Josiah Lewis

Some of the AWI/CNA Annual Safety Awards Program winners. Thirty AWI Manufacturing Members were honored for their safety records.

(Photo right) Mark Clemens of O. B. Williams Company, Seattle, WA (left) accepted an award for his company's 50 years of membership in AWI from 2004-2005 AWI President Kirsten Ingham and 1998-1999 AWI Past President Phil Duvic.



In The Chapters

And They're Off... At AWI Ohio Valley Chapter Meeting

An October 7th AWI Ohio Valley Chapter program proved to be a winning combination of a provocative presentation about team transformation, a tour of Leininger Cabinet & Woodworking, and a trip to the world-class Keenland Race Course in Lexington, KY.

During the presentation, "Transforming Teams through the Tools of Personal Mastery" Bruce King of PMS – Personal Mastery Programs, Indian Hills, CO, engaged 19 Manufacturing and Supplier Member attendees in discussion about their challenges and the future of their businesses. He encouraged them to develop "true open-mindedness" as well as keen listening skills, and to utilize the power of their imagination.

The chapter gathering included a tour of the QCP participating Premium Grade shop, Leininger Cabinet & Woodworking, run by company president and second generation owner John Leininger. The tour of the company's facility in Lexington, KY enabled chapter members to experience the operations of another successful AWI member.

A tour of Keenland Race Course showcased the recently completed project by Leininger's, featuring custom cabinetry and architectural millwork throughout the Sales Pavilion dining areas, restrooms, private bars and meeting rooms. The project displayed the range of products, skills and expertise of this AWI member company. ■



Bruce King paid tribute to Kentucky's favorite son Daniel Boone.

Hafele Hosts Design Professionals For AWI Presentations

In early September, AWI and Supplier Member Hafele America Company packed 68 architects, designers, and a few local woodworkers into their beautiful hardware and design showroom in Manhattan in New York City. AWI's Director of Marketing and Communications Phil Duvic and Director of QCP Randy Estabrook delivered a presentation about factory finishing architectural woodwork by managing and communicating expectations on projects.

The presentation taught attendees how to be aware and utilize specifications, controls and skills. The AWI Quality Standards, finish control samples, color ranges, and AWI's Quality Certification Program were all components of a successful project.



Hafele showroom in New York City

The abstract discussions came to life with the finish system samples on different veneers and solid woods provided by AWI Manufacturing Member Gaithersburg Cabinetry & Millwork. The samples were very well received by the attendees.

Ed Cohen and John Risch of Hafele America hosted the evening's event by opening their award winning Manhattan showroom for this special AWI presentation. Hafele's support of AWI also included purchase of over 300 copies of the *Quality Standards Illustrated, 8th Edition*, and distribution of complimentary copies to each design professional attendee. ■

EACH ONE TEACHES ONE *The Way We All Learned Woodworking*

Your friends in the Architectural Woodwork Institute of Lifelong Learning (AWILL) are trying something different, and they need and ask for your help.

You learned woodworking by doing woodworking, usually standing at the side of someone who did it better than you. From his hands the skills passed to your hands.

Will you take your place in this long, thin line? Can you share something about the business of woodwork? You know that you know a lot more than you think you know. Here is your chance to continue the tradition.

• Can you share something about the business of woodwork? •

The AWILL folks are looking for AWI members willing to be part of our interactive panel discussions for the Career and Technology Education (CATE) program scheduled for February 21-25, 2006 in Charlotte, NC.

Topics are wide open for this first CATE session. We will focus on the office side of the door for this session. You will not have to be there the whole week. In some cases just one day will do the job.

So, what do you have to share? What is your special skill? Money management; project flow; shop scheduling; sales and marketing...you get the picture! Drop Greg Heuer an e-mail at gheuer@awinet.org, or call him at 434.846.1972 and let Greg know how you can share your knowledge and expertise with other AWI members. ■

New Members *(continued from page 1)*

Rosewood Millwork LLC

Marietta, GA

S&T Commerical Cabinets LLC

Hampton, VA

TEAM Laminates Company

Pittsburgh, PA

Timber Casework Manufacturing Company, Inc.

Corpus Christi, TX

Woodco Inc.

Piedmont, SC

SUPPLIERS

PYTHA – USA

Loves Park, IL

Superfici America / Elmag USA

Huntersville, NC

de Vries Fine Woodworking, Inc.

Calgary, AB, Canada ■

2005 AWI Sponsors



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:



Sherwin-Williams