

News Briefs

Newsletter of the Architectural Woodwork Institute

NEW AWI MEMBERS

MANUFACTURING

Argent Fabrication LLC
Seattle, WA

Arlington Construction Woodworking
Conton-on-Hudson, NY

Cyrus Chilton Cabinetmakers, LLC
Cape Porpoise, ME

H. Beckstoffer's Sons, Inc.
Richmond, VA

INEX – Int'l Expertise for Wood Industries Ltd.
Jeddah, K.S.A, Saudi Arabia

J. Petrocelli Contracting, Inc.
Ronkonkoma, NY

Kockman Reidt and Haigh Inc.
Stoughton, MA

KraftMaid Cabinetry, Inc.
Middlefield, OH

Landmark Finish, Inc.
Boxford, MA

M&M Custom Woodworks, Inc.
Greenville, SC

Northwest Millwork
Salen, OR

River Valley Manufacturing
Ellsworth, WI

Sheldon Laboratory Systems
Crystal Springs, MS

St. Germain Caseworks
Duluth, MN

SUPPLIER

Alaco Ladder Company
Chino, CA ■

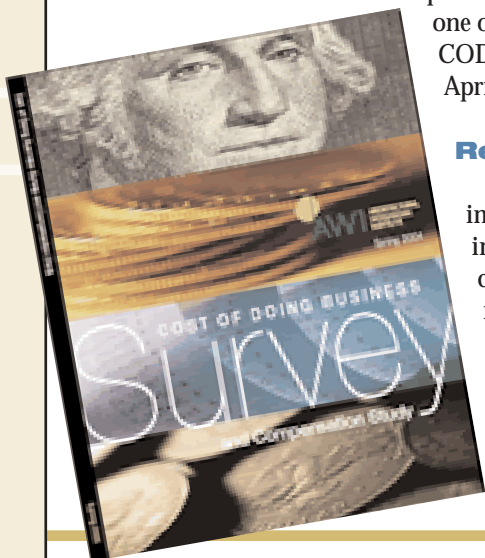
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Pump Up Your Financial Performance: Participate in AWI CODB Survey

There simply cannot be an architectural woodwork business that would not benefit by participating in the Annual AWI Cost of Doing Business Survey (CODBS). As the marketplace becomes more competitive and as materials' costs rise, you need a reliable tool to measure against industry averages in order to identify your below-average operating costs. Use the final CODBS Report to increase your profits.

This survey has been conducted by AWI since 1957 and is one of the most coveted and practical business tools rated by AWI Manufacturing Members as one of the association's best membership benefits. The 2006 CODB survey period opened February 1 and continues until April 1, 2006.



Regional Differences

This year participation by more companies is very important, particularly in a year of economic improvement. Regional differences in operating costs and compensation benefits will be revealed if more architectural woodworkers participate in the CODBS. Increased participation will make the survey results far more valuable on a regional basis. All past participants and newcomers are encouraged to participate.

(continued on page 2)

2006 AWI/CNA Awards Spotlights Safety

Competition for the 2006 AWI/CNA Safety Awards Program began with opening of the self-nomination initiative February 1. If your company has a safe working environment and had no incidents in 2005, chances are you could be among the honorees recognized during AWI's 54th Annual Meeting and Convention, October 5-7, 2006 in New Orleans, LA. All AWI Manufacturing Members are invited to participate.

The annual Safety Awards Program is based on a company's Incident Rate, which is the number of recordable cases from your OSHA 300 Log times 200,000 divided by the number of work hours in a calendar year. The Incident Rate is a nationally recognized measure of safety and equalizes the accident rate for all sizes of firms. Data submitted is held in strict confidence.

As before, award categories are broken down by ranges of work hours in 2005. This equalizes the playing field for participating AWI Manufacturing Members.

...you could be among the honorees recognized during AWI's 54th Annual Meeting and Convention...

(continued on page 2)



The 2005 AWI Convention and Meeting last October drew several AWI luminaries, including (l to r) AWI Past President (1972-1973) Bud Lundahl, Irene Lundahl, Debbie Lemming, and AWI Past President (1968-1969) Eldredge Leeming.

Pump Up Your Financial Performance... (continued from page 1)

Why Participate?

Why take 150 minutes of your time to improve your company's financial performance? Here are six reasons. You'll:

1. Organize your company's financial data according to industry best practices.
2. Compare your financial results against the industry's best "high profit firms."
3. Gain access to over 60,000 financial, HR, and compensation benchmarks.
4. Increase the financial sophistication of your company/staff.
5. Receive four free tools not available anywhere else (see below).
6. And in the end...improve your company's financial performance.

There is no cost to participate and it requires only year-end financial data, compensation information and benefits program summary.

Extra Value for Participants

The annual CODB survey offers *triple value* for participants. All those Manufacturing Members who submit data will receive customized tools with their own data incorporated to measure against industry trends. Participants receive:

1. Free copy of the \$950 CODBS Results Book
2. Free copy of the \$250 AWI Compensation e-Calculator
3. Free copy of your company's Personal Financial e-Profile
4. Free copy of your company's Operating Profit e-Modeler

Confidential Survey Data

As always, the data is submitted to an independent firm, Inverra, and is not shared with AWI. AWI and members receive only aggregated totals. The final report is provided to all AWI Manufacturing Members as a benefit of membership. Non-Manufacturing Members may purchase the CODBS Report for \$950 per copy.

Procedures

Survey participation involves completing an Excel spreadsheet and e-mailing it to Inverra according to instructions in the e-mail sent to all AWI Manufacturing Member primary contacts. Take advantage of this unique survey focused exclusively on the architectural woodworker operating costs. ■

WHAT'S A BENEFACT? WHAT'S ITS VALUE FOR YOUR BUSINESS?

In case you didn't notice...your January AWI mailpack included a new information resource, the AWI Member Benefit Profile, which concisely explained a *Benefact* about a membership program or service for AWI members. Very simply, the one-page Profile is part of a series of *Benefacts* to help maximize the return on your AWI membership dues investment. The *Benefacts* explain to whom the benefit is available, the return or value of it to participants, costs (if any), and participation guidelines. Last month the Member Benefit Profile featured the AWI Award of Excellence Program. This month your *Benefact* focuses on the Cost of Doing Business Survey (CODBS). ■

Safety Matters

'06 AWI/CNA Awards Spotlight Safety...

(continued from page 1)

There are three types of awards: 1) Best Safety Achievement in each Manufacturing Member category; 2) Zero Lost Time Accident Achievement presented to manufacturers in all categories with no lost time accidents; and 3) Safety Improvement Certificate of Recognition presented to all members in each category that reduce their Incident Rate from the previous year.

Gain recognition for a safe working environment. Show off the award to your employees and illustrate your team's commitment to safety. AWI will also announce the winners to the trade press to help honorees gain national recognition.

Submission is easy – it requires approximately 10 minutes of your time. Follow instructions provided by in the e-mail you received from AWI. If you have any questions about the survey, contact AWI Executive VP Judy Durham at jdurham@awinet.org or at 571.323.3610. The survey period closes April 1, 2006. ■

Traditional AWI Seminars for Profit

The acclaimed AWI Project Management Seminars and Estimating Seminars are ready for you! Benefit from the wealth of information.

Attend the Winter Career & Technology Education (CATE) Programs, February 22-25, 2006 at the Harris Conference Center in Charlotte, NC.

This woodworking forum brings together a team of instructors with decades of experience. They freely share fundamentals as well as advanced skills for effective Estimating and Project Management.

“*Winter Career & Technology Education sessions cannot be equaled in value.*”

Software Shoot-Outs

The latest news about Career & Technology Education Week is in the software solutions that suppliers offer in the fields of project management and estimating. Using a set of problem specifications provided by AWI, each participating vendor will demonstrate how their software offers time – and money – saving solutions. The evenings will include hands-on demonstrations in the Harris Conference Center Computer Laboratory where attendees can find the best solutions to their everyday challenges.

Software suppliers are signing up daily. To date, the following companies are committed to the no tuition charge demonstrations: Alliance Millsoft, Microvellum, Trakware, Tradesoft and Tesko.

Other Programs

Combined with sessions on Contracts: Protection and Prevention, Fundamentals of Project Management and Estimating, Advanced Project Management and Estimating, Plant Scheduling, Quality Certification Program, and Managing Quality – How Do the Masters do It?, Winter Career & Technology Education sessions cannot be equaled in value.

Limited Space

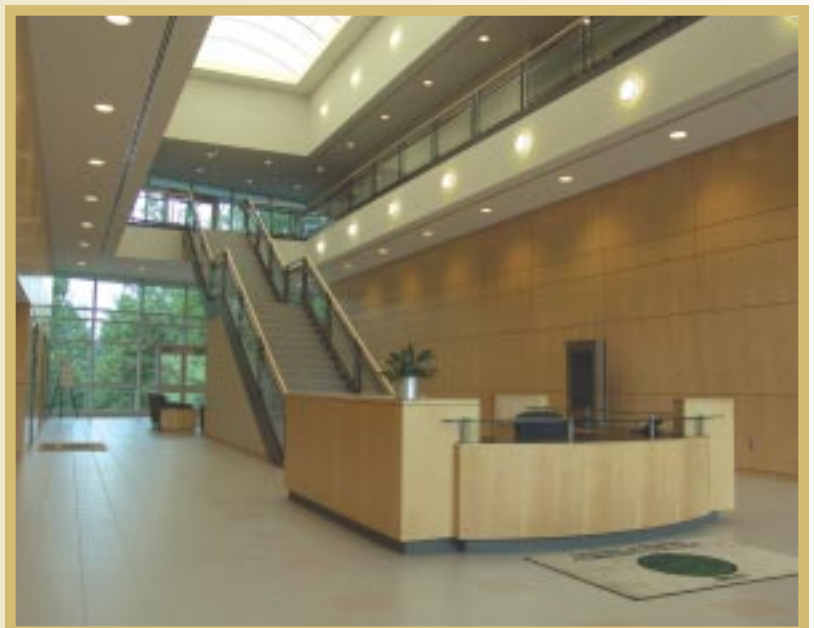
Because space is limited, some Career & Technology Education programs can only accommodate 25 participants, and others only 50. Don't delay. The registration fee is now only \$245 per person per day for AWI members; \$435 per person per day for nonmembers; and special group registration fees are available for three to six people from the same firm. Contact AWI for details.

Registration is easy. Use the handy forms included in this issue of AWI *NewsBriefs* or download a form from the Career & Technology Education web site (<http://homepage.mac.com/gheuer212/AWILL/FileSharing12.html>). Call AWI Director of Meetings Kimberly Haynes at 434.975.0191 for more information.

Don't miss this unique woodworking forum to pump up your skills and those of your employees. ■

Need Five Reasons To Attend?

1. You'll explore new tools and techniques for contracts, estimating, project management, plant scheduling, and more.
2. You'll learn how to communicate more effectively.
3. You'll make valuable new contacts from across the nation.
4. You'll get first hand experience with top-of-the-line software/technology - and learn if it's right for your company.
5. You'll return primed and ready with the tools to increase your bottom line.

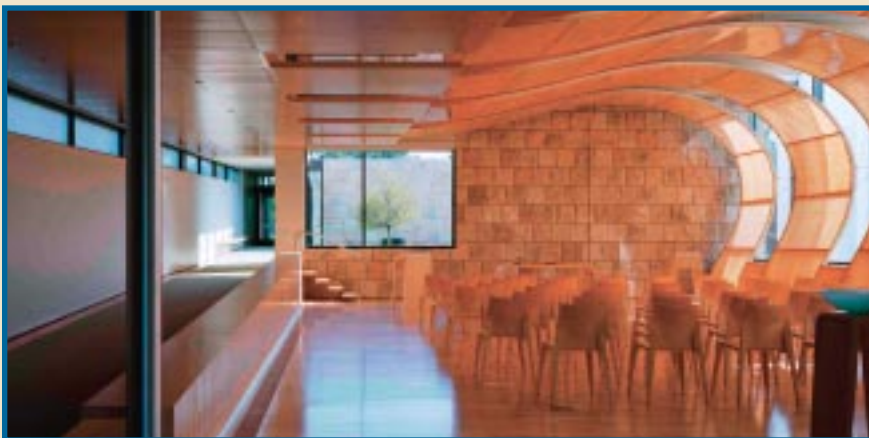


Situated within a wooded environment, the Harris Conference Center is minutes from Charlotte-Douglas airport.

In the Field...Member Company News

The owners of **SierraPine Ltd.** (AWI Supplier Member since 1997), a privately held manufacturer of MDF, particleboard and MDF mouldings, have announced that Wade Gregory has replaced Bill Black as President of the company. Mr. Gregory has been a member of the SierraPine team for nine years. For more information about SierraPine, call 1.800.676.3339 or visit www.sierrapine.com.

Panel Source International Inc. (AWI Supplier Member since 2003) recently announced the introduction of its new PyroBlock® “Veneer Grade” Fire Retardant panel products. “PyroBlock® Veneer Grade” is designed for customers requiring venerable Fire Retardant panels which also offer the environmental benefits within the LEED Program (FSC Certified, Urea Formaldehyde Free, Rapidly Renewable and/or Recycled Fiber Content). For more details, visit www.panelsource.net.



The grand prize-winning entry in last year's Craftman's Challenge.

Veneer Technologies (AWI Supplier Member since 1997) is accepting entries for the company's Second Annual Craftsman's Challenge design competition honoring excellence in the use of wood veneer. The competition aims to recognize achievement in the use of natural veneer through cash awards to and industry promotion of designers, end users, distributors and distributors' sales representatives. A number of cash prizes, including a grand prize of \$5,000, as well as other awards will be made at the International Woodworking Fair (IWF) August 23-26, 2006, in Atlanta, GA. Entries will be accepted through July 15, 2006. For more details and entry forms, visit www.veneertech.com.

VT Industries Inc. (AWI Supplier Member since 1983) and Nevamar Decorative Surfaces together with the National Kitchen & Bath Association (NKBA) have announced a new design competition in the industry – “Over the Counter (Top) Design Competition.” The two companies are challenging NKBA professionals and student members to submit innovative design ideas utilizing high pressure laminate (HPL) with postformed, beveled, and wood edges, as they envision the laminate countertop of the future. Applications must be received by March 1, 2006. Entry forms and more details are available at www.vtindustries.com. ■



2006 AWI Sponsors

AWI is pleased to welcome two new 2006 Corporate Sponsors this month – Hafele and Microvellum. Their support as well as that of all 2006 AWI Sponsors helps fund programs and services that benefit all AWI members. We encourage all AWI members to support these 2006 AWI Sponsors whenever a need arises for their services. ■

Sustaining Sponsor:

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Major Sponsors:



Level 2 Sponsor:



Level 4 Sponsor:

