

News Briefs

Newsletter of the Architectural Woodwork Institute

NEW AWI MEMBERS

MANUFACTURING

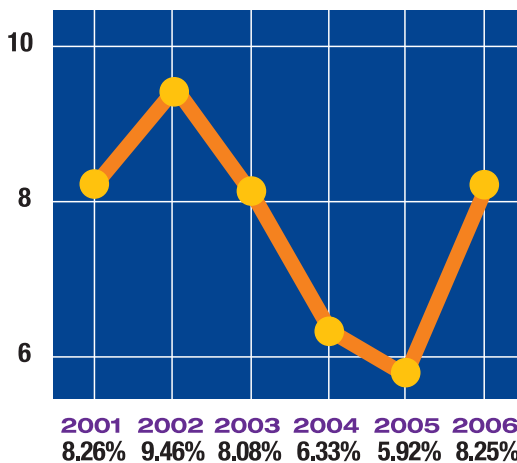
- Annandale Millwork Corporation**
Winchester, VA
- Augusta Sash & Door Sales of GA Inc.**
Augusta, GA
- Group Three Inc.**
Wilmington, DE
- Manor House Mouldings**
La Porte, IN
- Elochoman Millwork, Inc.**
Cathlamet, WA
- Micieli Contracting, Inc.**
Lynn, MA
- Woodenbridge Inc.**
San Jose, CA
- H.M.I. Millworks**
Howell, MI

SUPPLIERS

- Hardware Concepts, Inc.**
Opa Locka, FL ■

Profit Margins Highest Since 2002 For Architectural Woodworkers

“High Profit” Firms within AWI Manufacturing Member CODBS Respondents



Source: 2006 AWI Cost of Doing Business Survey and Compensation Study Report

Profit margins for the best performing AWI Manufacturing Members swelled to their highest levels since 2002. The top 25% of firms participating in this year’s AWI Cost of Doing Business Survey (CODBS) had profit margins in excess of 8.25%, which is a significant increase over the past several years. The median profit margin for these firms was 13.1%, a significant increase over last year’s median of 9.3%.

With operating profits reaching their highest level since 2002, signs point to rebounding business for architectural woodworkers. In fact, business sentiment is now at a five-year high as measured by the Business Sentiment Index. Sentiment is currently at 85% (a figure over 50% indicates an improving business environment and a figure under 50% indicates a declining business environment).

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Career & Technology Education Week: Making Woodworking a Successful Business!

They get the best projects; they have the best reputation; they work the fewest hours; and they make the most money.

Do you understand the difference between them and you? The primary difference is that they no longer see themselves as woodworkers. Instead, they are businesspeople and they have dedicated themselves to learning the “business” of woodwork. The business they are creating is a tool to help them have the life they want, with both the time and money to enjoy what they have built.

AWI is responding directly to your requests, saving you countless hours of valuable time and huge sums of money! You asked for “hands-on” practical training. You asked for centrally located facilities. You asked for lower tuition fees and lower room rates. Summer Career and Technology Education Week (CATE) programs deliver all that, plus networking, and more.

You already know how challenging it is to run your own business! The skill set required to build a successful woodworking company is very complex. So what do the Summer CATE Week sessions, June 20-24, 2006, offer to help you better understand the keys to running a successful business?

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Career & Technology Education Week...

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- Estimating so that you know the real costs of completing the project;
- Project management to bring the job in on time, on budget, and with a high quality product;
- Hiring qualified employees that represent your company well in the community and share your core values;
- Managing your vendors and subcontractors to motivate them to do their best work for you;
- AutoCAD training and update to smooth your engineering efforts;
- Factory finishing tips and tricks; and
- Plant tours, adhesives classes, and much, much more.



Plus, as the leader of your company, you are challenged to build a company culture that will allow everyone to work together to produce the required outcome. CATE learning programs help you do that.

CATE Week, June 20-24, 2006, will be held at the Pennsylvania College of Technology in Williamsport, PA. For full details about the 17 sessions that include classes, clinics, labs, plus Plant Tours, consult the "AWI Career & Technology Education" brochure and registration form you received in your May mailpack or visit the AWI web site at www.awinet.org.

Attendance is limited and some sessions may be sold out at press time. Check with Kimberly Haynes at 434.975.0191. These sessions are designed to help architectural woodworkers optimize their skills, efficiency and profitability.

Career and Technology Education Week (CATE) is one of several premier Graduate Division educational programs offered in 2006 by the Architectural Woodwork Institute of Life-long Learning (AWILL). ■



Training Sessions for Profit

- American Wood Finishing Institute Finishing Training Certification
- AutoCAD Level 1 Custom
- Secret Life of Trees: From Stump to Finished Woodwork
- Weinig Moulder Clinic
- SCM Moulder Clinic at Hermance
- Managing for Quality Assurance
- AutoCAD Update (Experienced Users)
- Finish Repair and Touch-up Laboratory
- Polyester Coatings Laboratory
- Color Matching and UV Laboratory
- Adhesives for Woodworking Clinic
- Fundamentals of Estimating (One day course)
- Sanding for Finish Preparation
- Fundamentals of Project Management (One day course)
- Advanced Estimating (Two day course)
- Advanced Project Management (Two day course)
- Motion in the Workplace

Software Solutions

Gain hands-on experience in software programs set up by AWI Supplier Member firms:

Tradesoft, Microvellum, Alliance Millsoft, and People Logic Software.

Plant Tours

Visit these facilities to learn state-of-the art operations.

- June 20 - Lewis Lumber and Bentley and Collins
- June 21 - Wheeland Sawmill and Lumber
- June 22 - WoodMode and Northway Industries
- June 23 - Mohhawk Door

Early Evening Special Events

- Hermance Machine Reception and Demonstrations at Hermance
- AWI Central Pennsylvania Chapter & AWI National Quality Standards Illustrated and Quality Certification Program Seminar

Profit Margins Highest Since 2002 ... (cont. fr. page 1)

The final CODB Report will be disseminated to all AWI Manufacturing Members as a benefit of their AWI membership.

Distribution of the final printed report and CD-ROMs for participants is scheduled for delivery in mid-June.

One hundred thirty-six AWI Manufacturing Members participated in this year's survey. Ninety-five percent of respondents agreed or strongly agreed that "they would encourage other AWI members, particularly members who never participated in the CODB Survey, to complete it." The median time to complete this year's information request was slightly over two hours.

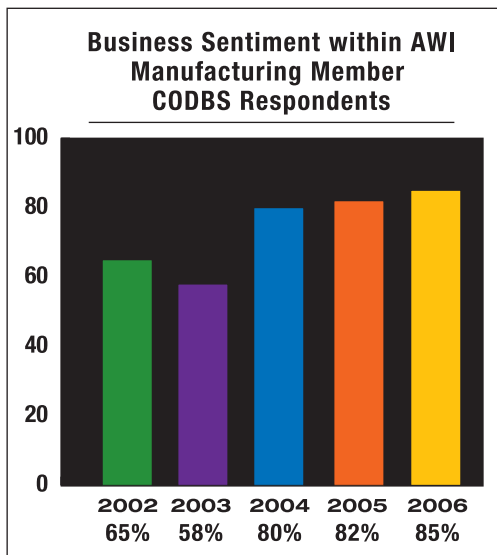
The 2006 *AWI Cost of Doing Business Survey and Compensation Study Report* is the most coveted benefit of membership valued by AWI members, according to AWI membership surveys. All Manufacturing Members will receive one copy of the final report valued at \$950 (nonmember fee). Participants receive added returns on their investment of time

spent completing the CODB Survey, including a bonus package of financial tools for quickly measuring their company's performance against industry averages.

AWI Manufacturing Members can use the final printed report to review and organize their company's financial data according to industry best practices and compare their company's financial results against the industry's best "high profit firms." Access to over 60,000 financial, human resource and compensation benchmarks allows AWI Manufacturing Members to refine their financial management tools and practices in order to improve their financial performance.

The *AWI Cost of Doing Business Survey and Compensation Study Report* is one of the top reasons for maintaining membership in AWI. The CODB Report is an exclusive benefit of AWI membership and is not available through any other source at any cost.

The 2006 CODB Survey was conducted by Invera, an independent consulting firm that holds all company data in strict confidence. ■



Source: 2006 *AWI Cost of Doing Business Survey and Compensation Study Report*

About QCP

Welcome New QCP Participants

Welcome to the AWI Quality Certification Program (QCP). AWI congratulates these new participants and 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.awiqcp.org for more information about QCP or call the offices toll-free at 1.800.449.8811.

Collingswood Architectural Millwork Inc.

Collingswood, NJ
Date Certified: 5/17/06
Level: Premium Grade
Sections: 300-600, 900, 1400-1500

Northwest Millwork

Salem, OR
Date Certified: 5/5/06
Level: Premium Grade
Section: 300

Eggers Industries

Two Rivers, WI
Date Certified: 5/11/06
Level: Premium Grade
Sections: 500, 900, 1300-1500

Watson Wood Works

Winston-Salem, NC
Date Certified: 4/21/06
Level: Premium Grade
Section 300-600, 900, 1500-1700 ■

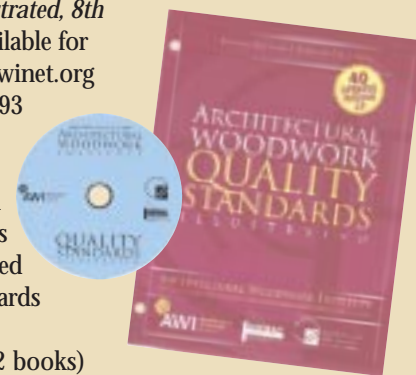
Ordering Information – QSI 8th Edition, Version 2.0

Quality Standards Illustrated, 8th Edition, Version 2.0 is available for ordering online at www.awinet.org or by calling 1.800.210.7893 toll free.

Version 2.0 was released in March 2006 in response to 70 suggestions for improvement submitted to the AWI Quality Standards Board of Review.

Orders in case lots (12 books) receive a 25% discount (at a unit cost of \$7.50 each). Enhance your presentations to and relationships with design professional customers by giving QSI as a customer relations gift. Keep a supply of QSI on hand for give-away. The gift will help position your company as THE local architectural woodwork expert.

If you don't have this updated version, order a copy today! ■



In the Field...Member Company News



Rick Kogler

Veneer Technologies (AWI Supplier Member since 1997) of Newport, NC, has announced that the judges for the 2006 Craftsman's Challenge competition are Rick Kogler, AWI President; Bruce Plantz, Group Publisher/Vice President, Watt Publishing Company; and Paul Winistorfer, department head, Department of Wood Science and Forest Products, Virginia Tech, and President of WoodLINKS USA. The competition recognizes achievement in the use of natural veneer through cash awards and other recognition for end users, distributors and distributors' sales representatives, and student designers. Entry materials are available from Veneer Technology sales representatives, distributors, and through www.veneertech.com. Deadline for entry is July 15, 2006.

Attendees at the fifth annual Visions of the Future Executive Briefing Conference, held in Denver, CO, (April 19-21, 2006) heard from key industry leaders on a range of critical industry issues and ways to improve their businesses and the industry. Hosted by **Stiles Machinery** (AWI Supplier Member since 1996) and sponsored by several industry partners, the expanded conference format included plant tours and set an attendance record with over 135 attendees from more than 22 industries. For more information on this conference, contact Judy Cisler at 616.698.7500, ext. 1246.

The **Rex Lumber Company** (AWI Supplier Member since 1955) has announced the election of Dave Doucette to the position of Vice President. Dave joined the Rex Lumber Company's purchasing department in 1993. He became Director of Purchasing in 1998 and presently oversees four purchasing agents and is responsible for the purchasing of 35 MM of hardwood lumber a year. He is currently on the Board of Managers of NHLA and is a past board member of the HMA and the NELA. ■

Memorial Held for Kenneth J. Meyer Founder of AWI Iowa/Nebraska Chapter

AWI is saddened to announce the passing of Kenneth J. Meyer, formerly of The Calmar Manufacturing Company, at the age of 94 on November 19, 2005 in Green Valley, AZ. A memorial service for Mr. Meyer was held on April 29, 2006. He was a charter member of AWI's predecessor organization, Chicago Millwork, which was formed in 1955. A strong believer in the "community of architectural woodworkers," Mr. Meyer was a founding member of the AWI Iowa/Nebraska Chapter and served as the group's Secretary in 1961. During the formation meeting of the chapter on March 10, 1976, Mr. Meyer said "There is a need for those of us in the industry to...work collectively for better markets and more cooperatively in the promotion of our products to those markets." Mr. Meyer was Owner and President of The Calmar Manufacturing Company, Inc., a subsidiary of Imperial Woodworking Company, which is currently owned by Frank Huschitt, Sr., Palatine, IL. ■

2006 AWI Sponsors

AWI members extend sincere appreciation to all these 2006 Sponsors for their support. Contributions from the 2006 AWI Sponsors help fund programs and services that benefit all AWI members. We encourage all AWI members to support these 2006 Sponsors whenever a need arises for their services. ■



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