

# News Briefs

Newsletter of the Architectural Woodwork Institute

## NEW AWI MEMBERS

### MANUFACTURING

- American View Millwork & Window Company, LLC**  
Cumming, GA
- Atlantic Millwork**  
North Haven, CT
- Custom Cabinet Specialities LLC**  
Harahan, LA
- Devereaux Custom Woodworking**  
Centreville, UT
- EGR Incorporated**  
Oklahoma City, OK
- Foldcraft Company**  
Kenyon, MN
- Kidder Blaisdell Woodworks**  
Winchester, MA
- Littleton Millwork Inc.**  
Littleton, NH
- New River Cabinet & Fixture**  
Ft. Lauderdale, FL
- Rovnak Group Inc.**  
York, ME
- Tech-Craft Company**  
Albuquerque, NM
- The Longwood Group, LLC**  
Ansonia, CT
- Top of the Line Inc.**  
Lester, PA
- Uncommon Cabinetry, Inc.**  
Corvallis, OR
- West Minot Millwork, Inc.**  
West Minot, ME

### SUPPLIERS

- Louis and Company**  
Brea, CA
- Mirror Reflections, Inc.**  
Kaysville, UT
- The Bay Ridge Companies**  
Bayonne, NJ ■

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## AWI Spring Leadership Conference: *Plant Tours, Plus Business Benefits*

**T**he 19th Annual AWI Spring Leadership Conference, April 5-8, 2006, will lead AWI members down a new path to learning. There are two groups of sessions: one offering personal growth experiences; the other providing business growth opportunities. The winning combination is sure to reward attendees with new tips and tactics for enhancing leadership skills and improving business profitability.



*The National Conference Center — a bucolic setting for AWT's Spring Leadership Conference.*

The conference will be held at The National Conference Center in Lansdowne, VA, near historic Leesburg, and only 12 miles from Dulles International Airport. The state-of-the-art facility is situated in a beautiful wooded campus setting with hotel facilities on site. AWI's new national headquarters are only minutes away.

### Leadership Skills

Ed Penney of Ed Penney Consulting will kick off the Personal Growth & Leadership Skills sessions with an inspirational and thought-provoking presentation. His performance consultancy focuses on executive

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## CODBS: "Greatest Single Benefit To Being an AWI Member"

AWI Manufacturing Members overwhelmingly agree that the Annual AWI Cost of Doing Business Survey is the "greatest single benefit to being an AWI member." In addition, 93% of participants in the 2005 CODBS agreed or strongly agreed to the following:

**"I would encourage other AWI members, particularly members who have never participated in the CODBS Survey, to complete this year's survey."**

Regional differences in operating costs are anticipated because of the improved economy in 2005, and that means that more AWI Manufacturing Members should participate in the survey to help improve the validity and usefulness of the final CODBS Report.

All AWI Manufacturing Members will receive the 100+ pages of detailed trends, benchmarks and insights contained in the final report, plus the 7,000+ financial and human capital

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## In the Field...Member Company News

**Algoma Hardwoods, Inc.** (AWI Supplier Member since 1987) and the United Brotherhood of Carpenters and Joiners – Local 1521 have agreed on a new three-year labor contract. The new agreement was ratified by a wide margin on January 17, 2006, well in advance of the current contract expiration on March 10. The new contract contains annual increases in compensation and pension contributions as well as improvements to the overall benefit package, including accident & sickness coverage, life insurance and vacation benefits.



John Zolan

**Stiles Machinery** (AWI Supplier Member since 1996) will conduct its 5th Annual Executive Briefing Conference, April 19-21, 2006 in Denver, CO. This year's EBC will spotlight VOC Abatement and Energy Savings. John Zolan, Director of Business Development for Climate Technologies, a 30-year veteran in the power generating industry, and a leader in the initiative of reducing the expense of handling volatile organic compounds (VOCs), will present on a new technology that converts fumes to electricity. To view the complete EBC lineup of briefing presenters and topics, or to register for the conference, go to [www.stilesmachinery.com/ebc](http://www.stilesmachinery.com/ebc), or contact Judy Cisler at 616.698.7500, ext. 1246.

**VT Industries** (AWI Supplier Member since 1983) has recently introduced a new EQcounter<sup>top</sup> that uses no added urea-formaldehyde particleboard core, water-based adhesives and Greenguard indoor air quality certified laminates. The new product contributes toward achieving credits under the LEED (Leadership in Energy and Environmental Design) Green Building Rating System™, and the National Association of Home Builder's (NAHB) Model Green Home Building guidelines for residential projects. Visit the company's web site at [www.vtindustries.com](http://www.vtindustries.com) for more information.

**The Anthony Galluzzo Corporation** (AWI Manufacturing Member since 1999) will hold its Spring Open House on March 16, 2006 as part of its PIE (Partnering Industry and Education) initiative for the 2005/2006 school year. The upcoming event will build on the company's fall program which brought together over 40 students, including freshman through seniors, teachers, parents and administrators from partnering schools. As before, employee volunteers will lead small groups of 6 to 10 visitors through the firm's 34,000 sf facility. In addition to the open house, The Anthony Galluzzo Corporation, in conjunction with its PIE partners, has job shadow, student intern and cooperative opportunities planned for this coming year. ■

## Michael Parker Passes Away

Michael L. Parker, owner and President of Carolina Millwork of Rockingham Inc. (AWI Manufacturing Member since 1977), passed away Feb. 11, 2006 at the age of 59 at Duke University Medical Center in Durham, NC. He served his country in the U.S. Army during the Vietnam War and was a member of the American Legion and the Veterans of Foreign Wars. Mr. Parker was a Past President of the AWI Carolinas Chapter. He is survived by his wife, Rebecca Dodd Parker. Condolences may be sent to the Parker family at 123 Pine Lane, Rockingham, NC 28379-6865. ■

## CODBS: Greatest Single Benefit to Being an AWI Member...

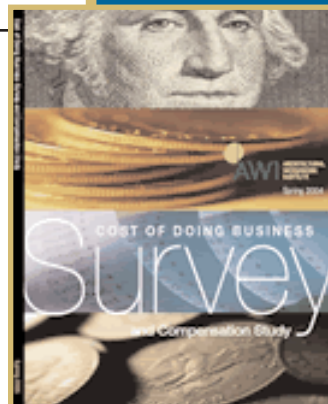
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benchmarks for use in a variety of practical applications apart from pumping up your company's financial performance.

For details about the data needed for submission, as well as bonus benefits and financial tools provided exclusively to participants, visit <http://www.inverra.com/awi/2006codbs.htm>. Inverra, the consulting firm that conducts the CODBS for AWI, holds all data in strict confidence,

so your identity and financial information is protected and is not viewed by anyone outside the Inverra organization.

AWI Manufacturing Members have until April 1, 2006 to submit data. The final report will be available around June 1, 2006. ■





Keynote Speaker Ed Penney

### AWI Spring Leadership Conference...

(continued from page 1)

coaching, leadership development, conflict resolution and teambuilding. Over the past 30 years, Ed has not only had a finger on the pulse of some of the highest-performing organizations in the country but he has been at ground-zero as they deal with challenges, strategize for the future, and seek unity within their organizations.

An AWI Chapter Leadership Training Program will involve attendees in an interactive day of

training designed by Committee Chairman Kent Gilchrist of Freemont Interiors and AWI's Director of Education Greg Heuer. In addition to participating in "model" chapter exercises, current and future chapter leaders will hear updates on programs and services offered by AWI National that support local interests and business needs.

A Leadership Link Banquet will round out this track bringing together AWI Chapter Leaders, AWI Officers and Board of Directors, AWI Development Council members and AWI members-at-large. Connect with your peers for personal and professional growth.

### Business Growth

Visit AWI Manufacturing Plants in Maryland and Virginia to observe the set-up and functions of other successful operations. Learn how other architectural woodworkers overcome daily challenges. Make safety a basic work skill as you learn teambuilding techniques that make "Safety First" on the job. A safety workshop will reward you with new ideas and techniques. Lean manufacturing processes offer huge profit potential. Learn how to incorporate the principles into your operation and boost your operating efficiency and profits.

### Networking to Build Contacts

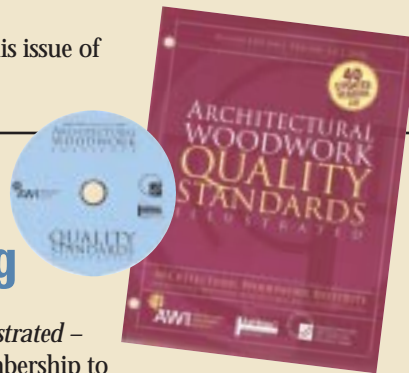
The AWI Spring Leadership Conference offers ample opportunities for making and enhancing valuable connections in the AWI architectural woodwork community. The comradeship among members is a welcoming environment for newcomers. As a member of AWI you've already taken the first step to belonging; take another step to become a part of the community of AWI members. Participation is rewarding!

Registration information is enclosed with this issue of AWI NewsBriefs. ■

## QSI – Version 2.0 Available for Ordering

A revised edition of *Quality Standards Illustrated – 8th Edition* is now available as a benefit of membership to all AWI members. The updated Version 2.0 is available on request by AWI members. A complimentary copy in either book or CD-ROM format is available until April 15, 2006 by completing the form enclosed with this issue of AWI NewsBriefs.

Claim your copy now! And while you're at it, order a caseload (12 per case) of QSI – 8th Edition, Version 2.0 at the low AWI member price. Details are on the order form. Consider offering copies of Version 2.0 to your design professional colleagues. ■



## Safety Matters

### AWI/CNA Safety Awards Program: New Rewards for ALL Applicants

April 1, 2006 is the deadline for AWI Manufacturing Members to submit their AWI/CNA Safety Awards Program entry form. Don't miss out on this opportunity to be recognized for your safety achievements at the Third Annual Safety Awards Breakfast, October 7, 2006 during the 54th AWI Annual Convention and Meeting in New Orleans, LA.

What better way is there to demonstrate to your insurance agent, your customers and even your competitors the commitment your company has made to safety than by displaying an AWI/CNA Safety Award plaque or certificate in your office?

“All AWI Manufacturing Members who submit entries will receive a bonus this year: a comprehensive report on survey results.”

It's simple to enter. You only need your OSHA Logs 300 and 300A handy to go to <http://www.inverra.com/awi/2006safety.htm> and answer a few easy questions.

### Applicant Rewards

All AWI Manufacturing Members who submit entries will receive a bonus this year: a comprehensive report on survey results.

And, entrants who do not receive an award will be provided with the survey results to compare their safety records against the results of other AWI Manufacturing Member applicants. Most importantly, non-winning applicants will be advised of what they can do in the future to improve their safety records and win.

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## 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.awinet.org](http://www.awinet.org) for more information about QCP or call the offices toll-free at 1.800.449.8811.

### Angles Shapes and Surfaces

Youngstown, OH  
Date Certified: 12/30/2005  
Level: Premium Grade  
Sections: 300-500, 1300, 1500 & 1700

### Buda Woodworks

Buda, TX  
Date Certified: 12/6/2005  
Level: Premium Grade  
Sections: 300-700, 900, 1400-1700

### Cab-Con Enterprises Inc.

Fountain, CO  
Date Certified: 2/15/2006  
Level: Premium Grade  
Sections: 300-900, 1400-1700

### Hunter Millworks

Lubbock, TX  
Date Certified: 12/23/2005  
Level: Premium Grade  
Sections: 300-700, 900, 1300, 1400, 1600 & 1700

### Papirus Ahsap Dekorasyon

Istanbul, Turkey  
Date Certified: 1/23/2006  
Level: Premium Grade  
Sections: 300-600, 900, 1300-1700

### Select Euro Systems

Hayden Lake, ID  
Date Certified: 2/17/2006  
Level: Premium Grade  
Sections: 400, 1500 & 1700 ■

## QCP Extends Enforcement Deadline For Minimum Label Fee Increase

The QCP Board of Review is pleased to announce that the deadline for complying with the increase in the minimum label fee has been extended and is now effective on all projects bid on or after April 1, 2006. The extension will give all certified firms ample time to comply with the increase in the minimum label fee. In October 2005, the QCP Board of Review voted to raise the minimum label fee to \$500 per project. Questions may be directed to [kthorp@awinet.org](mailto:kthorp@awinet.org). ■

## AWI/CNA Awards Program:... (continued from page 3)

### Award Categories

There will be three award categories again this year. The Best Safety Achievement Award will be presented to the AWI Manufacturing Member with the lowest Incident Rate in each of the four categories determined by total work hours. All members that submit an entry form with no lost time due to accidents will receive the Zero Lost Time Accident Achievement Award. And those members that have reduced their Incident Rate from last year will receive a Safety Improvement Certificate of Recognition.

Don't let this opportunity pass you by. You can't win any of these awards, if you don't enter! Enter and plan on attending the 54th AWI Annual Convention and Meeting, October 5-7, 2006. Your AWI Insurance/Safety Loss Control Committee is making plans for a very entertaining and informative Third Annual Safety Awards Breakfast. ■

## 2006 AWI Sponsors

AWI is grateful to the 2006 Sponsors for their support. Their contributions 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. ■



Sustaining Sponsor:

**stiles**

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Level 4 Sponsor:

