

News Briefs

Newsletter of the Architectural Woodwork Institute

NEW AWI MEMBERS MANUFACTURING

Custom Cabinets of Graham

Graham, TX

Exhibits Southwest

Tempe, AZ

M&D Millwork, LLC

Amityville, NY

Magleby Companies, Inc.

Pleasant Grove, UT

Master Kraft, Inc.

Indian Trail, NC

Oak Trends

Palm Bay, FL

Salisbury Custom Woodwork LLC

Salisbury, NC

Valley Custom Interiors, Inc.

Las Vegas, NV

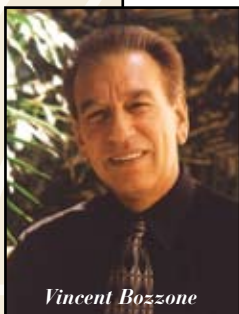
Vintage Interiors

Gay, GA

SUPPLIER

Eastern Panel Manufacturing, Inc.

Chatham, VA ■



Vincent Bozzone

Renowned "Speed to Market" Author Tapped for AWI Convention Seminar

Vincent Bozzone, architect of Delta Dynamics, Inc.'s *Speed to Market Technology* for job shops and order-driven businesses, will be the featured presenter for "Lean Manufacturing for Job Shops Like Yours." This insightful interactive seminar will be conducted during AWI's 55th Annual Convention/Executive Conference, October 4-6, 2007 in Louisville, KY. Mark your calendar!

Problem Solving

Mr. Bozzone will walk chief executive participants through the fundamentals of "Speed to Market" to demonstrate how to cut lead time by eliminating delays in the "quotes to cash process." He'll introduce the basic concepts and tools that provide a perspective on how order-driven businesses function. Then he will outline a typical process in the architectural woodworking business, and engage the audience in identifying typical delays they encounter in this process. Attendees will discuss what

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Fall AWILL Education Program Offers Popular Core Courses

Seattle, WA beckons AWI Manufacturing Members for fall AWILL events, September 13-15, 2007. Don't miss the AWI core education courses designed for estimators and project managers to increase operating efficiency and maximize profits. These AWILL fall programs will help managers increase their knowledge and improve their skills in these specialized areas of architectural woodwork operations.

• Fundamentals - One-Day Courses

- Estimating: Thursday, September 13
- Project Management: Thursday, September 13

• Advanced - Two-Day Courses

- Estimating: Friday-Saturday, September 14-15
- Project Management: Friday-Saturday, September 14-15

The fundamental courses are vital for training new employees and the advanced courses are

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Photo: Tim Thompson

The Bell Harbor Marina gives residents and visitors access to a lively waterfront in Seattle, WA, site of the AWILL Fall Seminars, September 13-15, 2007.

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AWI Cost Book replacement pages enclosed.



Renowned "Speed to Market" Author... (cont. from page 1)

they can do to eliminate these types of delays systematically (not with band-aids) by modifying policies and procedures, instituting better communications, improving processes, and more.

Business Expertise

Author of several "Speed to Market" books that are used in job shops and university courses around the world, Mr. Bozzone has led or supported more than 500 consulting engagements in a wide range of industries. His programs have generated millions of dollars in new revenues and earnings for companies as a result of his ability to conceive, plan and implement solutions for a broad range of strategic and operational problems. Mr. Bozzone is a graduate of Columbia University with a Masters in Business Administration.

“Cutting lead time is the single most successful strategy any shop can follow to strengthen its competitive position, improve profits, and secure the future of its business...Bar None!”

Don't miss this informative program. Plan to come away with practical solutions to reduce lead time and bring your company up to speed. "Cutting lead time is the single most successful strategy any shop can follow to strengthen its competitive position, improve profits, and secure the future of its business...Bar None!" Mr. Bozzone says.

Watch for more news about the 55th AWI Annual Convention/Executive Conference, October 4-6, 2007 in future issues of *NewsBriefs* and *e-briefs*. ■

Professional Development

Fall AWILL Education Program...

(cont. from page 1)

excellent either as refresher sessions for more seasoned estimators and project managers or for elevating expertise to the next level. Knowledge is power and power leads to profits.

Sessions will be held at the Renaissance Seattle Hotel in downtown Seattle, WA, steps away from Seattle's Qwest and Safeco Fields, Pike Place Market, the new Seattle Public Library, and downtown shopping. With close proximity to the freeway and convenient location on Madison Street, the Renaissance Seattle Hotel is well situated for easy access.

Watch for news about course details, instructors and registration in upcoming issues of *e-briefs* and *NewsBriefs*. Plan to attend! ■



Photo: Tim Thompson

New AWI Liaison to Chapters



Greg Bednar

On May 1, Greg Bednar was welcomed to the AWI National team and appointed AWI Chapter Development Services Liaison. He will be responsible for enhancing communication with AWI's chapters as well

as providing chapters with services to help strengthen them. In his new role with AWI, Mr. Bednar will be drawing from his 20+ years of experience in the architectural woodwork industry. He has served as a past AWI Chapter President and past CSI Chapter President. Contact him as a resource at his offices in Wisconsin – by phone at 571.323.3629 or at gbednar@awinet.org. ■

AWI Manufacturing Members – Updated Pages for Your Cost Book

While a comprehensive review of the *AWI Cost Book* is tentatively scheduled for 2008, two of the pages to the current book are updated. All AWI Manufacturing Members received the replacement pages in this monthly mailing. Remove

the existing pages and update your *Cost Book*. The *AWI Cost Book* is a benefit of Manufacturing Membership in AWI.

If you need additional copies of the *Cost Book* for your estimating team, visit the AWI Web site store, www.awinet.org, to order them. Additional copies are \$45.00 each. ■

Experience Music Project and the Seattle Space Needle attract visitors to Seattle, site of the fall AWILL education program.

Bountiful Returns from AWI Lean Manufacturing Seminar

A dynamic program, jointly hosted by the AWI Central Pennsylvania, Virginia, and Chesapeake & Potomac Chapters in cooperation with AWI National, focused on

how a Lean Manufacturing process can produce a fruitful bottom line for architectural woodwork companies. The program, "Fundamentals of a Lean Enterprise," took place on May 10 and was a sold out event with over 60 regional manufacturing employees.

The guest speaker, Michael A. Rothmeier, P.E., is a Lean Consultant who specializes in helping smaller businesses leverage the power of the Lean toolbox.

He started his firm, Simple Solutions, to accelerate processing and production tasks; reduce systemic wastes; increase customer confidence; and simplify internal company processes. His presentation was sponsored by Northway Industries (AWI

Supplier Member since 2003). Northway has worked with Simple Solutions for three years successfully implementing lean tools into its business.



"The goal of Lean Manufacturing is to maximize value for the customer," Mr. Rothmeier said. His presentation covered: the eight wastes for any process; foundation of the Lean Toolbox; accelerating changes with current resources; and five steps of a Lean transformation. "Value," he said, "is anything the customer will pay you to do."

This program was the first collaborative seminar with efforts from the three regional chapters involved.

If your chapter is interested in either securing speakers for a program or teaming up with others to host a program, contact Greg Bednar at gbednar@awinet.org. ■

“The goal of Lean Manufacturing is to maximize value for the customer... “Value,” is anything the customer will pay you to do.”

55TH AWI ANNUAL CONVENTION WILL FEATURE EXECUTIVE CONFERENCE

Mark your calendar for October 4-6, 2007! AWI's 55th Annual Convention/Executive Conference will feature education sessions, networking opportunities, a supplier fair, plant tours and spouse events. A full day of programs will be directed to owners and upper management about marketing, business economy and woodworking forecasts, workforce future, WoodLINKS education, and Lean Manufacturing. Pictured here is the 4th Street Live! entertainment district, connected by a pedestrian walkway to the Hyatt Regency Louisville, site of the AWI convention. The \$70 million entertainment complex offers restaurants and clubs, including Rascal's Comedy Club, Saddle Ridge, Red Cheetah, and Maker's Mark Bourbon House and Lounge. ■





About QCP

Participation in the Quality Certification Program increased by 17 companies since February. Visit these and other participants on the web. For a complete listing of all QCP participants, go to www.awiqcp.org and click on "Find a Certified Firm/Project." Search by company name, city, state, country and Quality Standards Section.

Aubin Woodworking, Inc.
Bow, NH

Belet's Millwork, Inc.
Jacksonville, FL

C. W. Keller & Associates, Inc.
Plaistow, NH

Casework, Inc.
North Kansas City, MO

Corna/Kokosing Millshop
Westerville, OH

D & L Cabinets, Inc.
Graham, NC

Devereaux Custom Woodworking
North Salt Lake, UT

Diamond Millwork
Conway, AR

Feature Millwork, Inc.
Coquitlam, BC, Canada

JBD INC.
Sheridan, WY

Johnson Brothers Planing Mill, Inc.
Idaho Falls, ID

Kellington Construction
Corcoran, MN

Koops Woodworks, LLC
Lowell, NC

Premier Woodcraft
Coatesville, PA

Riss & Associates Cabinets & Casework, Inc.
Black Hawk, SD

River Valley Manufacturing
Ellsworth, WI

Toppys Architectural Millwork, Inc.
Fort Worth, TX ■



2007 AWI Sponsors

AWI is pleased to welcome another Level 2 Sponsor for 2007 — M. L. Campbell Company. The editors of *NewsBriefs* regret the delay in announcing this Supplier Member sponsor whose continued support is very much appreciated. ■

Sustaining Sponsor:

stiles

Major Sponsors:



Level 2 Sponsors:



Level 3 Sponsors:



Level 4 Sponsor:



Member News

In the Field

Pollmeier's third sawmill in Aschaffenburg, Germany is currently under construction and is scheduled for completion this year. Production of European Beech will increase to 200,000,000 board feet, helping meet global demand for high-quality, closed-grain temperate region hardwoods. Pollmeier (AWI Manufacturing Member since 2003) is certified by the Pan European Forestry Certification Council for sustainable forestry practices on over 150 million board feet. ■

