

News Briefs

Newsletter of the Architectural Woodwork Institute

NEW AWI MEMBERS MANUFACTURING

Allen Bradley Interiors, Inc.

Rhodes, MI

Country Designs, Inc.

Fairfield, PA

Fuller & d'Albert, Inc.

Fairfax, VA

Gator Millworks, Inc.

Denham Springs, LA

JK Concepts, Inc.

Denver, CO

S&J Millwork

dba Euro-Tex Manufacturing

Hutto, TX

Sommers Millwork

Drexel, MO

Sudberry Millwork

Nashville, TN

Victory Woodworks

Sparks, NV

Vivo Brothers, Inc.

Poland, OH ■

Hands-on Management Assistance Through AWI Best Practices Groups

This month 10 more AWI Manufacturing Members will leverage their quest for enhanced business performance as members of AWI's third Best Practices Group (BPG).

What about you? Openings are available on a first-registered, first-placed basis for a fourth group that is currently being formed. "Where else can you get hands-on management assistance from industry pros?" asks AWI President-Elect Whitney Coombs of Ivan C. Dutterer, Inc., a member of AWI Best Practices Group #1.

Whitney will serve as facilitator of Best Practices Group #3 at its first meeting on February

15. Like all members of AWI Best Practices Groups, participants are owners or top managers of non-competitive AWI Manufacturing Member firms. The business peers – from large, small and mid-size firms – help each other meet their business goals. Whitney confirmed that "every participant learns something at every meeting regardless of business size."

The company principals commit to sharing their business goals and troublesome challenges and to exploring solutions suggested by group members who bring their talent, expertise and experience together for the collective good. Whitney encourages new BPG members to "dive into discussions" to get the most of out of the sessions.

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WHAT'S NEXT
VISIONS FOR THE FUTURE

"What's Next," You Ask; Find Out at the Executive Conference

Be the first to see what's on the horizon during the Seventh Annual Executive Briefing Conference (EBC), April 16-18, 2008, in Princeton, NJ. The conference, launched by Stiles Education in 2001, is co-sponsored by several industry organizations, including AWI, in 2008. AWI will also host its Development Council Meeting on Wednesday, April 16, as part of the EBC.

The Executive Briefing Conference (EBC) is a live forum for woodworking decision-makers to review and discuss topics relevant to current and future business challenges and opportunities, and to help you answer the question, "What's Next?" Two keynote speakers will be joined by several dynamic briefing presenters to propose thought-provoking ideas, solutions and strategies that apply to businesses of all sizes.

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SAFETY INFORMATION & SAFETY TIP CHALLENGE

Details Enclosed

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Dramatic Woodwork Projects; Outstanding Corporate Exposure

When was the last time

your company's outstanding project was showcased to over 25,000 architects and design professionals? For the following AWI Manufacturing Members it was the winter issue of *Design Solutions* magazine, coming to your mailbox this month.

Each of the following AWI Manufacturing Members is a recipient of an AWI "Award of Excellence" for winter 2008. You too have an opportunity to win one of the prestigious awards and gain valuable corporate business exposure for your architectural woodwork project. This exclusive quarterly competition is open to all AWI Manufacturing Members.



I have also seen new ways to do things, structuring options, and new incentives

Hands-on Management Assistance...

(cont. from page 1)

Group Goals

AWI's BPGs are designed "to assist manufacturing company owners and top managers to improve their business performance, plant operation, and profit attainment through long-term structured peer group networking." Non-competing members help participants explore solutions for their market," Whitney said. "By gaining exposure to operations in other market segments, participants expand their perspectives of possible applications within their own markets," he said.

Value of Participation

Why should you get involved in BP Group #4? Whitney asks, "How can you afford not to?" Here are some of his perspectives about the value of participating in a BPG, "It's been a tremendous learning and growth process. Because of our group, I have been stimulated to read more business books than at any time since I left school. I have also seen new ways to do things, new equipment opportunities, new staff structuring options, and new incentives to refine my business model. Some of these new ideas

Project: G.S.O. Capital Partners Offices
Woodworker: Island Architectural Woodwork, Inc., Ronkonkoma, NY
Architect: The Mufson Partnership
Owner: G.S.O. Capital Partners

Project: BearingPoint
Woodworker: Legere Group, Ltd., Avon, CT
Architect: The M Group Architects
Owner: BearingPoint

Project: Atlantic Cape Community College Library
Woodworker: CBR Woodworking, LLC, Hainesport, NJ
Architects: Duca/Huder & Kumlin; Garrison Architects
Owner: Atlantic Cape Community College

Project: Telcordia Customer Briefing Center
Woodworker: Somerset Wood Products Company, Somerville, NJ
Architect: Francis Cauffman Foley Hoffmann Architects, Ltd.
Owner: Telcordia Technologies

Project: 202 Market Square
Woodworker: Architectural Wood, Roanoke, VA
Architect: Interior Creations
Owner: Dr. Stephen Rosenoff, MD

To submit your project for consideration in the AWI "Award of Excellence" program, visit www.awinet.org and click on "Design Solutions Magazine." Learn more about the AOE program and download submittal forms. The next deadline for submissions is May 15, 2008. ■

“ A Best Practice Group is the ultimate in-depth networking resource available to me to continually help me to improve my business. ”

new equipment opportunities, new staff to refine my business model.

have been implemented at our shop: some things have worked, others have not, and a few were abysmal failures. Nevertheless, I have broadened my perspectives and explored options that I never knew existed before I joined BPG #1.”

“My participation has resulted in my cutting inventory on the shop floor by 60-70%. What a savings,” Whitney said. “A Best Practice Group is the ultimate in-depth networking resource available to me to continually help me to improve my business,” he said.

Other Benefits

Another side benefit is the “camaraderie among group members. We anticipate our next meetings and are held accountable for acting on proposed solutions to our business challenges raised at the previous meeting. Our typical one-day meetings also include social activities. The investment of time and nominal expenses are minor compared with the return,” Whitney said. “Also, if we need to partner on a project, we have a ready network of fellow woodworkers whom we can draw upon.”

Explore Participation

If you are interested in participating in a fourth AWI Best Practices Group currently being formed, contact AWI Executive Vice President Phil Duvic for more information. Phil can be reached by phone at 571.323.3621 or by e-mail at pduvic@awinet.org. Applicants are placed in a Best Practices Group only with non-competing firms. ■

Photo courtesy of JackMcGuire.com



The Washington Monument, symbol of a city and a major attraction in Washington, DC is on The Mall, where Smithsonian museums offer something for every visitor to our nation's capital.

"What's Next," You Ask;... (cont. from page 1)

Briefing Insights

The Spring EBC will be kicked off with a keynote address, “Green to Gold,” by Andrew Winston of Winston Eco-Strategies, who will focus on what works – and what doesn’t – when companies go “green.” In addition, key industry leaders will provide briefings on: implementing “green” strategies; delivering exceptional customer service; energy trends that impact manufacturing; environmental ramifications of composite panel; nanotechnology’s impact on finishing and wood manufacturing; technology trends and developments; applications of scanning solid wood and panel materials; and CAD technology’s role in Lean Manufacturing. The EBC closing keynoter will look at the future with an eye to planning for prosperity.

Plant Tours - Networking

Plant tours are woven into the Spring EBC for participants seeking a close look at operations in some of the region’s best facilities. During meals and receptions, participants will also have outstanding opportunities to network with industry executives from other associations and groups that also are program sponsors, including AWI, Association of Closet and Storage Professionals, Association for Retail Environments, Stiles Education, Wood Component Manufacturers Association, and *Wood & Wood Products* magazine.

Conference Fees

Visit www.awinet.org and click on “Education Offerings” for full details and links to online registration. The registration fees for AWI members are discounted and include hotel accommodations at the Wyndham Princeton Forrestal Hotel & Conference Center in central New Jersey. The fees also include most meals and plant tours.

The enclosed Seventh Annual Executive Briefing Conference brochure offers more details, including registration options. Sign up today. ■

Save the Dates – May 7-9, 2008

Mark your calendar for a comprehensive program of financial management, sales and marketing education seminars to take your business to its next level of success and profitability. The AWI Spring 2008 Professional Development Seminars will be held May 7-9, 2008 in Falls Church, VA at the Westin Tysons Corner, an easy 20-minute drive to either AWI headquarters in Potomac Falls, VA or to attractions in Washington, DC.

Visit www.awinet.org for details coming soon. Registration opens March 3, 2008. ■

Seeing Yellow: Winning Safety Tip



Congratulations to our first Safety Tip Challenge winner. The AWI Insurance and Safety Committee is proud to announce that Ken Hanson of Mount Wachusett Community College in Gardner, MA submitted the best Safety Tip for the last quarter of 2007. He will receive a new Starrett Model S909Z Precision Measuring Tool Set for his winning safety tip.

Ken's tip was for the category of "Machinery Safety." His tip recommends that companies should institute a policy in their business operations to paint machine guards the color "OSHA Yellow." This helps bring greater visibility and recognition of potential hazards to dangerous areas on a piece of equipment.

The OSHA Web site,* www.osha.gov, states that under 29 CFR 1910.144 there are specific color-coding requirements for a variety of items such as safety cans, emergency stop buttons, or portable containers of flammable liquids, to name a few. The standard does not specify what machines or portions of machines need to be color-coded. But the standard does specify that yellow is to be used to identify physical hazards such as striking against, stumbling, falling, and "caught in-between." The idea behind color-coding is to make the employee aware of potential hazardous conditions in the work area. If there is a

portion of a machine that creates a particular hazard and color-coding will enhance employee safety, then that part or hazard shall be color coded in compliance with 29 CFR 1910.144.

Again, congratulations to Ken on his recommended safety tip. ■

Source: http://www.osha.gov/pls/oshaweb/owadisp.show_document?p_table=INTERPRETATIONS&p_id=24636

"The idea behind color-coding is to make the employee aware of potential hazardous conditions in the work area."



2008 AWI Sponsors

AWI thanks the following 2008 AWI Sponsors whose support will help to fund association programs and services that benefit all AWI members this year. Support these members; they are supporting you through their 2008 sponsorship commitment. Visit www.awinet.org to contact these suppliers the next time a need arises for their services. ■

Sustaining Sponsor:



Major Sponsors:



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Level 3 Sponsors:



About QCP

Do You Measure Up?



The Quality Certification Corporation (QCC) is seeking a few good industry professionals to serve as QCP Representatives who serve as links to program participants as well as to the design and construction community. Qualification criteria are fairly high for just the right candidates who will have a rewarding experience.

As an AWI member subscriber to *AWI NewsBriefs*, your network of contacts in the architectural woodwork community is a likely source of candidates, however, QCP Representatives should not be affiliated with an active woodwork manufacturing, finishing or installation company. Candidates should have a thorough knowledge of the *Quality Standards Illustrated*, and a minimum of 15 years of industry-related experience. For more information about QCP Representative positions, contact QCC Director Randy Estabrook at 571.323.3620 or by e-mail at restabrook@awinet.org. ■