

NEWS BRIEFS

Newsletter of the Architectural Woodwork Institute

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AWI NEWS BRIEFS

AWI's monthly newsletter is published as a service for members to help them improve operations and grow their businesses. *NewsBriefs* is also a resource for news and information about AWI's products, programs and publications and other membership benefits and services. •

COMING NEXT MONTH

- HR Tips
- Wood IS Green™ Campaign

NOTE: The information, examples and suggestions presented in this newsletter should not be construed as legal or other professional advice. Neither AWI nor guest contributors accept any responsibility for the accuracy nor completeness of this material and recommend the consultation with competent legal counsel and/or other professional advisors before applying this material in any particular factual situations.



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A Winner by Any Standard! Margaret Fisher Honored by AWI

Margaret Fisher, Market Development Manager for Saunders Wood Specialties of Park Falls, WI, is a winner in AWI's book. As AWI's representative to the United States Green Building Council for several years, Ms. Fisher is well known among AWI members and chapters as a frequent author of articles about sustainable resources in *AWI NewsBriefs* and a speaker at AWI National and chapter events. She has a stellar reputation within the architectural woodwork and design/build industries.

AWI recognized her contributions to the industry on Friday, October 9 during the Appreciation Lunch held at the 57th AWI Annual Convention in "Old Town" Alexandria, VA. AWI President Whitney Coombs of Ivan C. Dutterer, Inc. presented Ms. Fisher with the prestigious AWI "President's Award." The coveted honor is bestowed to a worthy "individual who has been a volunteer for many years; has served as a role model; and has shown the quality of leadership, the spirit of volunteerism, and family."

Ms. Fisher is a 24+ year industry veteran, author of articles in industry journals, instructor of an AIA CEU course offered by Saunders Wood Specialties, a lecturer about LEED® (Leadership in Energy and Environmental Design) around the country, featured guest speaker on AWI's LEED Podcasts at www.awinet.org, and more.

Congratulations, Ms. Fisher, and thank you. Job well done! •



Garry Astles Honored As Outstanding AWI Chapter Leader

“ This prestigious award recognizes a chapter president who has exhibited outstanding leadership and dedicated service to a chapter. ”

AWI is proud to recognize the important role of its chapters in binding together the architectural woodwork community. Volunteer leaders of the chapters have a formidable job leading these vital organizations in addition to maintaining their full-time jobs in the industry.

This year, AWI's highest honor for chapter leadership, the "Twiellenmeier Award," was presented to Garry Astles, President of the AWI Central Pennsylvania Chapter. "This prestigious award recognizes a chapter president who has exhibited outstanding leadership and dedicated service to a chapter." The presentation took place at the Appreciation Lunch on October 9 during the 57th AWI Annual Convention in "Old Town" Alexandria, VA.

For insight into the chapter's growth and its successful education program initiatives, see page six of

(continued on page 3)



Tops in Safety! AWI/CNA Recognize Members for Best Practices

What do 48 AWI Manufacturing Members have in common?

SAFETY MATTERS

A commendable commitment to safe working conditions on the jobsite and in the shop. Are you as committed as the 48 members who were recognized on October 8 at the AWI/CNA Safety Awards Lunch held during the 57th AWI Annual Convention in Alexandria, VA?

If you are, AWI encourages you to submit an application for recognition in 2010. If you need to improve your safety record, find out how the honorees incorporate best safety practices into their team efforts.

Four AWI Manufacturing Members have been singled out for "Best Safety Achievement Award" for their business size and hours worked. Congratulations to the following companies that have shown exemplary practices that put the safety of their employees first.



Best Safety Achievement Award

- **Creative Dimensions, Inc.**, Oberlin, KS
Less than 10,000 hours
- **RLS Commercial Interiors**, Wendell NC
10,000 to 19,999 hours
- **S & H Cabinets & Manufacturing, Inc.**
20,000 to 99,999 hours
- **Barsanti Woodwork Corporation**
more than 100,000 hours

Each also received a "Zero Lost Time Accident Achievement Award" in their categories. In addition, Creative Dimensions, Inc. was recognized in all three award categories and received a "Safety Improvement Recognition Award."

Zero Lost Time Accident Achievement Award

10,000 to 19,999 Hours

- **Jensen's Architectural Woodwork, Inc.**, Murray, UT
- **Woodtronics, Inc.**, Yorktown Heights, NY

20,000 to 99,999 Hours

- **Accurate Custom Cabinets, Inc.**, Addison, IL
- **B&G Architectural Millwork and Design***, Birmingham, AL

- **B&H Millwork and Fixtures, Inc.**, High Point, NC
- **Central Plains Millwork, Inc.**, Lincoln, NE
- **Charles Yost Custom Cabinets, Inc.**, Newport News, VA
- **CKC Manufacturing**, St. Louis, MO
- **Classic Woodworking, Inc.**, St. Louis, MO
- **Commercial Millworks, Inc.**, Orlando, FL
- **DT Woodcrafters Corporation***, Hialeah, FL
- **Federal Millwork Corporation***, Fort Lauderdale, FL
- **Goodman Millwork, Inc.***, Salisbury, NC
- **Greenbrier Architectural Woodwork**, Ronceverte, WV
- **Imperial Casework, Inc.***, El Paso, TX
- **Jutras Manufacturing Company**, Smithfield, RI
- **Marc Woodworking, Inc.***, Indianapolis, IN
- **Mass Cabinets, Inc.**, Methuen, MA
- **Mock Woodworking Company***, Zanesville, OH
- **PCI Cabinetworks**, Harleyville, SC
- **Precision Millwork & Plastics, Inc.**, South Bend, IN
- **Richard Gilbert Industries, Inc.**, Midfield, AL
- **The Anthony Galluzzo Corporation***, Londonderry, NH
- **Trickett Woodworks Company***, Auburn, NH
- **Wend-Wood, Inc.***, Wichita, KS
- **Windsor Architectural Woodworking**, Malden, MA
- **Wood Arts Systems, Inc.**, Houston, TX
- **World of Wood, Ltd.***, Oconomowoc, WI

More than 100,000 Hours

- **Concepts in Millwork, Inc.**, Colorado Springs, CO
- **Diversified Woodcrafts, Inc.***, Suring, WI
- **The Millwork Specialist, LLC**, Richmond, VA
- **Wood Systems, Inc.***, Tulsa, OK

Companies marked with an * were also honored with a "Safety Improvement Recognition Award."

Safety Improvement Recognition Award

20,000 to 99,999 Hours

- **Artefice' by Dianda**, Sparks, NV
- **Creative Arts Unlimited, Inc.**, Pinellas Park, FL
- **Jefferson Millwork & Design, Inc.**, Sterling, VA
- **Leininger Cabinet & Woodworking, Inc.**, Lexington, KY
- **Salina Planing Mill, Inc.**, Salina, KS

(continued next page)



More than 100,000 Hours

- DeLeers Millwork, Inc., Green Bay, WI
- Mark Richey Woodworking, Newburyport, MA
- MEDCO Construction, LLC, Dallas, TX
- Merritt Woodwork, Mentor, OH
- RCS Millwork, LLC, Ankeny, ID
- TMI Systems Design Corporation, Dickinson, ND

Importance of Recognition

By being honored for safety these companies can use their awards to display their commitment to safety to their employees, who, of course, are vital team members contributing to a safe working environment. •

AWI-CNA “Heartwood Award” Recognizes SawStop, LLC

This year, in introducing the “Heartwood Award,” one company stands out for making important contributions that have a safety impact for architectural woodworkers, according to the AWI Insurance and Safety Committee.

SawStop, LLC of Tualatin, OR is the first such “Heartwood Award” honoree. The company’s cabinet saw combines safety, design and craftsmanship. The firm was recognized by the AWI Insurance and Safety Committee and CNA, its insurance safety partner, on Thursday, October 8 at the Annual AWI-CNA Safety Awards Lunch in conjunction with the 57th AWI Annual Meeting and Convention in Alexandria, VA. Company officials received a finely crafted wooden award.

This new award was introduced this year. Candidates were evaluated according to criteria announced in the September issue of *AWI NewsBriefs*. •

The company’s cabinet saw combines safety, design and craftsmanship.

Honors Go to AWI Chapters for Good Jobs on Many Fronts!

CHAPTER NEWS

AWI challenged the association’s chapters earlier this year when the 2009 Chapter D.R.I.V.E. campaign was introduced. They responded admirably with Direction, Resolve, Involvement, Victories, and Energy!

Thirteen AWI chapters have earned the new “Distinguished Chapter” status and were recognized with colorful ribbons for placement on their National Banner (also new this year) on October 7 during the 57th AWI Annual Convention in “Old Town” Alexandria, VA.

Congratulations go to the following Distinguished Chapters: Carolinas, Chicago, Colorado, Florida, Georgia, Heart of America, Minnesota, Missouri/Illinois, New England, Ohio Valley, Central PA, West Texas, and Wisconsin. The Distinguished Chapters have performed exemplary service to our industry and are helping secure the future of the architectural woodwork industry.

In addition, the following AWI chapters were recognized for their communications vehicles. AWI Wisconsin received First Place honors for “Best Chapter Newsletter” and the AWI Carolinas Chapter was awarded the Second Place honor.

Chapters also have been improving their Web sites in recent years to promote their members’ work and to communicate with them. This year AWI introduced another new award, “Best Chapter Web Site,” and the following took away the honors: First Place – AWI Ohio Valley; Second Place – AWI New Jersey; and Third Place – AWI Carolinas.

Congratulations to all of the honorees. Keep up the good work. •



Garry Astles Honored... (continued from page 1)

the April issue of *AWI NewsBriefs*. In the article, “A Chapter Success Story about Education,” Astles explained how the chapter’s collective efforts and partnerships with neighboring AWI chapters were deciding factors in the chapter’s success.

The “Twiellenmeier Award” is named in honor of AWI Past President (1957-1958) Claude Twiellenmeier, who with his wife, Irene, founded many AWI chapters and frequently visited all association chapters.

Astles is a Sales Representative with AWI Supplier Member Northway Industries, headquartered in Middleburg, PA. •

BUSINESS TOOLS

The Best of the Best “Standard of Excellence”

The AWI Manufacturing Members who received the highest honors for their outstanding architectural woodwork projects in 2009 have at least one characteristic in common: excellence.

Certainly, to qualify for an AWI “Standard of Excellence” Award, all honorees also had to be recognized for their projects throughout the year with an “Award of Excellence” in one of the quarterly editions of AWI’s official journal, *Design Solutions Magazine*. The projects of seven firms that were selected as the best among the best were honored in the categories noted below.

The standout among these outstanding projects was the Board Room of the Retirement Systems of Alabama, a project exemplifying the finest architectural woodwork by Fabrication Specialists, Inc. of Mobile, AL. In addition to recognition as “Overall” winner, Fabrication Specialists was also honored with a “Standard of Excellence” Award for the same project in the “Corporate Office” category.



Overall and Corporate Office Category:
Fabrication Specialists, Inc. of Mobile, AL for the Board Room of the Retirement Systems of Alabama in Montgomery.
Photographers: Robin Krchak and Rus Baxley



Residential Category:
Ivan C. Dutterer, Inc. of Hanover, PA for a private residence in PA.
Photographer: Tom Crane



Health Care Category:
Calmar Manufacturing Company, Inc. of Calmar, IA for the Midwest Medical Center in Galena, IL.
Photographer: Jeff Millies/Hedrich Blessing



Retail Category:
Imperial Mill & Fixtures, Inc. of Corpus Christi, TX for the M. Penner Retail Store in Houston, TX.
Photographer: Jud Haggard

Education
Fetzer Arch
City, UT for
Photograph

AWI NEWS

New Honorary Life Members

A number of members have been loyal supporters and committed architectural woodwork community members within the family of AWI members for many years. AWI President Whitney Coombs of Ivan C. Dutterer, Inc. conferred Honorary Life Membership on the following individuals who have contributed exemplary service to the association, its members, and AWI’s Mission:

- Jerry Allen, Allen Millwork Company, Wichita, KS
- Phil Duvic, AWI Executive Vice President (AWI Past President – 1998-1999)
- Margaret Fisher, Saunders Wood Specialties Park Falls, WI

Congratulations and thanks for your service to the architectural woodwork industry. •

2009 AWI Convention Sponsors

Thank You for Your Support!

- | | |
|------------------------------|--|
| Alliance Millsoft | M.L. Campbell Company |
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| Brown Wood Products | SCM Group |
| CNA | Sherwin-Williams Company |
| Delmac Machinery Group | S.J. Morse Company |
| E-Template Systems | Stiles Machinery |
| Flexible Materials | Veneer Technologies |
| Gemini Coatings | Waco Composites |
| HolzKraft | Western Dovetail |
| IMA/Schelling | Woodworking Machinery Industry Association |
| Kerfkore | |
| M. Bohlke Veneer Corporation | |

Excellence” Honorees

Congratulations to all the honorees for their accomplishments! AWI is proud to count you among its membership and show off your work as among the best the architectural woodwork community has to offer.

The awards were presented on October 9 during the Award of Excellence Breakfast held during the 57th AWI Annual Convention in “Old Town” Alexandria, VA.

Design Solutions is circulated to designers and architects quarterly to illustrate the quality of the work performed by members of AWI. The magazine also includes a listing of all AWI Manufacturing Members in the back of each issue, and identifies those that are participants in the AWI Quality Certification Program. •



Category:
Architectural Woodwork of West Valley
Alice Tully Hall in New York City.
Photographer: Iwan Baan



Hospitality Category:
Montbleau and Associates, Inc. of San Diego, CA for The Grand Del Mar Resort in San Diego.
Photographer: Karyn Millet



Public Facility Category:
Triangle Case Work Inc. of Raleigh, NC for the Durham Performing Arts Center in NC.
Photographer: William Doherty

Cast Your Vote for AWI Directors

This is your chance to participate in your association by voting for AWI members who will represent you on the AWI Board of Directors. Make sure you vote!

All AWI Manufacturing Members are urged to vote for the candidates of their choice to fill three (3) vacancies from among the seven (7) candidates whose names appear on the ballot. Candidates for director position for a three-year term that begins January 1, 2010 and ends December 31, 2012 are:

Mike Bell	Kentucky Millwork	Louisville, KY
Randy Estabrook*	Estabrook Associates	Alexandria, VA
Kent Gilchrist	Freemont Interiors, Inc.	Carmel, IN
Randy Jensen	Jensen Millworks	Harahan, LA
Denny Milsten	Westmark Products, Inc.	Tacoma, WA
Dave Nadolski	A. J. Pietsch Company	Milwaukee, WI
Steve Waltman*	Stiles Machinery, Inc.	Grand Rapids, MI

*Mr. Estabrook and Mr. Waltman are Director Candidates by signed petition from 1% of AWI MFG Membership. All other Director Candidates by AWI Nominating Committee.

(continued page 8)

New AWI Members

Manufacturing

Advantage Moulding & Millworks

Citronelle, AL

Artisan Millwork, LLC

Pawtucket, RI

Classic Caseworks, LLC

Kennesaw, GA

Cosmos Woodwork, LLC

Houston, TX

DBI, Inc.

Bessemer, AL

Desert Cove Woodworks

Phoenix, AZ

Douglas Cabinet Company, Inc.

Ruston, LA

Fish Construction, Inc.

Stafford, TX

Hopewell Craft Company, Inc.

Hopewell, VA

LAMAR

Riyadh, Saudi Arabia

Living Laminates

Elgin, IL

Pechal Cabinets

Temple, TX

Prism Cabinets and Construction, Inc.

Everett, WA

RLN Corporation

dba RLN Industries, Inc.

Webster, TX

SECO Cabinet Division

Indianapolis, IN

Yoders Building Services

Fair Play, SC

Suppliers

Bruce Matson Company, Inc.

Honolulu, HI

SCI Architectural Woodwork Installation

Pompano Beach, FL

Veritas

Kent, OH

White River Hardwoods-Woodworks, Inc.®

Fayetteville, AR •

Use the online Directory of AWI Manufacturing and Supplier Members at www.awinet.org for contact information and access to the Web sites of these and other AWI members. The resource is open 24/7 for use in seeking manufacturers and suppliers of architectural woodwork. •

Everyone Can Be...An Exceptional Presenter

Are you guilty of any of the following when making a presentation: 1) talking about yourself; avoiding eye contact; not smiling; reading your entire speech; and/or using inappropriate or sarcastic humor? These are surefire ways to alienate your audience.

In this fourth article in our series on presentation skills we discuss another one of the six characteristics of an exceptional presenter:

LEARNING FORUM

Engaging. Exceptional presenters connect with their audiences. They build rapport quickly and involve audiences early and often.

The techniques which media training specialist Tim Koegel shares with AWI members can be applied in a myriad of situations, including presenting the new *Architectural Woodwork Standards* to colleagues and customers.

Out of 11 techniques that Mr. Koegel outlines in his best selling book, *The Exceptional Presenter*, the following are five he recommends you incorporate.

1. Speak to the interests of your audience.

"Presenters often make the mistake of talking about what is important to themselves, not to the audience. Do your homework; find out what is of interest to your audience," he advises.

Make your presentation relevant by reviewing each part of it and imagining the audience asking, "How does this apply to me?" and "How does it add value?"

2. Arrive early / meet and greet audience members.

Meeting and greeting your audience involves arriving early, getting set-up, and conversing with audience members. Koegel advises presenters to create a seating chart. Fill in the names as people enter the room and you greet them. "Use the names early and often throughout your presentation," Koegel says. "If you become confused, don't be afraid to say, 'I'm sorry, what is your name?'" This forces audience participation... and engagement.

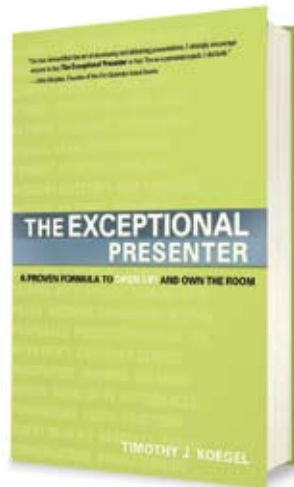
Using anyone's name will capture the attention of all. "But, if you ask an audience member a question, remember to use his/her name *before* stating your question. Give the person a chance to hear the question. If they were not paying attention, it will lead to an audience member who is embarrassed in front of the entire audience.

Another technique is to introduce people to each other. Introductions will help build a bond between the audience and you before starting your presentation.

3. Maintain eye contact.

Koegel advises that during a presentation we should maintain direct, sustained eye contact with *all* members of the audience. "Read their body language and discover how they are reacting to your presentation," Koegel says.

Practice! "You can learn how to maintain eye contact and elevate your comfort level by practicing in small group conversations. Eye contact delivers a message that you are prepared and comfortable with your material," Koegel says. "Common sense and common courtesy suggest that we share our eye contact with *every person* in the room," Koegel states prominently in chapter six of *The Exceptional Presenter*.



Common sense and common courtesy suggest that we share our eye contact with *every person* in the room.

4. Use humor when possible and appropriate.

"Don't feel compelled to use humor or tell a joke, particularly if it is unnatural for you to do so. The goal is to directly tie humor to your message; otherwise, don't use it. Real life situations are generally funnier than jokes. And, if there is even a hint of inappropriateness," Koegel advises against using it. Ideas can come from a variety of sources: newspapers, Dilbert cartoons, your shop, etc. "When you practice your presentation, practice humor as well. You will get much better at it," Koegel recommends.

5. Use movement to get people involved.

Meaningful use of movement involves squaring up your shoulders and moving your position from behind a podium to the room. Move around to engage the audience and connect with people in different areas of the room. It will change the dynamics of your voice and the visual, as well.

(continued next page)

For more ways to engage the audience, consult *The Exceptional Presenter*. You, too, can master the art of being an exceptional presenter. •



Tim Koegel has conducted workshops for the White House, members of Congress, press secretaries, and government agencies. He provides media training for corporate executives, politicians, athletes, coaches and authors. He is author of the New York Times and Wall Street Journal best selling book, The Exceptional Presenter. He is founder of The Presentation Academy in Annapolis, MD. Visit www.timkoegel.com.

Dates & Location Announced For Next Executive Briefing Conference

Stiles Machinery Inc. has announced that the Executive Briefing Conference (EBC) is now scheduled for February 28 through March 2, 2010 in Dallas, TX.



What's Now
What's New
What's Next

Stiles is committed to offering the EBC under the auspices of Stiles Education, the internationally accredited educational branch of the organization. The new February date avoids event

conflicts members of industry associations had with the initial fall 2009 date. Highlights of the 2010 event include two manufacturing plant tours, renowned keynote presenters, and briefing topics focusing on solutions for what's now, what's new, and what's next. Program details and registration information will be distributed in the next few months.

New to the 2010 event is a special offer for EBC alumni who have participated in multiple conferences. Stiles will provide this group with additional opportunities to connect with the presenters as well as other unique benefits for their continued support. Personal invitations outlining this new program will be sent to qualifying alumni.

Stiles Education, in cooperation with industry partners and network supporters that include AWI, designs the EBC as a learning opportunity that also offers a dynamic group experience. The EBC is a not-for-profit educational event. Any profits will be donated to advance the efforts of WoodLINKS USA, an industry education partnership that certifies entry-level skilled workers so they can become the future leaders of the industry.

(continued on page 8)

stiles



AWI ARCHITECTURAL
WOODWORK
INSTITUTE

SPONSOR SPOTLIGHT

Join Delmac for Two Free Educational Sessions, November 4 or 5, 2009

Delmac, located in Greensboro, NC, is a U.S. sales and service organization representing several European manufacturers of high technology woodworking equipment. We provide the machinery, service and education needed to increase your production and make your business profitable. Delmac represents Busellato (CNC machining centers, CNC routers), Bonacin (electric case clamps), Casadei (wide belt sanders, sliding table saws, panel saws, edgebanders), Celaschi (single and double end tenoners), CPC (assembly and case clamps), Gabbiani (flooring machines), Fraval (contour edgebanders), IDM (single and double side edgebanders), Mayer (panel saws), OMAL (bore, glue and dowel machines) and SAG (material handling).

We invite you to attend our next Profit Solutions Seminar at our Greensboro facility November 4 or 5, 2009, where we will build commercial cabinetry plus traditional furniture engineered by Delmac and A.G. Raymond and Company using dowel construction and 21st Century machine technology.

We know your time is important so we have worked out a schedule that will allow you to attend TWO educational sessions each day. The morning session, "Implementing Lean Manufacturing for the Cabinet and Furniture Industry" will review the key steps to becoming lean, equipment organization and product design to achieve a smooth work flow, increase production and reduce floor space.

The afternoon session is "Implementing Dowel Construction in Case Goods and Furniture Manufacturing." We will manufacture both a cabinet and a night stand utilizing nested base machining and dowel construction.

These two sessions together will show you how employing the latest in machinery technology coupled with process speed by smart and efficient factory flow can take dollars out of your process and add them to your bottom line!

Delmac Machinery Group has been an AWI Supplier Member since 1995. Visit them at www.delmac.com. •



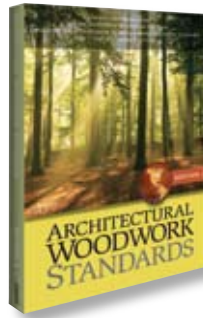
AWS Effective October 1, 2009

STANDARDS

AWI members are reminded that the *Architectural Woodwork Standards* (AWS) released in August 2009

became effective on October 1, 2009. If contract documents state that a project be specified in accordance with *The Quality Standards Illustrated* or *The Manual of Millwork*, then the AWS takes precedence.

All AWI Manufacturing Members received a complimentary copy of the AWS in August. Additional copies of the AWS for employees and customers may be ordered at the member rate of \$12.50 per book or \$93.75 for a case of 10. To obtain the AWI member price, login to www.awinet.org with your member user identification. •



Save the Date! April 29 – May 1, 2010



AWI Spring
Professional
Development
2010
LOS ANGELES, CA

**Powerful Programs
For Profitable Results**

Executive Briefing Conference... (continued from page 7)

More than the largest supplier of quality machinery, Stiles provides a Total Production Solutions approach by also offering equipment integration, financial services, education, service and parts. Headquartered in Grand Rapids, MI, Stiles has regional offices in High Point and Gastonia, NC; Shelton, CT; Irving, TX; and Ontario, CA. Visit Stiles at www.stilesmachinery.com. Stiles has been an AWI Supplier Member since 1996. •

Cast Your Vote... (continued from page 5)

AWI Manufacturing Members must mail their completed ballots on or before the close of business on October 23, 2009 to the office of AWI's legal counsel using the self-addressed envelope provided by AWI. The results of the election tabulated by AWI's legal counsel will be reported after the first week of November 2009. •



2009 AWI Sponsors

Thanks to all of the 2009 AWI Sponsors whose support helps to fund association programs and services that benefit all AWI members. Support these members; they are supporting you through their 2009 sponsorship commitment. Visit www.awinet.org to contact these suppliers the next time a need arises for their services. •

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