

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

AWI Learning Forum:

- Convention Sessions
- Fall Professional Development Seminars



NOTE: The Architectural Woodwork Institute (AWI) makes every effort to ensure that published information is accurate and current. Neither AWI, nor any content contributor, officer, or employee of AWI warrants the accuracy, reliability or timeliness of any information published in AWI News-Briefs and/or AWI e-Briefs, nor endorses any products, services or other information resources linked from AWI's editorial content and shall not be held liable for any losses caused by reliance on the accuracy, reliability or timeliness of such information. Portions of the information may be incorrect or not current. Any person or entity that relies on any information obtained from this system does so at their own risk.

Visit AWI at IWF Atlanta

AWI will be an active exhibitor, resource for woodworkers, and committed educator at IWF Atlanta, August 25-28. Come by the AWI booth at the Georgia World Congress Center in Atlanta.

In addition to walking the exhibit floor, learn from peers and industry experts on Business Management, Manufacturing Techniques, Green/Environment, Marketing & Business Development, and Non Wood Based education sessions. There are 21 Technical Conference sessions in six tracks offered over the four days of the show.

AWI Sponsored Seminar

AWI is presenting "LEED® - Green - Sustainable Woodwork" on Thursday, August 26th from 1:00 – 2:30 pm. This program explores the relationships between the U.S. Green Building Council LEED® project specifications and the use of wood and wood products. It is intended for general-level design professionals, end-use customers, and

(continued on page 2)



AWI is presenting "LEED® -Green-Sustainable Woodwork" on Thursday, August 26th from 1:00 - 2:30 pm.

AWIEF Awards \$30,500 For Tomorrow's Workforce

"The AWI Education Foundation (AWIEF) is pleased to announce that six scholarships totaling \$10,500 have been awarded this spring to worthy students showing promise as members of the architectural woodwork community of the future," AWIEF President Robert Stout announced. "The AWI Education Foundation has also made a \$20,000 donation to WoodLINKS USA to support high school woodworking programs. The combined contributions reflect our strong commitment to educating tomorrow's workforce," he said.

SCHOLARSHIPS AWARDED

- \$2000 to Christopher Rider, Virginia Tech
- \$2000 to Ryan Williams, New England School of Architectural Woodworking
- \$2000 to Scott Vasey, Pittsburgh State University
- \$1500 to Andrew Prioli, Rhode Island School of Design
- \$1500 to Steven Costa, Thaddeus Stevens College of Technology
- \$1500 to Chad Szablewski, Fox Valley Technical College

(continued on page 2)



46179 Westlake Drive, Suite 120
Potomac Falls, VA 20165
571.323.3636 • 571.323.3630 Fax
www.awinet.org

Visit AWI at IWF Atlanta *(continued from page 1)*

woodworkers who are unfamiliar with the LEED® requirements. The concept of LEED® points or credits relates to AWI's support of sustainable architecture and the use of wood, nature's renewable resource.

Attendees will take home an understanding of the benefits and drawbacks of using FSC-certified materials. The program reviews green lumber, panel products, veneers, and doors.

AWI NEWS

Registration / Housing

The cost for attending the Technical Conference sessions at IWF 2010 is \$45 for registrations made before July 23, 2010 and \$55 for registrations made after the July 23, 2010 early registration deadline. You also must register for a show badge to attend any Technical Conference session. Information on all the educational tracks at IWF can be found at www.iwfatlanta.com. Click on "Education" for all of the offerings.

If you register before July 23, 2010, the cost is \$20 per badge and the badge is good for all four days of the show. After the July 23, 2010 early registration deadline, the cost is \$25 per badge. AWI Members will receive \$5 off the price of registration. Use this link for your AWI Member discount: <http://registration2.experient-inc.com/showIWF101/default.aspx?DSource=20-SC>.

If you need housing, go to <http://www.wynjade.com/iwf10/association>. The login is IWF; the password is AWI.

AWI Member Reception

Plan to attend! After a day at the show, don't miss the AWI Member evening reception. Watch for more details in an upcoming issue of AWI e-briefs, your twice monthly AWI e-newsletter!

If you have any questions or need more information, contact Katie Allen, AWI Marketing Director, by e-mail – kallen@awinet.org or call 571.323.3611. •

AWIEF Awards \$30,500...

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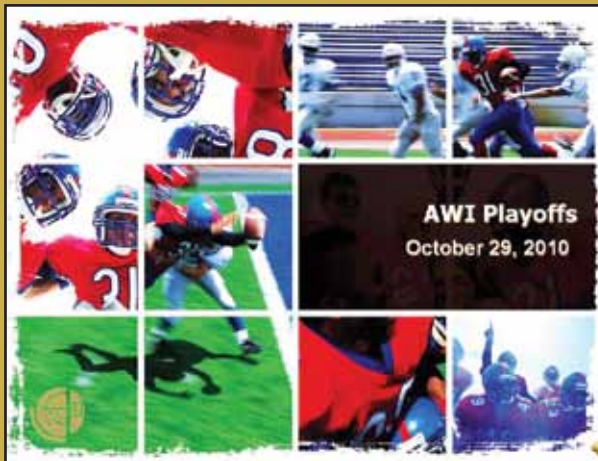
Contributions Received

The AWI Education Foundation (AWIEF) recently received a gift of \$2,500 from the AWI New England Chapter, whose contribution will fund scholarships in the New England area.

Having received the official determination as a private, non-operating foundation from the IRS, AWIEF is eligible to receive fully tax deductible donations. Contributions are being accepted for the upcoming school year.

For more information about the AWI Education Foundation (AWIEF) and to contribute to the education of tomorrow's workforce, contact Phil Duvic, Executive Vice President, Architectural Woodwork Institute, at 571.323.3636. •

In addition to his role as AWIEF President, Mr. Stout is AWI President-Elect. He is President of RLS Commercial Interiors, a manufacturer of architectural millwork, commercial casework, and retail fixtures offering products of the highest quality and flexibility in design. Founded in 1984, the company is located in Wendell, NC and has been a Manufacturing Member of AWI since 1989.



LEARNING FORUM

Are You Ready!

**58th Annual Convention
October 27-30, 2010
Denver, Colorado**

**Registration is Now Open!
www.awinet.org**

LEED® Certified Wood Credit: The Controversy Continues

By Rob Ziegelmeier, AWI Sustainability Resource Representative

The Certified Wood Credit for the Leadership in Energy & Environmental Design (LEED) green building rating system™ has been under review by the United States Green Building Council (USGBC) for over two years. During that time three comment periods have generated more than 3,000 responses. Much has been said already and more will probably be said about forest certification standards before the LEED® wood credit is finalized and published.

The draft revision calls for the following requirements: "Use a minimum of 50% (based on cost) of wood based materials and products that are certified in accordance with a Forest Certification scheme that is recognized after evaluation against the USGBC Forest Certification Benchmark, for wood building components."

GREEN SCENE

AWI applauds the USGBC for this step in potentially expanding eligibility...

Notice that the language previously limiting the use of Forest Stewardship Council (FSC) only materials has been eliminated. AWI applauds the USGBC for this step in potentially expanding eligibility to other credible forest certification programs.

The new draft Benchmark system requires all forest certification programs to be measured against a new set of criteria. The criteria evaluate the individual forest programs on numerous levels including Governance, Forest Standards Substance, Chain of Custody & Labeling, and Accreditation & Certification Processes. But who will evaluate all of the forest certification programs and determine which are acceptable is unknown but assumed to be the responsibility of USGBC.

As currently drafted, to qualify for the Certified Wood credit, the forest certification program that you use for your materials will be required to, at a minimum, meet all of the prerequisites in the Benchmark system. The wood credit is still only worth one point but there is a new sliding scale for how the dollars apply to the credit.

As described in the following table, qualifying wood based materials (certified by a recognized forest certification scheme) contribute value to the "50% based on cost" threshold related to the percent of Benchmark credits with which the certification scheme is compliant:

Level of Benchmark Compliance	Recognition in LEED® (dollar credit granted towards 50% based on cost)
Prerequisites (only)	\$0.50 credit for \$1 spent
Prerequisites + 30% of credits	\$1.00 credit for \$1 spent
Prerequisites + 60% of credits	\$2.00 credit for \$2 spent



The potential new benchmarks have created quite a stir within the forest certification program community. The Forest Stewardship Council does not like the Benchmark because it lessens the requirements. Other forest certification organizations claim that the credit is exclusionary and the requirements should be opened up.

While we cannot predict how this will play out, it is clear that some folks won't be happy. We will keep you up to date on this issue as it develops. •

Rob Ziegelmeier served as President of the Architectural Woodwork Institute in 1996-1997 and as Chairman of the LEED Task Force from 2003 to 2007. In the past few years he has established Forest Stewardship Council Certification for

two companies and done numerous AIA Continuing Education presentations on the impact of LEED on the woodworking industry. He is currently a sales representative with Algoma Hardwoods in addition to his work with AWI. Contact him at rzig@aol.com.

Please note AWI cautionary disclaimer on page 1.



You Don't Have to Be on the Shelf to Gather Dust

By Shari Falkenburg, Risk Control Consulting Director, CNA

You've undoubtedly heard about people who collect stamps – they're called philatelists. You've most likely also heard of people who collect coins, or numismatists. And while you've probably thought of yourself as a woodworker, manufacturer or wood shop owner, it's doubtful that you've ever thought of yourself as a sawdust collector.

SAFETY MATTERS

But maybe you should. Because collecting the sawdust created in your woodworking shop can help ensure the safety of your employees, and help the environment in several different ways.

When sawdust flies it can create breathing problems and cause long-term pulmonary function impairment.

Wood Dust When It Flies

When sawdust flies, as it often does in a wood shop, it can create breathing problems and cause long-term pulmonary function impairment. General exposure to excessive amounts of sawdust can have an irritant effect on eyes, nose and throat, and may have carcinogenic effects, as well. In addition, there are several softwoods (California Redwood, Western Red Cedar), hardwoods (Ash, Beech, Oak), and tropical woods suspected of inducing sensitization, which can irritate the eyes and nose, and can eventually lead to asthma.

The physical effects experienced by those who work around wood dust represent just one kind of hazard. Another peril results when wood dust builds up. In a wood shop, a significant amount of sawdust can accumulate. Wood particles that collect on shop machinery act as an insulator and trap the heat generated by the machines. When the wood heats up, the dust can ignite, causing a fire that endangers wood shop employees and damages property. If fine wood dust happens to be floating in the air when the fire breaks out, the chance of an explosion increases.

Wood dust is covered under the Occupational Safety and Health

Administration's (OSHA's) Hazard Communication Standard. As a general rule, due to the hazard of secondary explosions, wood dust accumulations on elevated surfaces should not exceed 1/8 inch.

Sawdust floats in the air and lands on machinery. But it also gathers on the floor, causing a good number of slip-and-fall injuries each year.

With all of the dangers posed by sawdust, it's easy to see why becoming a sawdust collector might be a good idea.

One way to collect wood dust is by using an exhaust ventilation system with collectors placed at points where dust is produced. To derive optimum benefit from the system:

• **Check duct velocity pressure at regular intervals.**

• **Clean the system on a regular basis.**

• **Check belts on the drive units of exhaust fans for slippage or breaks.**

• **Lubricate bearings to prevent overheating.**

There are several methods for cleaning up the sawdust that makes it to your shop floor. While vacuuming is the preferred method, brooms, brushes and mops can be used as well. Make sure to maintain brooms and brushes so that they are in pristine condition. Replace them often, as a frayed broom will merely re-deposit wood dust in new places. You want to get rid of the dust, not just move it around your shop. To store your brooms and brushes, hang them up, above the floor, with the brush pointed downward.

While taking these precautions will help lower the dust factor in the workplace, you may want to consider personal protective equipment, such



“Wood can be returned to the environment with no negative impact on the earth.”



as respirators, for employees who work on the shop floor. By wearing a respirator, an employee can significantly lower the chance that he will inhale hazardous wood particles. The selection of an appropriate respirator requires a thorough knowledge of the workplace, the chemical contaminants present and their concentrations. Implementation of a respiratory protection program should accompany the use of respirators.

Wood When It's Good

Once your wood dust has been collected, it can be recycled. Wood can be returned to the environment with no negative impact on the earth. Sawdust can be used as fuel for boilers, or re-manufactured into fiberboard, particleboard or wood pellets. The dust from Walnut wood is a natural weed killer, and can be used in multiple ways in the garden.

On a larger scale, the 23 podiums used at the 2010 Winter Olympics in Vancouver were constructed from wood donated by businesses, individuals and communities across British Columbia.

So rather than waste your sawdust, become a collector instead. •



Sawdust can be used as fuel for boilers, re-manufactured into fiberboard, particleboard or wood pellets.

Source: U.S. Department of Labor - OSHA
<http://www.osha.gov/SLTC/wooddust/recognition.html>
<http://www.osha.gov/SLTC/wooddust/evaluation.html>
<http://www.osha.gov/SLTC/wooddust/solutions.html>



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New AWI Members

Manufacturing

Anderson Cabinet & Millwork

Rigby, ID

Bearwood Concepts, Inc.

Tulsa, OK

CIF Lab Casework Solutions, Inc.

Concord, ON, Canada

Crawson Corporation

Fort Smith, AR

Custom Millcraft

Fairfield, OH

Distinctive Kitchens & Bath, Inc.

DBA distinctive Millwork

Boca Raton, FL

Heartland Casework, Inc.

Tulsa, OK

Herrick & O'Herron, Inc.

Las Vegas, NV

Lignimago, Inc.

Ogden, UT

Sherwood Cabinetmaker

Cockeysville, MD

Wagner Woodwork, Inc.

Sussex, WI

Wm. Hermann & Son

Indianapolis, IN •

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. •

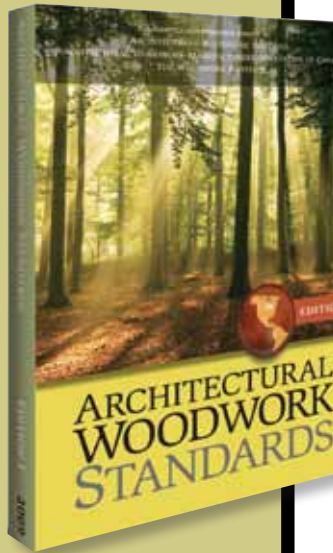
JUNE 2010

STANDARDS

Did You Know?

By Shows Leary, Alternate Member,
AWI Technical Committee

Familiarity with the AWI *Architectural Woodwork Quality Standards Illustrated* (QSI) can no longer be relied on in woodworking project specifications where the *Architectural Woodwork Standards* introduced in August 2009 supercede the QSI. Don't assume the standards are the same. As a service to architectural woodworkers, AWI will report about some of the differences between the QSI and AWS in each issue of *AWI NewsBriefs* and *AWI e-briefs* to help members educate themselves about the changes.



Back Priming of Standing and Running Trim

The QSI requirement for factory back priming of standing and running trim is that factory finished moldings shall be back primed with one coat of sealer or primer. The requirement for back priming of standing and running trim in the AWS is seen on page 113, item 4.2.1.1: standing and running trim shall have one coat at 1 mil dry for premium and custom Grade. No difference between the QSI and the AWS. •

Shows Leary has been an AWI Quality Certification Program (QCP) inspector since 1996. He has served as QCP's Regional Representative and as a member of the Quality Certification Corporation Board of Directors and Board of Appeals. He is an alternate member of the AWI Technical Committee. Contact Shows Leary at shows@showingleary.com.

Please note AWI cautionary disclaimer on page 1.

U.S. Forest Service Awards Grant To Woodwork Career Alliance

WORKFORCE

The Woodwork Career Alliance (WCA) received the good news this month that it is one of 13 organizations selected to receive a Wood Education and Resource Center (WERC) grant in the amount of \$75,000 to implement in the next 12 months a key element of the WCA credentialing program that is slated for completion by 2013. The grant is for work set to start this June to make the first steps of the larger credentialing initiative immediately visible, useful and linked to the forest products business.

The outcome of this funded project will be The Woodwork Passport – a portable, personal, permanent record of a woodworker's level of competency in tool and machine operations, i.e., a “passport” to career success. WCA will develop and administer a passport program to provide a portable credential for individuals in the woodwork industry to quantify and qualify their ability to operate woodwork tools properly and

“The outcome of this funded project will be The Woodwork Passport... i.e., a “passport” to career success.”

safely to create high quality wood products.

The maximum grant amount is \$80,000. Grant recipients are required to match Federal funds, dollar for dollar. That makes the WCA project a \$150,000 project for the first year of the grant award. Collectively, these grants will be used to invest approximately \$2 million into forest management and forest products business.

For further information contact Scott Nelson, WCA chair, or Greg Heuer, WCA Secretary and AWI Chief Learning Officer, at 571.323-3636. •



BUSINESS TOOLS

Small Business Economic Confidence Recovering

More than 39% of small business owners expect an economic turnaround in 2010, while 44% think a rebound will occur in 2011 and 17% are unsure, according to the most recent Business Confidence Survey released on May 3 by Administaff (NYSE:ASF), a leading provider of human resources services for small and medium-sized businesses.

Biggest Concerns

The economy was listed by 71% of business owners as one of their biggest short-term concerns, down from 77% in October 2009 and 83% last July, followed by 54% citing government health care reform, 43% specifying rising health care costs, and 41% listing controlling operating costs. However, for the longer-term, those who said they were "very concerned" again listed the economy in fourth place at 36%, whereas 55% named government expansion and the effect on business as the leading issue, 52% designated the federal deficit and the total national debt as second (versus 42% in the last survey), and 50% cited potential tax increases as third.

More than 73% of participants listed selling new accounts as the leading strategy.

Business Development

When respondents were asked about their pipelines for new business for the balance of 2010, 55% responded that they expect a sales increase, up from 48% last October; 30% predicted it will stay the same, while only 7% anticipated decreasing sales, down from 11% last fall and 15% in July 2009; and 7% were unsure.

In addition, 72% of owners and managers of small- and medium-sized businesses said that they are either meeting or exceeding their 2010 performance plans compared to 58% in the last survey, while the remaining 28% reported that they are doing worse than expected.

Compensation

Administaff also announced compensation data from its base of more than 5,700 small- and medium-sized businesses. Compared to the 2009 first quarter data, average compensation is up 1.8%, bonuses are up 1.6%, and commissions increased by 8.8% in 2010. Overtime pay is still slow, running 7.5% of regular pay, under the 10 to 12% range that indicates a need for additional employees.

"The current economic environment is prompting owners of small- and medium-sized businesses to take more positive, but guarded, steps toward moving ahead in 2010," said Paul J. Sarvadi, Administaff's chairman and chief executive officer. "Commerce, for

many industries, is picking up, but some business segments are still waiting on constructive recovery signals."

In the survey conducted in late April month, 60% of participants said they are maintaining current staffing levels, while 31% are adding new positions, up from 28% six months ago, and 23% nine months ago. Layoffs were named by 9% as a current management strategy versus 11% in October and 16% last July.

The survey also said that 57% of participants expected to maintain employee compensation at current levels throughout 2010, 22% planned increases, 4% expected decreases, and 17% were unsure.

Generating Profits

Concerning their current profit-generating activities, more than 73% of participants listed selling new accounts as the leading strategy, a slight increase to the 70% response rate in October. This was followed by 68% naming increased service to clients. For the second consecutive time as a category, 52% said they were adding new services or products, while 31% named investing in new improvements, and 30% of survey respondents listed negotiating with vendors as fifth. •

About the Business Confidence Survey

Respondents to the Administaff Business Confidence Survey are among the small- and medium-sized companies Administaff serves throughout the country. The questions were designed to measure the pulse of the small-business community and gauge the activities and expectations of business owners in 2010.

Administaff conducted the survey April 20-22, 2010, of chief executive officers, chief financial officers and other executives in a variety of industries at its client companies throughout the United States. The overall sampling error of the national survey is +/- 5% at the 95% confidence level.

Administaff is the nation's leading professional employer organization (PEO), serving as a full-service human resources department that provides small and medium-sized businesses with administrative relief, big-company benefits, reduced liabilities and a systematic way to improve productivity. The company operates 50 sales offices in 23 major markets. For additional information, visit Administaff's Web site at www.administaff.com. Administaff is an Affinity Partner of AWI.

Small Business Confidence

- 55%** expect increase in sales through year-end
- 8.8%** increase in commissions, which continue to move up
- 71%** name the economy as their top short-term concern

Source: Administaff Small Business Confidence Survey, Released May 3, 2010



JUNE 2010

SPONSOR SPOTLIGHT

A Profile of CNA: AWI Safety Insurance Partner

At CNA, we believe that in order to be successful, we have to focus on what we do best – provide insurance solutions for our clients that help them manage business risks and grow their business profitably. CNA backs its commitment to the architectural woodwork industry with the financial strength and stability of a national carrier rated “A” by A.M. Best. Our trusted presence in the manufacturing industry has earned the respect of thousands of customers and the support of the Architectural Woodwork Institute (AWI).

Our experienced and knowledgeable professionals have the expertise to address the specific risks woodworkers face. We work closely with local independent agents to provide products and services that meet the unique needs of our customers. As a result of this partnership, our policyholders benefit from property and casualty insurance coverages that not only help them manage key business risk exposures, but also defend them against liabilities and protect their long-term interests. Our 15-year partnership with AWI helps us stay ahead of industry trends and develop comprehensive products and services for woodworkers.

Our broad portfolio of products offers a variety of standard business insurance coverages that woodworkers need to protect their businesses, such as Property, General Liability, Automobile, Workers’ Compensation and Umbrella. Our local underwriters combine broadened coverages and policies with the territorial knowledge and decision-making authority necessary to create customized solutions that are vital to the continued operation of a woodworking business.

Woodworkers of any size can depend on our industry knowledge and experience to minimize their business risks. With dedicated customer service, including our risk control and claim services that are rated among the best in the industry, our customers are free to focus on what they do best – manage their business. For additional information on our products and services available for woodworkers, visit www.cna.com/manufacturing today. •



2010 AWI Sponsors

AWI thanks these annual sponsors for their additional support in 2010. Their financial support helps to fund association programs and services that benefit all AWI members throughout the year. Visit www.awinet.org to contact them whenever a need arises for their services. •

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Major Sponsors:



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