

# NEWS BRIEFS

Newsletter of the Architectural Woodwork Institute

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EXG. MASONRY CHIMNEY

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## AWI NewsBriefs

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

- Awards / Honorees



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.

## Powerful New AWI Services: Meeting Members' Business Needs

**T**wo AWI member forums – the AWI Development Council and the Annual AWI Membership Survey – are avenues for members-at-large to identify their strategic planning and operating needs. AWI responds by developing and/or enhancing products, publications and programs to help members remain competitive and profitable during the good and bad times.

The formulation of new offerings in 2010 is no exception. Yes, your voice is heard; so speaking out about your business needs is important in order for AWI's Board of Directors to allocate resources to deliver the best return on members' dues dollar investments.

Here are highlights of the new offerings in 2010. Tap into them at any time or when they are next available.

### • First CODBS Webinar Introduced

How do your financials and bottom line look for weathering the brutal business environment in 2011. The trend data for the 2010 AWI Annual Cost of Doing Business Survey reveals the vital information you need for developing effective financial strategies. As an exclusive benefit for CODBS Manufacturing Member participants only, AWI hosted a free

(continued on page 2)

“Yes, your voice is heard; so speaking out about your business needs is important.”

## Certified Wood Credit: Changes to LEED® Reference Guide

By Rob Ziegelmeier, AWI Sustainability Resource Representative



The United States Green Building Council (USGBC) has incorporated an *Addendum* into the 2009 *LEED Reference Guide for Green Building Design & Construction*. This *Addendum* is an effort to align itself more closely with the Forest Stewardship Council (FSC) Chain-of-Custody (CoC) standards.

This is a major change for our industry. Previously, many woodworkers could achieve credit for the certified wood point by purchasing FSC goods and then manufacturing and installing those products. This is no longer the case. To quote from the *Addendum*:

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## Powerful New AWI Services... (continued from page 1)

“The two days have a laser-like focus on the steps a woodworking firm needs to take to get LEAN.”

webinar on August 5 presented by Marc Sanderson, Owner and President of Wilkie Sanderson. He took a deeper look at the numbers and focused on action.

Sanderson will also deliver two powerful seminars on October 29

### AWI NEWS

during the 2010 AWI Convention in

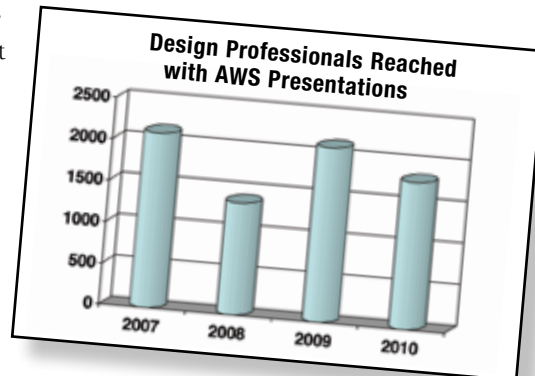
Denver. Don't miss: “The Cost of Doing Business – Part 1: AWI's CODB Survey Overview” and “Implications and Part 2: Using AWI's CODB Survey for Financial Planning.” Regardless of whether you participated in the 2010 CODB survey, you should attend these two sessions to start developing (or enhancing) trend data for your business, measuring it against high-profit firms, and developing an action plan to improve your costs of doing business for a more profitable bottom line.

The *Annual Cost of Doing Business Survey and Compensation Study Report* is one of best management resources available anywhere at any cost, and it is free to participating AWI Manufacturing Members.

#### • New LEAN Manufacturing Education

This insightful new one-day course was introduced at the AWI Spring Professional Development Seminars to much acclaim. It is designed by LEAN woodworkers and presented by active woodworking professionals currently implementing LEAN principles. The two days have a laser-like focus on the steps a woodworking firm needs to take to get LEAN. Not an introduction to LEAN Manufacturing, this program includes a pre-seminar reading list for attendees who need a primer on LEAN. At the seminar attendees and presenters dive in the deep end of the pool and start swimming for the Gold Medal in the first hour.

Taking a page from the one-day course offered earlier this year, AWI has incorporated the topic of LEAN Manufacturing into a one-hour seminar on October 28 during the 2010



AWI Annual Convention in Denver. John Wiley, Owner of Elipticon Wood Products, and Eric Peterson, Owner of New World Millworks, Inc., will share their experience and insights on LEAN Manufacturing. They believe that integrating LEAN principles into company systems and processes will provide immediate results and define expectations that are simple, visual, and practical. They will share practical tips for communicating information clearly to eliminate what is unnecessary and spotlight what is needed.

#### • Online AWI Speaker Bureau Launched

Making its debut in the spring of 2010, the AWI Speaker Bureau is the “go to” online resource for architectural woodworkers, AWI chapters, and the design-build industry of architects, designers and specifiers, for locating qualified speakers who can make presentations about the *Architectural Woodwork Standards (AWS)* and promote the value of architectural woodwork for building projects.

The AWI Speaker Bureau is composed of association members who are willing to share their years of architectural woodwork experience and knowledge with others.

The online bureau can be easily accessed at [www.awispeaker.org](http://www.awispeaker.org)

where speaker biographies and specialties are identified. It's been an active resource for learning about and requesting speakers for presentations.

#### • Outreach to Architects Expanded

As the oldest AIA continuing education provider, AWI targets architects and other design professionals as it promotes use of woodwork in design projects and the professionalism of the industry. Currently, AWI offers 17 AIA-approved presentations about the *Architectural Woodwork Standards* and wood

as a sustainable resource. In the first eight months of 2010, 155 face-to-face AIA presentations were presented.

Speakers from the bureau are available for chapter presentations to the design community and for one-on-one presentations to architectural firms. Chapters also engage speakers to better acquaint architectural woodworkers about various aspects of the *Architectural Woodwork Standards*. Visit [www.awispeaker.org](http://www.awispeaker.org) for details about all of the programs and speakers available.

AWI is aggressively promoting the AWI Speaker Bureau through its *Design Solutions Magazine*, at the 2010 conventions of the American Institute of Architects and the Construction Specifications Institute, as well as the WoodWorks Solutions Fair.

• **Best Practice Group #7 Launched**

AWI's popular ongoing member mentoring program has grown to seven active groups of peers who gather periodically to address strategic and ongoing business management issues. The Best Practice Groups (BPG) also deliver solid networking value to AWI Manufacturing Member participants.

The BPG process typically starts with each member of the group providing background information on themselves and their business... accomplishments, problems, opportunities, plans, needs, likes/dislikes, and their dreams for the future. Participants spend the first meeting going through the "rules and procedures," talking about his/her company and answering questions, and, as time permits, talking about specific subjects (such as handling business slowdowns, production planning, cash flow, and LEAN manufacturing). Members rotate hosting and facilitating the meetings at their plants. On average, BPGs are composed of 8-10 non-competitive members for optimal interaction.

“ AWI's popular ongoing member mentoring program has grown to seven active groups of peers. ”

• **CNA Safety Webinars Expanded**

Throughout the year, AWI's safety insurance partner CNA has been offering a wider range of complimentary webinars for AWI Manufacturing Members.

The one-hour webinars which began in March focus on construction industry issues, manufacturing, employment practices, fire prevention, technology, and renewable energy.

These risk control webinars feature CNA and other specialists. Approximately 20 free webinars are accessible throughout 2010. Consult *AWI e-briefs* (published twice monthly) for program details, scheduling, and registration.

AWI encourages you to tap into all of these and other resources offered as a benefit of your membership. Watch for announcements about new publications, products and programs reported in *AWI e-briefs*. •

**AWI NEWS**

**New AWI Members**

**Manufacturing**

**Able Architectural Woodworks**

Phoenix, AZ

**All Custom Cabinets & Furniture**

Phoenix, AZ

**Asmar Custom Cabinets, Inc.**

Dallas, TX

**Creative Associates, Inc.**

Springfield, MO

**JAH Woodworking, LLC**

Blomingsdale, OH

**JC Huffman Cabinetry**

Fairfield, IA

**Morgan Keller Construction, Inc.**

Frederick, MD

**Wood Concepts, Inc.**

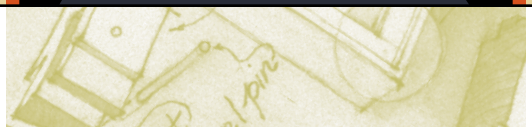
Cleveland, OH

**Supplier**

**Interlam, Inc.**

Claudville, VA •

Use the online Directory of AWI Manufacturing and Supplier Members at [www.awinet.org](http://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. •



## Did You Know...about the AWS?

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 woodwork project specifications where the *Architectural Woodwork Standards* (AWS) introduced in August 2009 supercede the QSI. Don't assume the standards are the same.

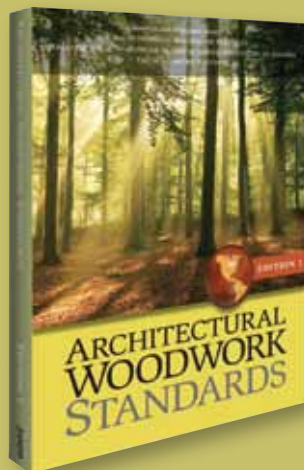
### Cabinet Door Hinges

In the QSI, page 143 item 400A-T-10 and page 158. Item 400B-T-8, it was required that when 35 MM cup hinges are used that plastic insertion dowels to receive the screw of the hinge was required. Subsequently, manufacturers devised a way to attach the hinges to the doors without the use of screws. However, this was non-compliant to the QSI. In the AWS, page 270, item 4.4.6.9.2.7, the door is opened for cup hinges that do not use screws for attachment to the door, commonly called cam cup hinges because the action of the cam applies force to keep the cup machined and tight into the door. Just make sure that if you use this type of hinge that it meets the Grade 1 or 2 requirements depending on the type of cabinet.

In the AWS, looking at page 258, item 4.1.8.1, depending on the application type of the casework, the hinges need to meet either ANSI/BHMA grade 1 or 2 requirements. Also the hinges must be stamped with the manufacturers name or brand. (4.1.8.4). Additionally, as seen in the *Errata* item 4.1.8.1, and this applies to all hardware items, hinges shall be installed "using all furnished fasteners or fastener provisions and when fastener provisions are countersunk, fasteners shall be countersunk."

Looking at page 269, there is more detail regarding hinges. A chart is given in item 4.4.6.9.2 that details how many hinges are to be used depending on the size of the door in question. Again, you must refer to the cabinet application type (page 258, item 4.1.8.1) to determine if the hinges are Grade 1 or Grade 2.

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The price of each companion handbook for non-members is \$40, available only through the AWI storefront at [www.amazon.com](http://www.amazon.com). •

## STANDARDS

# Companion Books To Architectural Woodwork Standards

As use of the *Architectural Woodwork Standards* (AWS) becomes more widespread, superceding the *Architectural Woodwork Quality Standards Illustrated*, AWI members need ready reference resources to simplify fabrication and installation of architectural woodwork according to the Standards. Make sure you have a copy of the two companion books to the *Architectural Woodwork Standards* (AWS) developed by the Joint Standards Committee.

The companion books are available at the reduced AWI member rate in the AWI Store online at [www.awinet.org](http://www.awinet.org). Click on the "AWI Store" and login using your AWI member access codes to purchase copies at the discounted member prices.

- **AWS Installation Handbook, Edition 1 (2009)**

An installation companion to the *Architectural Woodwork Standards* (AWS).

Price: \$5.00

- **AWS Cabinet Fabrication Handbook, Edition 1 (2009)**

A cabinet fabrication companion to the *Architectural Woodwork Standards* (AWS).

Price: \$5.00

## Nominees for AWI Board of Directors

### BOARDROOM

The AWI Nominating Committee has announced two vacancies are open for election to the AWI Board of Directors for two-year terms beginning January 1, 2011 and ending December 31, 2012. Candidates nominated for the ballot are:

**Weldon Riley**  
Terrill Manufacturing

**Skip Heidler**  
Heidler Hardwoods

**Stephen Smith**  
Gaithersburg Cabinetry & Millwork

**Randy Jensen**  
Leonard Peterson Company

Manufacturing Members are invited to vote for two candidates on the official ballot that will open on November 1, 2010 and close on November 15, 2010. Voting will be conducted using a third party Internet-based electronic ballot and tabulation provider, with paper ballot forms available to those Manufacturing Members who do not wish to use the electronic ballot process.

AWI Executive Vice President Philip Duvic was accepting additional nominations for qualified director candidates on a special candidate nomination petition until Friday, October 15, 2010. If any additional candidates were nominated by members-at-large, their names will be made available on the official ballot on November 1, 2010. •

## Reduce Costs, Increase Productivity With Stress Management

**One** of the biggest strains employees are currently feeling relates to the nation's weak economy. The American Institute of Stress reports that stress costs American industry more than \$300 billion annually in lost hours due to absenteeism, reduced productivity, and workers' compensation benefits.

### LEARNING FORUM

While employers have no control over fixing the economy, they can lead employees to resources to help them better manage stress. Here are several ways businesses can help:

**Recommend professional help.** Employee assistance programs (EAPs) are a value-added resource typically available through many insurance providers at no additional cost to the employee. EAPs offer confidential counseling and referral services from trained professionals to help employees with problems at work or home deal with financial concerns, stress, depression, substance abuse and more.

“**Stress costs American industry more than \$300 billion annually in lost hours.**”

**Prioritize workloads.** Supervisors can provide employees with a big-picture perspective on what tasks are most important. Establishing realistic deadlines can help ease unnecessary anxiety.

**Praise employees.** Simply saying “thank you” or sending words of encouragement can help remind employees how valuable they are to the organization.

**Start a wellness program.** Exercise is known to help decrease stress. Check with a local health club to find out if they offer group discounts. Sponsor employees who participate in local charity events, such as walk-a-thons. Coordinate brown bag lunches with local wellness professionals.

**Maintain an open-door policy.** Communication helps improve staff morale. Supervisors should regularly talk to staff and make themselves available at all times.

Helping employees manage their mental health is becoming an essential role for businesses, particularly during the current economic crisis. When workers are actively pursuing ways to control their stress and depression, morale and productivity improve. •

*Article provided by Administaff (NYSE: ASF), 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 51 sales offices in 24 major markets. For more information about Administaff, call 800.465.-3800 or visit [www.administaff.com](http://www.administaff.com).*

*Please note cautionary disclaimer on page 1.*



## GREEN SCENE

### Certified Wood Credit...*(continued from page 1)*

*“Entities that install an FSC-certified product on the project building/site (typically project contractors or subcontractors, but also furniture installers and the like), do not require CoC certification as long as they do not modify the product’s packaging or form except as is required for installation.”*

We understand this to mean that anyone who modifies (other than typical installation) the product’s packaging or form must be CoC certified to maintain the Chain-of-Custody, including installers. Without the CoC certification you can no longer make any type of claim to the product’s FSC content.

The FSC standards actually require that every party that takes ownership of the wood or wood product have CoC certification for the wood products to be “FSC Certified” whether modified or not.

There is one other substantial change which addresses using FSC certified materials for part of the overall product. The following is a quote from the *Addendum*:

*“FSC does not allow partial claims of certified products; wood products with non-controlled wood components will not earn FSC certification. The entire product must be FSC-certified, Pure, Mixed (NN)%, or Mixed Credit to contribute towards the credit threshold for MR Credit 7. For example, (for) a product that includes multiple wood components, like a door, the entire product must be FSC certified. The door cannot be labeled, or claim, that only the door core is FSC certified.”*

Understand that this affects the 2009 version only. The Certified Wood credit that has been under review for two years and four open comment periods is still in process as addressed in the June edition of *AWI NewsBriefs*.<sup>\*</sup> There are some additional changes to the woodworking credits with minor changes. To get all of the information, go to [www.usgbc.org/ShowFile.aspx?DocumentID=6392](http://www.usgbc.org/ShowFile.aspx?DocumentID=6392). •

*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 conducted 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](mailto:rzig@aol.com).*

*See also July 2010 AWI NewsBriefs for additional information.*

*Please note AWI cautionary disclaimer on page 1.*

### Did You Know?...

*(continued from page 4)*

The AWS includes the use of what are commonly called 5 knuckle or wrap around, non-concealed hinges. If you wish to use this type of hinge, notice that on page 270, item 4.4.6.9.2.6.2 for Premium Grade you must not only notch the cabinet door to receive the hinge, you must also paint the exposed door core to match the exposed edge banding. The use of these hinges in Custom and Economy Grade do not require the painting of the exposed cores but do require the notching of the door to receive the hinge. •

*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@showslenary.com](mailto:shows@showslenary.com).*

*Please note AWI cautionary disclaimer on page 1.*

## SPONSOR SPOTLIGHT

### Spotlight on Biesse America

Biesse America is a world leading manufacturer of high-quality machinery and systems for the fabrication of wood, plastic, glass, stone, and additional materials. A global leader in CNC machines with an extensive distribution network which includes 18 subsidiaries on five continents and 2,400 employees, Biesse offers innovative solutions for drilling, routing, nesting, edgebanding, panel sizing, sanding, and more.

Our North American showrooms feature a wide variety of our latest and most cutting edge machinery including our highly flexible and affordable **Roxyl edgebander**, our new **Selco 700** series of **panel saws**, and our new range of **Biesse Gantry flat table routers**.

The **Biesse Gantry Line** of flat table routers was designed with the American market in mind, and features the industry's best ratio of performance to price. The Gantry Line will soon include traditional Point to Point systems on the same Gantry frame with and without our EPS (Electronic Positioning System), for fast set-up for batch one applications within both flat panel and solid wood.

Learn how Biesse technology can grow your business and improve your bottom line. For more information or to schedule a live machine demo, please e-mail [sales@biesseamerica.com](mailto:sales@biesseamerica.com) or call Biesse toll free at 1.877.8.BIESSE (1.877.824.3773).

Biesse America has been an AWI Manufacturing Member since 1995. •



### Spotlight on Delmac Machinery

Delmac Machinery, located in Greensboro, NC, offers one of the largest ranges of the best industrial woodworking machinery available in the industry. Whether you are small shop or a large corporation, we focus on your individual production requirements to make sure we provide the best solution possible. We are experts in complete and integrated manufacturing facilities as well as individual machines like CNC Wood Routers, CNC Machining Centers, Edgebanding Machines, Panel Saws, Bore and Dowel Machines, and Wide Belt Sanders, plus an array of single and multi-purpose machines.

We are staffed with professionals backed by strong manufacturing, engineering, and sales backgrounds in the machinery and wood products industry. Our product experts are available to answer your questions about the industry's most cutting-edge technology, take you on guided and webcam showroom tours and provide live machine demonstrations as well as online demonstrations.

We have installed and tooled every category of machinery we sell for demonstration. We can build cabinets, store fixtures, doors, etc... basically any facsimile of your product, as we have a complete factory at our disposal.

Please contact us to schedule a time to visit our facility at 336.854.1211 or via e-mail at [gyarbrough@delmac.com](mailto:gyarbrough@delmac.com).

Delmac has been an AWI Supplier Member since 1995. •



## SPONSOR SPOTLIGHT

## Spotlight on ETemplate

ETemplate Photo is the elite 3D and 2D digital field measuring system that is widely used within the as-built architectural woodworking industry. It is also popular with ornamental metal fabricators, custom cabinet shops, boat builders, stone and solid surface countertop shops, and more. Commercial contractors have found it to be a must-have tool for measuring large millwork projects such as concert halls and other equally complex projects.



ETemplate provides a means for accurate measuring without range, reach, or line-of-sight limitation that are found with tape-measures, lasers, and other digital and mechanical measuring technologies. ETemplate's visual power with all measurements being embedded in the photos provide flexibility and comprehensive benefits and capabilities that eliminate the common errors created by the human factor when measuring by any other means.

It is extremely accurate and ideal for standard and high-end residential or commercial applications, a comprehensive and versatile system that visually collects and automatically processes data. It lets you see and measure the job onsite or in your shop eliminating "go-backs" that are often required, if you are without ETemplate's visual convenience and photo-embedded measurement capabilities. The system is competitively priced to suit any shops budget.

ETemplate Photo is a winner of the 2006 IWF Challengers Award. ETemplate has been an AWI Supplier Member since 2006. Call 919.676.2244 or go to [www.ETemplateSystem.com](http://www.ETemplateSystem.com).



## 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](http://www.awinet.org) to contact them whenever a need arises for their services. •

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