

NEWS BRIEFS

NEWSLETTER OF THE ARCHITECTURAL WOODWORK INSTITUTE

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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

- AWI 2012 Education Initiative
- Completing the CODBS



Endorsed by AWI

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.

AWI Education Foundation... The Giving Arm of AWI

By AWIEF Director William Geyer

... Supporting Woodshop Students and Worthy Organizations that grow the Architectural Woodwork Industry.

The AWI Education Foundation (AWIEF) is shifting into high gear in 2012 to support education and training for careers in the architectural woodwork industry. The AWIEF is beginning the year with a \$300,000 endowment from AWI to assure its long-term operation.

While the AWIEF contributed nearly \$70,000 in scholarships and donations in 2011 to promising woodwork program students and worthy institutions, the Foundation has more ambitious goals and challenges for 2012. But they can be realized only with involvement and support of AWI members.

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Marion Goodsell (center) received a scholarship from the AWIEF in 2011. To her left is Greg Larson, Director, New England School of Architectural Woodwork and (right) Bill Geyer, AWIEF Director.

AWI Safety Solutions ... Your Online Resource for Compliance & Training

Compliance and training are always changing and can be complex, especially when your organization requires state-specific and federal regulations. But with the online AWI Safety Solutions, it is now easy to find the information you need.

Bring the power and resources of safety industry experts to your company 24/7. AWI Safety Solutions gives you instant access to thousands of industrial safety training resources and assessment and inspection checklists, federal and state compliance analysis, safety best practices, OSHA regulatory developments, and more. And no Web site is more practical or easier to use. With this robust content and flexible delivery, you will get the information you need, when you need it, and how you need it – 24/7.

“ Bring the power and resources of safety industry experts to your company 24/7. ”

AWI Safety Solutions provides you with the most comprehensive set of state-specific safety compliance, training, and management information on the Web.

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 www.awinet.org

AWI Speakers Bureau "By the Numbers"

AWI is meeting its objective* of promoting "the use of architectural woodwork through an education service to architects, owners, builders, the industry and the public." Continuing education articles in AWI's quarterly *Design Solutions* Magazine and presentations to design professionals by members of the AWI Speakers Bureau are two high profile ways.



SPEAKERS BUREAU

In 2011, "By the Numbers"

20,000+	Design professionals receiving <i>Design Solutions</i> Magazine
2,000+	Design professionals who participated in face-to-face AWI Education Programs
462	AIA Continuing Education Units Delivered via <i>Design Solutions</i> Magazine
91	AWI Speakers Bureau Members
18	Learning Units AIA members are required to accumulate each year
14	AWI - AIA approved programs
ONLY 4	Steps to join the AWI Speakers Bureau and begin promoting the use of wood and the architectural woodwork industry. It's easy!

What's YOUR Number?

Want to position yourself as an authority within the architectural woodwork industry? Why not leverage your AWI Speakers Bureau credentials to connect with design professionals not only in your region but throughout the country while you help to promote the value of architectural woodwork. Join the AWI Speakers Bureau by visiting www.awispeaker.org. Contact AWI Senior Director of Operations Teresa McCain at tmccain@awinet.org, if you have any questions. •

* Article 11, AWI Bylaws

AWI Speakers Bureau Training

May 3-4, 2012
Westin Dallas /
Fort Worth Airport, Texas

The Speakers Bureau training will be held during the AWI Spring Leadership Meeting. The Leadership meeting will also feature complimentary plant tours and receptions sponsored by the AWI Texas Chapter and Stiles Machinery. AWI members who are interested in attending the Speakers Bureau training should contact AWI Project Manager Katie Allen at 571-323-3611 or kallen@awinet.org.

INDUSTRY FORUM

Executive Briefing Conference

The 10th Anniversary Executive Briefing Conference hosted by Stiles Machinery will be held March 4-6, 2012 in Charlotte, NC, adjacent to the Charlotte Motor Speedway. Given the location, the theme of the conference will focus on speed, specifically tactical ways to match the speed to market with the speed the market is changing. Visit www.stilesmachinery.com/ebc to register. AWI is an industry partner of Stiles Machinery for the 2012 EBC. •



Meeting Members' Financial Needs: New & Improved AWI 2012 CODBS

You spoke; AWI listened! For 2012, a newly formed AWI Financial Management Committee is introducing a new Web-based Cost of Doing Business Survey (CODBS), AWI's premier financial management tool custom designed for architectural woodworkers. The new and improved CODBS addresses members' needs articulated in annual AWI membership surveys about the association's products and services.

BUSINESS TOOLS

Big Changes to CODBS

What are the biggest changes members will notice about the 2012 CODBS?

- **A new Web-based format**, which will deliver a wealth of new benefits to participants.
- **A "Lite" version of CODBS** to make it easy for new participants to share – and gain – information. While all members can take the full version of the survey, eligibility for the "Lite" version will be limited to companies who either have never participated in the CODBS or have not participated in the past three years.
- **Four webinars:** two to explain why and how to participate in the survey for newcomers in particular and two others to explain how full survey participants can maximize use of the results to supplement their internal financial management tools.

Committee Chairman Sebastien DesMarais explained that "The new Web-based survey and additional webinars address the principal reasons expressed by members for not participating in the CODBS: lack of time to complete the survey; privacy concerns; limited financial knowledge; inability to understand the results and how to use them."

"In addition, past participants in the Cost of Doing Business Survey have suggested improvements that the NEW Web-based tool should meet: increased participation; ability to track year-over-year trending; and more user-friendly instruction," Mr. DesMarais noted.

The Web-based CODBS also addresses two of the top business concerns revealed in the AWI annual membership survey: members' desire to manage cash flow and financial activities and decrease overhead and G&A costs.

Benefits of Participation

The new Web-based survey will make participation easier, faster, more useful, and more secure for all participants. For a complete list of benefits, see the cover article, "Financial Management Made Easier..." in the January edition of *AWI NewsBriefs*.

AWI Investment

"The new web-based system is an investment by AWI to make participating easier and more effective than ever. Considering that industry benchmark reports often cost thousands of dollars to purchase, and also considering that the AWI CODBS is the only custom report targeted for architectural woodworkers, this is a huge opportunity and benefit to all AWI members that we hope to continue improving through the years," Mr. DesMarais said. AWI's financial support of the Web-based CODBS is expected to offer a quick return on its investment and, furthermore, offers development potential for additional financial management tools and services in the future.

CODBS Survey Period

This year the survey will launch on March 15, 45 days later than usual. Don't miss this opportunity to get a grip on your cost of doing business...and your profit margins.

Upcoming CODBS Webinars *

The committee is also adding more education value to the CODBS. Watch for announcements in *AWI e-briefs* and other association communications about online webinars that commenced February 1st on the topic, "Who Cares about the CODBS?"

March TBD: "How to Complete the CODBS Survey" **NEW**

June TBD: "Un-encrypting the CODBS Survey Results"

June TBD: "Secrets of the Upper Quartile" **NEW**

* webinar dates subject to change



**MAKE
THE
MOST**
Of Your AWI
Membership!



“The AWIEF wants to expand the number of woodshop programs included in the call for submissions for scholarships.”

AWIEF...The Giving Arm of AWI... (continued from page 1)

Now that the AWIEF has gained official status from the Internal Revenue Service as a 501(c)(3) public charity, nonprofit foundation, it is ready to accept tax deductible contributions. But contributions are only part of what the AWIEF needs to be successful and realize its mission. There's more!

“We need your help in getting the word out that the AWI Education Foundation is now recognized as a charitable foundation by the IRS. With that recognition, we can now officially move forward with the task of accepting tax exempt contributions,

AWI NEWS

building endowments, and providing scholarships to worthy individuals. We now have an exciting opportunity to establish multiple legacies for our industry's future. As part of our mission, we are appealing to our membership to help us identify needs that are available for us to support. As a start, consider the following,” said AWIEF Director Robert Stout.

Involvement 1st

The AWIEF wants to expand the number of woodshop programs included in the call for submissions for scholarships awarded to students at post-secondary schools. That's where AWI members can offer assistance in the form of information.

It's so easy...the schools are right in your local communities.

Schools / Teachers – Please identify any post-secondary schools and teachers in your area who have commendable woodshop programs. AWIEF will take the steps necessary to include the school's faculty in the call for submissions, so they can identify worthy students who are most likely to follow a career path in architectural woodworking.

It's so easy...the schools are right in your local communities. Just send the woodshop program

information and instructor contact information to the AWIEF in care of AWI Executive Vice President Philip Duvic at pduvic@awinet.org. The AWIEF can then include them in the established process for choosing worthy scholarship recipients.

AWI Education Foundation

Vision:

To support education and training for careers in the architectural woodwork industry.

Mission:

To identify, cultivate and deliver resources that provide opportunities for education and professional development in the architectural woodwork industry.

Goals:

1. To grow industry shareholders by creating a renewing and viable workforce.
2. To provide resources that foster education and training opportunities.
3. To maintain a financially sustainable foundation providing a means for contribution, support and legacy.

You can endow and name a scholarship with a contribution that will be awarded.

Contributions 2nd

What else can you do? Woodworkers, suppliers and AWI chapters are invited to not only make donations individually, but also explore financial support opportunities to build awareness of a specific company, an industry leader, or an AWI chapter.

Endowed / Named Scholarships – An endowment is a provision for a permanent source of income, made up through donations, that supports a specific task or directive. In the near future, we will be providing guidelines for establishing endowments and for setting up specified scholarships. You can endow and name a scholarship with a contribution that will be awarded under your direction within AWIEF parameters. Through the AWI Educational Foundation, we will assist you in setting up guidelines that will help establish a lifetime legacy.

Consider either an individual contribution or an endowed / named scholarship donation as an important way to support a local woodwork program and a workforce of graduates who will secure employment locally. Bring the graduated students to your business! Help them succeed – financial assistance to worthy students can make a difference in fostering their interest in a woodwork career path and perpetuate the growth of the industry.

Interested parties should contact the AWIEF in care of Robert Stout at rlscom@bellsouth.net to explore opportunities.

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Tax Deductible Contributions – On January 6, 2012, the Internal Revenue Service granted official status to the AWI Education Foundation as a Public Charity, Type I Supporting Organization. Among other things, this authorizes the AWIEF to accept contributions which are tax deductible. Donations should be mailed to the following: AWI Education Foundation, Attn: Barbara Wert, 46179 Westlake Drive, Suite 120, Potomac Falls, VA 20165-5874.

AWIEF Leadership

The Foundation is guided by the following:

President & Treasurer – **Dave Nadolski**, TJ Hale, dave_n@tjhale.com
Vice President – **Duane Griffiths**, Stiles Machinery, dgriffiths@stilesmachinery.com
Secretary – **Phil Duvic**, Executive Vice President, AWI, pduvic@awinet.org
Director – **Robert L. Stout**, RLS Commercial Interiors, rlscom@bellsouth.net
Director – **William Geyer**, Pennsylvania College of Technology, wgeyer@pct.edu

“With much appreciation to the visionary support of the AWI Board of Directors, the AWI Education Foundation looks forward to your support and building our future together,” Mr. Stout added. If you are interested in volunteering some of your time and talents by working to help achieve AWIEF’s mission and goals, please contact Mr. Stout at rlscom@bellsouth.net. •

Mr. Geyer is Assistant Professor, Building Construction Technology at the Pennsylvania College of Technology and has been associated with the College since 1991. Mr. Geyer is a nationally recognized custom furniture and cabinet maker whose unique style and design has won him industry acclaim. Mr. Geyer is an Affiliate Member of the Architectural Woodwork Institute, has served as on the AWI Education Committee, Development Council, and AWI Career Resource Task Force. Additionally, Mr. Geyer is a member of the AWI Central Pennsylvania Chapter, a member of the Keystone Wood Products Association, and a Director of the Woodwork Career Alliance. Most recently, Mr. Geyer earned the credential of LEED®, AP through the U.S. Green Building Council (USGBC).



*(Left to right)
AWIEF officials
Dave Nadolski,
Robert Stout,
Bill Geyer and
Duane Griffiths
who accepted a
contribution
on behalf of
WoodLINKS.*

New & Improved AWI e-briefs

Our twice monthly online publication *AWI e-briefs* is being completely redesigned. It will sport a new look, new features, and new functionality.

What's new?

- Quick scan design — titles only
- Periodic “Quick Question” polls
- “Rate this article” option
- Easy access to relevant news
- Instant poll results
- “Forward to a Friend” to share news

Stay tuned for a new and improved *AWI e-briefs* in 2012...coming to your e-mail box soon! •

AWI NEWS

New AWI Members

Manufacturing

BJC Services, Inc.
Clinton Twp, MI

Brownco Construction Company
Rowlett, TX

Jacobe Bros. Construction Ltd.
Tyler, TX

Joseph A. Interiors
De Pere, WI

Keim Lumber Company
Charm, OH

KS Custom Cabinet Company
Manassas, VA

Lukach Interiors, Inc.
Hasbrouck Heights, NJ

Roomi Group Corporation
Houston, TX

Traver Millwork, Inc.
Dryden, NY

Thatcher Brook Millwork & Door
Glens Falls, NY

* New members for the period:
December 1-31, 2011

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. •

Adopt-a-Shop SPOT

Portage Northern High School, Portage, MI

By Stephan W. Waltman, Chairman, AWI Supplier Committee

WORKFORCE

There is a great success story at Portage Northern High School.

The school's woodworking program has recently moved into a new 6,000 sq. ft. facility equipped with a 13,000 cu. ft. dust collector. Everything about this new shop was done right!

Mr. Matt Kamm, instructor, worked closely with his advisory board and other government, school and industry stakeholders to put together a facility to provide a state-of-the-art experience for the students. Currently, there are approximately 100 students enrolled in the program and it's estimated that 20 will graduate this spring with many of them interested in a career in a wood-based occupation.

This beautiful shop is equipped with multiple training stations mostly using Powermatic table saws, band saws, jointers, planers and lathes. Mr. Kamm is eagerly anticipating the installation of a new CNC Router this spring to bring his students to a new level of expertise.

This highly successful program is the result of the instructor's commitment and enthusiasm and the support of his industry and government partners.

For more information about Portage Northern High School, go to www.portageps.org/schools/high/nhs/. •

Stephan W. Waltman is Vice President – Sales & Marketing of Stiles Machinery Inc. Stiles Machinery has been an AWI Supplier Member since 1996 and is a Sustaining Sponsor of AWI. Mr. Waltman is a past member of the AWI Board of Directors.



Benjamin Babcock, assistant, works on a project in the Portage Northern HS woodshop program.

Adopt-a-Shop Locally

Have you thought about "giving back" to the architectural woodwork profession? Do you want to perpetuate the industry's workforce? Get involved with an Adopt-a-Shop Program! High schools, in particular, have limited resources for their woodshop programs and need the help of local professionals to inspire students to a career path in woodworking. Contact Stephan Waltman, swaltman@stilesmachinery.com, for guidance about approaching local schools. If you are already involved with an academic program in your region and have an interesting story to share with AWI members, send details to AWI Project Manager Katie Allen at kallen@awinet.org. •

2012 Heartwood Award Call for Nominations; Participant Winner Announced

CNA and AWI would like to congratulate Mark Bernhard, with Bernhard Woodwork Ltd., for participating in the 2012



SAFETY MATTERS

Heartwood Award call for nominations. As a nomination drive participant, Mark's name was drawn to receive the \$250 Visa® gift card prize, sponsored by CNA.

Created by the AWI Insurance & Safety Committee, the Heartwood Award is presented to AWI member companies and suppliers for developing and implementing, in 2011, a product or process that introduces unique safety attributes to the woodworking discipline. Distinctive designs, practical applications and safety innovations are considered in determining a winner. In addition to gaining instant recognition as a woodworking safety and innovation pioneer, the 2012 Heartwood Award winner will be invited to demonstrate their product or process to AWI members.

If you missed out on the initial call for nominations, there's still time to recommend your fellow AWI member companies and suppliers for this distinctive safety award. Self nominations are also welcomed and

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AWI Safety Solutions... (continued from page 1)

Lower legal fees by handling routine compliance questions yourself.

Work Smarter

- **Find** best practices from other companies that have faced the same challenges.
- **Look** in only one place to find all the answers to your tough questions.
- **Easy** to use, with regulatory analysis written in plain English, and search capabilities to find information quickly.

Reduce Your Costs

- **Minimize** workers' comp claims through training and effective accident investigation.
- **Lower** legal fees by handling routine compliance questions yourself.

Make Training Easier

- **Has** all you need, including training presentations, checklists, meeting schedulers, quizzes, and handouts.
- **Fits** your requirements, since each presentation is customizable by you, if needed.
- **Plus**, Spanish versions of the trainee materials are available.

Complex topics analyzed and presented in a practical, actionable manner.

Features

- **Analysis & Time-Savers** – 100+ safety and regulatory topics covered in 50 states.
- **Complex** topics analyzed and presented in a practical, actionable manner.
- **Customizable** and downloadable training tools with thousands of PowerPoint® presentations, checklists, meetings, talks, outlines, quizzes, handouts, and exercises.
- **Regulatory** analysis with plain-English summaries of the differences between OSHA and state safety laws and regulations.
- **Daily** Regulatory Updates of state and federal final regulations, proposed regulations, and notices.
- **Downloadable** compliance tools with thousands of checklists, written plans, policies, federal and state forms, and guidance documents.
- **Unlimited** access to a database of millions of indexed and searchable, manufacturer-original MSDSs with view/print capabilities.



- **Hundreds** of case studies and white papers with practical guidance on Best Practices.
- **Daily** news with feature articles written by BLR's staff of safety professionals.
- **Safety** discussion forum to ask questions of your peers.

Hundreds of case studies and white papers with practical guidance on Best Practices.

Tools

- **Newsletter Wizard**
Quickly and easily create custom employee newsletters that can be printed, e-mailed, or posted on your company's Intranet. Professional, customized, information-packed newsletters made easy!
- **Plan Builder**
Select from our library of safety plans, customize them to suit your company's needs, and assemble them into collections you can save in our personal library.

"Go To" Resource

AWI engaged BLR.com to provide Safety Solutions as an exclusive service for AWI Manufacturing and Supplier Members. To access the site, go to www.awinet.org and login as a member (at the top right corner of the AWI Web site home page). Make it a "go to" resource for your Safety Solutions! •

2012 AWI SAFETY AWARDS

Remember – AWI Safety Awards submissions open June 1, 2012!

Look for more information in the spring issues of NewsBriefs.



Alfred Paul Heuer Passes Away

MEMBER NEWS



Alfred Paul Heuer, 90, a resident of The Colonnades retirement village in Charlottesville, VA, passed away on January 18, 2012 at UVA hospital. He was born on February 28, 1921 in Chicago, IL. He is survived by his wife, Jeannette (Adank) Heuer and one son, Greg A. Heuer, AWI Chief Learning Officer, in addition to other family members.

Al and Jeannette were married on January 29, 1942 and were preparing to celebrate their 70th Anniversary with family and friends. Al was very proud of his service as a navigator-bombardier on B-29s in the south Pacific during WWII. After the war, he worked for the J.R. Watkins Company for a short time, then Illinois Bell Telephone Company, working his way up from lineman to executive. He retired at 58 to devote full time to his other lifelong career, woodworking. He was founder of the companies which became Sierra Architectural Woodworking, Inc., in the northwest suburbs of Chicago. AL was involved with the AWI Quality Certification Program as an inspector from the beginning of the program until he retired.

His leisure activities included bicycling, travel, and his love of reading. Active in the Boy Scout program, he earned the Silver Beaver Award, the highest honor given for distinguished service as an adult volunteer. Al enjoyed volunteering at the Chicago Botanical Garden and in Charlottesville at UVA Hospital as well as Habitat for Humanity. He was a leader and participant in activities and sports at The Colonnades community and his many friends there will miss his exuberant optimism.

Memorial contributions may be made to: The Architectural Woodwork Institute Education Foundation, marked "Heuer Family Scholarship," and mailed to 46179 Westlake Drive, Potomac Falls, VA 20165. •

2012 Heartwood Award... (continued from page 6)

encouraged. Simply visit www.cna.com/heartwoodaward to submit your 2012 nomination today. The Heartwood Award will be formally announced at the 2012 AWI Annual Convention, October 31 through November 2, in Phoenix, AZ. •

Any taxes owed in connection with the incentive awards are the sole responsibility of the winners. This incentive award program is void where prohibited by law. CNA is a registered trademark of CNA Financial Corporation

Save the Dates!

AWI Leadership Meeting
Westin Dallas / Fort Worth Airport
Texas
May 3-4, 2012

AWI Speakers Bureau Training
Westin Dallas / Fort Worth Airport
Texas
May 3-4, 2012

2012 AWI Annual Convention
Biltmore Hotel
Phoenix, Arizona
October 31 – November 2

2012 AWI Sponsors

AWI thanks these annual sponsors for their additional support in 2012. Visit www.awinet.org to contact them whenever a need arises for their services.

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Level 4 Sponsors:

