

STRENGTHEN YOUR SPIRIT AT AWI CONVENTION

AWI members will meet face-to-face for an AWI Annual Convention, Oct. 6-8, 2021, for the first time since the pandemic restrictions limited travel and personal connection over a year ago. The Margaritaville Resort at Conway Lake in Montgomery, TX is the perfect place to unwind from the pandemic's disruption to life and business.

The upcoming 69th AWI Convention is filled with opportunities to reconnect with valued AWI Partners and other AWI Supplier Members, plus renew relationships with other members of the AWI



Photo courtesy of Margaritaville Lake Resort

REGISTER BY SEPTEMBER 18TH!

69TH AWI ANNUAL CONVENTION

**OCTOBER 6-8, 2021 • MARGARITAVILLE LAKE RESORT
LAKE CONROE • MONTGOMERY, TEXAS**

WWW.AWINET.ORG

community. A variety of planned activities will bring together attendees for much-needed fun after the stress of 2020.

Fun Features - Added Convention Benefits

- Begin the 69th AWI Annual Convention with "Team Building – Beach Olympics with Coconut Bowling." Compete for crowning glory as you enjoy a wide range of classic beach games.
- Enjoy a delicious Welcome Reception connecting with AWI Annual Partners, Convention Sponsors and Exhibitors while networking

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Get the CoDBS Results: Book & Executive Summary Available

AWI is pleased to announce that the results of the 2021 Cost of Doing Business Survey (CoDBS) are now available for purchase by non-participants in this year's survey of 2020 financial experience.

Printed Book Pricing

(Participating AWI Manufacturers received a complimentary copy.)

- Non-participating AWI Members - \$495
- Non-members- \$995

Executive Summary

An Executive Summary of selected highlights of the CoDBS is posted on the website, www.awinet.org, in the Members Only area > CoDBS. All AWI members are invited to access the online summary.



More Highlights

Selected highlights of the *Cost of Doing Business Survey Results* are also accessible in more detail in two other AWI resources.

- **Friday Family Gathering (FFG) of June 11 Recording**

AWI President Sebastien DesMarais shared selected top-level highlights of the 2021 *AWI Cost of Doing Business Survey Results*. Find the recording of "CoDBS and Industry

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BUSINESS MATTERS



GET THE CODBS RESULTS... (cont. from page 1)

Trends” on the Family Gatherings page in the Members Only section of www.awinet.org.

- **AWI NewsBriefs, August Edition**

“A Sneak Peek at Industry Trends” offered some insights from that Family Gathering episode. Find it on the cover page of August *NewsBriefs* online.

Deeper Examination

While the FFG gave a sample of the results, a full webinar, “CoDBS: The Results Are In,” is expected to take place at a later date. **Stay tuned for an announcement from AWI.** Participation in the webinar is open to all AWI Manufacturing, Supplier and Industry Members.

Deep Dive

Participating AWI Manufacturing Members receive a customized electronic file of their financial data for comparison with the aggregated results of both average industry as well as high-profit firms. This is the ultimate package of benefits which is valuable for strategic planning, as well as other uses. CoDBS participants have been sent the electronic files as well as a printed Results Book. ▽

STANDARDS

AWI Standards Development Progress

As they continue work on the next generation of AWI Standards, the AWI Technical Committee and AWI Standards Development Staff have been steadily ticking off the task boxes on the balance of Standards that will eventually replace all of the *Architectural Woodwork Standards, Edition 2* (2014).

Current Work on the Boards

- **400 – Finishing** began the ANSI canvass process on July 30, 2021, which was open for 30 days through Aug. 29. Public comments are welcome for 45 days through Sept. 13.
- **1232 – Manufacturing Casework** is being prepared for the canvass and public comment phase.
- **0642 – Wood Paneling.** The Technical Committee has begun review and development of this Standard with an estimated time of arrival undetermined at this time, as this can be dependent on the other Standards in process.

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AWI EVENTS

AWI Seminars Return F2F This Fall

This fall AWI Chapters will be hosting four of AWI's core education programs in various regions around the country, face-to-face (F2F) for the first time this year. Visit www.awinet.org for agendas, speakers, accommodations, and registration. Meanwhile, mark your calendar, and remember to register early for these limited-capacity sessions that engage the presenters and attendees in intimate discussions.

October 15

Contracts

Venue: FloForm, Kent, WA

Host: Washington Chapter

October 21 & 22

Advanced Estimating

Venue: The Hampton Inn-Downtown

Cincinnati, Cincinnati, OH

Host: Ohio Valley Chapter

November 4 & 5

Project Management

Venue: Hershey Lodge, Hershey, PA

Host: Central PA Chapter

November 11 & 12

Financial Management

Venue: Chicago Regional Council of

Carpenters Apprentice & Training

Program, Elk Grove Village, IL

Host: Chicago Chapter ▽



2021 AWI PARTNERS

AWI thanks these members listed at right and welcomes them to the new AWI Partner Program. Their additional support throughout the year helps to fund the association's programs, publications and other services for members. AWI Manufacturing Members are encouraged to connect with these partners anytime at www.awinet.org whenever a need arises for their services. To learn more about the program for AWI members contact AWI Director of Marketing & Membership Katie Allen at kallen@awinet.org.

Premiere Partners



Platinum Partner



MARC SANDERSON TO HEADLINE CONVENTION WORKSHOP

Take a dive with Marc Sanderson of Wilkie Sanderson and INNERGY to examine the “Life Cycle of a Project,” slated for Oct. 6, as part of the 69th AWI Annual Convention, Oct. 6-8, 2021 at the Margaritaville Resort at Lake Conroe, Montgomery, TX.

“Profitability is made prior to the sawdust! Producing sawdust has been made easier by large equipment manufacturers and automation on the shop floor but the same focus and energy have not historically been applied to the front end of the workflow,” Marc says.

Join Marc as he facilitates a group learning experience from the beginning of a project through to the perfect release, attacking choke points and focusing on making a profit in a chaotic industry. Bring your current process map and come prepared to learn with and from each other.

Choose your adventure as we focus on some of the following areas: Client Selection, Project Selection, Handoff Meeting, Work Breakdown Structure (bottleneck), and Communication Tools with Project Managers (emails, RFI’s etc.)

This session is an extra-cost option. For details see the pricing section of the AWI Convention Events page at www.awinet.org.



STRENGTHEN YOUR SPIRIT ... (cont. from page 1)

AWI EVENTS

with new and old friends. Visit with suppliers at other Product Fair sessions throughout the convention.

- Hear AWI President Sebastien DesMarais enlighten attendees about the big changes in AWI, and applaud Distinguished Chapters, Standard of Excellence winners, and Safety Achievement honorees.

The perfect place to unwind from the pandemic's disruption to life and business.

- Join attendees for the President’s Dinner under the Stars on the Water Terrace, a stunning setting for the transition of AWI leadership.
- End the official convention at the Closing Night Poolside Celebration of Randy Estabrook.

Product Fair – Connect with Suppliers

Connect with AWI Supplier & other Members at the AWI Product Fair during the open hours as follows:

- Wed., Oct. 6 (6:30 – 8:30 pm) – Product Fair and Welcome Reception
- Thurs., Oct. 7 (2:15 – 3:15 pm) – Product Fair and Ice Cream Hour
- Fri., Oct. 8 (9:45 – 10:30 am) – Product Fair

For more details and to register, visit the Annual Convention page under Events on the AWI website, www.awinet.org. Register early and take advantage of the discounted prices for the Convention. **Don’t delay – registration fees go up after Sept. 18.**

CHAPTER NEWS

2021-2022 Distinguished Chapter Program

Get ready, get started, and go. The 2021-2022 Distinguished Chapter Program (DCP) kicked off on Aug. 1. There’s no time to waste to start accumulating points in the program. You could win Distinguished Chapter status AND beat all other Chapters to nab top honors as Distinguished Chapter of the Year! The new DCP runs through July 31, 2022.

Gold Partners



Silver Partners



Bronze Partners



Members Approve Major AWI Bylaws Revisions

The AWI Board-approved recommended proposed Bylaws were approved by membership vote and became effective **Aug. 5, 2021**.

A Bylaws Committee chaired by **AWI Immediate Past President Tyler Cerny** tackled the tedious project emanating from long-standing AWI practices that needed updating to reflect current association processes and management. The recommended amendments include not only revisions to align the Bylaws with today's best practices in association management, but also to accommodate the rejoining of the Quality Certification Program back into AWI.

An outside firm was engaged to guide the Bylaws revision process and consult with the committee whose final document was submitted to the AWI Board of Directors for their acceptance in July. The board gave the go-ahead for submission to the AWI membership, which resulted in final approval during the voting process that began on July 28.

AWI President Sebastien DesMarais and AWI EVP Doug Hague express their gratitude for your participation, review and vote, during this important process. "Thank you for your membership and commitment to AWI."

To review the updated Bylaws, visit the Members Only section of www.awinet.org. For highlights of the revisions, listen to the webinar, "**Time for a Change**," held and recorded on July 9. You'll find it on the Family Gatherings page in the Members Only section of the website. ▽



AWI MEMBERSHIP BENEFIT BRIEF

DID YOU KNOW?

That the **Cost of Doing Business Survey** is one of AWI's most coveted membership services offered annually. Year after year many of AWI's most successful architectural woodwork members participate in the survey to secure the aggregated results which they compare with their own customized data. Participants analyze their confidential online data and use it in a myriad of ways to attack vulnerable cost areas and improve their profits. The Executive Summary of the 2021 Results of 2020 data is posted online at www.awinet.org. ▽

AWI STANDARDS DEVELOPMENT PROGRESS... (cont. from page 2)

Work in the Que Afterwards

Completion of the above Standards will dictate timing of the development process for the following:

- 0622 – Millwork
- 0646 – Wood Trim
- 0648 – Wood Door Frames
- 0817 – Integrated Door Opening Assemblies
- 1235 – Specialty Casework

Stay tuned to AWI *NewsBriefs* and *e-briefs* for continuing Standards development news. ▽

New AWI Members

MANUFACTURERS

BOULDER MILLS, INC.
LAFAYETTE, CO

CYRUS CHILTON
CABINETMAKERS, LLC
CAPE PORPOISE, ME

DIVERSIFIED WOODCRAFTS, INC.
SURING, WI

EDGE CONSTRUCTION SPECIALTIES
LAKEWOOD, CO

FOXCO BUILDERS, LLC
WEST MANCHESTER, OH

IRWIN'S FURNITURE
PHOENIX, AZ

NESMA AL - SAHRA
RIYADH, SAUDI ARABIA

SUPPLIER

BLACKS OUTSOURCING, INC.
WATERFORD, WI

INDUSTRY

NUMA CREATIONS
DURHAM, NC

NOTE: THESE NEW MEMBERS JOINED AWI IN JULY 2021.

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

