AWI is pleased to announce the official approval of ANSI / AWI 0400-2022—Factory Finishing Standard on March 11 by the American National Standards Institute (ANSI) with publication in ANSI’s Standards Action. Factory Finishing becomes the seventh new Standard in the AWI suite.

As with other AWI Standards, it was developed and overseen by AWI’s Technical Committee in an open consensus-building process that began in 2021 with release of the initial draft Standard. Earlier this year, the proposed Factory Finishing Standard gained traction when the AWI Technical Committee launched a recirculation process on Jan. 28 that ended on Feb. 27.

With the opening of that second Public Comment Period, a slightly altered draft of Standard 0400 contained only three changes made by the AWI Technical Committee for clarification and harmonization with ANSI Standards. No further comments were received from the industry subsequent to Feb. 27, so the proposed Standard, as modified, was sent to ANSI for consideration and approval.

Cost of Doing Business Survey: Not Just for the Big Guys!

If you think that large AWI Manufacturing Members are the only beneficiaries of AWI’s premier financial management tool, the Cost of Doing Business Survey Results, you are wrong! Large architectural woodwork companies were once small firms that grew over time.

Regardless of size, jump in this year to examine the relationship between your costs of doing business and your profit margins. Data from 2021, a tough year for most companies emanating from the pandemic, will be particularly useful for navigating through bad and good times going forward.

Start today! The 2022 CoDBS began accepting financial data on March 21 and will continue through May 1. “If you need help, the AWI Financial Management Education Team (FMET) will be happy to answer questions. Contact AWI headquarters at 571-323-3636 to be put in touch with a team member,” recommends Lauren Bourland, an AWI Board of Directors and FMET member. “Our company has been participating for six years.”

Helpful Tips for Newcomers & Novices

- The first time around dedicate a few hours of your time.
- If your GL line items don’t coincide with those of the CoDBS, get help from your firm’s accountant.
- Each section of the survey has a Notes feature for annotating how you developed your answers to the survey questions. (“I like to export my financial statement into Excel and write notes on it to save as a reference for the next year,” says Lauren.)
Each section has an explanation to clarify what is needed.


DATA FROM 2021, A TOUGH YEAR FOR MOST COMPANIES EMANATING FROM THE PANDEMIC, WILL BE PARTICULARLY USEFUL FOR NAVIGATING THROUGH BAD AND GOOD TIMES GOING FORWARD.

“Participation is worth the time; once the results are posted INVERRA develops a benchmarking dashboard for you using your specific data. The CoDBS is not only useful as a benchmarking tool, but it is also useful as an HR tool. We often bring it to the table when discussing wages as a resource to show what our industry’s wage ranges are,” adds Lauren.

The CoDBS is a financial management tool developed exclusively for AWI Manufacturing Members. The data is kept confidential by Inverra, an independent consulting firm which conducts the survey for AWI. Only aggregated results are available at the conclusion of the survey; however, participants also receive their data alongside the aggregated figures to sort and analyze against all the survey benchmarks regionally and nationally, as well as compared with average and high-profit firms. Plans call for release of survey results on June 1.

Lauren Bourland is Chief Operating Officer of Custom Source Woodworking, Inc. of Olympia, WA. She was elected to the AWI Board of Directors for a two-year term which began Jan. 1, 2022. Lauren is also a member of the AWI Financial Management Education Team as well as the AWI Finance Committee. She has been employed with Custom Source Woodworking for six years. The firm was founded in 2006 and serves the commercial woodwork industry in all 50 states.

THANK YOU 2022 AWI PARTNERS

AWI thanks these members whose additional support helps to fund the association’s programs, publications and other services for members. AWI Manufacturing Members are encouraged to connect with these Suppliers anytime at www.awinet.org whenever a need arises for their services. To learn about the 2022 Partner Program for AWI Members contact AWI Vice President of Membership & Marketing Katie Allen at kallen@awinet.org.

AWI EVENTS

Upcoming Spring Education Outreach

Advanced Estimating Seminar
April 7-8 • Elk Grove Village, IL
Host: AWI Chicago Chapter

Contracts Seminar
May 6 • Location: TBA
Host: AWI New Jersey Chapter

Financial Management Seminar
May 19-20 • Kent, WA
Host: AWI Washington Chapter

Project Management Seminar
June 9-10 • Location: TBA
Host: AWI Ohio Valley Chapter

Visit the seminars page under “Events” at www.awinet.org for more information.

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Software issues announced by AWI’s online publication service provider and the rejoining of the Quality Certification Program with AWI have precipitated a change in the scope, frequency and design of AWI and QCP serial publications.

**AWI e-briefs:** AWI’s semi-monthly online publication is being refreshed and will allow AWI to assume better control of many back-end functions, assure graphical features are not lost and can be changed by staff (such as the Partner graphic), as well as improve the security of e-briefs through links to the website. E-briefs will continue to provide news and information to AWI Manufacturing, Supplier and Industry Members in two monthly editions as before. Plus, QCP Licensees will receive a complimentary subscription.

**AWI QCP Quality Times:** QCP Licensees and other subscribers to the quarterly publication, Quality Times, will be included as subscribers to AWI e-briefs, where they may read about QCP developments monthly. This will assure the timeliness of news reaching all readers. Quality Times will no longer be published as a stand-alone quarterly publication.

**AWI QCP Quality Review:** This bi-annual online publication will increase in frequency to quarterly. Its readership is Architects, Design Professionals, Specifiers, and General Contractors, all of whom learn about AWI Standards and specification of the Quality Certification Program in their contracts through this publication. In general, Quality Review shares information and insights concerning the architectural woodwork components of the readership’s design-build projects. It gets the word out about AWI and QCP to an important audience of our industry’s ultimate customers.

All of these changes will occur in the coming months and as developments occur that are newsworthy. Modified templates for e-briefs and Quality Review are being designed using a new software platform. AWI Members and QCP Licensees should watch for announcements in AWI e-briefs.

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**SAVE THE DATE! • 70TH AWI ANNUAL CONVENTION**

September 28-30, 2022
The Grand Hotel • Lake Point, Alabama

*The Grand Hotel at Lake Point.* Photo courtesy of The Grand Hotel
On March 4, 2022, AWI received notification that the ANSI Board of Standards Review approved the Standard. As of the March 11, 0400 Factory Finishing is now an ANSI Standard.

ANSI / AWI 0400-2022 Scope
Factory application of finish technologies to architectural woodwork and related interior finishes.

Included in the scope: a) the application of transparent or opaque product on architectural woodwork and related interior finishes specified to be factory finished and b) the application of primer prior to delivery to the jobsite.

Not included in the scope: a) jobsite finishing; b) repair after delivery or installation; c) brush applied topcoat finishes, except as called out under the scope of work, such as faux finishes; d) exterior priming, painting, and finishing; and e) doors included in the scope of ANSI/WDMA LS 1A (latest edition) and/or ANSI/WDMA LS 6A (latest edition).

Next Steps
When AWI’s Technical Committee releases the new Standard and sets an effective date for its application, the 0400 Standard will supersede Section 5 of the Architectural Woodwork Standards, Edition 2. Stay tuned for upcoming news!

The Architectural Woodwork Institute (AWI) has produced and collaborated on the development of standards in accordance with its mission since its founding in 1953. AWI is an ANSI-accredited Standards Developer Organization. www.awinet.org

Founded in 1918, the American National Standards Institute (ANSI) is a private non-profit organization that administers and coordinates the U.S. voluntary standardization and conformity assessment system and is committed to strengthening its impact, both domestically and internationally. ANSI represents the diverse interests of more than 270,000 companies and organizations, and 30 million professionals. www.ansi.org