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The Year Ahead

By 2018 AWI President **Bruce Spitz** of Classic Millwork & Products, Inc.

AWI members – it is an honor to assume the role as AWI’s President in 2018, a responsibility that I take very seriously. As your President, I will work with our Board of Directors to maintain the momentum and to continue to build our association’s foundation for the future.

2017 AWI President Kristine Cox’s theme – “Foundation to Future: We Honor our Past, Treasure our Present and Build our Destiny” – is an insightful positioning statement that concisely describes AWI and our journey into the future.



Our tomorrow is squarely built upon today.

Changing the Industry

Our number one priority is to create and publish the next generation of architectural woodwork industry standards. It is through our next generation of standards that **AWI is changing our industry** for our greater good.

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Journey to the Future

These words will continue to resonate well into 2018, reminding us that our tomorrow is squarely built upon today and our collective foundation is built on the sum of all our previous days.

To build on Kristine’s “Foundation to Future” theme, this year I will strive to lead AWI by honoring that foundation while working for our collective destiny as an association and to embrace the changes that are coming our way.

We will move forward with AWI’s Strategic Plan and work to “Close the Deal.”

Safety Awards Competition Opens January 15, 2018

Show your commitment to safety! Each year a number of AWI Manufacturing Members differentiate themselves from competitors through

Gain recognition for your efforts.

their commitment to a safe working environment. Gain recognition for your efforts, and benefit from exposure to thousands of potential customers, architects, design professionals and general contractors.

Enter the AWI / Federated Insurance Safety Awards Competition. Simply apply the information from your OSHA 300 Form to the

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Coming Next Month

- **AWI Spring Leadership Conference**
- **Workforce Development**

Skills USA : OFFICIAL SPONSOR FOR 2018
ConsensusDocs : ENDORSED BY AWI





AWI NEWS

2018 AWI Elected Leadership

A new leadership team begins the year this month using AWI's Strategic Plan with its updated Core Purpose, Vision and Mission to guide them throughout 2018. Here's the roster of the Board of Directors:



President

Bruce Spitz

Classic Millwork & Products, Inc.
El Paso, TX



President-elect

Michael McNulty

Millwork One, Inc.
Cranston, RI



Vice President

Tyler Cerny

Strata Design
Traverse City, MI



Treasurer

Sebastien DesMarais

Hollywood Woodwork, Inc.
Hollywood, FL

Director

Tony Aubin *

Aubin Woodworking, Inc.
Bow, NH

Director

Erik Fetzer

Fetzer Architectural Woodwork
West Valley City, UT

Director

Dustin Giffin *

Dustin Giffin Interior & Fixture, Inc.
Bridgeville, PA

Director

Skip Heidler*

Heidler Hardwood Lumber Company
Chicago, IL

Director

Robert S. Krejci *

Riverside Architectural Millwork
Cincinnati, OH

Past President Delegate

Michael Bell

Hollywood Woodwork, Inc.
Hollywood, FL

Chapter Officer Council Delegate

Dustin Hecht

RCS Millwork, L.C.
Ankeny, IA

Ex-officio

Philip Duvic

Architectural Woodwork Institute
Potomac Falls, VA

* Two-year term of office began January 1, 2018.

New AWI Members

AWI NEWS

MANUFACTURERS

Benee's, Inc.
Farmington, MO

ConceptWorks
Elkhart Lake, WI

Connell Cabinets & Millworks, Inc.
Lakeland, GA

Diversified Fixture
Lakewood, NJ

Interscapes
Brooklyn Center, MN

The Laminate Shop, Inc.
Waterford, OH

INDUSTRY MEMBER

Nycom, Inc.
Midlothian, VA

Note: These new members joined AWI in November 2017.

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.



Design Solutions Magazine Invites Submissions by Feb. 1

It's never too late for more business exposure!

BUSINESS TOOLS



For the **spring** edition of *Design Solutions*, AWI's quarterly journal of architectural woodwork, AWI is still accepting submissions of projects that illustrate the high-profile, quality craftsmanship produced by AWI Manufacturing Members. Design professionals, contractors, owners and AWI members are invited to participate in this quarterly AWI Award of Excellence program.

The Award of Excellence program entitles worthy submissions to exposure of their project beautifully

illustrated in *Design Solutions*, and to become eligible for consideration in the annual Standard of Excellence Honors Program. Reach thousands of architects and design professionals who will see your project in the magazine.

2018 Project Submittal Deadlines:

- February 1 Spring Issue
- May 1 Summer Issue
- August 1 Fall Issue
- November 1..... Winter Issue

Access the downloadable submission form at www.awinet.org under "Publications" on the top menu bar, then "Design Solutions Magazine." Questions about the program may be directed to AWI Marketing Project Manager Katie Allen at kallen@awinet.org. There is no fee to participate. ▽

Mike McNulty Elected Chair Quality Certification Corp.

Michael McNulty of Millwork One, Inc. in Cranston, RI was elected to take the helm as Chairman of the Quality Certification Corporation (QCC), administrator of the Quality Certification Program (QCP). Mike's term began January 1, 2018. He succeeds outgoing QCC Chairman Bruce Spitz of Classic Millwork & Products whose term as AWI President began January 1, 2018.

QCC also elected Zach Deas of Deas Millwork Company as QCC Chair-elect.

ABOUT QCP



QCC Executive Director Randy Estabrook announced the newly elected members of the Board of Directors who will serve three-year terms. They are: Rick Kogler (Past QCC Director and Chairman) and Rosa Cheney (architect, specifier and member of the MasterSpec Review Committee). In addition,

Bruce Spitz will remain on the board for one year as Immediate Past-chair.

Congratulations to all. QCC also recognized Jerry Campbell of Jerry M. Campbell & Associates and Joe Sorrelli of Aljoe Woodwork Consultants, who are leaving the board after six years of service. Joe is a past president of AWI (1993-1994). ▽

Thank You...365 Days a Year

AWI has produced an AWI 2018 Calendar again this year with important association dates for the upcoming months. Use it to record your participation in various AWI programs and events.

Each point of contact at all AWI Manufacturing and Supplier Member firms will find a copy enclosed with this issue of *NewsBriefs*.

Thank you for your continued support and membership in 2018. ▽

The AWI Quality Certification Program (QCP) is a valuable quality assurance tool for interior architectural woodwork, one of the



most highly visible aspects of many construction projects. QCP assesses whether the millwork provided meets the project's specifications and industry standards. The American Subcontractors Association (ASA) endorses the QCP. www.awiqcp.org.



The Year Ahead ... (cont. from page 1)

Change is inevitable and it is constant, whether small or huge. We can't lose sight of change, but we also must keep our eye on the current situation. We must find some method of accommodating both, and some method to "Close the Deal."

Change is best when it comes from within ourselves, our businesses, and our association. Accepting change isn't easy. We all tend to resist change, especially when it is thrust upon us. While accommodating change keep the effective "old" ways in sight to use them to build on, remembering our foundation. **So, to make change work for us we must embrace it and then use it to close the deal.**

We all understand change but what is the big "DEAL"? It is the culmination of facts, figures, situations and realities that come together that demand our action...in our personal lives, our businesses and our association. It can be a big bid or project; it can be an upgrade in the office or shop; or even a change in personnel...anything we choose to identify as a "Big Deal."

2018 promises to be a point in our association's history when we are poised to CLOSE THE DEAL in many areas.



"A long time contributor to our organization, Bruce Spitz is more than prepared to serve as the next President of AWI. With Bruce at the helm of the association in 2018, we're sure to continue in the right direction," said Kristine Cox in introducing Bruce as the incoming AWI President during the 2017 AWI Convention.

- Provide options for better and more inclusive product selections.
- And most of all, will provide design professionals and owners with the peace of mind in knowing that AWI's next generation of Standards represents a compilation of our industry's collective expertise and knowledge, in compliance with the ANSI development process.

In Education Opportunities, AWI will:

- Continue our work to improve AWI education program quality.
- Provide greater diversity of education content and broader access to AWI education opportunities for more attendees.
- Work each day to better understand and strive to meet our member's needs for industry specific education offerings.

The Next Generation of AWI Industry Standards will:

- Be introduced in 2018.
- Be multiple individual Standards, each specific to one type of woodwork product.
- Provide a way for innovative manufacturing techniques and cutting-edge new materials to gain access to the marketplace.
- Provide design professionals and specifiers with better Standards that are easier to understand.

? We all understand change but what is the big "DEAL"?

2018 AWI Sponsors

AWI welcomes these sponsors back in 2018. Thank you for your additional support of AWI which 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.

Founding Sponsor



Sustaining Sponsors



Level 2 Sponsor



In Marketing and Outreach, AWI will:

- Continue our related industry association relationships to benefit the greater good of our industry.
- Represent our industry to design professionals and specifiers at their national and regional events.
- Continue to convey AWI's message to prospective industry members that **AWI IS changing our Industry** and that together, we can do more for the collective common good of our industry shareholders.

Finally, in Governance and Administration, AWI will:

- Continue to update and adjust our Strategic Plan and its ongoing development process.
- Continue to employ the HOSHIN principles of Plan-Do-Act and Check to ensure continuous improvements in all we do.
- And above all, we will maintain our focus on AWI's Strategic Plan to ensure we maintain top to bottom alignment while respecting our Purpose, our Vision and our Mission.



During the 65th AWI Annual Convention then President-elect Bruce Spitz congratulated Kristine Cox on her strong leadership style, her ability to listen and hear, and then move to action. "It has been marvelous to watch and learn from you. You have been a dynamic President and superb leader for AWI this year."

Close the Deal

This year's message of change and Closing the Deal will be taken to heart by some, ignored by others and maybe even scoffed at. Words of wisdom are hard to impart. **There is value in the work we are doing.** Let others know. Spread the word. Go forth and network! Pass on our message of change and closing the deal. Make change work for you, but always remember to "Close the Deal." ▸

PROFILE OF 2018 AWI PRESIDENT BRUCE SPITZ

AWI President Bruce B. Spitz is President of Classic Millwork & Products, Inc. (El Paso, Texas), which he founded in 1987. An AWI Manufacturing Member since 1994, Classic Millwork & Products is a custom commercial cabinet manufacturer and installer. The firm is a Quality Certification Program Licensee.

A 30-year architectural woodwork industry veteran, with a degree in Accounting and experience in retail and manufacturing, Bruce was elected Treasurer of AWI in 2012, succeeded to Vice President and then in 2017 to President-elect. He has a long history of volunteer involvement in AWI as Chair of the Education, Finance and Audit Committees, Leader of the eCost Book Task Force, and as a member of the Cost Book and Financial Management Committees. Bruce also has been an active Estimating Seminar Team leader and presenter as well as a Gold Presenter with the AWI Speakers Bureau for which he also served as an AWS Presentation Development Team member.

He was instrumental in establishing and chartering the West Texas Chapter of AWI in 2006, and has served as its President and Treasurer. Bruce is the Immediate Past Chair of the Quality Certification Corporation and a former Treasurer. A passion for workforce development led Bruce to serve as an evaluator for the Woodwork Career Alliance.

Level 3 Sponsors



Level 4 Sponsors





STANDARDS

New ANSI / AWI Standards Will Resonate with CSI Master Spec Sections

AWI is carrying its messages and providing updates to the design/build (DB) community as it advances the next generation of architectural woodwork standards. In 2018, AWI plans to issue news releases to the DB media to report about work in progress and forthcoming changes to AWI Standards.

The creation of these standards, which is expected to continue for the next three years, will define and address each aspect of architectural woodwork.

While the *Architectural Woodwork Standards (AWS), Edition 2* (2014) remains AWI's current and recognized woodwork standard, AWI Standards co-editor, Margaret Fisher noted, that the next generation of AWI Standards **will begin to be published this year** and be ready for use by design professionals and specifiers in planning upcoming projects.

Significant Changes

As the standards are being developed with **ease of accessibility** throughout a variety of mobile and digital platforms, glossary terms and illustrations

included in the standards will be available **through links on electronic tablets, smartphones, and computers.**

Other significant changes standards users can look forward to in the future include: **A simplified numeric designation system** for citing standards and the **addition of new Performance Duty Levels** which will aid specifiers in choosing the correct cabinet type for its intended use. These Performance Duty Levels will be defined in the **new casework standards that are currently in development.** Future building owners can be confident they have chosen caseloads for the correct value and performance required.

Input Invited

AWI welcomes the input of design professionals and specifiers to participate in Subject Expert Review Teams (SERT) and Canvass Teams for each section being written through its ANSI-approved development process.

Specification Language

The following **interim** specification language recommended by AWI is as follows:

All work in this section shall comply with AWI's published standards, latest edition, for grades of architectural woodwork indicated for construction, finishes, installation, and other requirements.

While changing the woodwork industry, AWI will continue to provide technical assistance for the users of the current AWS, Second Edition.

Technical Assistance

Technical help is available at 229-389-2543. Contact Ashley Goodin, help@awinet.org, for assistance and for information on participating in the standards review process. ▽

The Architectural Woodwork Institute has produced and collaborated on



the development of standards in accordance with its mission from its founding in 1953 to the present day.

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.



The next generation of AWI Standards will begin to be published this year and be ready for use by design professionals and specifiers in planning upcoming projects.

AWI Staff...At Your Service

Are you maximizing the value of your AWI membership?

AWI NEWS

Do you know the AWI staff member or office you should call about your membership, AWI programs, publications or services? Use this list as a guide to staff who are links to information and AWI services. The list that follows is also accessible on AWI's Web site, www.awinet.org, under "Contact Us" on the top menu bar via "Staff Directory." You'll also find telephone numbers and e-mail links online.

AWI also welcomes several new staff members who are identified below. ▽

Administration

Responsibilities:

Administration, Policy, Finance



Philip Duvic, Executive Vice President



Kathy Roach, Accounting Manager



Meredith Dorey*, Accounts Receivable

Education

Responsibilities:

Webinars, Education Outreach, Leadership Conference, Convention Education Program, Speakers Bureau, SkillsUSA



Doug Hague, Education Director



Sue Sicilian, Education Coordinator

Standards & Testing

Responsibilities:

Standards, Testing, Technical Support



Ashley Goodin, Technical Director



Cheri Dermyre, Testing Project Manager



Travis Goodman, Testing Laboratory Manager



John Barrett*, Testing Laboratory Assistant



Jarius Whitley*, Graphic Designer



Michael Murray*, Graphic Designer/Writer

Membership & Marketing

Responsibilities:

Membership, Chapters, Publications, Website, Social Media, Outreach



Cassey Gibson, Chief Member Services



Katie Allen, Marketing Project Manager



Margaret Fisher, Strategic Outreach & Relations

* New staff member in 2017



Liz DiFiore, Communities Manager



Taylor Shaughnessy, Membership Coordinator



Debby Heidler, Membership Assistant

Use this list as a guide to staff who are links to information and AWI services.

Update Your AWI Profile Now; Maximize Your Business Exposure

Have you renewed your AWI membership for 2018? If so, thank you for your continued support.

If you haven't yet renewed your membership, follow the instructions for renewing your 2018 AWI Membership dues that were e-mailed in December to the point of contact for each AWI member company. If you are already remitting dues on a monthly basis, you are automatically renewed via your firm's credit card information on file.

Don't forget an important step in the renewal process – updating your online company profile. Put your best foot forward and begin the New Year by reviewing your company profile. Make sure that the profile accurately reflects your vital company information which is accessible 24/7 by your potential customers seeking

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business partners via the online "AWI Member Directory."

Login to the password-protected portion of AWI's Web site at www.awinet.org and choose "My Directory Options" in the left menu. Check your contacts listed as well as other pertinent facts about your company. Make sure your plant size and other facts are current, as well as your participation in the Quality Certification Program, if applicable. And make certain that your Profile is complete.

Update your information regularly as relevant changes occur in your company. You never know who sees your free listing in the Member Directory. Make the most of this complimentary AWI membership benefit.

If you have questions, don't hesitate to call AWI at 571-323-3636. Thank you for your continued membership. ▽

LEARNING FORUM

SAVE THE DATE!

AWI Spring Leadership Conference

**April 22-24, 2018
Omaha, Nebraska**

*AWI is Changing the Industry – Together
We Can Close the Deal!*

Visit the Hall of History, Visitors Center and the Father Flanagan House to get a first-hand look at the world-famous Father Flanagan's Boys Home.

Photo Courtesy of the Omaha Convention & Visitors Bureau

SAFETY MATTERS

Safety Awards Competition ... (cont. from page 1)

AWI/Federated survey form. The program awards are based on a company's Incident Rate, a nationally recognized measure of safety which equalizes the Accident Rate for all sizes of firms. Awards will be distributed in each of four categories based on company size.

The submission period began January 15. AWI sent an e-mail with a link to the survey. Contact AWI at 571-323-3636, if you did not receive your link on that date.

All information is collected by AWI's independent survey analysts at Inverra, where your submission will be held in strict confidence and tabulated.

Safety matters – get on board! The survey closes March 2, 2018. ▽

It's Our Business to Protect Yours
**FEDERATED
INSURANCE**

AWI ARCHITECTURAL
WOODWORK
INSTITUTE



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The Architectural Woodwork Institute / AWINET.ORG

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