Challenge... Be More, Do More, Give More

That’s the message AWI members will hear from Inky Johnson when he shares insights about his mantra’s potential impact on your business and personal life at the 2019 AWI Spring Leadership Conference, March 31 – April 2 in New Orleans.

Think about times when you may have been overwhelmed from opposition and adversity and whether you had the inner resources to successfully combat those challenges. Inky Johnson turned tragedy on the football field and his dashed plans for a sports career into positive practices that have ended in a success story you won’t forget.

But who is Inquoris “Inky” Johnson and where did his determination and perseverance come from? His life changing story emanated from his background and family’s struggles. Inky is a survivor of an underprivileged past, a refugee of poverty and violence, a success story on the football field stained by tragedy.

“At the end of the day,” Inky says, “you can fake it to somebody else – whether your coach or your team, but you have to look in the mirror at yourself, and say ‘did I give my ALL today?’” He emphasizes that when you put your all into the game, you will make it in life. “Because of attitude, motivation and inspiration, it’s going to carry over into every aspect of your life.”

He challenges his audiences to think about their performance not being based on the outcome (money, car, etc.) but more so in taking pride in what you do. Inky believes that process over product is what saved his life.

AWI Sets the Standard! Time to ‘Up Your Game’

Success stems from effective leadership. Join us at the 2019 AWI Spring Leadership Conference, where you can renew your commitment to leadership and excellence. Registration for the conference in New Orleans, March 31 – April 2, is open at www.awinet.org.

Meet two more presenters who will motivate and inspire you while they impart practical tips for you to “up your game” and inspire others to achieve their best on the job and in their personal lives.

Ann Petersen
“Safety: Are You Setting the Standard?”

In this session, participants will learn why safety is important in their facilities, how safety affects the bottom line, and how a company can...
AWI Welcomes New Staff Members

AWI Executive VP Philip Duvic has announced the addition of four new full-time staff members. Please join us in welcoming each to AWI.

AWI National Testing Center

Born in Americus, GA, Johnny Mack received a certification in Industrial Systems Maintenance from South Georgia Technical College in 2003. Johnny then went on to work as a Lighting Technician for Cooper Lighting and as an Industrial Maintenance Technician for Tyson Foods before joining the team as Testing Laboratory Associate at the AWI National Testing Center.

Born and raised on a peanut and cattle farm in the Americus, GA area, Rex Chappell pursued a course of study in Computer Science and Discrete Mathematics at Rose–Hulman Institute of Technology in Terre Haute, IN. Rex then went on to work for Zotec developing tools for the conversion of insurance claims processing logic from one language to another. He also worked for Rose–Hulman Ventures as a software developer for web applications and laboratory robot control systems before signing on with AWI as a Database Administrator and Testing Specialist.

Emory Burmeister pursued a curriculum in Industrial Systems Technology at Central Georgia Technical College before transferring to Georgia Southwestern State University to complete a bachelor’s program in Business Administration. Since obtaining his Bachelor’s degree, Emory has worked as a Construction Tradesman, and in a managerial capacity at Enterprise Rent-A-Car and American Pawn & Jewelry. He was appointed Testing Sales Manager with AWI.

Contact information for each new staff member is available at www.awinet.org under “Contact Us” and “Staff” via the home page top menu bar.

AWI’S ANNUAL MEMBER AND MANUFACTURER RETENTION

At year-end 2018, AWI’s annual member retention rate stood at 91.33% for manufacturers and 90.41% for suppliers. In addition, on Dec. 31, 2018 the AWI Manufacturing Member count was 999, while the AWI Supplier Member count was 214.

2019 AWI Sponsors

AWI thanks the 2019 annual sponsors for their 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.
New AWI Members

MANUFACTURERS
Andersen Cabinet, Inc.
Saint Paul, MN
J. Miles Construction, LLC
District Heights, MD
J.V. Installations Corporation
Orlando, FL
Oficiosma
San Juan, PR
Robertson Cabinets, Inc.
West Milton, OH

SUPPLIER
2020 Technologies
Grand Rapids, MI

Note: These new members joined AWI in December 2018.

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.

Chicago Chapter Donation Helps Fund Student’s Trip to AWFS

Over the years, a number of AWI chapters have offered financial support to future woodworkers by awarding scholarships and/or donating funds to support students pursuing careers in the woodwork industry.

This is a recent story about the generosity of the AWI Chicago Chapter. They are supporting a high school student whose goal is to attend the 2019 AWFS. “Trade shows are a great way for someone to experience many facets of the industry all under one roof,” said AWI Education Director Doug Hague.

AWI Chapter President Mike Coticchio of Cain Millwork (Rochelle, IL) reported that the chapter has donated $600 to help cover travel expenses for Nathan Minuth, “a senior at Reed-Custer High School, who will be attending Pittsburg State University’s (PSU in Kansas) wood manufacturing program in the next school year. Nathan wants to attend the AWFS this summer with me,” Mike reported.

Mike congratulated Ken Kamien, chapter senior advisor and AWI National liaison, for great work making this all come together, and the AWI Chicago Chapter’s Board of Directors for helping Nathan grow in his future career by their support. “It is wonderful that the Chicago Chapter can be a small part of Nathan’s journey.”

AWI welcomes news from other chapters about their efforts supporting tomorrow’s workforce. Contact AWI Community Relations Manager Christen Jones at cjones@awinet.org with news. Share your story!
The Architectural Woodwork Institute’s Standards Development Team has released the first four of the upcoming suite of standards, which became available in digital format online on Feb. 1, 2019.

Industry professionals who have been using the Architectural Woodwork Standards, Edition 2 (2014) (AWS2) will likely notice some distinct differences in the requirements contained within the newer standards.

Differences with AWS2
Many of the most pronounced differences between the original and recrafted standards will be contained within the ANSI/AWI 0620-2018 Finish Carpentry Standard. Through a rigorous vetting process, the AWI Technical Committee has re-evaluated the requirements currently contained within the AWS2 and eliminated prescriptive requirements, where possible. The resulting document then went through the American National Standards Institute (ANSI) approval process, during which it was considered once again by industry professionals from all aspects of the architectural woodwork industry.

The updated standard focuses heavily upon the structural integrity of architectural woodwork and related interior finishes, as opposed to presenting prescriptive requirements. The standard is intended to give installers, manufacturers, and suppliers a broader range of options in meeting customer demands while maintaining the integrity of their workmanship.

Three non-ANSI primer standards, AWI 100 – Submittals; AWI 200 – Care & Storage; and AWI 300 – Materials, also were released for review alongside the ANSI/AWI 0620-2018 Finish Carpentry Standard.

Online Access
These documents are available for review at www.awinet.org for 45 days before taking effect on March 15, 2019. On that effective date, the new standards will supersede their respective sections of the AWS2. AWI 100 – Submittals will be taking the place of the requirements in Section 1 of the AWS2, while AWI 200 – Care & Storage will replace the requirements set forth in Section 2 of the AWS2. Section 3 of the AWS2 will be replaced by AWI 300 – Materials.

The ANSI/AWI 0620-2018 Finish Carpentry Standard will take the place of the Installation portions near the end of each section of the AWS2.

Until the date on which these standards take effect, architectural woodwork industry professionals will continue to use the AWS2 to access the requirements for their projects.

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. www.ansi.org

March 1st Deadline For Safety Award Competition
The AWI and Federated Insurance Safety Awards Competition is in full swing.

If your woodwork business has a good safety record, apply the information from your OSHA 300 Form and enter the competition today. Submissions will be accepted through March 1, which coincides with your OSHA Form 300A (Summary of Work Related Injuries and Illnesses) filing.

For more details and the online password protected survey access, visit www.awinet.org. Also, consult the announcement in the online January edition of NewsBriefs.

Get started! Get recognized for safety and show your team that you care about their safety and well-being!

For questions or assistance, contact Katie Allen at AWI, kallen@awinet.org, or call 571-323-3611.

Note: Your entry is not a substitute for any required filings under applicable federal or state law or regulation.

Get recognized for safety and show your team that you care about their safety and well-being!
effectively make safety a priority to management and employees.

Prior to becoming an Associate Professor at Pittsburg State University (PSU), Ann Petersen worked as a safety manager in the chemical and plastics industry. She has worked for over 10 years for Fortune 500 companies in the Kansas City area as a project manager. She has been with PSU for over eight years as a professor in the Environmental & Safety Management bachelor’s degree program and continues to work during the summer to keep up-to-date in the construction and manufacturing fields.

Dominic Rubino

“Building the Right Culture Starts with Leadership”

Improve the culture of your business through your own inspiring leadership efforts. Build a hard-working, proactive and content team with the kind of drive and dedication that can make your business thrive. Hear Dominic Rubino share proven systems to stay on top and keep winning.

Owner at Biz Strat Plan and host of Cabinet Maker Profit System Podcast Dominic has been a business coach for over 18 years and entrepreneur for 25. Over the years he’s had companies in trades, mail order, pharmaceuticals, real estate, business coaching and podcasting. His commitment to you is that you’ll learn more in his presentation at the conference than most businesspeople do in a year. And, he wants you to go and apply it!

New Orleans City Park’s 1,300 acres offer a wide variety of attractions including the amusement park, botanical garden, golf, tennis, walking and jogging paths. Also, explore the 8,000 sq. ft. Helis Foundation Enrique Alferez Sculpture Garden, plus NOMA, the city’s oldest art institution with famous works from all over.

Known as one of New Orleans’ most recognizable attractions, Jackson Square is a National Historic Landmark nestled in the center of the French Quarter. The landmark earns its name for the bronze statue of Andrew Jackson located in the center of the square. Browse through the open-air artist colony, where artists display their work on the outside of the iron fence. Grab coffee and beignets from Cafe du Monde and enjoy breakfast while people watching.
**Opening Keynote**
Tim David
“TRUE Leadership – Human Connection Strategies for Busy Bosses”
Funny, engaging, and sharply insightful, TRUE Leadership offers proven answers to some of the most difficult challenges faced while leading others.

**Featured Presenter**
Inky Johnson
“Be More, Do More, Give More”
Many people can achieve public success in their careers but are not operating on a higher level. Hear Inky’s story and beliefs about collective character and understand that by being the best version of yourself, you have opportunities every day to impact your employees, your family, your friends, and your community... in fact everyone with whom you are connected.

**Insight Session I**
Geoffrey Athey and Erik Fetzer
“Leadership on the Production Floor”
This interactive session is meant to give you tools you can implement in your production environment. Production efficiency is vital. Come learn practical information to enhance your production space or process.

**Insight Session II**
Getting the Most...
This fun roundtable discussion will leave you with new information and opportunities to educate your current workforce. Come hear from various members to learn what is new, what is coming and how to get plugged in with AWI.

**Insight Session III**
Ann Petersen
“Safety: Are You Setting the Standard?”
In this session, participants will learn why safety is important in their facilities, how safety affects the bottom line and how a company can effectively make safety a priority to management and employees.

**Team Building Event**
“Experience NOLA - Blaine Kern’s Mardi Gras World”
Experience a behind-the-scenes tour of how the famous Mardi Gras floats come to life. A team building activity will explore your creative side and lunch will give a taste of Louisiana.

**Closing Keynote**
Dominic Rubino
“Building the Right Culture Starts with Leadership”
As the host of the industry podcast many of you already listen to — Cabinet Maker Profit System — Dominic Rubino shares lessons, tips and tricks from thought leaders in our industry. He’s been a business coach for over 18 years and an entrepreneur for 25.
Challenge: Be More, Do More, Give More (cont. from page 1)

Inky believes that “everyone connected to me should get the best version of me.” Life has a way of testing us to see how really bad we want what we want, according to Inky. “I believe you are never supposed to wish for more than you are willing to work for.”

“Life is going to hit you with opposition and a certain amount of adversity and life is going to say to you, ‘now, let’s see how bad you really want it.’ But the great thing about the process is when opposition and adversity hit, you will have a way of embracing it and using it to make not only yourself stronger, but everyone connected to you (employees, family, community).” He emphasizes that “the harder you work, the harder it is to surrender.”

When Inky shifted his mindset from “me” to “we,” he began operating with a spirit of collective character, meaning it didn’t matter what he did individually. “We are always stronger together...whether it be in sports, business, marriage, or family.”

Inky will challenge you to seize the opportunity to change someone’s life – starting with the people you have direct contact with on a daily basis. Are you up for the challenge?

Find out by attending the “Be More, Do More, Give More” featured presentation on April 1 at the AWI Spring Leadership Conference at the Bourbon Orleans Hotel in New Orleans. Register early at www.awinet.org.

LEARNING FORUM

Who’s in Control of Your Project?

Influence the likelihood of a more efficiently run and less costly project by improving the process. To help your project managers increase their knowledge and skills, the AWI Heart of America Chapter will host the upcoming AWI Project Management Seminar on March 7-8 at the Springhill Suites by Marriott Wichita Airport in Kansas.

Do you react to fires every day? Does the phone control the next hour? Is there frustration at your client/job meetings? Come learn skills to take more control of your project!

Project management is supposed to make your life easier. Acquire tools that allow you to find balance between contractor, architect, resources and manpower. By investing in yourself or your project management personnel, the cost will be more than paid off by the return of knowledge, enhanced efficiency, lower costs, fewer errors, less stress, time savings, and better working relationships among your staff and your customers.

This updated program is presented by industry peers with considerable experience in project management of varying size projects for diverse companies.

Hurry, registration closes Feb. 25. Visit www.awinet.org to sign up today!

Do you react to fires every day? Does the phone control the next hour? Is there frustration at your client/job meetings?

Talk the Talk: New Orleans Colloquialisms

Expand your vocabulary for your journey to New Orleans, site of the 2019 AWI Spring Leadership Conference, March 31-April 2. Here is the second of a series of words we’ll publish in NewsBriefs to help you learn the language of New Orleans.

Gumbo ya-ya: “Everybody talking at once.”

Jazz: A mixture of African and Creole rhythms with European styles and instruments. Some say it was local barber Buddy Bolden who invented it in 1891.

Krewe: A carnival organization, as in Krewe of Rex and variation of the word “crew.” Members privately put on the balls and parades that make up Mardi Gras.

Neutral Ground: A median. When Americans settled in New Orleans after the Louisiana Purchase, the Europeans and Creoles in the French Quarter were not thrilled. The Americans settled across Canal Street on the side opposite the Quarter, and the street became the “neutral ground.”
Art for Everyday — Line of Textured Panels

Art For Everyday (AFE) is North America’s largest manufacturer and designer of architectural woodcarvings for over twenty years. AFE produces fine woodcarvings by combining the most technologically advanced 3D and CNC equipment with the skills of experienced master carvers.

We carry 1,200 ready-to-ship carving pieces in various collections and categories in all wood species. We offer clean line designs, mullion door inserts and texture panels for today’s stylish kitchens. All our standard products can be customized in size, design and wood species. We can produce a fully customized design of your components which includes a 3D rendering of our design along with our shop drawing for your approval on every custom order.

SPONSOR SPOTLIGHT

We are proud to be the main carving supplier of some of the most exciting projects in North America. We offer exceptional customer service and a quick turnaround of in-stock items within two weeks and custom items within 2-4 weeks.

Art For Everyday Inc. is proud to announce the expansion of our Textured Panels which now include a greater selection. Available in 14 stunning designs each panel is crafted from solid wood and can be produced as small as 4” x 4” to 48” x 96” sections, eliminating the need to cut or waste product. An alternative to traditional wallpaper or wainscoting, textured panels provide warmth and depth creating a rich layering effect allowing adjacent items to stand out. Each pattern can be customized. Whether stained, painted or left natural we are confident that you will be amazed by the transformative effect of these design gems.

For more information please contact our helpful customer service team at 1-866-850-2680 or visit us at www.artforeveryday.com.

Art for Everyday, a Level 1 AWI Sponsor, has been an AWI Supplier Member since 2006.