The Year Ahead: Setting the Standard
By Michael R. McNulty, Sr., 2019 AWI President

I am humbled to carry the AWI leadership torch into 2019 as my watch at the helm begins. I promise to follow in the tradition of leadership excellence as your new AWI President. Let us remember the many AWI leaders who have preceded me in this role. In 1953, our founding AWI leaders had the vision and foresight to understand a greater good, and better future for our architectural woodwork industry.

Out of that vision and foresight came the first edition of our AWI Standards in 1961. It was a modest publication, but at that time, it set the standard for architectural woodwork.

Today, some 58 years later, AWI leadership continues to move our industry forward with vision and foresight, through our collective development and publication of our NEW AWI Standards.

New Service & Standard
Beginning this month, AWI is offering casework performance testing services to industry manufacturers and casework component suppliers. Tests will be used to provide product performance assurance and useful data to professionals in a variety of fields across the architectural woodwork industry, including to manufacturers and suppliers of casework, drawer boxes, and finishing technologies. Structural performance duty levels of architectural casework, components and materials, are in development by the AWI Technical Committee and will be published in the upcoming 0641 Architectural Wood Casework Standard.

We are changing our industry with our NEW AWI Standards. And most importantly...AWI continues setting the standard for the greater good of all manufacturers, suppliers, design professionals and end users, of our fine architectural woodwork products.
As AWI begins a new year of initiatives and activities in service to our community of members and the greater architectural woodwork industry, we want to welcome the 2019 Officers, Executive Committee and Board of Directors.

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Michael McNulty
Millwork One, Inc.
Cranston, RI

**President-elect**
Tyler Cerny
Strata Design
Traverse City, MI

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Hollywood Woodwork, Inc.
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Robert Ziegelmeier
Platinum Millworks, Inc.
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**Non-voting Directors**
Philip Duvic
Architectural Woodwork Institute
Potomac Falls, VA

Randy Estabrook
AWI Quality Certification Corporation
Potomac Falls, VA

* Two-year term of office began January 1, 2019.

**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.
Insurance Safety Awards Competition Opens

“Safety = Success,” says AWI and safety partner Federated Insurance. Do you want thousands of potential customers, architects, and contractors to see how your company differentiates itself from competitors through a commitment to safety, quality, and sound management?

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

Entry dates are Jan. 14 through March 1, 2019, which coincides with your OSHA Form 300A (Summary of Work Related Injuries and Illnesses) filing. With safety already on your mind, entering will be easy. Simply:

• Visit https://clients.inverra.com/AWISAFETY/
• Enter USER ID: AWI and PASSWORD: safety
• Answer a few questions about your company’s safety program using data you’ve already generated from your OSHA Forms 300 and 300A.

If you have 10 or fewer employees, and are not required to complete OSHA Forms 300 and 300A, you can still enter the contest by providing the information requested in the entry form.

Winners will be announced in AWI’s e-briefs and NewsBriefs publications. Awards will be presented at a ceremony during the 2019 AWI convention in Providence, RI.

The award can be proudly displayed at your business to help promote company pride, teamwork, and safety awareness. Plus, this award shows 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.

FOUR NEW AWI STANDARDS Slated for February Release

The Architectural Woodwork Institute (AWI) is preparing to release the first four standards included in the long-awaited suite of standards in February 2019.

The standards slated for the upcoming release include the primer* standards: AWI 100 – Submittals; AWI 200 – Care & Storage; and AWI 300 – Materials. Also included in the first group of documents to be released is AWI’s first American National Standards Institute (ANSI) accredited standard, ANSI/AWI 0620-2018 - Finish Carpentry/Installation.

Each of the standards scheduled for publication has been carefully crafted with respect to the current edition of Architectural Woodwork Standards, Edition 2 (2014) (AWS) with input from AWI’s Technical Committee, composed of leaders in the architectural woodwork industry from all over the United States.

Regarding the upcoming publication of these four standards, AWI Technical Director, Ashley Goodin, stated, “It has been a long process and a lot of hard work, but we really think that these new standards will be a great benefit to the industry and its stakeholders. We are excited to finally be able to make these available to the industry and we look forward to releasing more in the near future.”

Each of these standards will be available for review at www.gotoawi.com/standards/ beginning Feb. 1, 2019. The standards will take effect on March 15, 2019, at which time the individual standards will replace their respective sections contained in the current edition of the AWS.

* Intended for use as reference documents

STANDARDS

From left: AWI 100 – Submittals; AWI 200 – Care & Storage; AWI 300 – Materials; and ANSI/AWI 0620 (2018) – Finish Carpentry/Installation.
On the Horizon

In addition to ongoing programs, discover what you can expect from AWI in 2019.

- 2019 AWI Cost of Doing Business Survey
- AWI / Federated Insurance Safety Award Competition
- Hosting of seven regional seminars in the Education Outreach Program
- Introduction of AWI Testing Service for the architectural woodwork industry
- Release of ANSI-approved AWI 0620 Finish Carpentry Instillation Standard and Primer Standards
- Finalization and ANSI-approval of AWI 0641 Architectural Casework Standard
- Continued work on other architectural woodwork standards
- 2019 Distinguished Chapter Program
- AWI Standard of Excellence Competition for quarterly exposure and national honors
- Development of Digital Learning Portal
- Organization, support and oversight of National SkillsUSA Cabinetmaking Competition

AWI VISION

- To be the global leader in architectural woodwork standards, industry-specific education and member networking opportunities.

AWI MISSION

- Create, publish and continually improve the architectural woodwork industry standards.
- Provide education and opportunities for members to participate, collaborate, share resources and engage through AWI.
- Develop, deliver and continually improve AWI’s high-value member benefits.
- Cultivate and strengthen relationships with leading industry partners on behalf of the architectural woodwork industry.
of jazz, home to Creole cuisine and rich with history and unmatched southern hospitality.

A timeless city with a unique way of life, New Orleans is a journey and a celebration. Steeped in European traditions and Caribbean influences, the city calls curious minds to sweet sounds and savory aromas fueled by 300 years of history.

The Big Easy combines big city choices with the small town friendliness, convenience and always has lagniappe – a little something extra – to offer. As they say in New Orleans, “Laissez les bons temps rouler” – Let the good times roll!

Bourbon Orleans

Historic charm meets modern luxury at the Bourbon Orleans Hotel, headquarters of AWI’s Spring Leadership Conference. The iconic Bourbon Orleans Hotel is located in New Orleans’ exciting French Quarter. A multi-million dollar restoration has positioned this historic hotel as an upscale haven for the modern traveler.

French Quarter

During conference free time, put on your comfortable shoes and hit the Big Easy’s cobble-stoned streets. Founded by the French in 1718, the French Quarter is New Orleans’ oldest neighborhood.

Get your fill of James Beard award-winning cuisine. Soak up art, architecture and music. Then, after the sun goes down network into the night on Bourbon or Frenchmen Streets. “In this city, we get down to business then we get down,” according to www.neworleans.com.

Watch for news of accommodation and registration openings soon.

AWI Announces Speakers for Spring Leadership Conference

This year’s Annual AWI Spring Leadership Conference will offer inspiring and informative speakers March 31-April 2 at the Bourbon Orleans Hotel in New Orleans. The 2019 conference is sure to entice AWI leaders to the “Big Easy,” one of the most celebrated cities in the world. Save the date and register early when it opens.

Tim David

Author and influential communication expert Tim David will be a featured presenter. Tim’s science-based approach is radically different from standard leadership, sales, or communication training, as it was honed during his years as a professional and international award-winning “brain science magician” and perfected while working with top companies and organizations from almost every U.S. state and around the world.

Funny, engaging, and sharply insightful, TRUE Leadership offers proven answers to some of the most difficult challenges faced while leading others. If you had no ability to punish or reward, could you still motivate every member of your team? If you aren’t constantly “on them,” does the work still get done? Does it get done right? Do you ever feel like a babysitter instead of a boss?

TRUE Leadership

After this program, attendees will be able to:

• Use the five laws of delegation to ensure work gets done, and gets done right.

(cont. on page 6)
Describe the two simple (but contradictory) rules of leadership and how high levels of human connection will bridge the gap.

Deliver negative feedback in a way that creates movement instead of mutiny.

Create real motivation within their teams without resorting to bribes, threats, or even incentives.

Implement an eye-opening method for making smart decisions that cuts meeting times by 75%, destroys groupthink, and increases creative output by 493%.

Artfully deal with the frequent “pop-ins” that threaten productivity while still maintaining an open door policy.

Implement these leadership and influence strategies starting tomorrow, whether they have an official title or not.

A regular columnist for PsychologyToday.com and the Huffington Post, Tim’s work has been profiled in hundreds of media outlets.

Inky Johnson
Who is Inquoris “Inky” Johnson? He could be described as the survivor of an underprivileged past. He could be described as a refugee of poverty and violence. He could be described as a success story stained by tragedy. But if you look deeper, you’ll discover something else.

During another featured session, you’ll see a man who looks in the face of defeat and says, “Am I really failing, or is God prevailing?” You’ll see a man gripped by the promise that God has purposes and plans far beyond our own. And you’ll be inspired by his relentless determination, which he loves to impart to others through his dramatic story.

Inky has a master’s degree in sports psychology from the University of Tennessee. He devotes much of his time to mentoring athletes and underprivileged youth.

Motivation or Inspiration?
“Motivation” is often nothing more than forcing people to do something they don’t really want to do. In contrast, inspiration affects people from within, giving them the ability to accomplish what would otherwise be impossible. Through his walk and his talk, Inky embodies and imparts a truly inspirational message to embrace the challenges of life!

Talk the Talk: New Orleans Colloquialisms
Prepare for a delightful immersion into the blended cultures of New Orleans, site of the 2019 AWI Spring Leadership Conference, March 31-April 2. Here is the first of a series of words we’ll publish in NewsBriefs and e-briefs to help you learn the language of New Orleans.

Cajun: Nickname for Acadians, the French-speaking people who migrated to Western Louisiana from Nova Scotia starting in 1755.

Directions: There’s no West, East, North or South in New Orleans. They head Uptown, Downtown, Riverside and Lakeside.

Lagniappe (lan-yap): A little something extra, like a free coffee or dessert or a few extra ounces of bourbon.

New Orleans: Pronounced “New or-lins” or “new or-lee-yuns” but not “naw-lins” or “new orl-eens.” Both the parish and the avenue are, however, pronounced “orl-eens.”

Vieux Carré: Literally “Old Square” or “Old Quarter.” It refers to the French Quarter, the 90 city blocks that hold about 2,700 European and Creole buildings.
Two architectural woodworkers with specialties in efficiency and highly productive plant operations will focus on the impact company leaders have within the production environment. Learn from them to streamline operations and reap the rewards that a fine-tuned plant can produce for a healthy bottom line. Experience an interactive session, “Leadership on the Production Floor,” during the AWI Spring Leadership Conference, March 31-April 2, in New Orleans.

Erik Fetzer and Geoffrey Athey provide years of manufacturing experience and expertise. Production efficiency is vital to a profitable business. Understand the impact you can have in your production environment; take away tips to enhance your production space or process.

Erik Fetzer
Erik Fetzer, a 19-year veteran of the architectural woodwork industry and Chief Technical Officer of Fetzer Architectural Woodwork, is among the fourth generation of the Fetzer family woodworking business. He served on the AWI Board of Directors for 2017-2018 and began a second term in January. Erik also has been active on the AWI Technology Committee. His knowledge and experience have been utilized for presentations at AWI conventions and industry events. Erik has been a presenter and speaker on Technology and/or Lean Manufacturing at several AWI national conventions, the AWFS industry show, and the IWF industry show. He has also served as a judge for the Challenger’s Award competition at three IWF industry shows.

At the local level, Erik is a member of his District’s Advisory Board for the Cabinetmaking Training and Career Program.

Fetzer Architectural Woodwork operates out of a 133,000 sq. ft. facility in Salt Lake City, Utah, where it was founded in 1909. One hundred eighty employees produce Fetzer’s exceptional quality woodwork. The firm has been an AWI Manufacturing Member since 1962 and is an AWI Quality Certification Program Licensee.

Geoffrey Athey
Geoffrey Athey is currently the Chief Operating Officer for Sunrise Wood Designs, the largest producer of custom residential cabinets in North Texas. He has proven skills in LEAN transformation, six sigma, supply chain management (SCM), and P&L oversight.

Following his retirement from the US Army’s Medical Service Corps in 2000, where he served as a Preventive Medicine Officer, Geoffrey then joined Fujitsu Network Communications as a Senior Manager with responsibilities that included customer service, inventory management, production, contract manufacturing, and shipping.

Geoffrey transitioned to architectural products manufacturing, first as an engineering manager and then Vice President of Manufacturing at the largest sporting goods and largest pet supply retailers. After a short stint consulting with the largest architectural millwork company in Oklahoma City, he served as the general manager for the largest high pressure laminate bonded panel and parts producer in the five-state region.

For the last five years, Geoffrey has served on the Advisory Board for Pittsburg State University’s Architectural Manufacturing and Management Technology program. He holds a BS in Civil Engineering from the University of Kansas and is expecting to complete his MBA in May 2019 from the University of Texas at Dallas.
AWI Announces 2019 Seminar Schedule & Chapter Hosts

Mark your calendar for regional AWI seminars scheduled for 2019, and watch for news in AWI e-briefs and NewsBriefs about these popular learning forums. More information will be coming soon.

PROJECT MANAGEMENT
March 7-8
Hosted by the AWI Heart of America Chapter
Sept. 5-6
Hosted by the AWI Great Lakes Chapter
Nov. 7-8
Hosted by the AWI Carolinas Chapter

ADVANCED ESTIMATING
Feb. 28 - March 1
Hosted by the AWI Washington Chapter
Sept. 26-27
Hosted by the AWI Texas Chapter

FINANCIAL MANAGEMENT
May 10
Hosted by AWI New England Chapter
Sept. 20
Hosted by AWI West Texas Chapter

Consult the updated AWI Education Outreach Resource Guide at www.awinet.org for details about how to tap into this AWI National supported program for AWI chapters. AWI National education programs are available for hosting by interested chapters.

New AWI Members

MANUFACTURERS
Broward Custom Woodwork, LLC
Gainesville, FL
Display Craft Manufacturing Company
Halethorpe, MD
IDB Furniture & Signs
Portland, TN
M.R. Dishman and Sons, Inc.
Danville, VA
Midwest Commercial Millwork, Inc.
Lima, OH
North Country Millworks
Massena, NY

SUPPLIER
Diamond Vogel - Industrial
Wood Coatings
Orange City, IA

Note: These new members joined AWI in November 2018.

QCC Welcomes 2019 Chair And New Board Members

“Zach Deas, owner of Deas Millwork Company in Semmes, AL began 2019 as new chair of the AWI Quality Certification Corporation (QCC).”

Deas Millwork, a subsidiary of Deas Construction, was founded in Mobile, AL in 1998. Today, the company is a full service, custom millwork and casework facility catering to the custom, commercial and residential markets throughout the southeast and beyond. Deas Millwork has been a QCP Licensee since 2009.

Additionally, the QCC board elected the following, each for a three-year term effective Jan. 1, 2019: Kurt Glauber, Robert A.M. Stern Architects, LLP and Barry Sterling, JC Millwork.

ABOUT QCP

AWI Spring Leadership Conference
March 31 – April 2, 2019
Bourbon Orleans Hotel
New Orleans, LA
www.awinet.org

Festivals by Zack Smith, photographer.
Photo courtesy of New Orleans & Company