Casework Performance Compliance Recognition

Innovative casework joinery and materials + performance testing may lead to casework performance compliance recognition.

Manufacturers want to know if different casework joinery and materials combinations could be used in lieu of the overly prescriptive requirements in the AWS, Editions 1 and 2. THE ANSWER IS YES!

In the AWI Technical Committee’s ongoing work to write the latest series of AWI standards, AWI Technical Staff has fielded manufacturer’s questions about the new 0641 Architectural Wood Casework Standard and its effect on casework constructed according to the prescriptive requirements found in the Architectural Woodwork Standards (AWS) Editions 1 and 2.

To lower production costs and gain higher efficiencies in the manufacturing process, manufacturers want to know if different casework joinery and materials combinations could be used in lieu of the overly prescriptive requirements in the AWS, Editions 1 and 2. The answer is YES!

Duty Levels
As many manufacturers are now aware, AWI is writing the new AWI 0641 Architectural Wood Casework Standard as a performance-based standard that establishes Casework Performance Duty Levels 1, 2, 3 and 4 as a cabinet’s functional capability to sustain increasing static loads. The AWI Technical Committee established Casework Performance Duty Level 3 as the

Dynamic Speakers Set High Standards!

AWI members will be heading to Providence, Rhode Island, Oct. 6-8, for the 67th Annual AWI Convention, to hear speakers in a packed lineup address the overall event theme — AWI Sets the Standard — from their perspective and specialization. The question is, “will you?” after hearing topics and gaining inspiration aimed at propelling architectural woodworkers to

The renowned Rhode Island School of Design is located in Providence, AWI’s convention destination.

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Coming Next Month
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• CODBS Analysis

Skills USA: OFFICIAL SPONSOR FOR 2019
ConsensusDocs: ENDORSED BY AWI
AWIEF Awards $23,000 in Scholarships

AWI Education Foundation (AWIEF) President Kent Gilchrist has announced the recipients of 10 scholarships to students with promising futures as architectural woodworkers. The AWIEF’s annual Scholarship Program supports its mission to: identify, cultivate and deliver resources that provide opportunities for education and professional development in the architectural woodwork industry.

$3,000 SCHOLARSHIP RECIPIENTS
Jake Bradway, New England School of Architectural Woodworking
Catherine (Cat) Ross, Madison Area Technical College
Kendra VanPolen, Pittsburg State University

$2,000 SCHOLARSHIP RECIPIENTS
Adam Badgley, Thaddeaus Stevens College
Hunter Bancroft, Michigan Career and Technical Institute

Note: These new members joined AWI in April 2019.

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.

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.
Average Operating Margins Rise, CODBS Report Reveals

The results have been tabulated and aggregated from the 2019 AWI Cost of Doing Business Survey (CODBS) submissions and they indicate that the average operating margin is 7.23%, up from 6.57%. However, the high profit firms did not fare as well — their margins decreased.

The profile of respondents to this year’s survey follows.

• 116 companies submitted data (down from 137)
• The average operating margin is 7.23% (up from 6.57%)
• The average high profit firm operating margin is 16.79% (down from 17.09%)
• 55% have sales in excess of $5 million (up from 50%)
• 56% have 30 or more employees (up from 55%)
• 35% outsource their installation completely to contractors (up from 33%)
• 13% have 25% or more of their employees unionized (up from 12%)
• 72% have been in business 25 or more years (up from 62%)

Stay tuned for more details and an analysis about the CODBS results. An in-depth article is planned for the July edition of NewsBriefs. Meanwhile, survey participants will be receiving the comparative results of their financial data for analysis with aggregated average and high profit firms. The electronic data allows for trend comparison and leads to insights about their financial performance.

Financial Mgmt. Seminar Garners High Marks

Nearly 80% of respondents said it is "extremely likely" they would recommend the seminar to others.

The AWI Financial Management Seminar, hosted by the AWI New England Chapter on May 10 was very well received by the 22 registrants. The one-day session was presented by AWI Financial Management Team Chair Sebastien DesMarais of Hollywood Woodwork, Inc. and Tim Northup of Stiles Manufacturing.

Nearly 80% of respondents said it is "extremely likely" they would recommend the seminar to others. "We had an 88.89 Net Promoter Score® for the seminar,” AWI Education Director Doug Hague advised. Examples of attendee feedback follow.

About the Seminar

• “Very worthwhile presentation and job well done!”
• “Great information. Very specific and seems easy to do break outs.”

(cocont. on page 5)
default casework performance duty level in the new **AWI 0641 Architectural Wood Casework Standard**.

**Casework Performance Compliance Recognition** ... (cont. from page 1)

as the aesthetic nomenclature and requirements for casework and other architectural woodwork.

**Compliance Recognition**

AWI’s Technical Committee approved a **Casework Performance Compliance Recognition**, indicating that casework manufactured to the prescriptive joinery, materials, tolerances and guidelines in

**STANDARDS**

Architectural Woodwork Standards (AWS) Editions 1 and 2 is enough to meet AWI **Casework Performance Duty Level 3**.

Additionally, AWI’s **Casework Performance Compliance Recognition** provides manufacturers with an option to have their own unique and innovative casework joinery and material combinations tested by a third-party testing lab to ascertain that their unique joinery and material combinations meet **Casework Performance Duty Level 3**. As such, AWI’s **Casework Performance Compliance Recognition** provides documentation and record that a manufacturer’s unique and innovative joinery and material combinations as tested, result in an equivalency of similar casework performance derived by the **Architectural Woodwork Standards (AWS) Editions 1 and 2** casework prescriptive joinery, materials, tolerances and guidelines.

Until the official approval and publication of the new **AWI 0641 – Architectural Wood Casework Standard** as the successor to AWS Section 10 Casework, AWI’s Board of Directors continues to recognize the **Architectural Woodwork Standards (AWS) Editions 1 and 2** as the prevailing casework standard. Approval and publication of AWI’s new **AWI 0641 – Architectural Wood Casework Standard** is currently in the ANSI Canvas Process and is **expected to be released in the fall of 2019** after balloting and final approval by ANSI.

**Latitude / Opportunity**

Regarding the release of the **Casework Performance Compliance Recognition**, AWI President Michael McNulty stated, “I am delighted that the AWI Technical Committee has approved and supports the new **AWI Casework Performance Compliance Recognition**. Until the new **AWI 0641-Architectural Wood Casework Standard** receives final ANSI approval, this new **Casework Performance Compliance Recognition** provides manufacturers with a stop-gap means to have their unique and innovative joinery and material combinations tested and documented as an equivalent to casework performance obtained through the AWS prescriptive joinery and materials. This gives manufacturers latitude and opportunity to test new and innovative casework joinery, lower their production..
AWI Announces Metrication Policy within Standards

As AWI has progressed in drafting architectural woodwork standards for the benefit of the industry as a whole, the standards development team has received several inquiries into the metrication policy used within the documents.

Measurements and dimensions currently used in the document are expressed in Metric form, with a “soft” conversion of the U.S. customary measurement following in brackets.

As part of the AWI standards development and adoption process of the American National Standards Institute (ANSI), AWI is required to adhere to strict guidelines regarding the format of information contained within the standard.

AWI’s metrication policy currently dictates that measurements be included in the standard with the metric dimension appearing first, followed by the U.S. customary conversion. Each AWI standard also includes language stating that, if there is a conflict between the metric dimension and the soft conversion of the dimension, the least restrictive written measurement applies.

AWI’s metrication policy goes on to state, “AWI supports the use of Metric dimensions and units of measure to promote harmonization of standards worldwide.” The policy opens possibilities for American projects to be constructed in accordance with AWI standards across the globe.

AWI is required to adhere to strict guidelines regarding the format of information contained within the standard.

Financial Mgmt. Seminar Garners High Marks ... (cont. from page 3)

- “I am going to suggest more of our employees attend.”
- “I will definitely implement some of what I learned.”

About the Speakers

- “Very engaging and clearly passionate about the topic.”
- “Both very good; maybe excellent!”
- “Relating personal experiences by each speaker is much more intuitive for learning the ideas and concepts. Very well presented.”

The next AWI Financial Management Seminar, which will be hosted by the AWI West Texas Chapter, is scheduled for Sept. 20. For details visit www.awinet.org. Registration will open soon.

*The NPS® measures customer experience and predicts business growth. This proven metric transformed the business world and now provides the core measurement for customer experience management programs the world round.
BE SURE TO REVIEW THE MARKETING BROCHURE COMING IN JULY. THE 2019 AWI CONVENTION PROMISES TO BE INVIGORATING, INFORMATIVE AND INSPIRING. MARK YOUR CALENDAR!

FEATURED SPEAKERS

Pete Smith, SmithImpact
Pete is an international speaker and trainer in the fields of leadership, management, personal growth and development. He is author of Dare to Matter, the #1 Best Seller in the Human Resources and Personnel Management category, and #2 Best Seller in the Business Motivation and Self-Improvement category. Prior to launching SmithImpact in 2011, Pete was the operations executive at one of the largest non-profit, alternative schools in northern Virginia. Previously, Pete was the Director of HS Programs for the Mid-Atlantic Region for a for-profit education university.

Matt Light, Light Foundation
Featured presenter Matt Light, former offensive tackle with the New England Patriots. Matt is a true team player and champion. After graduating from Purdue University in 2000 with a degree in Industrial Technology, Matt was drafted in the second round by the New England Patriots, where he became an anchor for their offensive line. In 2001, he formed the Light Foundation, which strives to instill and develop the values of responsibility, accountability and hard work by providing youth with unique outdoor learning experiences that assist them in meeting and exceeding their goals.

Greg Hawks, Hawks Agency
As a Corporate Culture Specialist, Greg shapes environments where everyone gets to contribute their best daily! For two decades he has mentored leaders, developed teams, crafted culture and empowered employees. Greg’s forward thinking contributes fresh perspectives that work. Through Hawks Agency, he originated the “Like An Owner®” platform, compelled by the principle that individuals who Think, Act, Lead and Create Like An Owner® will be more fulfilled and productive.

INSIGHT SPEAKERS

Sebastien is the president of Hollywood Woodwork, Inc., an employee-owned architectural millwork company based in Hollywood, Fla. since 1968. After graduating from the University of Florida with majors in Computer Engineering and Finance, Sebastien joined General Electric where he travelled globally and worked in Information Technology for three years and then in Corporate Finance for three years. He joined Hollywood Woodwork in 2010 as CFO and in 2015 became the company’s 4th president. As the Chair of AWI’s Financial Management Team, Sebastien has lectured extensively at AWI events. In 2015, Sebastien was elected to AWI’s Board of Directors and in 2016 became an Officer of AWI.
The Architectural Woodwork Institute / AWINET.ORG  JUNE | 2019

CONVENTION WATCH

Buckle Up, Team Up

Get ready for the ride of your life as you compete in the annual Team Building activity during AWI’s 2019 Convention, Oct. 6-8. Be part of the winning team at one of the fastest indoor Go Kart tracks in the country with speeds reaching up to 40 mph.

R1 Indoor Karting has a super long, custom designed, European style asphalt track for you to enjoy. Its Mega Track is climate controlled, has state of the art safety barriers from 360 Karting and offers plenty of racing thrills such as sharp turns, varying grades, fast straight aways and an overpass. Each participant is timed and receives a detailed computer printout of their performance.

If karting isn’t your game, enjoy bowling and refreshments. R1 has a great facility for both fast and slow sports, depending on your interests.

This AWI Team Building event is slated to follow an education session Sunday afternoon, Oct. 6. Don’t miss this opportunity to network and team up with AWI members.

AWI Product Fair To Welcome Members

The Welcome Reception held in conjunction with the opening of the AWI Convention Product Fair is a great way to explore the products and services of exhibitors while you network with AWI members. Add to your manufacturing tool box. Build new relationships. Revitalize established friendships.

The Product Fair also will be open at designated times between morning and afternoon sessions on both full days of the convention and suppliers will be on hand to chat about their array of products and services.

Conor Lokar, ITR Economics™

Connor is a program economist at ITR Economics. He provides economic consulting services for businesses, trade associations, and Fortune 500 companies across a spectrum of industries. His economic insight and forecasting experience play a key role in ITR Economics’ 94.7% forecast accuracy. Connor specializes in the construction industry from his close work with ITR’s long-standing client, HARDI, as well as his work on the monthly ITR Trends Report.

Marc Sanderson, Wilkie Sanderson

Marc is president & owner of Wilkie Sanderson, a custom manufacturer of architectural millwork. In 1997, Walter Wilkie and Marc Sanderson purchased the company founded in 1975 by predecessors and began a gradual shift in focus to serve the commercial market exclusively through the Wilkie Sanderson brand. Additionally, Marc is a product advisor to INNERGY, an ERP software firm devoted to driving the complete business process of custom woodworking shops. A Harvard Business School MBA graduate, Marc is a frequent AWI education presenter.

Mike Russell, Federated Insurance Companies

Mike has been with Federated Insurance for 34 years and serves as vice president - surety marketing manager for Federated/Granite Re. He oversees the marketing of surety products across the U.S., focusing on the contractor marketplace. Federated’s acquisition of Granite Re has resulted in a surety direct approach, which is unique in the industry. Mike oversaw the development of Granite Re’s team of surety marketing specialists and the establishment of the surety support center which delivers client services for established surety accounts.

Watch for news about each speaker’s upcoming presentations at the 67th AWI Annual Convention along with details about the full program of events in upcoming editions of AWI NewsBriefs and online at www.awinet.org. Be sure to review the marketing brochure coming in July. The 2019 AWI Convention promises to be invigorating, informative and inspiring. Mark your calendar!
The 2019 AWI President’s Dinner will take place Oct. 7 at the impressive Herreshoff Marine Museum overlooking Bristol Harbor. The museum is dedicated to the history of the America's Cup and the Herreshoff Manufacturing Company (1878-1945), which notably produced fast sailing yachts, including eight America’s Cup defenders, and steam-powered vessels.

Enjoy cocktails in the museum on the grounds where the manufacturing company once stood. Gaze at the collection of over 60 boats including Nathanael Greene Herreshoff’s Clara, built in 1887, Harold Vanderbilt’s Trivia, and the 1992 ACC yacht, Defiant. Enjoy a sumptuous dinner and a delightful evening in a unique setting among AWI friends and new acquaintances. This AWI President’s Dinner promises to deliver a memorable experience.

The Rhode Island Statehouse is not the only attraction on Providence’s Federal Hill. Explore mom-and-pop classic Italian dining as your walk through area.

Providence is home to one of the oldest streets in America, Benefit Street, which still has the original cobblestones and boasts several historical houses.

SAVE THE DATE!

67th AWI Annual Convention
October 6-8, 2019
Omni Providence Hotel
Providence, Rhode Island

AWI SETS THE STANDARD!

Public Art is around every corner in Providence, RI