

# The Detailer



## **AWI Chicago Chapter**

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### **AWI TURNS 50**

What a Reunion! Seeing familiar faces from throughout the country was the best part of AWI's 50<sup>th</sup> Anniversary celebration in Phoenix. It's energizing to talk with fellow industry members from other regions about the issues we face on a daily basis. It is especially helpful when they occupy the same woodworking niche, but are not our direct competitors.

The Chicago Chapter was very, very well represented. Imperial Woodworking created and donated 250 beautiful solid wood presentation boxes with the 50<sup>th</sup> Anniversary logo laser engraved into the top. The box held AWI's newly published 50 year history commemorative book. Star Moulding & Trim donated the bubinga, cherry, mahogany, and walnut for Imperial's boxes, plus a beautiful forest green portfolio. Both of these items were given to all convention delegates.

Past National Presidents Rudy Scassellati (1987 – 1988) and Dave Mengler (1989 – 1990) were joined by representatives from six Chicago Chapter manufacturing and twelve Chicago Chapter supplier companies:

Gleason Woodwork Inc.  
Highland Park Millwork, Inc.  
Imperial Woodworking Company  
Inter Ocean Cabinet Company  
Midwest Woodwork & Veneering Inc.  
Pierce Laminated Products Inc.

R.S. Bacon Veneer  
Custom Woodworking Business  
Hafele America Company  
Heidler Hardwood Lumber Co.  
Ideal Architectural Doors & Plywood  
Sandpaper Inc. of Illinois  
Sherwin-Williams  
Star Moulding & Trim Company  
Stiles Machinery, Inc.  
Tesko Enterprises  
Trespa North America  
Weyerhaeuser Company

A total of 42 Chicago Chapter representatives and spouses enjoyed four days in the warm Arizona sun (remember – it's a dry heat). Many partook in the valuable seminars hosted by AWI National covering Safety Issues, Cost of Doing Business, Employee Manual issues and the new AWI Quality Standards. On the fun side, golfing, tennis, "sawdust games" and a trip to Frank Lloyd Wright's Taliesin West rounded out the days. Three evenings of dinners, awards and dancing rounded our waists each night. Many spent the late evenings under the stars reminiscing about woodworking conventions, people and events past and present. We all came away feeling renewed and not so alone out there.

By all means join the festivities next year, October 21-23, 2004 in Nashville, when AWI will celebrate its 51<sup>st</sup> Anniversary.

## ***DOUBLE DOWN CHALLENGE***

All businesses have their individual challenges and risks. The AWI member understands the challenges of the woodworking industry. Our AWI Chicago Chapter has their challenges too, "CASH FLOW."

Midwest Woodwork & Veneering, Inc. proposes a challenge to all AWI Chicago Chapter Members---

### ***Double Down Your Dues Challenge!***

By doubling our dues to the local chapter, AWI Chicago can continue to supply and improve high levels of service and training, for which we have become accustomed to. Keeping AWI strong helps our businesses grow, by continually educating our clients, staff and suppliers to the ever-changing woodwork industry.

The short list of MWV challenges through the years  
(Your company's list would look similar.)

Making the dream of starting you business a reality and opening the Carpentersville location	(1991)
Finding a way to keep the company running profitably	(Never Ending)
Making it past your first year in business	(1992)
Moving the plant to Cary	(2001)
The economic challenges caused by 911	(2001)
Awarded the Soldier Field remodel contract	(2002)
Marshal "Mike" Joyce untimely death	(2003)
Completing the Soldier Field project	(2003)

AWI and MWV understand that not all members can afford to double their dues in one payment. Please consider pledging additional moneys. If all members work as one united team just consider the benefits to our local chapter. With a stronger financial base, our opportunities to sign up additional manufacturing and supplier members will increase.

As opportunities multiply, the chapter will multiply!!!

## *A Letter from your Chapter President*

Dear Manufacturing Members, Supplier Members and Friends,

The Architectural Woodwork Institute has just finished celebrating 50 years of leading and serving the woodworking community. As most of you know, AWI began right here in Chicago in 1953. It would be another decade before the idea of local "Chapters" took hold. The Chicago Chapter of AWI dates to 1967.

A few years ago the Executive Board of AWI National shook things up by recommending a change in governance. It took a little time but eventually the membership came around to the idea that a smaller Executive Board consulting with a large Development Board was far less unwieldy than a single very large board.

Here in Chicago around the same time our own Chapter By-Laws were updated, reducing the board size from 13 to 9. Not long before that change the board gave more responsibility to our Architectural Representative to run the day-to-day affairs and accounting of our Chapter. Why the changes? It allowed the quorum requirements to be reduced from 7 to 5 board members to hold a meeting. In the very late '90's everyone was so busy that it was hard to get a quorum of 7. With the changes the Board began to revitalize the Chapter Programs with hopes of reinvigorating the Chapter itself. **It has happened.** For the past two years our Dinner Meetings and Plant Tours have typically drawn from 50 to 80 members. Represented were at least 75% of our 16 manufacturing members. Last June's Golf Outing drew 75 members, much due to Gary Taeger's sustained efforts. Currently, program events are lined up through next August.

On July 22<sup>nd</sup> the Board of Directors met to discuss the 2003 – 2004 budget and the contract renewal for our Architectural Representative, Tracey Leigh. At that meeting the Board voted unanimously not to renew Tracey's contract. The bottom line was that the Chapter could no longer afford a full time Architectural Representative. Revenues last year were the highest in six years, but still were not high enough to avoid a budget deficit. Also at the July 22<sup>nd</sup> meeting the Board also voted unanimously to hire Debby Heidler on a very part-time basis to handle the meeting planning and membership matters for the Chicago Chapter. She is not taking on the position of Architectural Representative, but will field calls to the Chicago Chapter from the architectural community and refer them to various members of the Chicago Chapter. The Board will consider a position of a part-time Architectural Representative at a later date.

For sure these changes will necessitate a more active, involved Chapter membership. This began on August 27<sup>th</sup> with a forum of 29 Chicago Chapter members that met to discuss how that will be implemented. At that meeting it was agreed to keep the dues structure the same as 2002 - 2003 so as to replenish the dangerously dwindled Chapter funds. During the meeting a remarkable event occurred: Randy Smith, President of Midwest Woodworking and Veneering, Inc. handed our Treasurer, Gary Taeger a check for **DOUBLE the DUES** expected from Midwest for the coming year, 2003 – 2004. Randy then challenged all the

Chicago Manufacturers and Suppliers to do the same – double their dues. Randy’s “**Double Down Challenge**” is printed elsewhere here in the Detailer.

Chicago was once the jewel of all the AWI Chapters. QCP implementation issues, the business climate, busier times and a generational membership change started a downward decline. Some may see the loss of our Architectural Representative as another step down. The Board does not. We see it invigorating a membership that became too dependent on our AR to run things for us. When our AR slipped the Chapter went with it. **Not any more.** The Board invites all of you not only to “Double the Dues” but get involved with the various committees that will make this Chapter thrive. On October 8<sup>th</sup> join us at the Diplomat West in Elmhurst for our first “Table Top” event in at least six years. **Suppliers:** your customers, the Manufacturing members have been coming to meetings looking for you, seeing who is staying active supporting our Chapter. **Manufacturers:** bring your key people. This is a lot less expensive (\$25.00 for Table Top and dinner) than a trade show.

The Chicago Chapter Board is also inviting all of the local AWI National members, Manufacturers and Suppliers that are not currently Chicago Chapter members, to join us at the October 8<sup>th</sup> Table Top presentation. We want them as Chicago Chapter AWI members. Please make them feel welcome. Show them why they should be active in our Chapter.

Very Sincerely,

Tom Gleason

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### **August 27, 2003 Meeting Attendees**

*ACE STYLING*

*ADAMS STAIRWORKS*

*AETNA PLYWOOD*

*BARSANTI WOODWORK*

*BERNHARD WOODWORK*

*BLUM INC.*

*E. KINAST  
DISTRIBUTORS*

*GLEASON WOODWORK*

*IMPERIAL WOODWORK*

*INTER OCEAN CABINET*

*MIDWEST WOODWORK*

*OWL HARDWOOD*

*PARKWOOD CHICAGO*

*PAXTON LUMBER*

*PIERCE LAMINATED PRDTS*

*PRECISION WOODWORKING*

*SANDPAPER INC. OF  
ILLINOIS*

*SIERRA FOREST PRDTS*

*STAR MOULDING*

*WOODMAC INDUSTRIES*

### **SAFETY AWARD**

**Congratulations to Ace Styline  
for their second consecutive  
“AWI/CNA Zero Lost Time  
Accident Achievement Award”**

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### **NEXT DETAILER**

**Deadline for the next Detailer is  
November 14<sup>th</sup>.**

**Want ads, machinery ads,  
member news, & miscellaneous  
information requested.**

**Advise Debby @630-325-3634  
or E-mail to  
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