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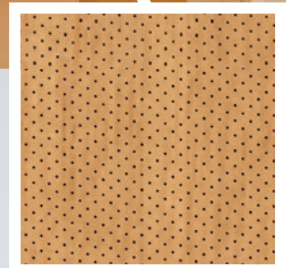


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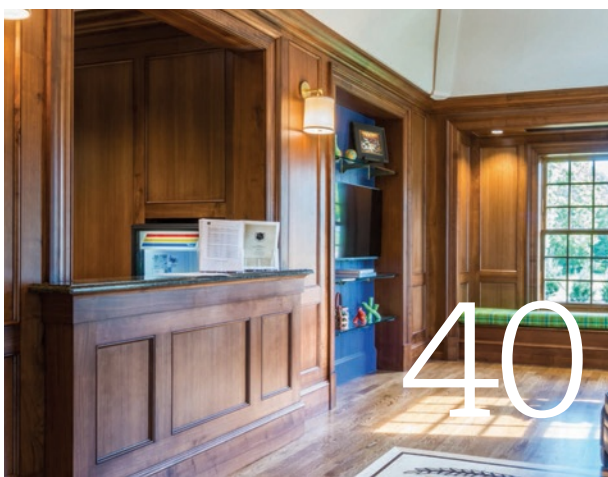
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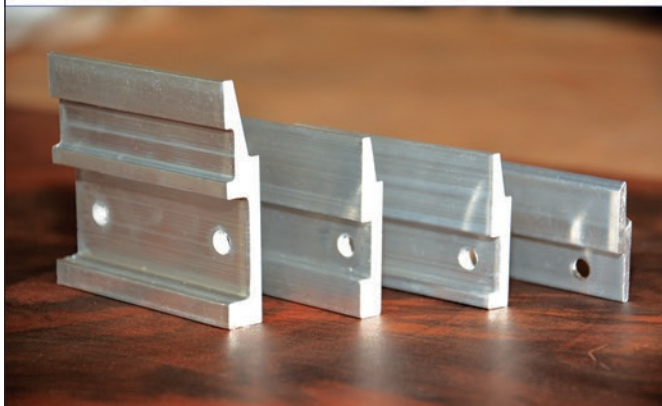
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**Cover:** Wintrust Commercial Banking and Wealth Management spent seven months renovating and preserving the historic detail of the Wintrust Building interior and the impressive Grand Banking Hall. The building is located in downtown Chicago. See story, page 14.





# Chemcraft®

A Great Finish is Only the Beginning

## Daniel Paul Chairs: Bringing manufacturing jobs back home using innovation and Chemcraft products

We traveled to Morristown, Tennessee to talk with Pete Barile, founder and President of Daniel Paul Chairs, Gail Douthat, Technical Consultant for Daniel Paul Chairs, and Jody Rhines of Chemcraft distributor Chair City Supply.

Daniel Paul Chairs was founded in 2002 and provides high-quality custom contract seating to the hospitality industry including: country clubs, hotels, restaurants, senior living and medical centers.

"When we started the business in 2002, we had to go to China for all of our manufacturing – it was cost prohibitive to open a metal and woodworking plant here," said Pete Barile. "We did what we had to do at the time. We started slow, and now we're gradually bringing the manufacturing of our products back home."

With innovations in processes and materials, 60 to 70% of our monthly shipping value is now generated in Morristown, which continues to grow yearly, and we've grown from 2 to 43 employees.

"But, the challenge of bringing it back is how to reduce the cost of labor," continued Barile, "we're approaching the issue from a few angles. For instance, we've developed several techniques and tools – some with patents pending – that we believe will allow us to reduce the cost of assembly and upholstery labor by 30 to 40%."

"Another way we help keep costs down," said Barile, "is by using Chemcraft's complete waterborne coating system."

"Using solvent borne coatings carry a lot of inherent costs," continued Barile, "such as environmental safety costs, insurance and respirators. For those reasons, as well as the health of our employees, I wanted a waterborne system from start to finish."

"At that time in the furniture industry," said Gail Douthat, "waterborne systems were beginning to be used for casegoods – but to our knowledge, not for chair production."



Front, L to R: Mike Lovin - Sales Representative, Chair City Supply. Gail Douthat - Technical Consultant, Daniel Paul Chairs. Pete Barile - President, Daniel Paul Chairs. David Myers - Owner, Chair City Supply. Far right - Troy Holt - Sprayer, Daniel Paul Chairs. Back, L to R: Jon Myers - Vice-President, Chair City Supply. Jody Rhines - Sales Representative, Chair City Supply. JonMorgan Keene - Plant Manager, Daniel Paul Chairs. Lupita Regan - Lead Sprayer, Daniel Paul Chairs.

"We worked closely with our Chemcraft technical support representative and Jody Rhines from our Chemcraft distributor Chair City Supply," said Douthat, "they met the challenge and it works beautifully."

"We chose to go with Chemcraft Aqualux II for the topcoat," said Jody Rhines, "and the Chemcraft Promatch® Aqua tint system for the stains."

"We began by testing on flat panels," said Rhines, "to ensure accurate and consistent color, and to make sure the finish could stand up to the harsh chemical cleaners that their customers – especially those in the senior living segment use."

"Once we got the system working for them using hand spraying equipment on single pieces," continued Rhines, "we moved to the challenge of transitioning to full production."

"They helped us solve the mechanical aspects of moving to production," said Douthat, "everything from identifying the proper spraying pressures to the correct spray tip sizes and other equipment we needed."

"With solvent based stains you can run into issues in tight spaces on wood" said Barile, "but the Promatch stains spray beautifully."

"They're user and production friendly," continued Barile, "and they allow us to deliver the custom color matches that designers and architects expect."

"Aqualux II sprays on evenly, has great clarity and dries quickly," said Barile, "it has a hand-rubbed look and feel that's just fantastic. We go to trade shows and people think we've done a special finish for display purposes and we haven't – it just comes off gun that way."

"Another important aspect," said Barile, "is the local support we get from our distributor, Chair City – it's key to our business. The best way to describe it is a very strong partnership. It's a hands-on business, and having the level of local support and service they give us is essential."

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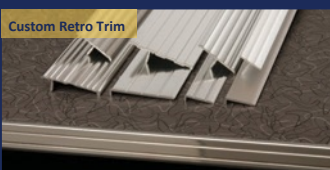


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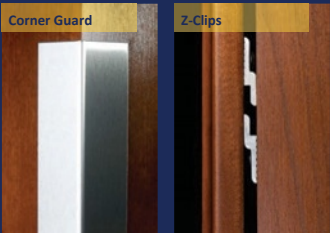
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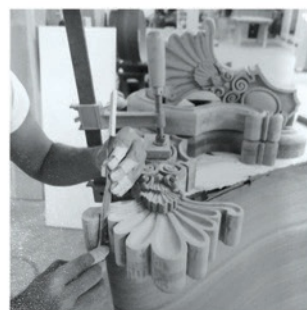
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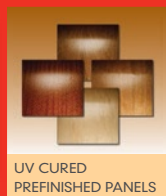


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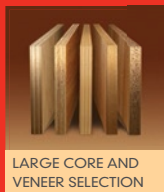
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# cornerstone

Inside Info For Design And Construction Professionals



"The  
readiness  
is all."

By Ashley Goodin  
AWI Director of Education

●

**I**n Hamlet, Act 5, scene 2, Shakespeare writes, "If it be now, 'tis not to come; if it be not to come, it will be now; if it be not now, yet it will come—the readiness is all." Hamlet was discussing his being prepared for an upcoming fencing match that his father had set up against his rival Laertes. However, these words still ring true today in terms of being prepared for what is to come in our personal lives as well as our businesses.





On a recent morning, the power went out here at the AWI National Testing Center right before a weekly staff video conference. While we have not yet begun performance testing, the brief outage put us in the planning mode for “What do we do when this happens and...?”. This naturally leads to the thoughts of just how prepared are we in our businesses and lives for the things that we don’t plan on happening?

From a business perspective, we rally around refining operations, searching for ways to manage costs and improve margins. We build our supply chains, our networks, and manage daily operations with precision. But how do we handle the unexpected?

In the years that I have

been with AWI, we have had members go through floods, roof collapses due to snow, tornados, fires, and earthquakes. We have had individual members who have faced challenges with their own health or that of close family members. We have gone through the trials of an economy that caused us all to change how we work and live. Through all of this, we endure the stress, the anxiety, and all of the emotions associated with change and diligently work, hope, and pray that we emerge on the other side of whatever trials we are facing relatively unscathed or perhaps even better than we once were.



While it would be impossible to create a plan for every possible scenario that may occur in your

business, I would encourage you at the beginning of this new year to spend a little time considering a crisis management plan. A consultant recently said that in trying to put a positive spin on a cliché saying, he was no longer using the phrase “what happens when a key team member gets hit by a bus?” but rather “what happens when a key team member wins the lottery?”



Regardless of what the circumstance may be, the question remains “What happens when sudden and unexpected change occurs?” When disaster strikes, no matter what the scale, where do you turn for help and who can you count on?

One of the cornerstones of AWI has always been its strong sense of community and a willingness of members and staff to help others around them. I have seen AWI members perform many acts of kindness for others within the industry, their communities, and families. I know with certainty that there are many more examples of compassion, kindness, and generosity that I nor anyone else will never be aware of. Don’t forget that as you plan, you can count on your AWI family to be there to help you.

In the words of Garrison Keillor, “Be well, do good work, and keep in touch.” - Happy 2017! 🌟





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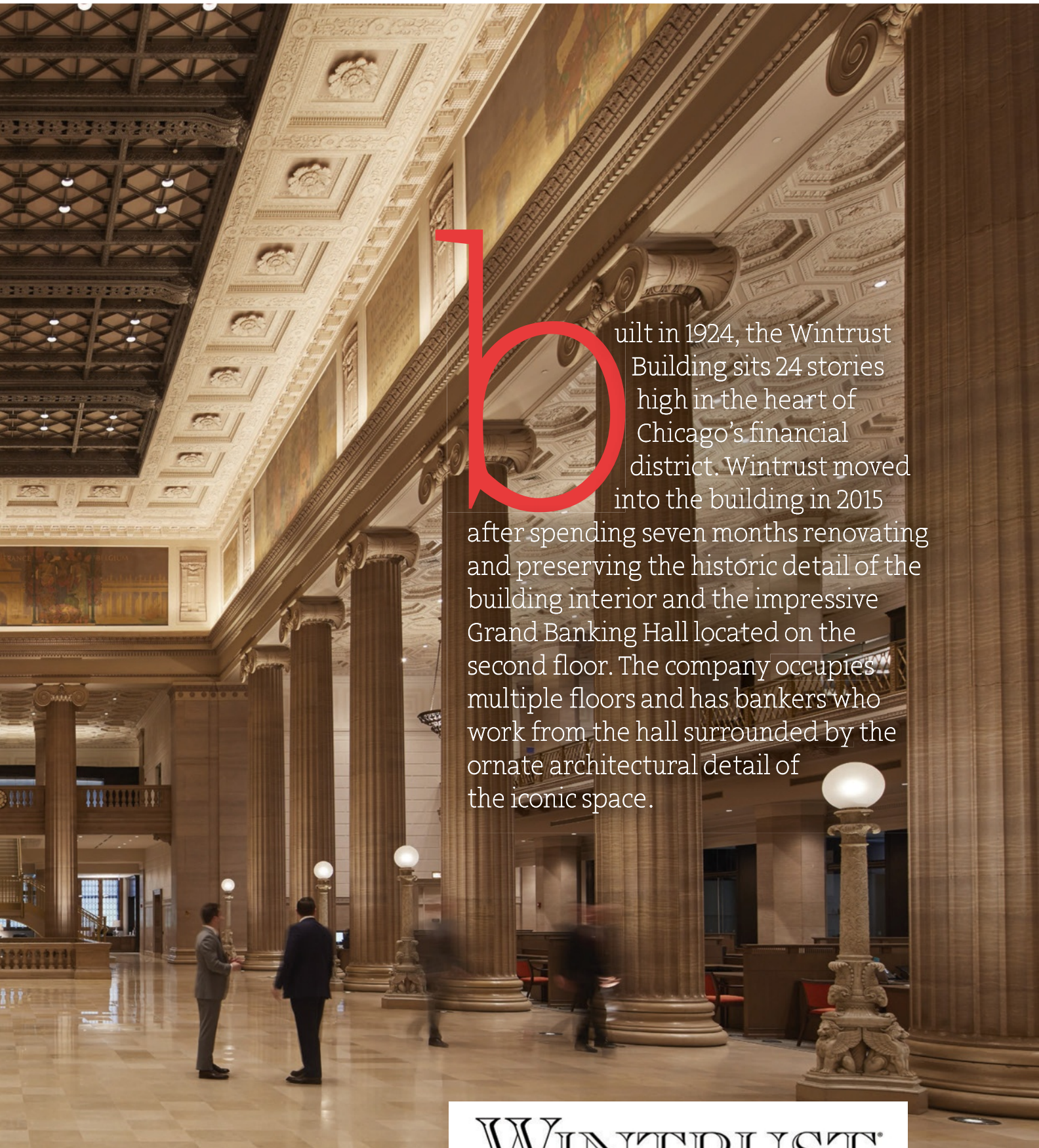


# Banking

# History.

Wintrust Financial Invests in a Renovation in Wood.





uilt in 1924, the Wintrust Building sits 24 stories high in the heart of Chicago's financial district. Wintrust moved into the building in 2015 after spending seven months renovating and preserving the historic detail of the building interior and the impressive Grand Banking Hall located on the second floor. The company occupies multiple floors and has bankers who work from the hall surrounded by the ornate architectural detail of the iconic space.

WINTRUST®



## at a glance

AWI MANUFACTURING MEMBER:

**Bernhard Woodwork Ltd.**

LOCATION:

**Northbrook, Illinois**

ESTABLISHED:

**1965**

The building is home to a number of divisions and associated companies that fall under Wintrust Commercial Banking and Wintrust Wealth Management. But the building, particularly the Grand Banking Hall serves a larger purpose: it is used as a space for outside events – an expansion of the “community room” concept practiced by Wintrust Community Banks – for local philanthropic and partner organizations in need.

Founded in 1991, Wintrust is a financial company offering community banking, commercial banking, mortgage and wealth management services, through its family of community banks serving Chicago, southern Wisconsin and northwest Indiana. Wintrust prides itself on being a local company that supports, gives back and invests in the area it serves.

When executive management decided to provide a welcoming, modern tone to the great space, while protecting the building’s historic architecture, the Chicago architectural firm of Stantec was commissioned. Architectural woodwork for the project was fabricated and installed by Bernhard Woodwork Ltd., an AWI firm located in Northbrook, Illinois.

The \$12.8 million project encompassed the office space, commercial banking, the 80,000 square foot Grand Banking Hall, grand stair, bar, lighting, and restoration of the original Burnham Suite. The project took from June 2014 to November 2015 to complete.

“Over the years Bernhard has embraced a variety of high technologies to deliver ever higher quality to our customers, faster than ever.”

– Mark Bernhard, President



### Welcoming Wood

According to Wintrust Financial’s John Reagan, “The design team decided woodwork was the most natural way to complement

the long-lasting materials used when the space was originally created. Bernhard was successful in bringing the design concept to life.”

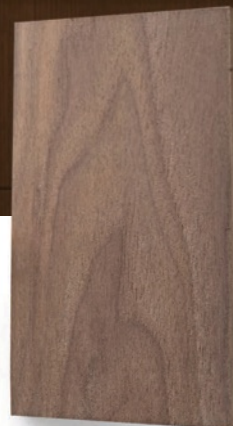
Bernhard Woodwork





laid out and fabricated over 80 individual offices in the historic space, using 60,000 square feet of plain sliced Walnut panels, book and sequenced matched. Offices

are wall to wall, floor to ceiling panels. Every office has a Walnut credenza and coat closet.



WALNUT





Bernhard also produced a huge, floor to ceiling bar area with a cantilevered floating Walnut grid ceiling and a modern glass wall. The

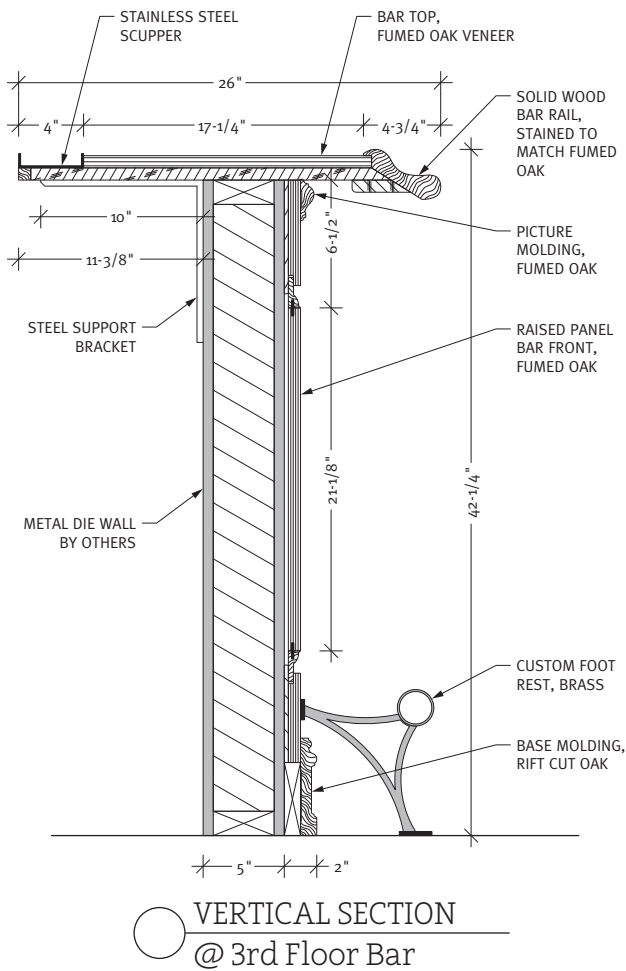
bar itself is a radius, fumed Oak over 18 feet long. “The coordination of the ceiling was a huge challenge with all involved coming together

to make it happen,” says Bernhard’s Mike Coticchio.

Also included in the woodwork package was a reception desk and

credenza, both of Walnut. The 15-foot back credenza with a steel base was engineered to be movable on casters.





### Historic Design

"The primary design objective was to blend the new office space into the historic preservation of the grand banking hall," points out architect Don Dorsch of Stantec. "It was also very important to the client that the offices were not just boxes placed on a balcony. We achieved these objectives by complementing the existing architecture with new offices around the perimeter. These offices were given glass fronts to expose the architecture while still providing privacy without interfering with the views of the hall."

Custom workstations were created to resemble historic bank teller stations. The grand stair was created as a focal point in the hall along with connecting the hall to the bar area.

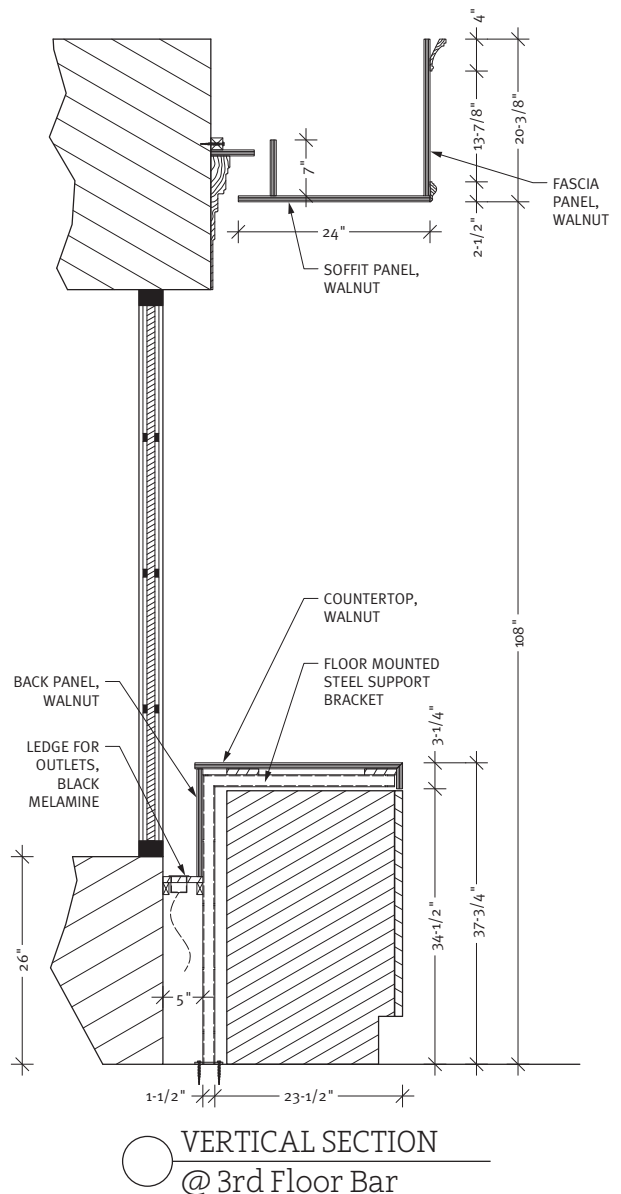
"Dark Walnut was selected for the offices to create a transitional design by using a traditional wood tone with contemporary detailing, blending the old and the new," says Dorsch.

"Lighter European rift-cut Oak is used on the workstations to complement the dark office fronts and the lightness of the banking hall."

Bernhard reports that the project required 70,000 feet of Walnut at 12-foot and 14-foot lengths. Every room is sequenced and the front column is sequenced to each other per elevation. In that way, the inside of the room matched perfectly and outside the room the columns matched hundreds of feet in elevation. The key was to have an even finish and appearance when looking down the entire row of columns on the office front.

### Items of Note

The ceiling was particularly difficult to complete, notes Cotichio, because of the massive steel beams welded in place to support the floating ceiling and glass wall. "The other item of note," he continues, "is the back credenza which was originally designed not to move. The client felt that moving it out of the way for events would really be helpful. A massive steel frame similar to a car





frame was the answer, with soft rubber wheels that do not mark the stone floor.”

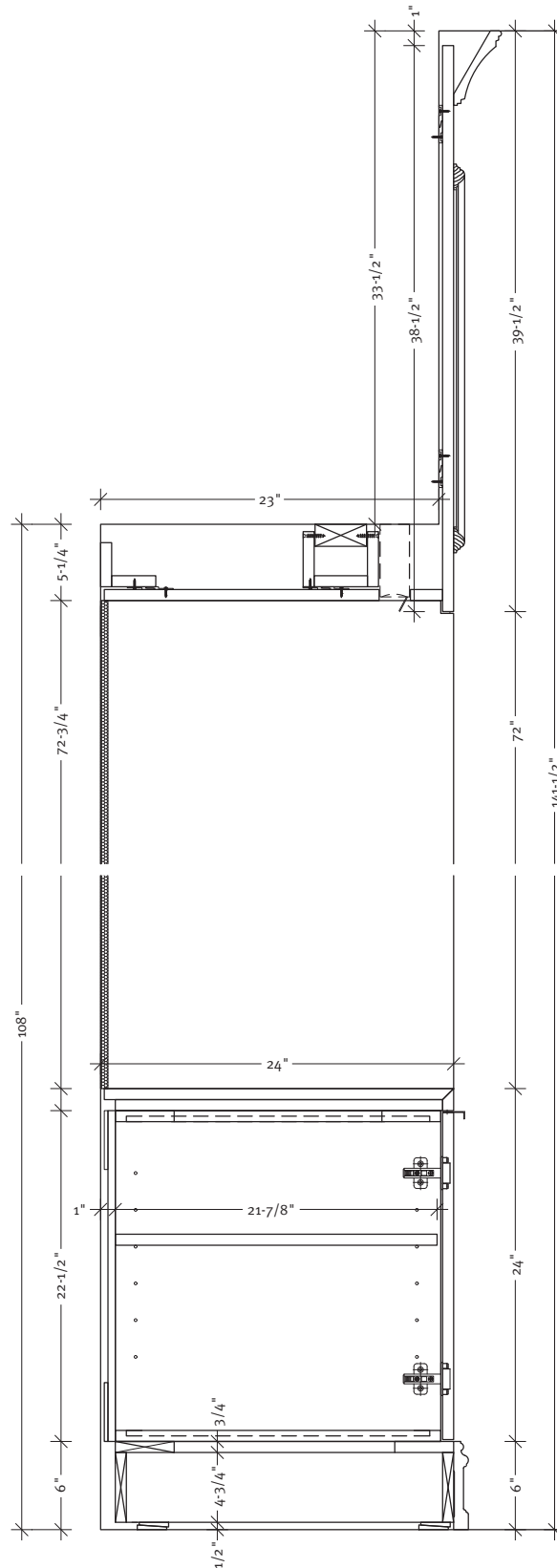
He says the firm made cardboard wall templates for all 80+ offices and the bar area. “There were many changes in layout in the beginning but we hashed out the details. Driving the wall layout allowed us to begin fabrication much earlier than we normally would have. This was a fast-paced project and saving time helped us stay ahead of the other trades and finish on time.”

Reagan notes that the lobby credenza gives the company maximum flexibility “when it comes to special events in the room, and the bar feature is special. I think the most noteworthy is the consistent quality of materials delivered and installed.”

Detailing of the glass office fronts with woodwork headers and walls is incredibly intricate and replicated existing architectural details, points out Dorsch.

“We worked with Bernhard throughout the entire project by reviewing shop drawings and refining details to make the design come true,” he adds. “They were an absolute integral part in resolving lots of details in making the new woodwork blend with the existing architecture. This was 80,000 square feet of architectural woodwork to be completed – designed and constructed – within a nine-month period. It was definitely a team effort.”

“Our relationship was great,” summarizes Reagan. “Bernhard brought their best efforts every day. Their team had a get-it-done attitude and 120% commitment to quality. We could not be happier.”



VERTICAL SECTION  
@ Board Room







PROJECT:  
**Wintrust Financial Offices**  
Chicago, IL

PROJECT OWNER:  
**Wintrust Financial  
Incorporated**  
Chicago, IL

WOODWORKER:  
**Bernhard  
Woodwork Ltd.**  
Northbrook, IL

ARCHITECT:  
**Stantec**  
Chicago, IL

GENERAL CONTRACTOR:  
**Clune Construction**  
Chicago, IL

PHOTOGRAPHER:  
**Tom Harris**  
Chicago, IL



Thank you *to Wintrust, Clune Construction, and Stantec Architects for partnering with Bernhard Woodwork to make Wintrust's new headquarters a success.*



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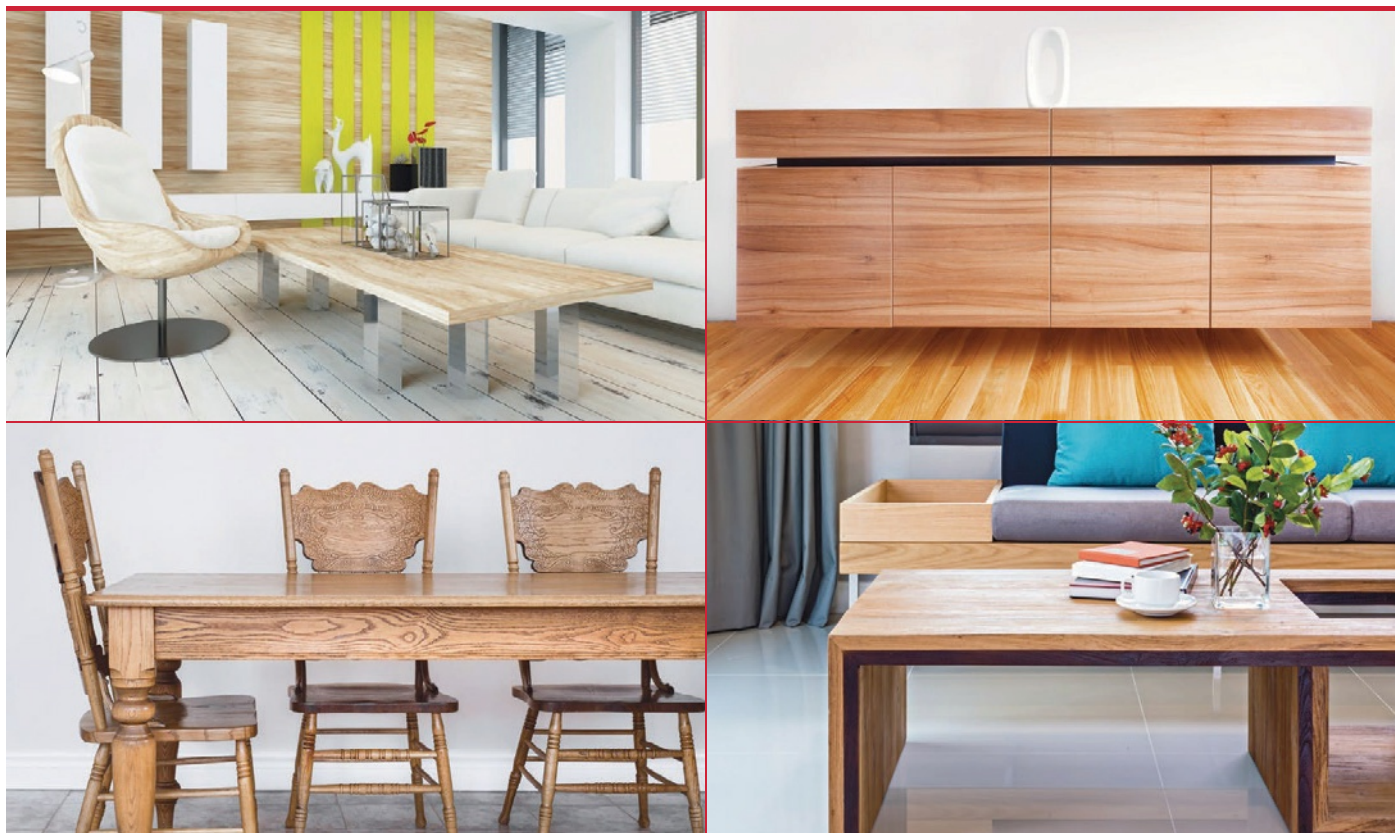
**Bernhard Woodwork** | ARCHITECTURAL WOODWORK

3670 Woodhead Dr., Northbrook, IL 60062  
Tel 847.291.1040 [www.bernhardwoodwork.com](http://www.bernhardwoodwork.com)



# Milesi Wood Coatings presents two new Natural Effects products

LUA118 Acrylic Self Sealing Polyurethane  
HGA19 Hydrocoat Natural Feel Waterborne Finish



IVM research and development laboratories have always been keenly aware of trends and innovations in furniture design and fashion, that's why we have developed two new products that provide superior protection of the wood while maintaining a completely natural and unfinished look.

**LUA 118** is an acrylic self sealing polyurethane that is the perfect combination of performance and modern aesthetic appeal. Wood finished with two coats of LUA118 is very smooth and silky and almost indistinguishable from the raw wood. **LUA118** can be used on any wood where a natural unfinished look is desired. It is the best way to enhance the beauty of open pore woods like oak and wengè since it does not fill the grain of the wood. These features make it especially suitable for the clean and simple designs of modern furniture. **LUA118** is perfectly resistant to yellowing and since it contains UV filters it also protects the wood from color change. Finally, it also has very good wear and scratch resistance.

**Milesi Hydrocoat Natural Feel HGA19** is an innovative waterborne finish that protects the wood without altering its natural appearance. Our Natural Feel finish is perfect for today's modern furniture and designs where the natural organic beauty of the wood is in the foreground. The **HGA19** produces a finish that is soft to the touch and yet provides excellent performance characteristics for maximum protection of the surface. Achieving this natural effect is possible thanks to the perfect balance between opacity and transparency, and to the excellent pore definition that coating produces.

Natural Feel finish can be applied by either spray or curtain coating and drying takes place at either room temperature or by forced hot air.

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# Study in Wood.

**College Library Atrium Outlined in Curved Wood Slats.**

**W**illiams College is a four-year liberal arts college located in Williamstown, Massachusetts, amid the beautiful Berkshire Mountains. Its 2,000 students choose from 30 majors in 24 departments. Founded in 1793, Williams is one of the oldest colleges in the country. The school was originally a men's college; women were first admitted in 1970.













The college has seen many firsts: its alumni society is the oldest in the world; it hosted the first intercollegiate baseball game; and its class of 1887 was the first in the U.S. to wear caps and gowns at graduation.

Following a 2002 planning study, the college embarked on a major north campus reinvestment strategy which culminated in an ensemble of buildings planned and designed by Bohlin Cywinski Jackson, an architectural firm located in Wilkes-Barre, Pennsylvania. The plan included architectural woodwork, fabricated by Millwork One Inc., an AWI member firm located in Cranston, Rhode Island.

This phase of the project involved the renovation of Stetson Hall and addition of the new Sawyer Library. Sawyer integrates historic Stetson Hall and a new four-story facility featuring group study spaces, individual carrels, and stations for handling rare and archival objects. Both are the centerpiece of a new quadrangle devoted to the humanities and social sciences.



MAPLE

## at a glance

**AWI MANUFACTURING MEMBER:**

**Millwork One Inc.**

**LOCATION:**

**Cranston,  
Rhode Island**

**ESTABLISHED:**

**1989**

**FACILITY:**

**80,000 square feet**

### Design Vision

Designed to the highest standards of its day, Stetson Hall was twice expanded by undistinguished additions. After losing its purpose as the main library, it assumed a peripheral role in college life. This project restores Stetson's architectural splendor, once again giving life to its classrooms, offices, reading rooms and archival galleries.

"The new library departs significantly from the conventional 20th century paradigm, with its large swaths of configurable space," explains architect Christopher Sutterer. In contrast, Sawyer's program clearly distinguishes a collaboration zone and a collections zone. Each zone's infrastructure is suited to its purpose. Physical comfort and great light characterize the collaborative zone, while dense storage capacity and lower standards of comfort are featured in the collections zone."

The collaboration zone is arrayed on three levels, housing reference, technology and rare books. It attracts users with natural light, social presence and great views. Monographs are centrally located in the four-story collections zone, convenient for researchers and browsers. Study carrels surround the stacks' perimeter.

### The Atrium

Bruce Decoteau of Williams College calls the four-story atrium "most likely the signature element of the library." Lined with curved wood slats of plain sliced Maple, the woodworking firm also agrees it was a challenge that turned out to be the centerpiece of the space.

Design of the atrium was very complex from both a design perspective and even more so from a construction and sequencing perspective, points out Sutterer. The undulating slab edges do not align floor to floor and are crossed by bridges at various levels, with a monumental stair cantilevered into the space.

The south-facing woodwork edge "is designed as a light reflector, pushing the incoming natural daylight from the clerestory down, deep into the space with its parabolic shape," he says. "The north-facing edge was designed to shape and model that same light as it was reflected from above. The woodwork functions as the guard rail but with book shelving and work surface integrated into it."

Michael Rego of Millwork One notes that high density Maple plywood was used on the atrium for its subtle grain pattern and light color, bringing the warmth of wood to the space. "The plywood cores are exposed to view with no edge banding of any sort. We also assisted on the methods of installation on the serpentine student carrels as they cantilevered into the open atrium."

### Expectations Met

"The curved wood features lining both sides of the atrium are by far the most noteworthy," says Decoteau. "The geometry alone would challenge a mathematics major. These elements came together on site almost as if the structure was built around them instead of the other way around."

The finished work Millwork One produced in Sawyer Library's main atrium "exceeded everyone's expectations, especially given the complexities of the design and the space," explains Sutterer. The light reflector's structural skeleton and ribs were shaped from heavy steel. There are eight ribs, each unique in length, profile and distance from the nearest column line. "Since the ribs were all a unique shape and curvature, the wood slats above the fourth level were required to twist along their lengths in order to reconcile the difference in plane from one rib to the next. The twisting is subtle at first, but progressively increases as you move up along the light reflector. In the most extreme instances, the slats had to be laminated on site and in place in order to achieve the required twist."

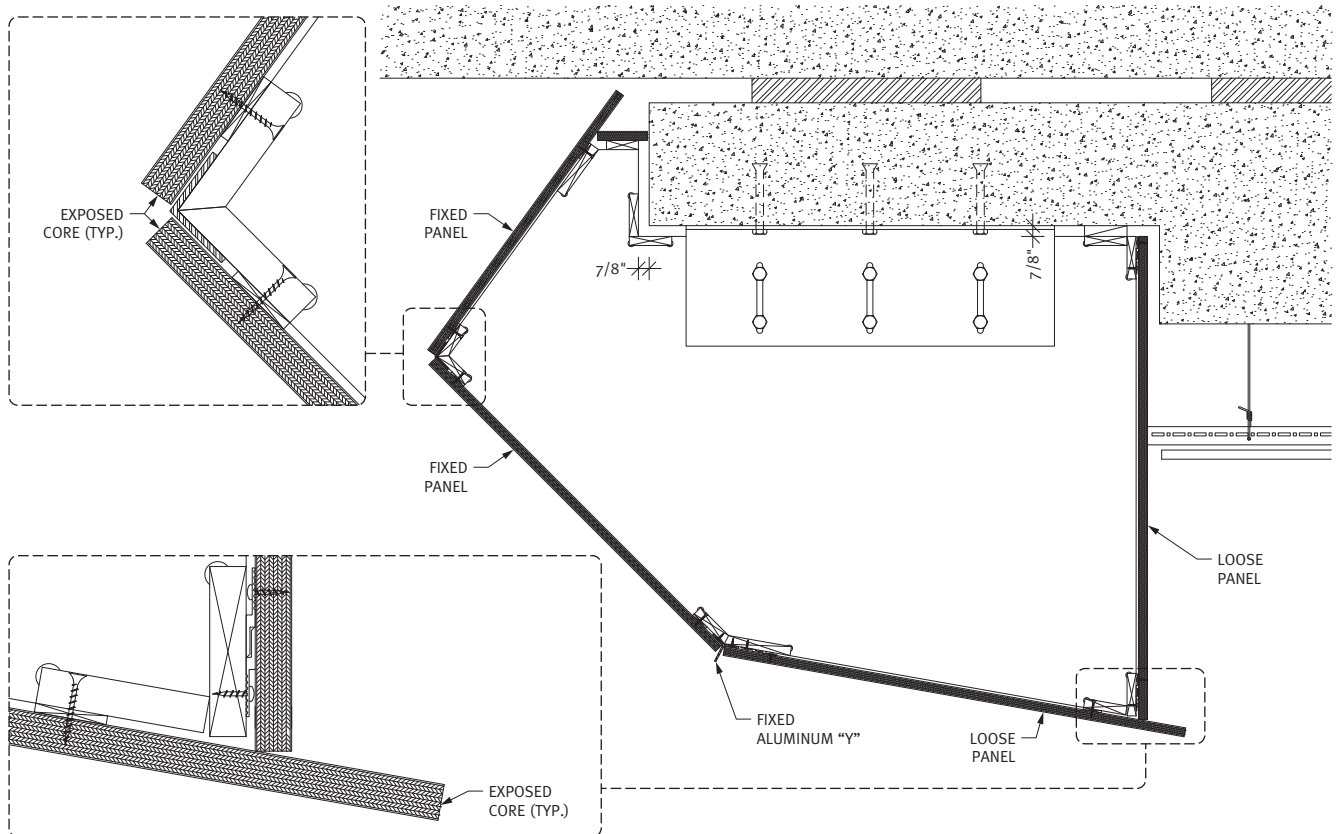


“Pride and integrity, along with vision and talent, have kept Millwork One in the forefront of the premium architectural millwork and casework area.”

– John Fish, President

The curved wood railings in the atrium were conceptualized as nesting units. There are 25 units on three levels, each unique in shape and size, nesting with the unit to either side of it. “As architects, we knew what we wanted it to look like and how to structure and fasten it to the building. However, we needed a sophisticated woodworking firm to take the intent to the next level of development. Millwork One helped us adjust the details and constructed and installed several mockups. The project would not have been the success it is without Millwork One’s willingness to help turn this idea into reality,” adds Sutterer.

In the renovation work at Stetson Hall, existing 1922 Georgian wood paneling and cabinetry were restored and matched wherever possible. New woodwork was constructed on stained Red Oak designed with simplified Georgian details to blend in with the historic fabric of the space.



○ VERTICAL SECTION  
@ Atrium Curved Rail Under Bridges

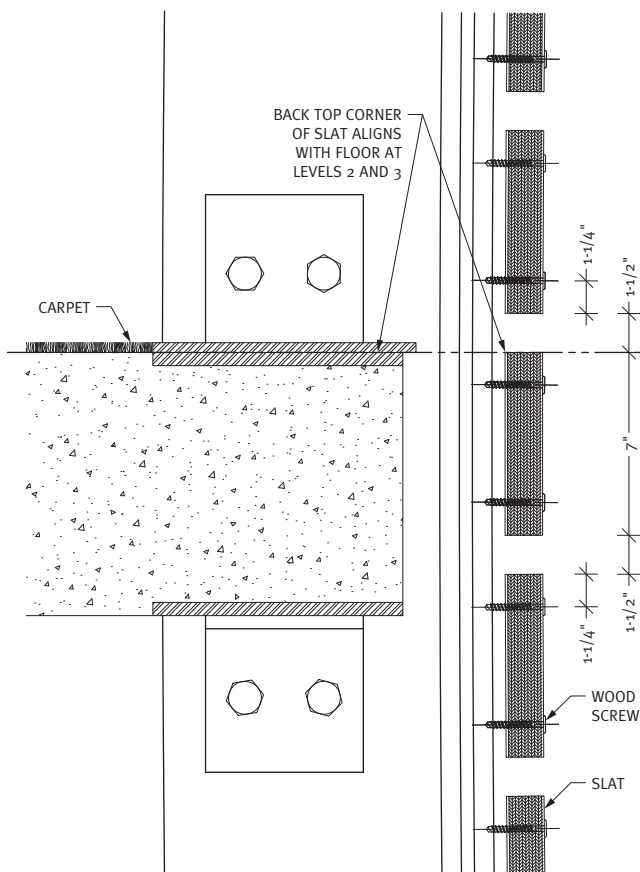













○ VERTICAL SECTION  
@ Atrium Light Reflector

## The Team

"Millwork One and Bohlin Cywinski Jackson had a great working relationship on this project which was a major factor to its success," notes Rego.

Sutterer adds, "We had to instill a lot of trust in one another and have an open line of communication. Because of the tall, narrow space in the atrium, and the schedules of all the trades, the woodwork had to arrive on time, be built to specifications and be installed without delay in order to meet the project's goals and owners' timeline."

Summarizing the entire project, Decoteau notes, "both the architectural firm and the woodworking firm provided us with a great building that will showcase Williams for many years to come." 

**PROJECT:**  
**Sawyer Library/Stetson Hall**  
Williamstown, MA

**PROJECT OWNER:**  
**Williams College**  
Williamstown, MA

**WOODWORKER:**  
**Millwork One Inc.**  
Cranston, RI

**ARCHITECT:**  
**Bohlin Cywinski Jackson**  
Wilkes-Barre, PA

**GENERAL CONTRACTOR:**  
**Consigli Construction**  
Milford, MA

**PHOTOGRAPHERS:**  
**Peter Aaron/OTTO**  
New York, NY

**Nic Lehoux**  
Vancouver, Ont.

**Nick Snyder**  
Wilkes-Barre, PA







# Suite cherry.

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Westrock's network of 125 facilities and 16,000 employees spans North America, South America, Europe and Asia. The company has been recognized for financial performance and environmental stewardship with a place on the Dow Jones Sustainability World index every year since 2004.

When the company wished to renovate its corporate suite, it called upon the talents of LS3P, an architectural firm located in Charleston, South Carolina, and Coastal Millwork and Supply LLC, an architectural woodwork manufacturing member of AWI, located in Summerville, South Carolina.

Coastal Millwork and Supply fabricated and installed a reception desk clad in a mitered marble surround with waterfall edge and pointed cabinets; ceiling and wall paneling with a hidden door integrated

behind the reception area; oversized sliding barn doors in the main conference room; and integrated decorative glass privacy fins in a curved painted wood die wall in the beverage area.

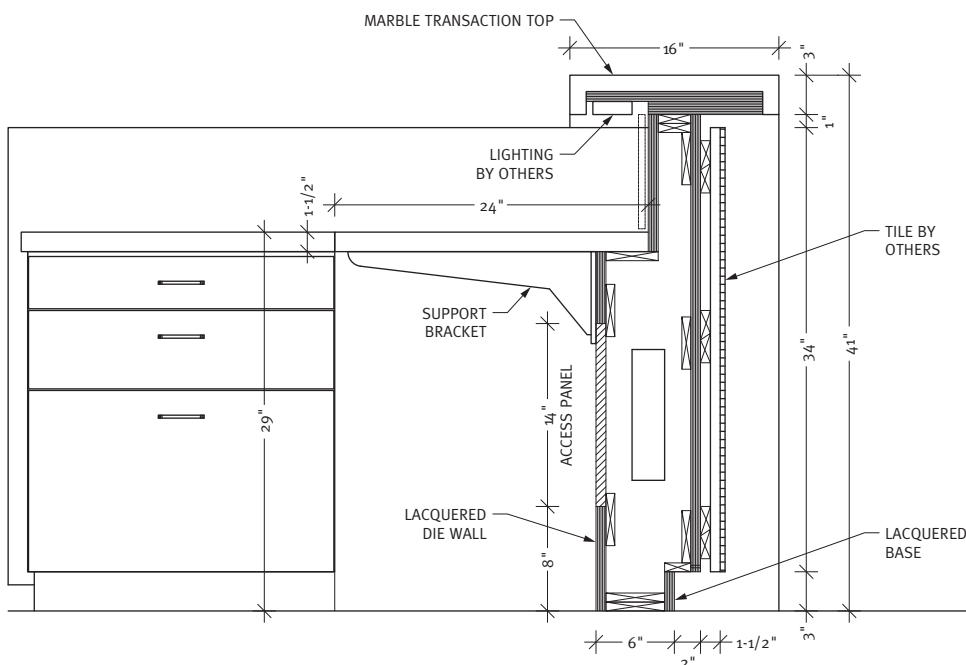
### Design Objectives

Primary design considerations for the 25,000-square-foot office space were daylighting, views, indoor air quality, and employee wellness, reports LS3P's Cameron Wilson. "The client expressed a strong desire to let materials be true to themselves, wanted to use local materials and the services of local artists to depict their long history of work in the region."

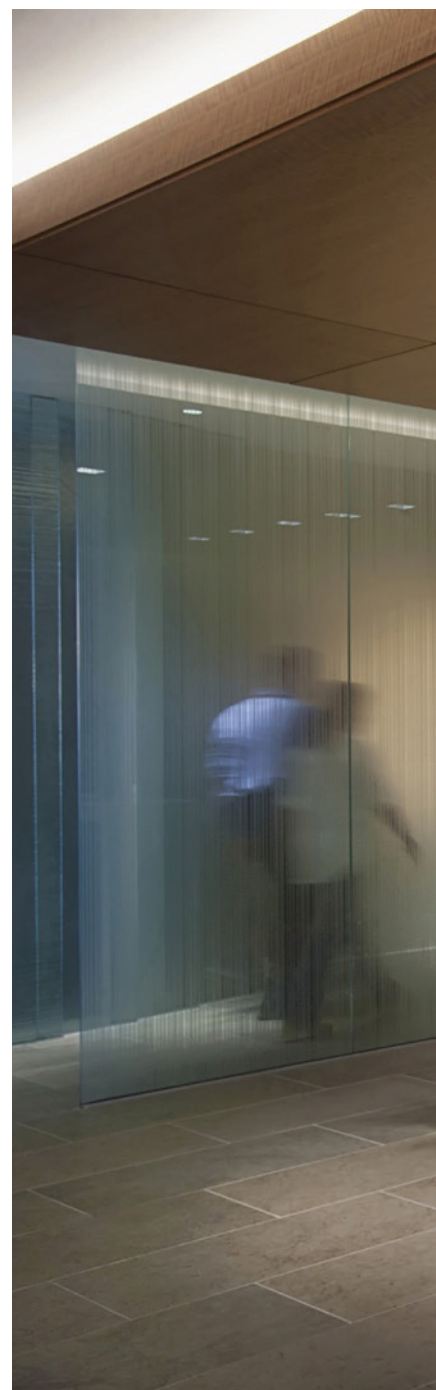
Westrock was looking for "a clean and contemporary design that was timeless in its approach. The use of wood was instrumental in providing warmth to the contemporary, clean line design," he explains.

“Focusing on project management and proactive problem solving, we strive to meet and exceed the client's project's goals and expectations.”

Chris Wagner, President



○ VERTICAL SECTION  
@ Reception Desk





# at a glance

AWI MANUFACTURING  
MEMBER:

**Coastal Millwork  
and Supply LLC**

LOCATION:

**Summerville,  
South Carolina**

FACILITY:

**36,000 square feet**

The wood used throughout the project was quarter sliced, figured Cherry. Additionally, all veneer panels were book matched and sequenced. All wood and veneer products maintained FSC chain of custody certification through installation.

“The use of wood provided an essential element of warmth when married with a mix of transparent, textured and translucent glass to create a sense of openness within,” says Wilson. Borrowed light from exterior windows on opposing sides of the building allows light to penetrate deep into the interior for daylighting and employee comfort.

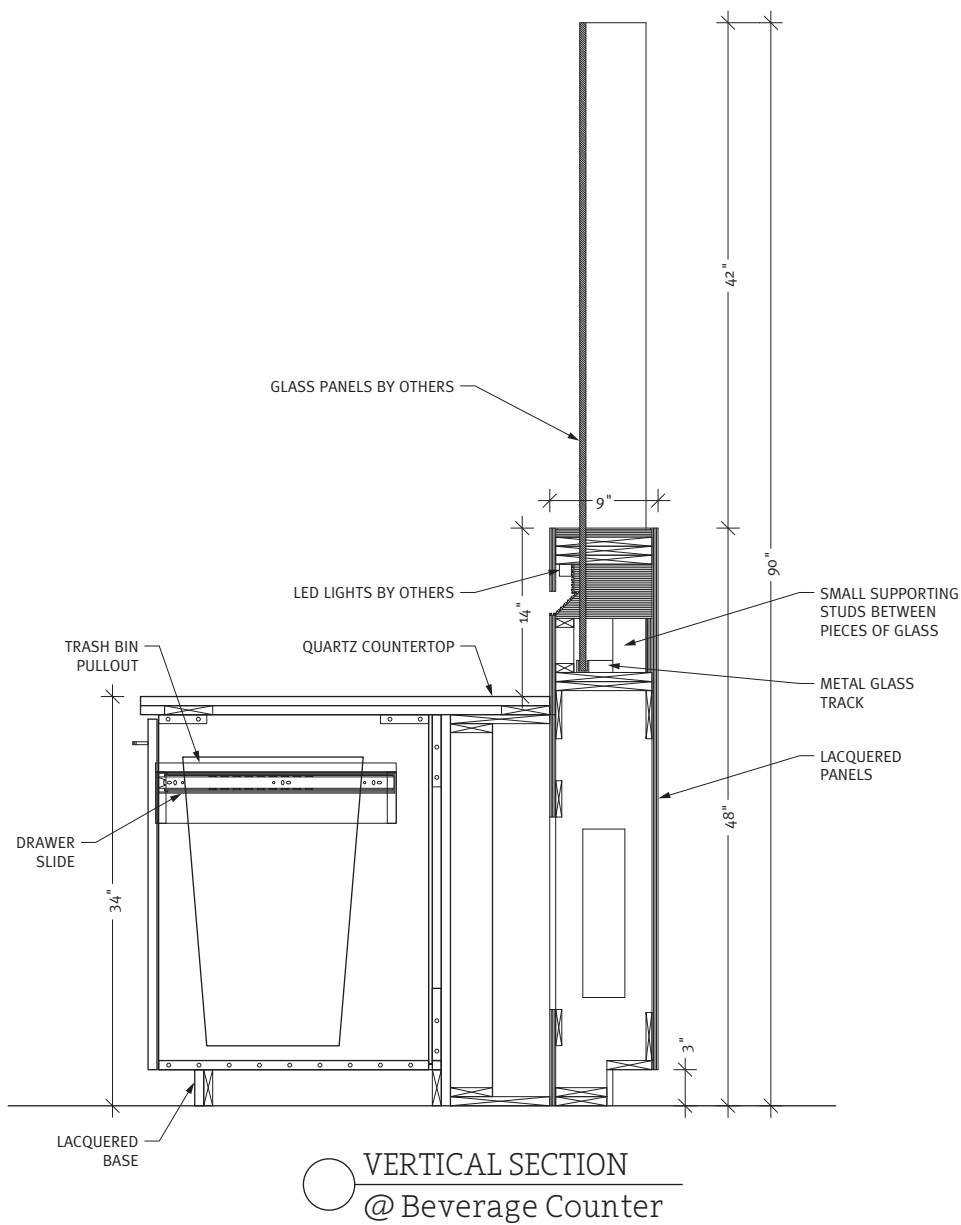
“Balancing the highest standards of sustainable design with aesthetics requires careful consideration at every stage of design,” adds Wilson. “Careful consideration was made to conceal necessary but unsightly functional aspects of the project to meet the stringency of codes while maintaining its visual appeal.”











## Warm Wood

Natural finished wood was used in the main reception area as a major design element. Cherry panels form a right angle from wall to ceiling on each side, highlighting both the reception desk and seating areas of the lobby.



CHERRY

A custom Cherry table was designed for the boardroom providing a central grounding area for the room. The table is outfitted with state-of-the-art audio equipment concealed cleverly into the surface so as not to detract from the beauty of the wood.

Lacquered wood was used in the employee lounge with glass panels inserted into it to create privacy from the elevator lobby. A warm tone lacquer color creates an intimate space for employees.



“The hidden door that connects the reception area to the mailroom was challenging and especially noteworthy,” notes Westrock’s Joe Barnes. “The architect wanted the door to remain invisible when in the closed position, but easy to operate for functional purposes. It took a couple of tries to get there, but it got done.”

“We worked meticulously with LS3P to fabricate the hidden door in the reception area to meet the design intent while making it work effortlessly,” notes Coastal Millwork’s Chris Wagner. “Assisting with the design of the curved die wall to receive the decorative glass privacy fins required careful planning and engineering to ensure both the aesthetic intent and a safe installation was achieved.”

The barn doors proved the most difficult task, Wagner continues. Each leaf was ten-foot high by nine and a half feet wide. “The size posed difficulties both in the delivery to the fourth floor, as well as during hanging. With such a large span, variances in the concrete slab made adjustments tedious. Lastly, the ceiling recess for hiding the sliding hardware left little room for maneuvering. The finished product surpassed expectations,” he explains.





## Working Together

"From the beginning, Coastal Millwork's team had to be very proactive by identifying and communicating all potential problematic issues in both construction and design parameters," continues Wagner. "We promptly communicated these in a 'recommendation and solution' format. Choate Construction, the general contractor, did an outstanding job in creating a proper high-end woodwork environment and facilitating solutions to design issues with all parties. A true team effort."

LS3P designs and sells concepts with premium expectations to its clients and they follow through and demand the capability to deliver on these expectations, adds Wagner. "We often target projects associated with LS3P's design team because of their pursuit of excellence. Through our strong working relationship, we are always moving closer to becoming the best company we can be."

Coastal Millwork and Supply was a great firm to work with, and were cooperative and skillful, says Wilson. "They provided special assistance to ensure a great installation."

And as the owners and employees of Westrock note, Coastal Millwork and Supply allowed their vision to become a reality. 🌐



**PROJECT:**  
**Westrock**  
**Corporate Suite**  
Charleston, SC

**PROJECT OWNER:**  
**MeadWestvaco**  
Norcross, GA

**WOODWORKER:**  
**Coastal Millwork**  
**and Supply LLC**  
Summerville, SC

**ARCHITECT:**  
**LS3P**  
Charleston, SC

**GENERAL CONTRACTOR:**  
**Choate Construction**  
**Company**  
Mt. Pleasant, SC

**PHOTOGRAPHER:**  
**Matt Silk**  
Myrtle Beach, SC



**t**he Forsyth Country Club in Winston-Salem, North Carolina, is a 103-year-old, privately owned membership club with a variety of venues for the enjoyment of its members. Steeped in tradition, it continues to serve as an important part of the history of Winston-Salem. Just minutes from the downtown area, the club is nestled on 172 acres of pristine rolled hills and wooded terrain with its focal point being a true championship 18-hole golf course.





The image shows a sophisticated interior space, likely a lounge or club. The walls are covered in dark wood paneling, and the floor is made of light-colored wood. A large, multi-paned window in the background provides a view of greenery outside. In the foreground, there are two dark leather armchairs and a small round table with a lamp. A green and white plaid cushion sits on a built-in wooden bench under the window. A large, modern pendant light hangs from the ceiling. A rug with a crest design is on the floor.

# Elegant Pavilion House.

Country Club  
Adds New Fitness  
Facility to its  
Beautiful  
Campus.







# at a glance

AWI MANUFACTURING MEMBER:

**Rowland Woodworking, Inc.**

LOCATION:

**High Point, North Carolina**

ESTABLISHED:  
**1972**

The three-story Georgian style clubhouse is surrounded by a grove of large Oak trees that gives the impression of a stately and majestic southern mansion when entering the grounds. The club has a wide variety of dining services available; both casual and formal dining rooms offer exceptional cuisine, tremendous variety, extraordinary service and value. Outdoor dining is offered seasonally with a picturesque view of the golf course.

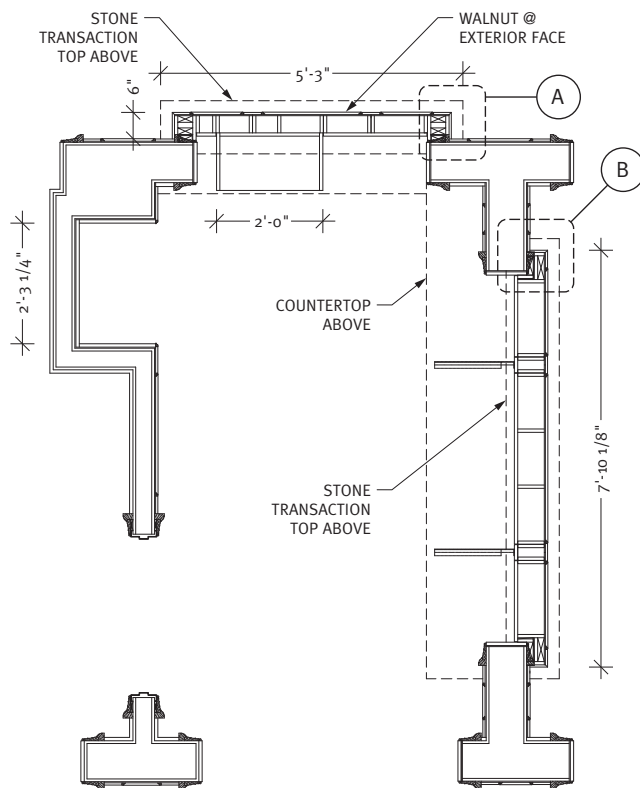
A grand ballroom is available year-round, offering the perfect setting for family or adult social functions. Family activities are well-woven into the fabric of the club, including golf and tennis programs, swim team, fitness classes, weekly family nights, and specialty themed events.

Club leadership decided to add a new 18,000 square foot Pavilion House designed to maintain the architectural continuity which exists throughout the campus. The Pavilion houses a state-of-the-art fitness center, fitness and poolside locker rooms and a full-service poolside kitchen.

## Teeing Off

Chosen to design the new Pavilion House was architect Walter Robbs of Winston-Salem. Fabrication of the woodwork for the project was done by Rowland Woodworking, an AWI member firm located in High Point, North Carolina. The project replaced an existing small pool house and exercise studio with a new two-story building.

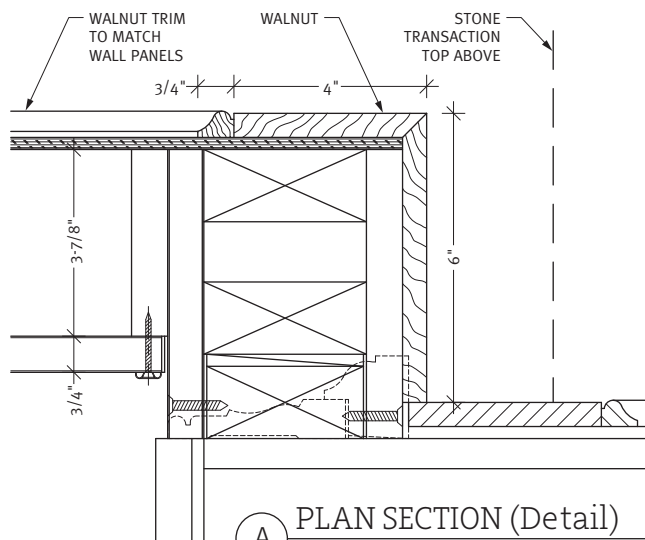
The project took approximately two years for design and construction. Primary design goals, says Robbs, "were to create a facility that complemented the historic main clubhouse, took advantage of the surrounding site, provided high quality finishes, and exceeded the expectations of the membership."



PLAN SECTION  
@ Check-In Desk

The building contains an array of personal fitness equipment, training space, exercise studios for group exercise, yoga and spin, massage area, restrooms, showers, snack bar, laundry and a maintenance shop.

Woodwork for the project included paneling, a decorative screen wall, door and window casings, cabinetry, reception desk stiles and rails, and an outdoor arbor, reports John Patterson of Rowland Woodworking.



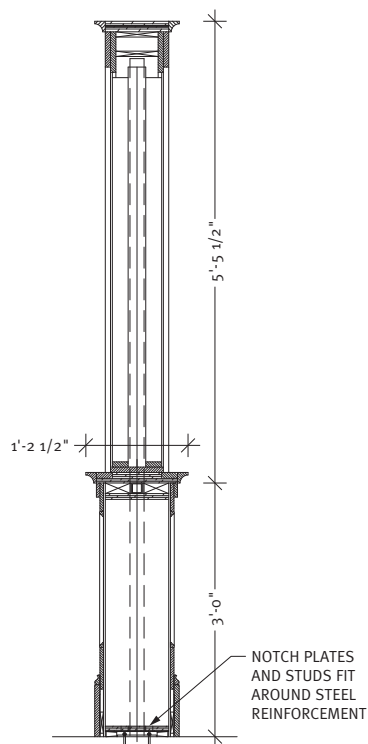
PLAN SECTION (Detail)  
@ Check-In Desk



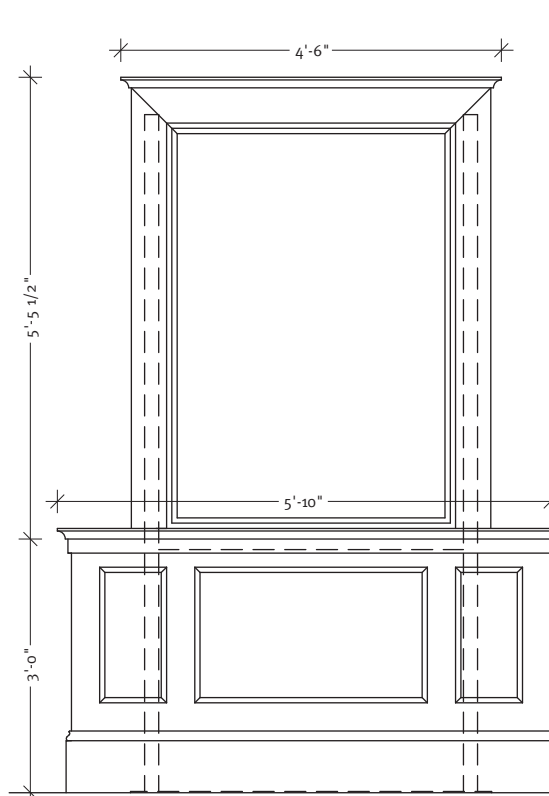
Walnut was selected for the entry spaces, lockers and vanities, notes Robbs, because of its inherent richness. Walnut was also used on recent renovations in the main dining room and bar facilities “so it was a natural for use in the extension.” Poplar was used for painted spaces.



WALNUT



SECTION  
@ Screen Wall



ELEVATION  
@ Screen Wall

### Challenges

“The stile and rail Walnut paneling was the most difficult,” says Patterson. “There were numerous doors, windows, light sconces and cabinets that broke up the paneling, which required significant planning and coordination. We laid out panels during the framing stage which allowed us time to bring in materials while other trades were finishing their work, instead of having to field measure and fabricate after those trades were complete.”



“We believe in supporting our employees by creating a team-and-family atmosphere; our community by giving back through volunteerism and support; and our industry, by promoting the education of young woodworkers everywhere.”

**Jeffery Cox, President**

Another challenge, adds Robbs, was the building location on a sloping site that wraps the northeast corner of the pool pavilion. “This minimized its impact to the pool while taking advantage of views of the golf course. The pool restrooms, showers and snack bar are

oriented towards the pool thereby providing privacy to the workout spaces. The configuration of the building is somewhat unusual but it allowed the facility to blend into the campus while expanding the floor plate to conceal the quantity of restrooms and showers for both pool and fitness needs.”

Additionally, the majority of the facility had to be constructed between September and Memorial Day to allow the pool to open on time.

The entrance to the fitness portion of the building uses Walnut paneling and casework to connect to similar spaces in the main clubhouse. Wood flooring, a coffee bar, and a vaulted ceiling create a warm and inviting lobby and waiting space. Painted and stained wood mouldings are used throughout the interior and exterior.

### The Game

“Rowland Woodwork is professional in every way,” notes Lee Smith, chief operating officer of the country club, “Their workmanship is top notch and the commitment to excellence resulted in a fantastic final product. They are very good to work with and always have the final outcome in mind.”

Robbs agrees, saying, “the woodworking firm did an excellent job on all the stained and painted mouldings, raised paneling and casework in the facility. They were very easy to work with in developing details and responding to job site conditions. Our relationship has been enjoyable and collaborative. They were very responsive, professional and kept a focus on producing a high-quality end product.”

“Our working relationship with Walter Robbs was very rewarding,” summarizes Patterson. “He possesses the rare quality of excellent original designs while keeping an open mind to new thoughts and suggestions. He and his team were always willing to take the time to discuss any issues before a potential problem might arise.”



**PROJECT:**  
**Country Club  
Pavilion House**  
Winston-Salem, NC

**PROJECT OWNER:**  
**Forsyth Country Club**  
Winston-Salem, NC

**WOODWORKER:**  
**Rowland  
Woodworking, Inc.**  
High Point, NC

**ARCHITECT:**  
**Walter Robbs**  
Winston-Salem, NC

**GENERAL  
CONTRACTOR:**  
**I.L. Long  
Construction Co.**  
Winston-Salem, NC

**PHOTOGRAPHER:**  
**Deborah Hall**  
Winston-Salem, NC






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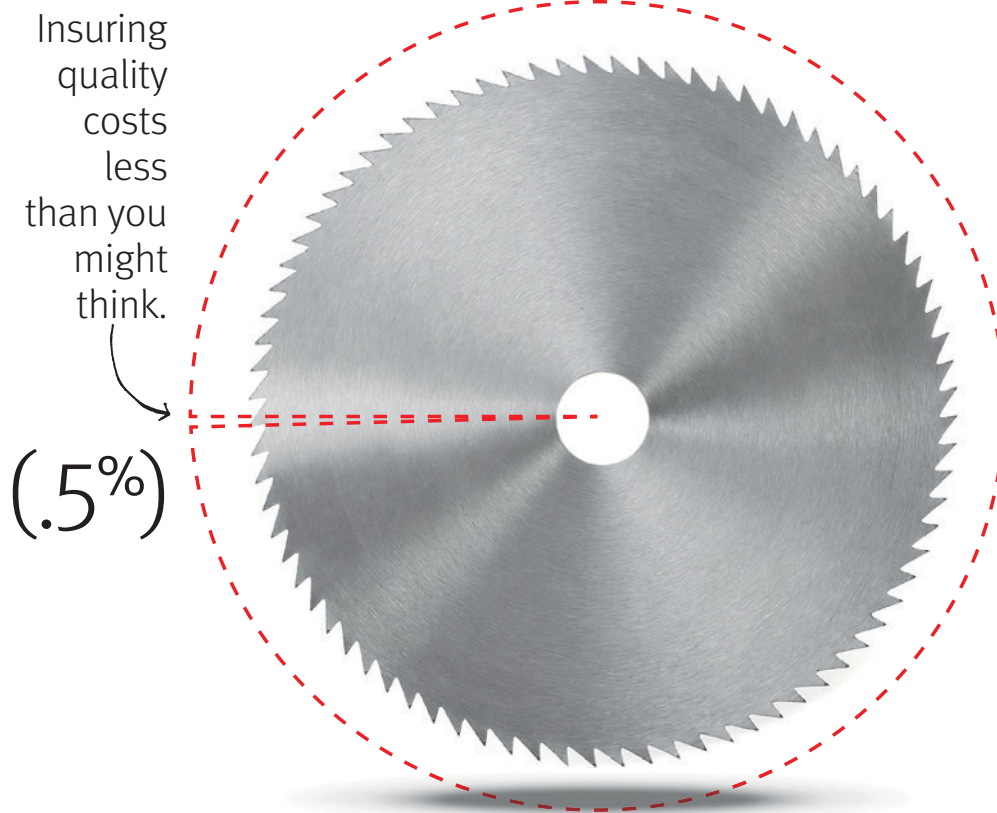
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Questions, concerns, information, call us at **571-222-6559, 855-345-0991** or visit **awiqcp.org**.

\* For projects outside the U.S., travel costs are additional.

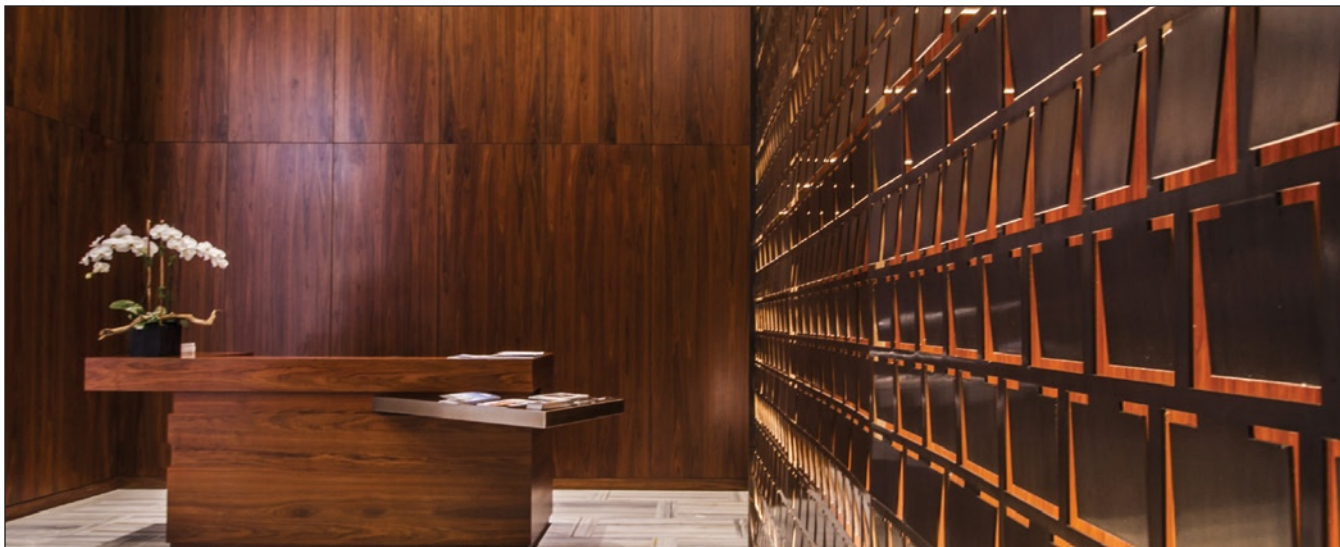
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AWI's Quality Certification Program is a industry-recognized **risk management tool** that design professionals and building owners rely on to validate the skills and abilities of architectural woodworkers. By writing into contract documents that woodwork is to be certified by AWI you **eliminate potential worry** about woodwork woes at the very beginning of a project.



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**f**unny, this doesn't taste as good as the first time I made this." You've probably either heard or said this sometime in your past cooking/dining experience. What happened? Was the cooking time adjusted? Was an ingredient substituted? You can rightly expect a different outcome for each change to the original specifications known as the recipe.





Construction is like that, too. The more customized the project, the more likely a variance in outcomes. Starting each project with a fresh copy of CSI MasterSpec is thought to be the foundation for a clean specification for each new architectural project. When it comes to custom architectural woodwork projects, there are hardly two alike.

With the myriad of choices in wood species, laminates, paint and stain colors, textures and many other materials found in 06400 the possibilities are practically limitless. While it's great to have options, with options comes the chance of misinterpretation. Unintended or not, changes from proven materials and methods open the door to the unexpected consequences.

For decades, AWI has provided technical assistance on custom architectural woodwork by phone and email to design professionals around the world. Naturally, some things keep percolating to the surface. So, in this time of Woodwork Standards Transition and the first issue of *Design Solutions* for the new year, here are our greatest hits.

## A LEG TO STAND ON

Not every trade has the luxury of well written industry standards. Luckily, you can rely on the Architectural Woodwork Institute to keep excellent standards current for you! No matter how experienced you are, the best thing you can do for your project is to reference the standards and quality level expected as the *Architectural Woodwork Standards, 2nd Edition*.

Doing this immediately levels the playing field for you. Any woodwork company will know that the custom product the owners are expecting on their project will conform to Custom Grade as a default if no grade is specified but, the Architectural Woodwork Standards, 2nd Edition is referenced as, Quality Standard: Unless otherwise indicated, comply with AWI's Architectural

Woodwork Quality Standards\* Architectural Woodwork Standards 2nd Edition for grades of interior architectural woodwork, construction, finishes and other requirements.

In the Quality Assurance Section of your specifications include this language:

Provide AWI Quality Certification Program [Labels] [Certificates] indicating that

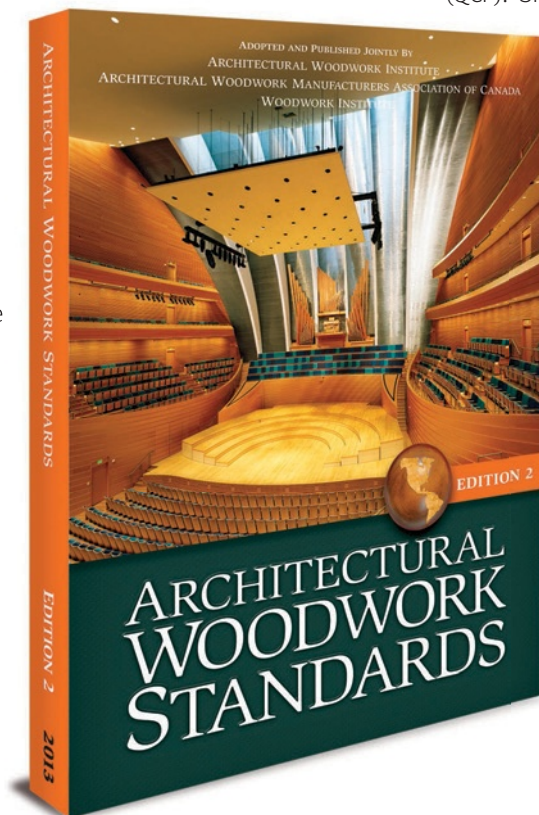


The expectations of the trade are stated section by section in the published standard and will be inspected to the requirements of the standard and edition if the project is certified by the AWI Quality Certification Program (QCP). Should there be a

dispute by any of the construction team members, the standards you specified will be the voice of sanity and reason and your leg to stand on. It's easier to support your cause when you've got a measurable, clearly defined reason for your case.

the woodwork, [including installation,] complies with requirements of grades specified. This project has been registered as AWI/QCP project number \_\_\_\_\_. OR, the Contractor, upon award of work, shall register the work under this section with the AWI Quality Certification Program (855-345-0991)

Looking ahead, AWI is developing a consensus based ANSI Architectural Woodwork Industry Standards that coordinates with CSI MasterSpec's section numbering. In the near future, AWI's ANSI Standard will be the new and next generation of the Architectural Woodwork Industry's Standards.







## TAMING YOUR TWO BIGGEST TIGERS: RELATIVE HUMIDITY

Without doubt, the number one concern brought to AWI's technical team is about wood movement in the built environment. Wood comes from a living plant that has cells and vascular tissue so yes, wood shrinks and swells. But, how can that be managed? You can help avert the problem of gaps, separations and buckling of wood joinery including wood flooring by enhancing your specifications beyond the typical, "HVAC equipment must be on and operating".

In a perfect world, simply reporting that the switch was flipped and machines are roaring would do the trick. Reality shows us that this is not enough. Go a step further. Mitigating wood movement is a team discussion that results in assigning responsibility.

The Relative Humidity (RH) of a building interior must be measured and maintained daily, all seven days per week, to meet the regional requirements found on page 38 of the Architectural Woodwork Standards, 2nd Edition. You can see that the majority of the center of the US will require the RH to be 25% - 55%. Wetter coastal areas in the east and south require 43% - 70% and drier warmer/colder parts of Canada and the US/Mexico require 20% - 50%.



The delivered woodwork should be acclimated for a minimum of 3 days before installation begins. An HVAC professional can read the RH and adjust the output of the equipment to meet the correct requirement for your project's geographic location. Installation crews should verify before proceeding with installation.

After occupancy, of course, the facility manager will shoulder that responsibility with guidance from the design professional and or woodwork provider. Should expansion/contraction occur sometime after building occupancy, the daily RH readings log will be the starting point in the discussion.

## NOW, ABOUT THE TIGER'S STRIPES . . .

Following closely on the RH tail is the frequent question of veneer aesthetics. In looking at the adjacent photo, one might ask the question, "is this panel face acceptable?" That depends. Assuming the panel constructed to standards, not warped and is installed per approved shop drawings, we have to arrive at the aesthetic considerations of panel or group of panels if specified as sequenced matched sets of panels.

What was specified? In this case and MANY cases like it, what the owner wanted were wood veneer panels with a clear finish so the occupants can see the natural beauty of the wood. As often happens, the specifications were written to call out the wood specie followed simply by the word "natural". What that means in the world of custom architectural woodwork and panels is "everything that is naturally present within the tree" or not sorted by heartwood/sapwood.

So as a veneer is sliced, the knife intersects the log's contours through both heartwood and sapwood and both light and dark colored veneer is used on the doors. As the veneer knife cuts closer and closer to the center of the tree, the proportions and distribution of the dark areas will continue to change and in reality, every door can look very different.






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Fairfield, Ohio 45014 [www.mbohlkeveneer.com](http://www.mbohlkeveneer.com)  
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If the panels are to receive a very dark stain or are painted with an opaque topcoat, these would probably do a serviceable job. But, if all light veneer is wanted such as in the case of Oaks, Maple, Birch, and Ash, then all sapwood or uniform light veneer should be specified. Likewise, all heartwood should be specified for darker hardwoods such as Walnut and Cherry. You can see an example of a grade chart on page 95 of the Architectural Woodwork Standards, 2nd Edition. The grade charts for the most commonly specified woods are on pages 95 – 101 and are the foundation of specifying veneer aesthetics for custom wood products and to verify if the specified criteria was met.

#### **MAKING YOUR PROJECT THE BEST IT CAN BE**

As is often the case, less time is often allowed to do more these days and it's common to not get to the last details or questions answered before the deadline. When in doubt, save yourself some time later in the project by asking the question before the project leaves your desk. Contact AWI's Technical Services Director, Ashley Goodin by email: [agoodin@awinet.org](mailto:agoodin@awinet.org) or phone 229-942-1004 because an ounce of prevention is worth a pound of cure!

AWI cares about your success and we are here to help you. 

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# Product Showcase

## STILES MACHINERY: Executive Briefing Conference

Join fellow woodworking manufacturers this spring for The Executive Briefing Conference in Detroit, Michigan on Sunday April 23-Tuesday April 25th. The EBC provides company leaders with the knowledge they need to make informed decisions on the future success of their company.

Hosted by Stiles Machinery, Inc., the conference includes inspiring speakers, insightful case-studies of industry innovators, personal tours through advanced manufacturing facilities, networking events and informational briefings focused on providing best business practices and solutions to common manufacturing challenges that decision-makers are facing in today's economy.

Since 2002 the EBC has become the premier venue for key manufacturers to network and explore new ways to succeed. By providing strategic and practical information that addresses manufacturing challenges, the EBC provides a forum to find out about new technologies and methods and discover opportunities in a non-commercial environment.

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Register today to attend. Go to [www.executivebriefingconference.com](http://www.executivebriefingconference.com) to sign up and receive more information. This is the 13th year the Executive Briefing Conference has been bringing company leaders together for intentional inspiration to succeed in today's manufacturing landscape.

## SHERWIN WILLIAMS: Waterborne Finishes

Sherwin-Williams has seen tremendous growth in the area of waterborne finishes, which have improved significantly in quality and clarity since their introduction in the 1990s. As manufacturers of architectural woodwork products and components see demand for their products increase, they may be faced with a dilemma.



A shop may be turning out more product than it was five years ago, but local or national VOC regulations have not changed, and in many cases, have become even more stringent.

With zero or very low levels of VOCs, waterborne coatings help meet demand without air quality issues. That's one reason waterborne as a category is growing, even for architectural wood manufacturers with more intricate goods. Also, today's waterborne finishes deliver the same beautiful, durable appearance, as well as a similar look and feel to the aesthetics manufacturers are used to from solvent-based finishes.

They're designed with ease of use in mind. That means faster throughput because waterborne coatings dry faster than solvent-based finishes. Cleanup is also simplified, typically handled with soap and water. That saves money, because it reduces the need to buy cleaning solvents, and may

even lower hazard and fire insurance premiums by decreasing the number of chemicals housed onsite.

And because **waterborne finishes contain zero or low levels of VOCs**, there's no need for shop workers to wear respirators during application. It also means reduced odors, and can potentially mean greater productivity from staff.

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Asteria may be used with an approved companion sealer or used as a self-seal system. Super-fast, durable, and flexible, Asteria is the perfect choice for kitchen and bathroom cabinetry, and high end architectural millwork.

For more information regarding Gemini Industrial Wood Finishes, **800.262.5710** or visit **gemini-coatings.com**

#### HORIZON FOREST PRODUCTS: Expansion

Horizon Forest Products, Cabinet Branch, is pleased to welcome **Patrick Carey** to the **Inside Sales Team**. Carey graduated from NC State University with a degree in Sustainable Materials. Following graduation, he went to work in the powder coating industry, where he worked before continuing his education at NC State. "Carey is a great asset to the Cabinet Branch and brings a wealth of knowledge of the wood industry. With his work ethic and continuous yearning to learn this industry every day, we are very excited to have him on board as part of the team," says Dave Guistwite, Cabinet Branch Manager.

#### MONARCH METAL: Wall Panel System Profiles in Black

Monarch's wall panel system has been popular with customers, who have frequently been asked for options in different colors. Beginning in March 2017, Monarch will be stocking many popular reveals in a black anodized finish to offer even more flexibility in design. The **Easy Panel System** was introduced to give woodworkers the flexibility to fabricate their own wall panels. The EPS system offers a cost effective, quick shipping and simple solution for installing a metal trim around wall panels. The reveals surrounding the panels are available in five different options from 1/16" to 1" and the entire system installs based around the simple and intuitive **Monarch Z Clip**. Mock ups, installation instructions, drawings and additional information is available at **<http://www.monarchmetal.com>** or by calling **631-750-3000**.



#### TRADESOFT: Web Based Mobile Data Collection

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ShopPAK Mobile immediately updates the ShopPAK database so actual labor hours can be tracked and applied to jobs as they occur in the field. Just as TradeSoft's shop floor data collection system improves accuracy and eliminates manual data entry, ShopPAK Mobile does the same thing from any smart hand held device in the field. ShopPAK Mobile is also able to capture GPS coordinates so employers can verify that employees are where they are supposed to be.

For more information, **800-289-6326** or **[sales@tradesoftinc.com](mailto:sales@tradesoftinc.com)**.



#### HOFFMANN: Automatic Dovetail Routing Machine

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- \* Basepoint, Inc., Sharpsburg**  
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- \* Cabinet Kraftsmen Specialties, Inc., Durham**  
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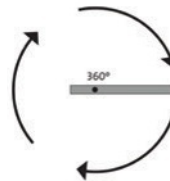


## Nothing in the ceiling. Nothing in the floor.

All the pivot technology is mortised in the door.

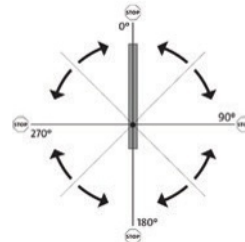
Quick and precise installation can happen after all surfaces are finished.

### SystemOne 1 function = turn



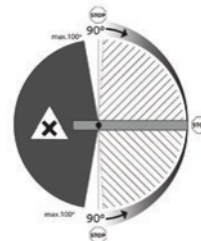
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- For very tall and wide doors
- No closer function
- Min. door thickness : 1-3/4"
- For doors of any material

### System 3 3 functions = turn + hold + close



- 360° Operation, like a turnstile
- Hold positions at every 90°
- Closes from each 45° position
- Available in 4 spring strengths for closing doors up to **440 lbs**
- Adjustable closing angle
- Min. door thickness : 1-3/4"

### System 4 4 functions = turn + hold + close + adjust closing speed



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- Dual-Acting closer function
- Adjustable closing speed for doors up to **330 lbs.**
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