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# Woodwork Institute's Vision & Mission

## VISION

Assurance through  
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## MISSION

To promote to the architectural design community, its suppliers and contractors, the development and dissemination of information relative to uses, advantages, and utility of millwork products. To provide the leading standards and quality assurance program for the architectural millwork industry through our Manual of Millwork, Certified Compliance, and Monitored Compliance Programs.

To be the premier, industry-driven, equal opportunity, non-profit trade association resource provider for our membership.

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## ON THE COVER

### Noah's pArk Galleries

Noah's pArk Galleries is built in a 6600 sq ft building at the Skirball Cultural Center in Los Angeles. All the material is structural grade Douglas Fir with exposed splits – sand blasted and fire treated for the aged appearance. Then it was finished in a light grey stain/clear Flamort top coat. The most challenging and time consuming part of the project was procuring the Glue-Lam columns laminated to the three different radii within each column. The next rank down on the difficulty ladder was mortising the columns and beams to hide the steel brackets and fasteners, including drilling for thru-bolts in the large timbers then hoisting them for assembly. Each of these hurdles were met with skill, patience and talent with award winning results.

### Project architect

Olson Sunberg Kundig Allen;  
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### General Contractor

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Published by the

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# introduction

**T**he Woodwork Institute is proud to announce the appointment of our new Chairman Wayne "Yogi" Steindorf. Wayne was first introduced to woodworking at the Healdsburg High School which lead to his entering and completing the cabinet makers' apprenticeship program. While serving his apprenticeship, he had the privilege of working alongside "Old World" craftsmen from Germany and Austria adding to his knowledge and art of cabinet construction.

Eventually purchasing a few essential machines along with hand power tools and was doing "side jobs" in his father's barn. He continued doing this while working with his father developing and planting vineyards in Sonoma County during the 1970's.

After his father sold the home ranch, Yogi decided to go back into the cabinet business on a full time basis. He ran a large shop in Petaluma until it went out of business in 1986. He took their unfulfilled contracts and 3 men from that shop to start his own business. At first they were partners, however the reality of starting a business was not suited for his partners. The only thing that remains consistent with that venture is the name of the business North Coast Cabinetry.

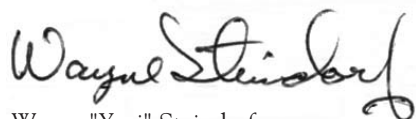
## chairman's commentary

**I**n this issue we are featuring the Woodwork Institute's "Past, Present and Future" article. In speaking with key industry contributors and the professional design communities, there was a consensus, that a common compliance standard is needed for all of North America and it's becoming a reality (see the press release on page 13). The new standards will contain the best of WI's Manual of Millwork as well as AWI/AWMAC's Architectural Woodwork Quality Standards Illustrated.

As with all of my endeavors quality and excellence are a must. Our deadline for the Bernard B. Barber Jr. Award for Excellence and the Ralph B. McClure Craftsmanship Award submissions was May 31, 2008. We have received many exciting submissions and are currently reviewing the current finalists, thank you for your submissions. All applicants received after the final cutoff will be considered for next years' awards.

Also featured in this issue you'll find a wonderful article saying goodbye to long friend and industry leader Bernard B. Barber Jr., shedding light on the wonderful life and the contributions to the woodworking industry he left behind. He will be greatly missed.

The honor of being selected as the Institute's Chairman means more to me than a million dollars in the bank. Have a great spring and a productive summer.



Wayne "Yogi" Steindorf  
2008-2009 Chairman



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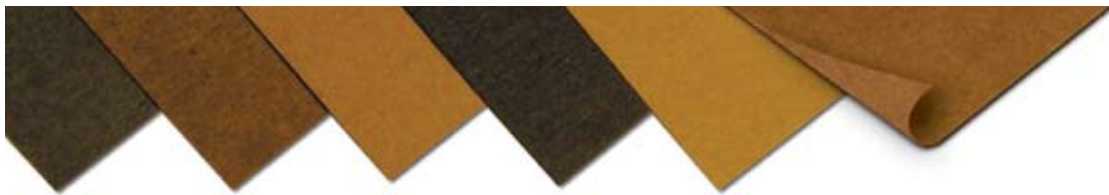
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# Newly Released Studies Confirm Energy Savings Significant in LEED, ENERGY STAR Buildings

Certified buildings outperform peers in sale, rental and occupancy rates



**T**wo recently released studies, one by the New Buildings Institute (NBI) and one by CoStar Group, have validated what the green building community has known all along: third party certified buildings outperform their conventional counterparts across a wide variety of metrics, including energy savings, occupancy rates, sale price and rental rates.

In the NBI study, the results indicate that new buildings certified under the U.S. Green Building Council's (USGBC) LEED certification system are, on average, performing 25-30% better than non-LEED certified buildings in terms of energy use. The study also demonstrates that there is a correlation between increasing levels of LEED certification and increased energy savings. Gold and Platinum LEED certified buildings have average energy savings approaching 50%.

"The NBI Study confirms that newly constructed LEED certified buildings use significantly less energy than their conventional counterparts, and that they perform better overall," said Brendan Owens, Vice President, LEED Technical Development, U.S. Green Building Council.

"The report also underscores that monitoring a building's ongoing operations and maintenance, as required in LEED for Existing Buildings: Operations & Maintenance and ENERGY STAR, is equally important," continued Owens. "Buildings are complicated systems and achieving and maintaining high performance is a process that requires the ongoing discipline and commitment to green practices. LEED and ENERGY STAR provide building owners and operators with valuable structure to maintain high performance and deliver savings over time."

Energy savings under EPA's ENERGY STAR program are equally impressive: buildings that have earned the ENERGY STAR label use an average of almost 40 percent less energy than average buildings, and emit 35 percent less carbon.

But beyond the obvious implications of reduced energy use and reduced carbon emissions, the results from both studies strengthen the "business case" for green buildings as financially sound investments.

According to the CoStar study, LEED buildings command rent premiums of \$11.24 per square foot over their non-LEED peers and have 3.8 percent higher occupancy. Rental rates in ENERGY STAR buildings represent a \$2.38 per square foot premium over comparable non-ENERGY STAR buildings and have 3.6 percent higher occupancy.

And, in a trend that could signal greater attention from institutional investors, ENERGY STAR buildings are selling for an average of \$61 per square foot more than their peers, while LEED buildings command a remarkable \$171 more per square foot.

The group analyzed more than 1,300 LEED Certified and ENERGY STAR buildings representing about 351 million square feet in CoStar's commercial property database of roughly 44 billion square feet, and assessed those buildings against non-green properties with similar size, location, class, tenancy and year-built characteristics to generate the results.

"ENERGY STAR is a prerequisite in LEED for Existing Buildings, signaling our strong commitment to the energy savings component of green buildings," said Owens. "Add to that the additional performance enhancements in LEED around intelligent site selection, water conservation, improved indoor air quality, waste reduction and smarter materials selections, and it's easy to understand why owners and tenants are placing a premium on green buildings."

The NBI study was funded by USGBC with support from the U.S. Environmental Protection Agency and can be accessed at: [http://www.usgbc.org/DisplayPage.aspx?CMSPageID=77#usgbc\\_publications](http://www.usgbc.org/DisplayPage.aspx?CMSPageID=77#usgbc_publications).

View more information on the CoStar Group study: <http://www.costar.com/News/Article.aspx?id=D968F1E0DCF73712B03A099E0E99C679&ref=100>.



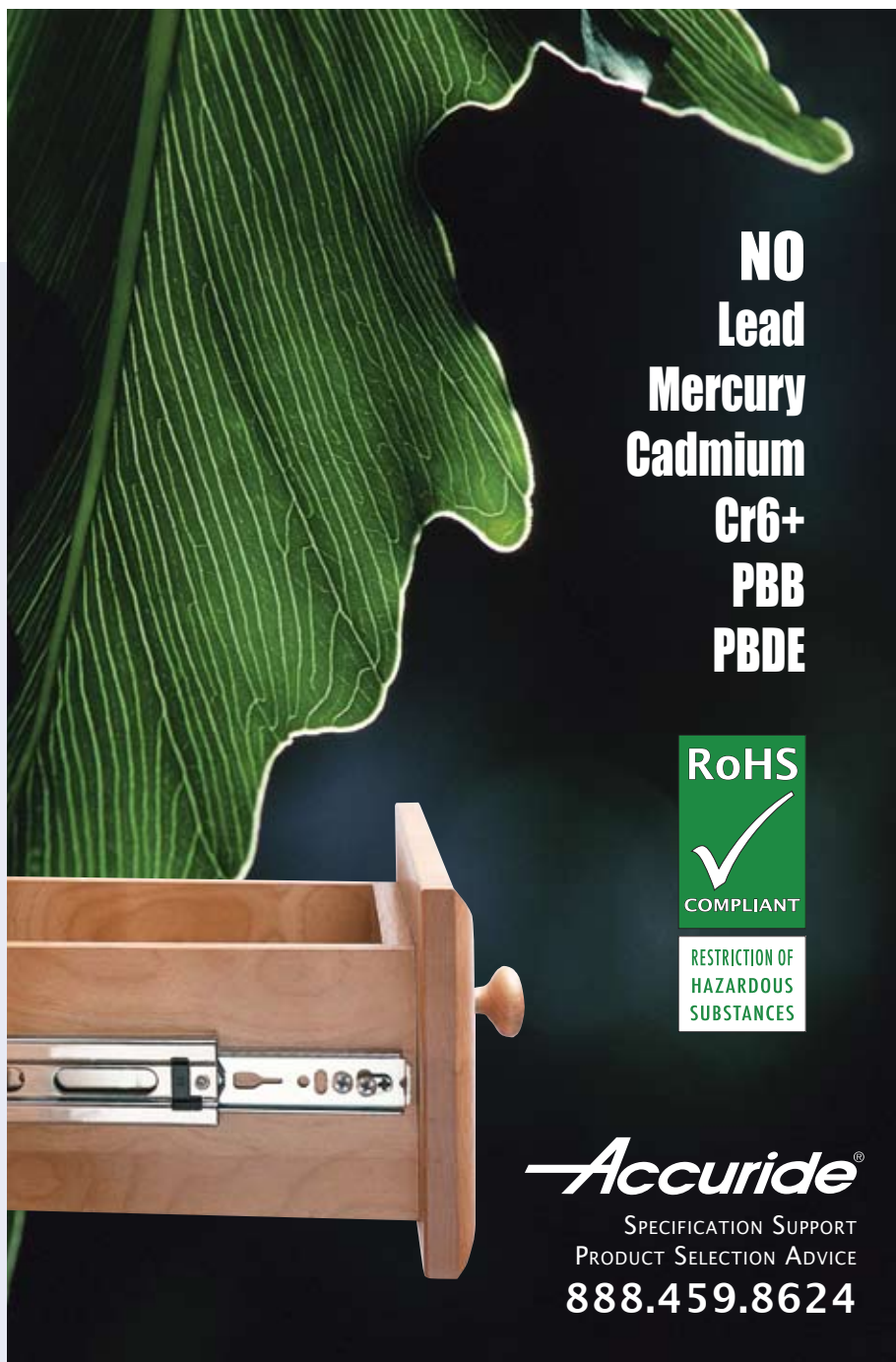
### About USGBC

The U.S. Green Building Council is a nonprofit membership organization whose vision is a sustainable built environment within a generation. Its membership includes corporations, builders, universities, government agencies, and other nonprofit organizations. Since USGBC's founding in 1993, the Council has grown to more than 14,500 member companies and organizations, a comprehensive family of LEED® green building rating systems, an expansive educational offering, the industry's popular Greenbuild International Conference and Expo ([www.greenbuildexpo.org](http://www.greenbuildexpo.org)), and a network of 72 local chapters, affiliates, and organizing groups. For more information, visit [www.usgbc.org](http://www.usgbc.org).

### About LEED®

The LEED® (Leadership in Energy and Environmental Design) Green Building Rating System is a feature-oriented rating system that awards buildings points for satisfying specified green building criteria. The six major environmental categories of review include: Sustainable Sites, Water Efficiency, Energy and Atmosphere, Materials and Resources, Indoor Environmental Quality and Innovation and Design. Certified, Silver, Gold, and Platinum levels of LEED green building certification are awarded based on the total number of points earned within each LEED category. LEED can be applied to all building types including new construction, commercial interiors, core & shell developments, existing buildings, homes, neighborhood developments, schools and retail facilities. LEED for Healthcare is currently under development and is expected to be released in early 2008.

Incentives for LEED are available at the state and local level and LEED has also been adopted nationwide by federal agencies, state and local governments, and interested private companies. For more information, visit [www.usgbc.org/LEED](http://www.usgbc.org/LEED).



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# We say goodbye to BERNIE BODE

Long-time downtown Fresno businessman Bernard Bode Barber, Jr. passed away peacefully on Tuesday, March 25, 2008, in Monterey, Ca. He will live forever in the hearts of family and friends.

Bernie "Bud" Barber was born on November 28, 1920, in Seattle, Washington to Bernard B. Barber, Sr. and Louise Bode Barber. He moved with his family to California in the 1920s and lived in Alameda County and San Mateo County before settling in the city of Fresno in the 1930's.

After graduating Fresno High School in 1939 he attended Fresno State College and was a member of Sigma Chi fraternity. During the Second World War he served in the U.S. Army Air Corps. Following the war he married Fresno native Therese "Elaine" Camy. He joined his father in business and became President of Bernie Barber and Associates, the publisher of a lumber market report. This business was established in Fresno in 1936 and operated until 2004.

He was active in many professional and fraternal organizations related to the building materials industry, including the Fraternal Order of Lumbermen (Hoo-Hoo), serving as its Executive Secretary and Treasurer for

several decades. He worked with the Woodwork Institute of California (now known as the Woodwork Institute) since 1956 and served many years as a guiding force. He was awarded the first Fellowship status conferred by that organization FWIC in 1994. Active in the Downtown Fresno Rotary Club, he was honored by being conferred a "Paul Harris Fellow." Additionally, he was a Mason and a member of the Scottish Rite.

Bud was predeceased by Elaine, his wife of 46 years. He is survived by his sister, Bernadine of Salem, Oregon; son Bernard "Brad" and his wife Cindy, who blessed him with Katharine "Kate" and Anne Marie Elaine from Orinda, Ca.; son Michael "Mike" and his wife Lilia, who blessed him with Jonathon and James, from Watsonville California; and, cousin, Bill Barber from Spokane, Washington.

A Graveside Memorial Service was held at Belmont Memorial Park on Sunday, April 27, 2008, at 9:30 a.m., after which there was a gathering to celebrate his life at Sunnyside Country Club at 11:00AM. In lieu of flowers, his family suggests contributions to a charity of choice.

– Mike Barber, Son

## WI Recognizes Bernie B. Barber, Jr.

By Anthony Graffigna, WI Marketing Manager

Mr. Barber led the Woodwork Institute as its Chief Executive Officer for 37 years; in those years he helped shape the institute into the successful organization it is today. To understand the impact he had on WI, it is important to know his first steps within the organization.

In 1956, near the very beginning of the Institute's existence, Bernie B. Barber was hired to replace Russell Bjorn. Barber was familiar with the retail lumber industry because of his father's leadership of the Western Lumberman's Association and close relationship with several of the older WIC members. This history helped Barber start his time with WI with the respect of WI's original leaders.

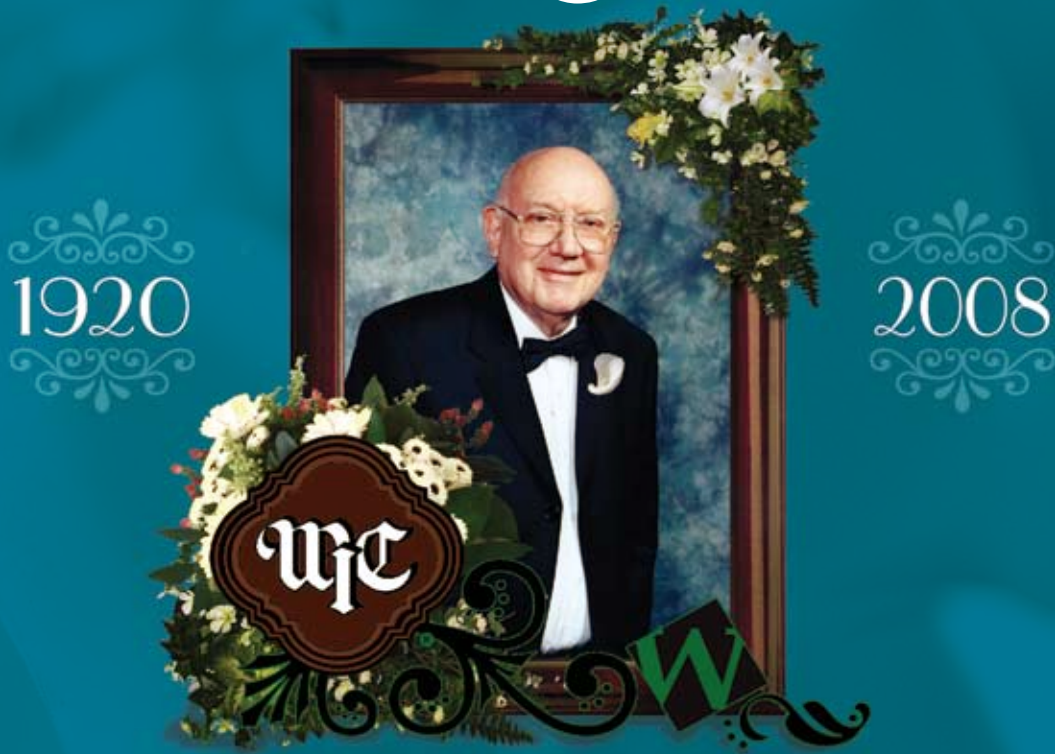
He was no stranger to the nuts-and-bolts of the woodwork industry, having spent much of his time after school working

in his father's cabinet shop. These experiences, coupled with his wit and enthusiasm for the position, made him an excellent manager. He also possessed prudence, which came in handy when it was realized that WIC was in a bit of financial chaos; with a bank balance of \$3,167, virtually no past correspondence, and missing bank statements prior to 1956; Barber worked to professionalize the Institute's record and bookkeeping operations.

In addition to adding professional savvy to WI, he was also a great diplomat with its members. Former WI president, Heinz Zaiser, recalls that even with the most difficult confrontations, Barber would always listen and try to come to a resolution everyone could feel decent about. Even when a problem was beyond hope of resolution, Barber approached



# BARBER, JR.



the individual with an open hand. Zaiser recalls, "I can remember one time where a gentleman was furious about something and it was Bernie's job to resolve it. After calmly going around and around with this man, Bernie said he would send him a letter with a proper resolution. After reading the letter myself I told Bernie, 'this letter doesn't make any sense' and he replied, 'sometimes you have to write those kinds of letters.' [laughs] He was a true diplomat!"

Even when opposition was against him, Bernie made a stand for what he thought was proper for the future of WI. Bernie was inspiration in WIC establishing grading rules and staffing inspectors to enforce them. At first, it was decided that although most members agreed, WIC's financial condition prohibited the program. Shortly after this decision was made, there was an executive Committee meeting in which Barber – who was decidedly for providing inspections – argued late into the night for providing such services. Finally, when it was

apparent that Barber was not backing down, Rex Sporleder, a member of the opposition said, "Well, I am getting tired, there's no use arguing over this, so I make a motion that we accept Barber's proposal, and you keep your damned inspectors out of my plant." The meeting was adjourned and the WI inspection services began and continue today.

Since those beginning years, Bernie has been a visionary for WI. And through his years of service, his lovely wife Elaine was at his side to ensure the success of the WI Annual Conventions and Board Meetings.

Bernie enjoyed his work at the Institute until 1993 when he officially retired from the day to day activities; however, he continued to enjoy the friendships he made within the industry and stayed involved in the institutes' governance as Chief Financial Officer and consultant to his replacement. We thank him for his commitment to the institute, he will be greatly missed.



# The Woodwork Institute's Past, Present and Future

**T**he Woodwork Institute, a California nonprofit corporation, was established in 1951 by a progressive group of forward-thinking firms to promote the greater use of Architectural Millwork products throughout California. In the Institute's early research, it was determined that the primary reasons that wood products were losing out in the marketplace was the lack of industry standards and quality control.



*Board Meeting in 1956 at the Hotel Californian in Fresno, Ca. Standing: Bernard B. Barber, Jr. and Perry Acuff; seated, left to right: Tom Work, C.E. Morrison, Rex Sporleader, Phil McCoy, Harry Libby, Roy Young, Ernie Atkinson, Byron Taylor, Leonard Tivol, Sherry Karns, Elmer Vivian, Stan Gustafson, Jack Little, Les Harter, and Adolph Warvarovsky.*

The Institute published its first Manual of Millwork in 1953, distributing it to the architectural, design, and specification writing communities free of charge. The Woodwork Institute Manual of Millwork established the industry standards for the materials, construction and fabrication techniques, installation, and finishing of architectural millwork. Throughout the years the Institute has refined and upgraded the Manual of Millwork, leading to the current 2003 Edition.

Shortly after the first Manual of Millwork was published, the Institute addressed the area of quality control by establishing the "Certified Compliance Program" which has grown in acceptance and use to the point of requiring five full-time "Directors of Architectural Services" (inspectors).

Approximately 90% of all commercial and institutional construction projects in California require compliance to

the Manual of Millwork within their standards; of those, approximately 50% require Certified Compliance.

As we look forward to the future of the woodwork industry, and the future of WI, there are exciting changes on the horizon. Foremost, is the cooperative efforts by AWI, AWMAC and WI to create a joint standards that would accommodate all of Northern America. This would be very beneficial to all members of all three organizations; no



*The current location of the WI Administration Office is in West Sacramento, California. From here, we support and assist our field staff agents who personally inspect projects to insure quality assurance for all those who request it.*

more confusion brought on by trying to juggle three sets of standards required to satisfy a company's diverse clientele, now all projects in the North American region could use one set of standards for quality assurance. This would not only cut costs, but also provide better turn-around and time management.

This new manual will be written and produced by selected officials of all three organizations to insure fair and equal representation; this committee will be known as the Joint Standards Committee, or the JSC. Keep your ears open for more details on our progress as it unfolds.

If you have any questions or comments regarding this matter, please contact Stanley "Rob" Gustafson; he can be reached at [info@woodinst.com](mailto:info@woodinst.com), and/or by calling 916-372-9943.

# New Woodwork Standards To Unify North America

## Joint Standards Committee Begins Historic Endeavor

**A**t a recent meeting of the newly formed Joint Standards Committee, Chair Dan Wendell reported, "The Architectural Woodwork Institute (AWI), the Architectural Woodwork Manufacturers Association of Canada (AWMAC) and the Woodwork Institute (WI) began work on a cooperative project to bring each association's current woodwork standards together into a new and comprehensive unified North American architectural woodwork standard."

In August 2007, the three associations entered into an operating agreement that outlines how the committee is to function, cooperate and partner together to achieve this historic endeavor. Each Association's three representatives will bring their respective membership's input and sugges-

tions to the process of creating the new industry standards.

The Joint Standards Committee is a working nine-member body of three manufacturing member representatives from each association. The Committee is autonomous in aspects of creating the new standard. The group works cooperatively in the best interest of a single industry quality standard that defines and upholds a minimum quality expectation for fine architectural woodwork.

Mr. Wendell noted, "The Joint Standards Committee projects its work to last about twelve months with the actual book available for distribution in December of this year for a planned effective date of January 1, 2009."







# Hobby<sup>to</sup> Business

## Keys to Success

**W**oodworking is a passion for many people. Numerous people learned the trade from their father or grandfather and developed their skills in backyard shed. Beautiful furniture and practical handyman skills can be learned in afternoons of doing something that is an enjoyable hobby. While many people love to keep these skills as a pastime, some have thought of making it a full time job by turning it into a full time job. Here are few things to consider before you open your doors for business.

### Will It Still Be Fun?

Its important to think about what you value about your hobby and how will things change when it becomes a business. Do you get joy from woodworking because there are no deadlines and its an escape from everyday life? If so you might find that opening a business will take the enjoyment out of the trade. However, if pushing to meet a deadline is something that is exciting starting a business will provide that aspect to your hobby.

A business takes up far more time than a hobby. Consider how you will feel spending hours in the shop. There aren't designated business hours, so understand a lot of evening and weekends will be spent on the new business.

### Ask Around

It is important to understand the woodworking marketing you will be entering and see if there is a demand for your skill. Something people love to receive as a gift might not be a steady form of income when people are asked to purchase it. A great way to see if your skill can make money is to ask around to other business owners in the woodworking trade. Listen to what they have said has worked and failed in the past.

Trade Associates are also a good way to network with others that have experience in the field. They can share their expertise, point you to valuable resources, and even give tips about where to get discounted machinery and tools. The more you hear about other's mis-steps, the less likely you are to make them on your own.

### Full Time Or Part Time

You don't have to quit your 9 to 5 job if you consider opening your own business. Starting out working weekends or after work can provide a great testing ground for your new company. This may be more time consuming than just focusing on your business, but it also gives you a great transition from pastime to career. Remember the important thing is that you still enjoy woodworking, even when it goes from a hobby to a job.





# ness

## Government Resources

**T**he Federal and State government provides services to people who are interested in starting a business. Many of these resources are offered at little to no cost.

**U.S. Small Business Administration-** This organization offers business consulting, assistance with writing a business plan, and low interest loans to individuals opening a business. For more information visit their website at [www.sba.gov](http://www.sba.gov).

**SCORE-** SCORE is made up of retired CEOs and business owners. They can offer practical advice and business counseling to new and potential business owners.

**Community Colleges-** Many Community Colleges offer one day seminars on the nuts and bolts of starting a business. They also have classes on everything from bookkeeping to environmental regulations.

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11th Edition *Manual of Millwork* Errata

The current errata for the  
2001 and 2003  
*Manual of Millwork* may be  
found on the Web.

[www.woodworkinstitute.com](http://www.woodworkinstitute.com)



# The Ultimate Foundation of the Woodwork Institute

**F**or those of you who are unfamiliar with the Woodwork Institute, we are formerly known Woodwork Institute of California, or WIC. The Woodwork Institute serves Oregon, California, Nevada, and Arizona. Our mission is to provide the leading standards and quality control programs for the architectural millwork industry through our Manual of Millwork, Certified Compliance, and Monitored Compliance Programs.

## Our Mission

To promote to the architectural design community, its suppliers and contractors, the development and dissemination of information relative to uses, advantages, and utility of millwork products.

To provide the leading standards and quality control programs for the architectural millwork industry through our Manual of Millwork, Certified Compliance, and Monitored Compliance Program.

To be the premier, industry-driven, equal opportunity, nonprofit trade association resource provider for our membership.

## Our Vision

### Assurance through certification

The Woodwork Institute has created the following quality assurance programs to help maintain a superb level of quality from members of the architectural millwork industry. By working in conjunction with the design community, contractors, project managers, and installers/fabricators, and by setting the bar with the Manual of Millwork, these certification programs ensure that each project will be completed with attention to detail, exquisite craftsmanship, and adherence to the organization's standards.

### Certified Compliance Program

The Woodwork Institute's Certified Compliance Program is an established quality assurance tool for millwork projects used in conjunction with the standards contained within the Manual of Millwork. It provides an unbiased means for confirming the quality of millwork fabricated and installed to a particular project's plans and specifications.

Specifically, the Certified Compliance Program assures that shop drawings will contain the necessary documentation to confirm the project's design and quality intent; it advises the fabricator and/or installer of the designer's concern with and

requirement of quality; and it provides verification of compliance according to the designer's specified requirements.

To receive Woodwork Institute Certified Compliance, applicants should submit woodworking projects to the Institute for inspection. When specified, the Institute will inspect shop drawings, the fabricated product and/or installation process to assure that it complies with the Manual of Millwork standards and the project specifications.

### Monitored Compliance Program

The Monitored Compliance Program is utilized as the Woodwork Institute's quality affirmation tool. It expands upon the Certified Compliance Program by providing ongoing reviews and inspections of the project from its start to certification at its completion.

To ensure that the fabricated products and/or installations comply with the designer's specifications, the Woodwork Institute issues written progress reports throughout the duration of the project, affording all contractual parties timely notification of any non-compliant findings. Shop drawings, millwork products and installations by all involved parties are progressively inspected for compliance to the designer's specifications and to the Manual of Millwork.

## Our Purpose

We at the Woodwork Institute purpose ourselves to:

- Develop and disseminate information relative to the uses, advantages and functional utility of wood products in all types of building construction.
- Carry out a sound promotional plan, the effects of which will increase public acceptance and greater use of wood products.
- Provide a well defined and legally constituted unit whereby the collective action of its members may be obtained and registered.
- Foster good methods and ethical practices within the trade.
- Encourage peaceful and harmonious relations between its members and by interested and cooperative effort promote and inspire public esteem for the members who deal in wood products.

If you have questions, or would like to talk to someone at WI about any of these aspects of our organization, please call us at 916-372-9943.





# WOODWORK INSTITUTE

## SEND IN YOUR VALUED SUGGESTIONS

IN PRODUCTION NOW, THE NEW STANDARDS WILL BE ARRIVING SHORTLY. DUE TO THE VALUED OPINIONS AND VIEWS OF OUR MEMBERS AND THE DESIGN COMMUNITY AS A WHOLE, WE WOULD LIKE TO OFFER THE OPPORTUNITY FOR OUR READERS TO SEND ANY SUGGESTED STANDARDS TO THE WOODWORK INSTITUTE FOR CONSIDERATION BY THE WOODWORK INSTITUTE TECHNICAL COMMITTEE. PLEASE ADD DESCRIPTIVE SHEETS, DRAWINGS, PRODUCT DATA, ETC. AS IT MAY BE NEEDED TO FULLY EXPLAIN YOUR SUGGESTION.

ALL SUBMISSIONS MUST BE SENT VIA EMAIL TO THE FOLLOWING:  
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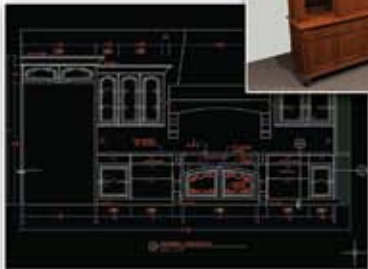




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