

Changing of the guard

The Architectural Woodwork Manufacturers Association of Canada



Carlo DeFrancesco



Scott McVittie

(AWMAC) has a new president. **Carlo DeFrancesco** has taken over the reins from **Scott McVittie**, who was the association president for the past two years. DeFrancesco has been in the industry since 1989. He is the co-owner of Green Valley Woodwork in Bolton, Ont.

Italian takeover

Riccardo Quattrini is the new vice-president of Acimall, the Italian woodworking machinery association. He succeeds Stefano Dal Lago.



Riccardo Quattrini

Quattrini's appointment to the position was ratified June 26 at Acimall's annual general assembly. Quattrini, who has more than 20 years of industry experience, is managing director of the Cefla Group's international division.

Making it right

The Architectural Woodwork Manufacturers Association of Canada

(AWMAC) has updated compliance policies and procedures for its guarantee and inspection service (GIS) to make sure member companies face consequences for not fixing sub-standard work. The new GIS compliance requirements were effective July 1. AWMAC says GIS inspectors have found most member companies "meet or exceed" stipulated quality standards. The association notes, however, that sometimes there are "deficiencies" in projects that are generally fixed in reasonable time. But it also says some members "have avoided" fixing work that doesn't comply with AWMAC's quality standards. The association's GIS committee "is setting a new course to ensure compliance" across the board, AWMAC says.



Nearing the end

Construction of a new **Weeke North America** plant in Grand Rapids, Mich., is nearing completion. The new 100,000-square-foot plant is scheduled to open fully in late October. Production staff are slated to move into the new plant in late September, followed by an office move. Groundbreaking for the facility took place in May. The expansion has been five years in the making. Weeke has been manufacturing its Vantech line of CNC routers, and ABD CNC drilling and dowel machines, in a 30,000-square-foot factory. The new facility is being built in the same business park.

The larger space has been designed to move materials along the production line more efficiently using overhead cranes. As well, there are larger assembly areas, and 6,000 square feet of office space. Weeke's vice-president of operations, Matthäus Schmidt, said the larger factory is needed because "manufacturing is coming back to the U.S." and Weeke is expecting a lot of growth in the next few years. Weeke North America is a joint venture between the Homag Group, Stiles Machinery and Weeke Maschinenbau, a Homag subsidiary.

Strong German performance

The German woodworking machinery industry grew more than expected in 2014, and more growth is in the forecast this year. According to production figures from Germany's **Federal Statistics Office**, trade was up 8.5 percent to about 2.6 billion euros (\$3.6 billion). That was 3.5 percent more than had been predicted for 2014. Meanwhile, the industry is expected to grow another three percent this year, through both domestic and international sales. **VDMA Woodworking Machinery**, the German industry association, says the growth stems from machinery investments made by the furniture and sawing industries.

Getting ready to grow

In an interview with the **Architectural Woodwork Institute (AWI)** ahead of his keynote address at AWI's



Alan Beaulieu

2015 convention in September, a top American economist forecast two years of economic growth ahead, and said shops in the architectural woodwork sector need to make sure they are prepared for it. **Alan Beaulieu**, an author and president of ITR Economics, a consulting firm in Manchester, N.H., told the AWI in June that a demand for skilled labour will

be driving wages higher in the U.S. As well, with Millennials now starting to raise families, a demand for housing will continue growing. Beaulieu noted the Architectural Billings Index published by the American Institute of Architects "shows positive upward trends," which is "a positive development for the design-build industry." Beaulieu also predicted the global economy will pick up speed this year and into 2016. With growth in the forecast, Beaulieu advises that shop owners should keep their project pipelines short and avoid backlogs because customers will want quick turnaround and delivery. They'll want to keep their cash flows healthy in a busier economy, he said. Beaulieu will deliver a keynote address entitled *Prosperity Ahead* at AWI's 63rd annual convention from Sept. 27 to 29 in Salt Lake City. Beaulieu is co-author of the book, *Prosperity in the Age of Decline*.

A friendly takeover



Alain Boulanger

Alain Boulanger has joined Davelyville, Que.-based **Doucet Inc.** as territory sales manager for Canada and the northern United States. He is taking over from **Paul Goulet**, who will retire later this year. Boulanger has more than 30 years' experience in the industrial woodworking industry — 21 of these in developing markets, sales and sales networks around the world. Prior to joining

Doucet, Boulanger was developing the Canadian market for Keenan & Co., a farm equipment supplier based in Ireland. Boulanger has also worked in the hardwood flooring industry, developing a complete product line and building a distribution network in 14 countries. He began his woodworking machinery career as an operator in a casket-manufacturing plant.

New face, new role

At Charlotte, N.C.-based **Cefla North America**, there's a new face and a promotion. **Brent Warren** has joined the company as North American sales manager for Cefla's finishing group. Previously, Warren was the vice-president as well as the sales and general manager of the surfaces division at Bürkle North

America. He has also been a regional sales manager for Lord Corporation, and was the technical director for Weyerhaeuser. Meanwhile, Cefla



Brent Warren



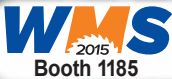
Massimo Di Russo

has promoted **Massimo Di Russo** to general manager of both the company's finishing and dental divisions. He has been with Cefla for 10 years. Di Russo joined Cefla in 2005, in the acquisition of a moulding equipment manufacturer.

Giving advice

The Irvine, Ill.-based **Cabinet Makers Association (CMA)** has formed a mentor council to help members work through business issues with guidance and advice from others willing to share their expertise. CMA members looking for a mentor have to fill out a form on the CMA website (cabinetmakers.org) and submit a profile of their business. They're then matched with a mentor on the council who has experience in a similar business situation. Mentoring sessions are held first by email and then by phone. CMA president Matt Krig says the mentor council can help any shop owner "who has ever asked, 'How do other cabinet shops do this?' or thought, 'There must be a better way.'"





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Looking to the east

St. Zotique, Que.-based **CNC Automation** has a new face on its sales team. **Chris Mancuso** recently joined



Chris Mancuso

the company as regional sales manager for eastern Ontario. He has more than 12 years of experience in the industry, specifically in the wood finishings and coatings sector. Mancuso was previously a business development manager for PPG Architectural Coatings North America, and for Akzo Nobel Decorative Coatings. He has also worked in sales for Akzo Nobel and Becker Acroma.

Tooling up

Daniel Schrenk has been named the new president of the Eumabois Tool Group, succeeding **Paul Oertli** of Switzerland's Oertli Werkzeuge

AG. Oertli was the tool group president for the past four years. Schrenk



Daniel Schrenk

is managing director for sales and marketing at Leuco in Germany. The Eumabois Tool-group represents about 250 precision-tool manufacturers within Eumabois, the European umbrella association for woodworking machinery producers.

It's a steal

If you're expecting a truck shipment from the U.S. and it doesn't arrive, the reason may be cargo theft — it's on the rise. According to **CargoNet**, the theft prevention and recovery network, trucking cargo theft in the U.S. was up 11 percent from March through May over the same period last year. Truckstop thefts were the lowest category in 2014 but the highest category

this year. Incidents of roadside theft, which also had been low last year, were the second-highest category for 2015, according to **CargoNet**. Meanwhile, **FreightWatch International**, a logistics security services provider, notes that during the first quarter of 2015 cargo theft incidents were down 14 percent from last year but loss values per incident were up. The average take was \$257,000.

Selling in Seattle

Mississauga, Ont.-based **UCS Forest Group** has announced that **Spencer Smith** has joined one of its U.S. arms, **Sierra Forest Products**, as sales manager for Sierra's Seattle division.



Spencer Smith

Previously, Smith was sales director for the Pacific Northwest division of a major mouldings manufacturer. 🍁

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