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JUNE 2012

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- Motor: 3 HP or 5 HP, 240V, single-phase
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- Arbor: 5/8" dia.
- Max. depth of cut: 3" @ 90°, 2 1/2" @ 45°
- Approx. shipping weight: 509 lbs. (RL), 547 lbs. (RLW & RLWX)



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53" CUTTING CAPACITY

MADE IN TAIWAN

- Motor: 3 HP, 240V, single-phase, 3450 RPM
- Precision-ground cast iron table
- Extension table size: 44" x 27"
- Cutting capacity: 53"
- Max. depth of cut: 3" @ 90°, 2 1/8" @ 45°
- Approx. shipping weight: 567 lbs.



G1023RLX ~~\$1450.00~~ **ONLY \$1395.00**

10" HEAVY-DUTY CABINET TABLE SAWS with RIVING KNIFE

- Motor: 3 HP, 220V, single-phase or 5 HP, 220V/440V*, 3-phase
- Precision-ground cast iron table size with extension: 27" x 75 1/4"
- Arbor: 5/8" • Max. depth of cut: 3 3/16" @ 90°, 2 3/16" @ 45°
- Rip cap.: 52"
- Approx. shipping wt: 716 lbs.



3 HP, Single-Phase

G0651 ~~\$2125.00~~ **ONLY \$1995.00**

5 HP, 3-Phase

G0652 ~~\$2125.00~~ **ONLY \$1995.00**



12" LEFT-TILTING TABLE SAWS with RIVING KNIFE

- Motor: 5 HP, 220V, single-phase or 7 1/2 HP, 220/440V*, 3-phase
- Precision-ground cast iron table size with extension: 30 3/4" x 78 3/4" • Arbor: 1" • Max. rip capacity: 52" • Max. depth of cut: 4" @ 90°, 2 3/4" @ 45°
- Approx. shipping weight: 854 lbs.



5 HP, Single-Phase

G0605X1 ~~\$2475.00~~ **ONLY \$2425.00**

7 1/2 HP, 3-Phase

G0606X1 ~~\$2475.00~~ **ONLY \$2425.00**



10" COMPACT SLIDING TABLE SAW with SCORING BLADE ARBOR

- Motor: 5 HP, 220V, single-phase
- Sliding table size: 12 1/4" x 39 3/4"
- Main blade arbor: 5/8"
- Main blade tilt: 0-45°
- Main blade arbor speed: 4000 RPM
- Depth of cut: 3 3/8" @ 90°, 2 1/4" @ 45°
- Scoring blade size: 3 1/8"
- Scoring blade arbor: 22mm
- Scoring blade arbor speed: 8000 RPM
- Scoring blade tilt: 0-45°
- Max. dado width: 1 9/16"
- Approx. shipping weight: 584 lbs.



G0700

~~\$2595.00~~ **ONLY \$2395.00**

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ALSO CUTS DADOS

10" SLIDING TABLE SAWS

- Motor: 5 HP, 230V, single-phase or 7 1/2 HP, 220V/440V*, 3-phase
- Main table size: 14 3/8" x 27" • Sliding table size: 12 1/4" x 63"
- Main blade arbor: 5/8" • Main blade arbor speed: 4000 RPM
- Scoring blade size: 3 1/8" • Scoring blade arbor: 22mm
- Depth of cut: 3 3/8" @ 90°, 2 1/4" @ 45°
- Max. rip capacity: 33"
- Approx. shipping weight: 688 lbs.



EVEN CUTS DADOS

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5 HP, Single-Phase

G0623X ~~\$2995.00~~ **ONLY \$2950.00**

7 1/2 HP, 3-Phase

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BEAUTIFUL WHITE COLOR!

- Motor: 2 HP, 110V/220V, single-phase, TEFC, 1725 RPM
- Precision-ground cast iron table size: 17" sq.
- Table tilt: 10° L, 45° R
- Cutting capacity/throat: 16 1/4"
- Max. cutting height: 12 1/8"
- Blade size: 131 1/2" L (1/8"-1" W)
- Blade speeds: 1700 & 3500 FPM
- Quick release blade tension lever
- Approximate shipping weight: 342 lbs.



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GAUGE & 1/2" BLADE**



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17" HEAVY-DUTY BANDSAWS

- Motor: 2 HP, 110V/220V, single-phase, TEFC, 1725 RPM
- Precision-ground cast iron table size: 23 3/8" x 17 1/4" x 1 1/2" thick
- Max. cutting height: 12"
- Blade size: 131 1/2" L (1/8"-1" W)
- Blade speeds: 1700 & 3500 FPM
- Quick release blade tension lever
- Approximate shipping weight: 460 lbs.

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MADE IN ISO 9001 FACTORY

with Cast Iron Wheels

G0513X2 ~~\$1095.00~~ ONLY \$1050.00

with Cast Iron Wheels & Motor Brake (220V ONLY)

G0513X2B ~~\$1295.00~~ ONLY \$1275.00

with Foot Brake

G0513X2F ~~\$1195.00~~ ONLY \$1150.00

with Foot Brake Micro-Switch

G0513X2BF ~~\$1225.00~~ ONLY \$1195.00



19" HEAVY-DUTY BANDSAWS

- Motor: 3 HP, 220V, single-phase or 220V/440V*, 3-phase, TEFC
- Precision-ground cast iron table
- Table size: 26 3/4" x 19" x 1 1/2" thick
- Cutting capacity/throat: 18 1/4"
- Max. cutting height: 12"
- Blade size: 143" L (1/8"-1 1/4" W)
- 2 Blade speeds: 1700 & 3500 FPM
- Approx. shipping weight: 460 lbs.

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IRON WHEEL &
RE-SAW FENCE.**

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MADE IN ISO 9001 FACTORY

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Single-Phase w/Foot Brake

G0514XF ~~\$1825.00~~ ONLY \$1295.00

Single-Phase w/Foot Brake & Cast Iron Trunnions

G0514X2 ~~\$1495.00~~ ONLY \$1450.00

3-Phase w/Foot Brake & Cast Iron Trunnions

G0514X3 ~~\$1450.00~~ ONLY \$1425.00



21" SUPER HEAVY-DUTY BANDSAWS

with TILTING GEARED TABLE

- Motor: 3 HP or 5 HP, 220V, single-phase,
- Precision-ground cast iron table
- Table size: 29 1/2" x 20 3/4" x 1 5/8" thick
- Table tilt: 5° L, 45° R
- Throat capacity: 20"
- Max. cutting height: 14 1/2"
- Blade size: 165" L (1/4" to 1 3/8" W)
- Blade speed: 4600 FPM
- Approx. shipping weight: 680 lbs.

**WITH QUICK
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LEVER!**

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MADE IN ISO 9001 FACTORY



3 HP, Single-Phase, with Motor Brake

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5 HP, Single-Phase, with Motor Brake

G0531B ~~\$2095.00~~ SALE \$2050.00



ULTIMATE 17" 5 HP BANDSAWS

- Motor: 5 HP, 220V, single-phase, TEFC, 1725 RPM
- Precision-ground cast iron table
- Table size: 25 1/2" x 21" x 2" thick
- Table tilt: 5° L, 45° R
- Cutting capacity/throat: 16 1/2"
- Max. cutting height: 16"
- Blade size: 160" to 162" L (1/8" to 1 3/8" W)
- Blade speed: 4500 FPM
- Resaw fence size: 6" H x 23" L
- Approximate shipping weight: 784 lbs.

**CAST IRON
TABLE
TRUNNION**



MADE IN TAIWAN



MADE IN ISO 9001 FACTORY

G0636X ~~\$2395.00~~ ONLY \$2350.00

with Motor Brake

G0636XB ~~\$2695.00~~ ONLY \$2650.00



24" INDUSTRIAL BANDSAWS

with TILTING GEARED TABLE

- Motor: 5 HP, 220V, single-phase, or 7 1/2 HP, 220V/440V*, 3-phase
- Precision-ground cast iron table
- Table size: 33 1/2" x 23 3/8" x 2" thick
- Table tilt: 45° L & R
- Max. cutting height: 16"
- Blade size: 180"-181 1/2" L (1/4" to 1 1/2" W)
- Blade speed: 5300 FPM
- Approx. shipping weight: 951 lbs.

MADE IN TAIWAN

MADE IN ISO 9001 FACTORY



5 HP, Single-Phase

G0568 ~~\$2995.00~~ ONLY \$2795.00

7 1/2 HP, 3-Phase

G0569 ~~\$2995.00~~ ONLY \$2795.00



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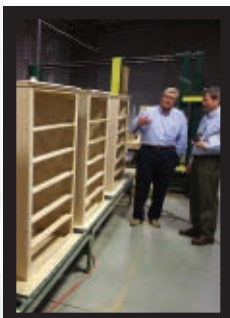




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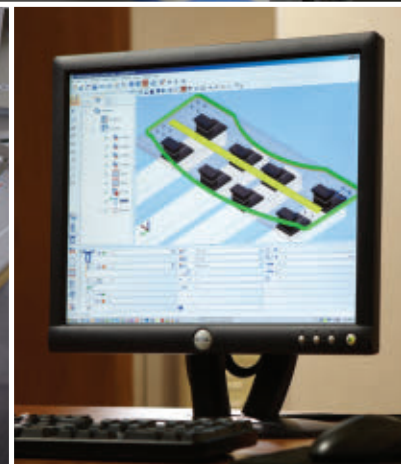
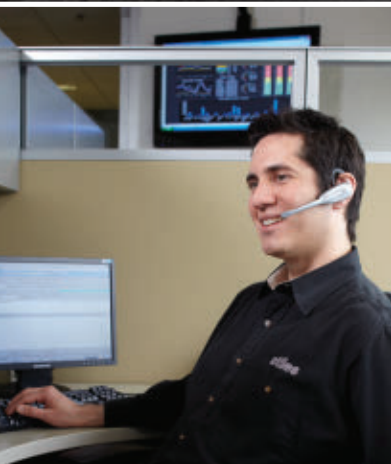
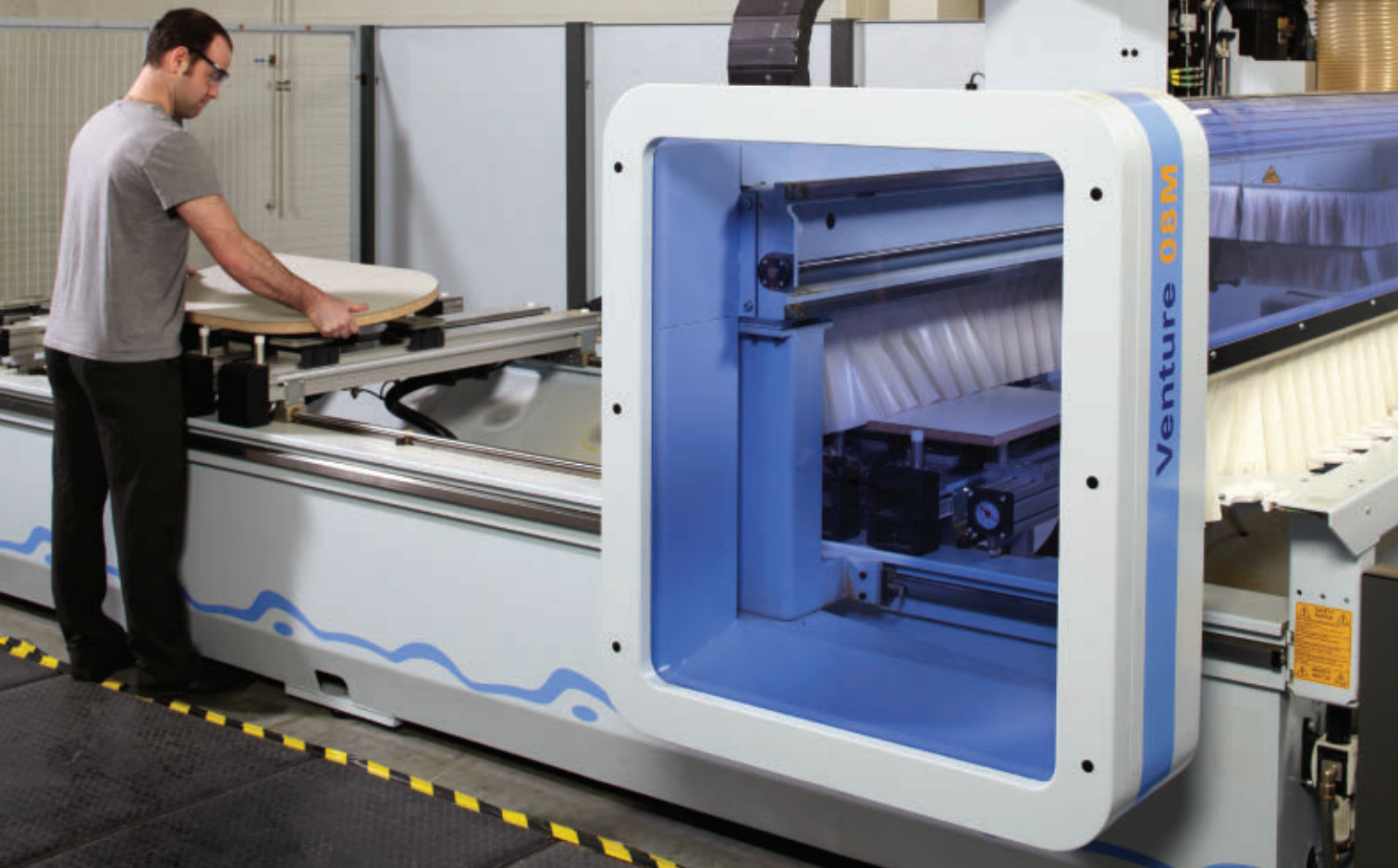
Sartini Woodworking builds business with networking and custom projects.

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Outsourced furniture parts illustrate build-or-buy proposition.



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+ Video: Vertical panel saw in action
See the Striebig vertical panel saw in action at Sartini Woodworking in Clinton, Mass.
www.CabinetMakerFDM.com/86285.html



+ Video: Build or buy?
Will Sampson discusses the issues involved in outsourcing decisions using a custom butcher block table with Osborne Wood Products legs as an example.
www.CabinetMakerFDM.com/85986.html



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+ Video: Cabinet Makers Association members learn about CNC production at Taghkanic Woodworking. Check it out!

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Corporate headquarters

CCI Media LLC
P.O. Box 470, Fort Atkinson, WI 53538
414 807 3540

Publisher/President Tim Fixmer
tim.fixmer@ccimedia.net 414 807 3540

Editorial Team

Magazine Editor William Sampson
will.sampson@ccimedia.net 203 270 0025

Online Editor Karl D. Forth
karl.forth@ccimedia.net 815 966 5416

Contributing Writers Jim Lewis, Art Raymond,
Gero Sassenberg, Gene Wengert

**Community Manager/
SEO Editor** Kathleen McLaughlin

Managing Content Editor Tara Leitner

Contributing Editor, Daily Brief Rachael Turski

Art/Production Team

Senior Art Director Elizabeth Crosby

Production Director Bill Spranger
bspranger@wattnet.net 815 966 5428

**Advertising Production
Coordinator** Connie Miller

Sales Team

Market Manager Rob Roszell
*New England, Mid-Atlantic,
Southeast, E. Canada*
rob.roszell@ccimedia.net 919 967 0460

Regional Manager Lee Kulbarsh
West, Southwest, Midwest
lee.kulbarsh@ccimedia.net 760 720 0333

Europe Sales Anthony Rochman
anthonyrochman@btinternet.com
+44 208 880 8485

Taiwan, Hong Kong, China Sales Robert Yu
sales@wwstaiwan.com 886 4 2325 1784

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Signs of life and growth

Media commentators to the contrary, the message I'm getting from actual shops and woodworking manufacturers I talk to around the country is that things are looking up. I'm hearing decidedly fewer complaints about lack of business. There is renewed optimism and more talk of growth.

This is good, but none of us can afford to be complacent. Don't get me wrong. I'm NOT saying take a wait-and-see attitude. Growth breeds growth. Now is the time to be thinking about how to move forward.



by **William Sampson**
will.sampson@ccimedia.net

Put efficiency to work

During the down times, you've tried to find every ounce of efficiency in your operation. Now use that efficiency to energize your operation for something better. Can you develop a new product line? How about entering a new market?

The recession cut back on regular work and changed how you did business, but it also changed consumer buying habits. As the economy improves, don't expect customers to be throwing money at you willy nilly. Redouble your efforts to convince them of the value you provide and reinforce reasons why it is worth paying for.

And if you are thinking about expansion or more efficiency improvements, now is an especially good time to put those plans into action. Machinery dealers and potential employees are still very hungry. Make your deals and boost your team. The sooner you put improvements into place, the farther ahead of your competition you will be as the recovery brings more customers into the market.

Come back to the show

We are in the early stages of planning for the International Woodworking Fair in Atlanta in August, and you should be, too. Major suppliers who opted out of the big shows during the downturn are coming back to IWF 2012. It will be a great opportunity to find the information, services and products you need to be competitive or dominate your improving market.

The key thing is to get out of your shop and back into the center of the industry. Let's share our optimism and enthusiasm, which will in turn generate more optimism and enthusiasm. That energy can help you sell, too. Customers who are uncertain about spending on a big project need to feel your confidence and excitement for it. It's time to make our own energy, no matter what the pundits and commentators are saying! <

Cabinets play smaller role at KBIS

In the future, it may be what's outside of the cabinet box that attracts customers. They may be focused more on creative uses of LED lighting than they are on cabinet door species and finishes.

We attended the 2012 version of the Kitchen & Bath Industry Show in Chicago and saw many new designs and products, but few new cabinet developments. And there were fewer cabinet displays than there at the last two shows in Las Vegas in 2011 and Chicago in 2010.

Once again, we surveyed 20 cabinet manufacturer displays. Only four were made in the United States. At Las Vegas last year we surveyed 26 cabinet company displays, with 14 companies showing imports.

Our style survey showed that maple continues to be the most popular wood species for cabinet doors, with cherry strong and birch seen frequently. Dark colors gained in popularity. And no surprise -- most cabinets shown were face frame.

Wellborn was the largest North American exhibitor, and deserves special mention for its award-winning Active Living design. Overall, wood/glass was the most common door option. There seemed to be more wine racks, more spice racks and narrow drawers, and more open shelves.

A few observations

A few other thoughts: fewer cabinets meant fewer trends, affordable cabinets were an ongoing trend, LED lighting is coming into its own, and some cabinet manufacturers teamed with a hardware supplier to show new features. Hafele hosted a few cabinet companies in its own booth, including Rutt's center-lift design.

The KBIS show also featured full-size examples of five consumers at different stages in life, each displayed in a shipping container. Living spaces were organized by age, from the "new hip home" of the young gen-now single, gen-now culinary curators, gen x family, forever fit zoomer, and the caregiver. (I was unhappy to learn I belonged in the second-to-last container.)

No one seemed to have an answer for reversing the lower number of cabinet exhibitors, especially with Masco and Master-Brand not displaying in 2012. One person we talked to suggested that perhaps cabinets could be part of the show every other year instead of annually. Next year the KBIS exhibition will be in New Orleans, so maybe that will provide some colorful inspiration. <



by **Karl Forth**
karl.forth@ccimedia.net

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Unwatched CNC can be fire hazard

I enjoy reading *CabinetMakerFDM* (we get it here at work), but I saw something recommended in the article "Nine Lessons for Better CNC Use" (April 2012). I think the idea in point # 7, "Don't Watch", is unsafe, as it implies that one can just let the CNC run and disappear until the program is complete. There is a very definite fire risk if the machine should stop moving while the bit is still in the material or it has a programming error that results in very little sideways movement in the material while plunging. The resulting friction builds up heat very quickly in the presence of the air being sucked through the spoilboard and a blasted fire results in the material and under the spoilboard (we had one once), resulting in damage to the

machine and possible dust-collector explosions.

It is better to at least stay in the same room as the CNC, and far better to have the CNC operator stand and watch. The wages for the operator standing there are far less than the cost of replacing the CNC and/or the shop when it burns down.

Scott Gustafson

*R&G Construction Cabinet & Millwork
North Plainfield, N.J.*

William Sampson replies: *Scott, that's a great point, and we have to admit the "don't watch" tip was just a little tongue in cheek, reflecting the often mesmerizing effect a new CNC has on shop staff. Certainly safety should come first.*

No future in woodworking

I want to applaud the board for a 7-0

vote to drop the wood program ("No sweet success in McGrew's attempt to save school cabinetmaking program," April 2012). A recent Craigslist ad for an experienced cabinet assembler came in at \$8-\$10/hr. After 30 years as a cabinetmaker in Phoenix, and after the wage crash of 2008, I'm topped out at \$13/hr with no benefits, and working side by side with illegal immigrants. Lucky for me I'm old.

But the board (notice the irony of the word) did the right thing. Skilled trades aren't likely to recover to the level of a living wage for at least 15 years. The students would all be better off taking courses in money scrimping, hoarding, saving, and estimating take-home pay for any occupation they might consider.

Daniel Jereb

Phoenix, Ariz. <

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Onsrud wins Baldwin Award

The woodworking industry recognized some of its most important members during the 2012 Woodworking Industry Conference in Delray Beach, Fla. The WIC meeting is an annual event hosted

by AWFS, WMIA and WMMA.

The WMMA Ralph B. Baldwin Award went to Tom Onsrud of C.R. Onsrud, an American manufacturer of routers.

WMIA's Partner of the Year Award



Tom Onsrud, left, accepts Baldwin Award from Jim Laster, center, and John Schultz during WIC meeting.

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WMIA's Partner of the Year Award went to Greg Larson of Timesavers, Inc., right, with John Henderson.



Blum was recognized as Educator of the Year. Karl Ruedisser, left, and Andreas Thurner accept the award at WIC.

went to Greg Larson of Timesavers, Inc.

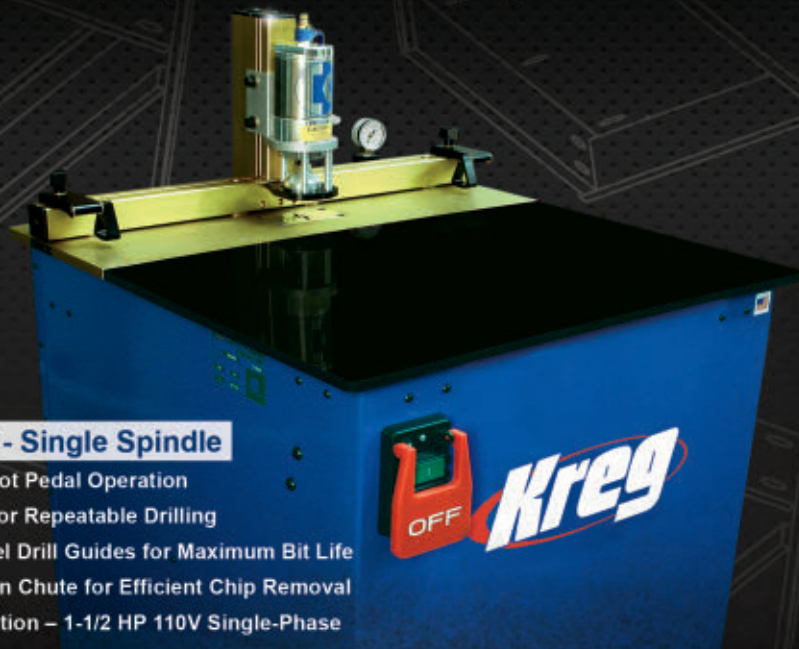
Dick Pyle of Northland Forest Products received a WMIA Wooden Globe Award for his company's commitment to excellence through technology.

Also winning a Wooden Globe was Blum, recognized as the Educator of the Year for its apprentice program. Blum's Karl Ruedisser and Andreas Thurner accepted the award.

The third Wooden Globe was awarded by Pascal Doucet, Doucet Machineries, Inc., to Jeff Booher of Premier Hardwood Products.

Go Beyond Face-Frames

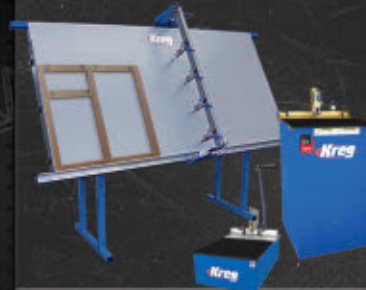
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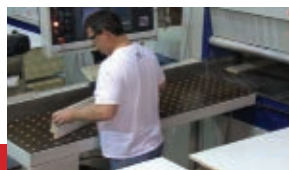


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Checking in finishing oak and cherry



It's possible to dry normal 4/4 and 5/4 lumber with no checks.

Q. We are seeing some checking in our oak and cherry wood after it is finished. Usually these show up in the customer's home. Can you explain this?

A. A general rule is: Any checking in oak or cherry that is seen in a finished product is a surface check from drying that has reopened. Exceptions can occur especially if the wood product has been mishandled after manufacturing or if the wood is restrained from shrinking. So, let's examine this statement in more detail and also see what we can do to control checking in drying.

It is possible to dry normal 4/4 and 5/4 lumber with no checks. Appreciate that checks in drying are formed above 50 percent MC. Because almost everyone air dries or predries their lumber at this MC level, and because most folks do not attempt to control drying well in these processes, checking often develops. Once a small check is formed, it is easy for it to grow large, even under subsequently "normal" conditions. Also, in dry lumber or wood a surface check is often invisible, but it is not "healed" so it will reopen when the wood is exposed to very dry conditions.

Note that in air drying, initially the surface of the lumber is often quite wet or at 100 percent RH. The outside air, however, averages 65 percent RH in most of the U.S., with afternoon RH levels often close to 30 percent RH.

The difference between 100 percent RH and 65 percent RH (30 to 12 percent MC) is equivalent to over half of the normal shrinkage in wood, close to 3/4. So, the attempted shrinkage in air drying of the surface fibers is actually quite large.

An important point is that wet wood is half as strong as dry wood. Even so, wet wood can resist this high shrinkage stress most of the time.

Important point:
Wet wood is half as strong as dry wood.

We sometimes deal with wood that is not as strong as normal. This weaker wood can be caused by bacteria in the tree (which also smells and also creates shake, which is a crack running with the growth rings and not across) or by the formation of tension wood in the tree (which also causes fuzzing when machining and low weight). Weaker wood is much more prone to checking. Weaker wood is hard to identify in lumber until we see checking under otherwise safe or normal conditions. To get around checking, some furniture and cabinet manufacturers will humidify their plant. The humidity keeps the surface fibers "slightly swollen," so to speak, so any checks are so tightly closed that they are invisible. Of course, when the customer exposes the wood to the normal dry wintertime humidity, there will be some drying and shrinkage at the surface which will reopen the cracks.

Those of us who are older will recall when wood items were finished with varnish and the varnish was actually quite flexible, so small checks were not an issue...the finish did not crack easily. Today's finishes are thinner, provide much less of a barrier to moisture vapor movement, and are more brittle, so opening of checks is indeed more of an issue now.

It is interesting when I deal with cracks in wood products how often there will be finish inside the crack. Obviously, the crack was there before finishing.

In a dry product, the wood is twice as strong as when it was wet and the moisture changes are fairly small compared to air drying, so the shrinkage stress in a product in use is well below the strength of the wood. That is, formation of new checks is not going to happen under normal conditions.

Q. We installed cabinets in a kitchen and another person installed a bamboo floor. I know that bamboo is not wood but maybe you can help anyway. We are trying to help our customer. The bamboo floor is full of small dimples, a little smaller than a dime. If the floor is sanded smooth, then the finish will be ruined. Can you help?

A. You are correct that bamboo is a grass and not wood. However, the bamboo products do behave similar to wood in many respects. The bamboo flooring is very dense...harder than oak. The small strips of bamboo (perhaps 1/4 x 1/4 inch in cross section

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or smaller) are glued together, using a fairly large amount of adhesive, under high pressure. This creates the dense flooring product. Now, when a nail or staple is put into the bamboo, perhaps at a little higher gun pressure than with oak flooring, there is no room for the fastener to get into the bamboo. So, the fastener has to push the bamboo out of the way. When the bamboo is pushed out of the way, this creates a bump on the surface. If you check this floor, you will see that the dimples are all associated with a fastener location.

For bamboo used in cabinet doors, predrill holes for hinge screws and other fasteners.

(This dimpling can also be seen with dense wood floors as well. We also see it when we put a fastener into the edge grain of plywood, MDF and other composites.)

In your case, the problem is that the installer of the floor did not follow the manufacturer's installation instructions, which probably included using a thinner nail (18 ga., probably) and not using a staple machine. The instructions also likely included the angle

that the nailer is held at and so on. In fact, it is probably the best idea with bamboo to glue it down. For bamboo that might be used for cabinet doors or other similar products, predrilling holes for hinge screws and other fasteners (maybe 90 percent of the root diameter) is the best practice.

In your case, total replacement is the only solution. Repair involving sanding is not a realistic option as the finish would be damaged beyond repair and the finish warranty would be voided, plus an excessive amount of the bamboo would be removed from the surface. <



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Gene Wengert, "The Wood Doctor,"
has been training people in efficient
use of wood for 35 years. He is
extension specialist emeritus at the
University of Wisconsin-Madison.

Douglas-fir

Douglas-fir (*Pseudotsuga menziesii*) is one of the premier species of the Western forests. Not only is the wood exceptionally strong for its weight, but the trees are abundant. Trees can grow over 250 feet tall (with the first 150 feet being free of knots and branches) and over 6 feet in diameter. Some trees are well over 800 years old.

Certainly, harvesting of some of these “old-growth” trees today must be done cautiously to avoid environmental damage and avoid depleting the forests of these icons. However, forest fires in recent years, brought on in part by poor forest management in the past years, have been removing these trees and such removal means that man does not get to use the wood for housing, furniture, and so on. Should we remove the trees before they burn? A battle is going on between environmentalists

King of
the West.



(preservationists) and conservationists on this issue.

Much of the Douglas-fir lumber today is coming from trees under 100 years old, which are called second-growth. Lumber properties may not be as high as with old growth, but the wood is still a superior product—strong, clear, nice grain appearance, good processing characteristics and so on. Most uses for Doug-fir today capitalize on the wood’s high strength. Yet the beauty of this wood makes it favorable for millwork, furniture, cabinets and flooring.

Douglas-fir has two varieties: Coastal, with best growth west of the Cascade Mountains, and Interior coming mainly from the Rocky Mountains. ◀



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+ Processing suggestions and characteristics

Weight. Douglas-fir has a dry specific gravity (SG) at 6 percent MC of 0.50 (which means it is half as dense or heavy as water). The weight, when dry, is 32 pounds per cubic foot or about 2.0 pounds per board foot (planed to 3/4-inch thickness). Most Doug-fir lumber will be sold dried and planed (S4S, surfaced 4 sides). The standard thickness for such lumber is thinner than for hardwoods...4/4 is 0.75-inch actual; 8/4 is 1.50-inch actual.

Strength. For dry wood, the ultimate strength (MOR) is 12,400 psi, stiffness (MOE) is 1.95 million psi and hardness is 710 pounds. Comparative oak values are 14,300 psi, 1.82 million psi, and 1290 pounds. Although oak is a little stronger, oak also weighs 30 percent more.

Doug-fir, when quite dry, does

have a tendency to split, so predrilling of holes for large diameter fasteners may be required at times.

Drying. The wood dries rapidly with little risk of quality loss. Most suppliers will sell only KD stock, rather than green.

Shrinkage in drying is fairly low. Overall shrinkage from green to 6 percent MC is 6.9 percent tangentially (the width in flatsawn lumber) and 3.8 percent radially (the thickness of flatsawn lumber). Once dried, the wood does not move much even if there are large RH changes or if the MC is not matched to the environment’s EMC conditions. A typical, desired, final moisture range is 9 to 10.5 percent MC. Stability. Once dried, the wood does not move excessively even if there are large RH changes or if the MC is not matched

to the environment’s EMC conditions. Once dry, it takes a 4 percent MC change to result in 1 percent size change tangentially and 7.5 percent MC change radially. It is not prone to warping in-use.

Machining and gluing. This wood machines well, unless the MC is too low (under 9 percent MC). Then the wood appears to be quite brittle, with a lot of chipped grain. Use a moisture meter to avoid purchasing and processing overly dry pieces. This wood glues without difficulty.

Grain and color. The color of Doug-fir varies from a reddish color (more common in second growth) to yellowish (more common in old growth). Sometimes younger, faster growth is sold as red-fir and the older, slower growth is sold as yellow-fir.



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What makes lean successful?

Dedicated commitment to continuous improvement transforms custom manufacturer.

As I indicated in the last article, I recently had the opportunity to visit three small shops in the United States and one in Australia. Management at each of the shops considers their operation to be lean, but, by the accepted definition of lean, only one of them is headed down the right path. The last article highlighted three of the shops that are headed toward an uncertain destination, while this article will illustrate the difference between the perceptions of lean that management at those shops have chosen to pursue and lean reality and the necessary course to arrive at the right destination.

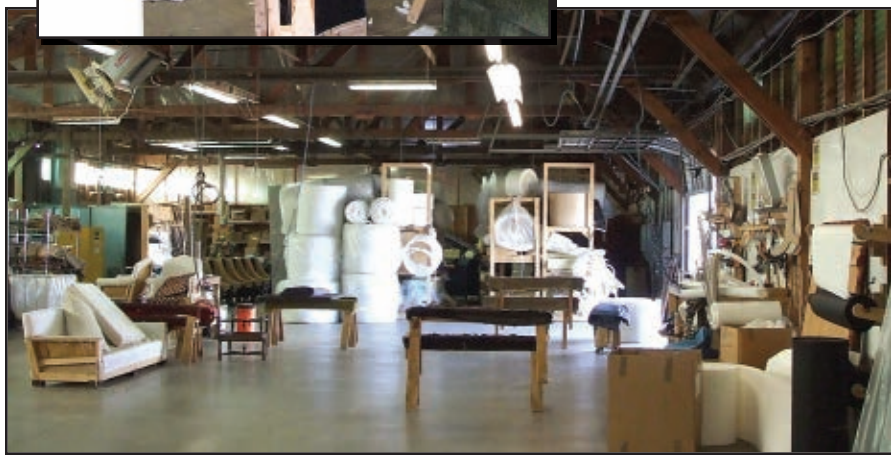
Pacific Manufacturing is a Phoenix-based mass-customizer of upholstered furniture for the designer market, or at least that was their business niche until the economy went into a tailspin in 2008. Pacific is a second-generation family-owned business. Mark Erwin, the company CEO, assumed the leadership role from his father in 1992. Although Mark, like many young people in family-owned businesses, learned the trade early in life, his passion and chosen career field was computer science and the possibilities that technology could bring to manufacturing. While he's had the opportunity to pursue his passion while leading Pacific for the past two decades, Mark realized that technology was not the only solution for achieving success.

Size doesn't matter

Pacific employs about 30 people. It would seem that a company of that relative small size would be immune to issues like excess inventory, non-conforming parts



Here's what the Pacific Manufacturing upholstery area looked like before application of lean thinking.



After lean improvements, the upholstery area is less cluttered and more organized.

and processes, lack of flow, and poor workplace organization. However, it has been my experience that these and other issues can be found in any organization regardless of size or regardless of the inputs and outputs. When I teamed with the people at Pacific in 2005 to facilitate their transformation to the Lean business model I discovered chaos and confusion everywhere as can be seen in the before pictures throughout this article.

When I told Mark that he could do all of his current production in less than half the space, with fewer resources, at less cost, and deliver a quality product on-time, every time he thought I had to be talking about some other company. After all, Pacific had been in business for more than 50 years, obviously they had to be doing something right! It wasn't that Pacific was doing everything wrong, it was just that there was room for improvement

and lean is the catalyst that, when mixed with the creative and innovative juices that are bottled-up inside every one of us, provides the recipe for success.

Confusion rampant

Mark's skepticism quickly vanished after a couple of successful applications of 5S thinking. Work-in-process inventory had become completely unmanageable with upholstery frames so tightly nestled together that internal customers would rather order another one from the frame build department than try to search for the one they needed. Sewn covers were more visible, but they were still piled in such a state of disarray that much productive time was lost searching for the right one. A lack of coordination between the cutting and frame build departments resulted in an availability of frames without covers or covers without frames. The



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To read more on lean, search for archived Jim Lewis columns at www.CabinetMakerFDM.com



outcome was partially completed units cluttering the shop and exacerbating the confusion. Excess work-in-process and partially completed units at various stages in the production process made continuous flow impossible.

Matching work to demand

The first priority was reducing work-in-process to a level that matched demand. Frame inventory was sorted, set-in-order, shined to identify possible quality issues before the pieces moved to the internal customer, and standardized so a maximum of five frames would be in inventory at any time to sustain flow.

The same strategy was applied to the sewing process. The results are readily apparent in the before and after pictures for both the sewn cover and frame storage areas. Frame inventory was reduced from 70 pieces to five pieces, and the frame inventory picture taken in 2012 clearly indicates that sustainment is working.

Better flow

The next step was to consolidate processes to create flow and enhance internal customer and supplier communication, collaboration, and mutual support. After upholstery was consolidated into a cell for greater flexibility a large amount of floor space was created. Cutting and sewing were shifted into the open space, which enabled all of the internal customers and suppliers to have line of sight with each other and created more of a team concept for manufacturing. The pictures taken in 2012 show the upholstery cell and the cut and sew processes in relationship to upholstery. I want to note that none of these pictures were staged for this article.

Creating a lean culture

Pacific has not only success-

fully transformed to the lean business model in their manufacturing operation, but Mark has created a lean culture throughout the marketing, order entry, procurement, production, and delivery processes as well.

The transformation has not been easy. Personnel turnover, including a

change in general managers, has challenged all of the staff to stay the course. Fortunately a good foundation was laid in 2005 and the subsequent involvement of everyone at Pacific in the continuous improvement process has changed the culture so dramatically that those who remember how things used to be aren't

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Before lean, the frame area had huge disorganized stacks of work in progress.



After implementing lean improvements, the frame area is much less cluttered and lots more efficient.

considering returning to the ways of the past. Plus, new employees are looking forward to a continually evolving and better Pacific in the future.

Computer interface

Parallel to the lean transformation process, Mark utilized his computer

science skills to develop an operating system that allows the customer to build a customized product from a library of manufacturable parts, view the product with a variety of trims and fabrics, cost

the end product, query material availability, and determine the ship date based on material status and existing orders in queue. When released for production every manufacturing area has visibility

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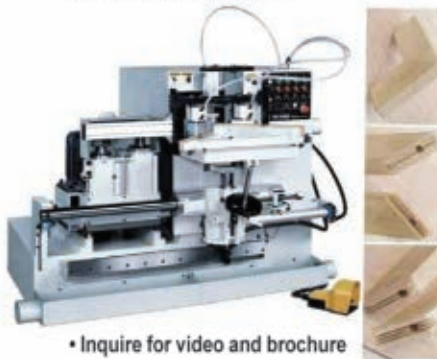
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of the order along with the production planning cycle for that area so all of the parts come together at upholstery at the same time. When the unit is complete it is photographed in a small studio set up in part of the space created through the

previous process consolidation, and the photo is tagged to the order for reference as necessary.

As Mark employed this new system at Pacific, he recognized that the methodology could apply to any business. In fact, he thought it was so generic that he named the system "widgetator." It is now

in use at other furniture manufacturers, a sunglass shop, a cake decorator, and other companies with a library of manufacturable parts that can be configured in a variety of ways to provide the customer with a product detailed exclusively for them. You can check out the system at www.widgetator.com.

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Leveraging lean

Pacific's management team has high praises for Lean and what 5S thinking has done for their company. When the housing market failed in 2008, Pacific was in a very tenuous position. Had it not been for the process flexibility that was created through lean, Pacific's future would have been bleak. Pacific was able to leverage their core competencies, tap into the creativity and innovation of their engaged, enthused, and empowered staff, and broaden their market to include contract furniture.

The future is bright, their backlog is at a comfortable level, and chaos and confusion are a thing of the past. Mark's response to my tag-line question, "What makes lean successful?" would emphasize the three key management inputs of commitment, commitment, commitment, and employing the six Es of lean as defined in the last article.

If you would like to know more about widgetator or how Mark and the Pacific staff have overcome obstacles to change, contact him at me@pacificfurn.com or contact me at usti@wmis.net. We're all in this together and sharing best practices will make our industry stronger. <

Jim Lewis has worked in the furniture industry for more than 30 years with a special emphasis on facilitating the transformation to the Lean Business Philosophy. He is an independent lean business consultant, author, and writer. Jim's most recent book, "Story of a Lean Journey," chronicles the journey of one company through the lean transformation process. The book is available through the Society of Manufacturing Engineers (SME.org), and amazon.com



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QUICK CUTS

Quebec group buys Groupe Lacasse from Haworth

Haworth, Inc. and Groupe Lacasse announced an agreement finalizing the sale of Groupe Lacasse to an independent investment group headed by Sylvain Garneau, president of the Quebec-based company

since 2010. The group of private investors includes the family of Guy Lacasse.

Groupe Lacasse was originally founded in 1956, and manufactures office furniture products in St. Pie, Quebec.

"We look forward to Haworth and Groupe Lacasse maintaining a relationship as mutual customers and suppliers," said Franco Bianchi, Haworth president & CEO. "Groupe Lacasse will experience greater opportunity to operate in the marketplace as an independent company, while maintaining a strong connection to the business opportunities offered by Haworth. It will be an exciting entrepreneurial opportunity for Sylvain and the entire team as they build on the positive momentum they have been developing."

"This represents an exciting opportunity for Groupe Lacasse to strengthen our core business and drive our performance to the next level," said Sylvain Garneau, Groupe Lacasse CEO and chairman of the investors' group. "Our entire organization appreciates the support of Haworth and the confidence of our new business partners."

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Weinig Group hosts Lineal Moulding Cell Customer Day



Weinig demonstrated its lineal moulding cell during a recent event.

Weinig Group (www.weinigusa.com) held a Lineal Moulding Cell Customer Day at its Mooresville, N.C., location on May 10.

Components of the Automated Lean Production System were presented by taking more than 20 guests through stages ranging from quoting to full production in the Weinig showroom/lab facility. Educational sessions on Mill Vision software and technology demonstrated ripping and moulding advancements.

QUICK CUTS

Xylexpo attendance falls 16 percent to 43,000

The Xylexpo international exhibition of wood and furniture technology and supplies in Milan, Italy, drew 43,295 attendees, 15.9 percent less than the last show in 2010. According to show organizers, these figures indicate a substantial endurance of the biennial event in face of an economic situation that is still very complicated.

The 23rd Xylexpo, held at FieraMilano-Rho from 8 to 12 May, had 515 exhibitors, including 177 foreign companies from 34 countries, in total space of about 100,000 square feet. The figures published by the Acimall Studies Office just before the exhibition indicated that, in the first quarter of this year, orders to the Italian industry decreased by 4.6 percent compared to the same period of 2011, whereby a minus 24.8 percent variation on the domestic market was partially balanced by orders from abroad (plus 4.25 percent).

Market situation was reflected also in the different attraction power of each product category at the exhibition. In halls 1 and 3, where panel processing technology was displayed, the atmosphere was more positive than in hall 2 (solid wood machining) and in hall 4 (primary processing technology). This indicates that the furniture industry is healthier, while the conditions of solid wood and panel production equipment are worse: as a matter of fact, it is hard to make significant investments and long-term plans in periods of heavy stagnation like the current one. In this period, the drivers of our business, such as the construction industry, are virtually paralyzed in Europe. So, the problem was not the exhibition itself, but the impact of weak demand, with some differences that Xylexpo highlighted.

Once again the share of international visitors was significant, at 47 percent of total attendance. The top countries of origin were France, Turkey, Switzerland, Russian Federation and neighboring countries, and Germany. The most significant increase in visitor figures was recorded by Turkey (plus 45.6 percent), China (plus 36.1 percent) and Russia, up by 33.5 percent compared to 2010.

According to Xylexpo officials, the reduction of visitor figures could be traced to the critical economic situation and it was largely compensated by the high quality of visitors. According to exhibitors, such

quality was instrumental to starting promising deals and establishing a good number of new contacts, that will ultimately translate into sales opportunities. See www.xylexpo.com for more information.

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Do you need to expand or just be more efficient?



As the economy improves, some shops that cut back may be looking to expand, but exploring efficiency options may be the better first choice.

Finally people appear to be moving off the fence. They are tired of waiting to do something about that kitchen or media center. The house won't fetch the price they want, so they decide let's stay put and remodel. That seems to be the consensus among the pundits in the associations in our industry. So now that things are looking up and business is getting better, are you going to run out of space in your shop? Is moving to a bigger facility on your mind, or is there another way?

Moving is very costly, time consuming and nerve wracking. Moving could cost you some of your business if your locality changes. It might be inconvenient for your trusted employees, too. Why not stay where you are and create the space you think is not there?

New space without moving

I have been involved many a time in a situation when moving to a larger space appeared to be the only way to satisfy the growth experienced. In three quarters of those cases we could find the space in the existing facility with some careful planning and soul searching. Before we even started that process I pointed out 20 percent of the space that was used either for waste, redundant equipment or items not belonging like fishing boats and such like. So we got rid of that stuff or parked it



Why not stay where you are and create the space you think is not there?

where it belongs.

The next step was to analyze the processes in terms of the product mix. We looked at material management and decided what to stock and what to buy as we needed it. That saved another 10 percent of the space because we discovered that we need not have large inventories of board stock. Doing a quick cost comparison between buying truck load quantities, monies tied up and buying the board as we need it, made that decision a simple one.

Toss the offcuts

Next we determined that offcuts are best dumped straight away rather than expected be used in the future. Sure, if you have a hog, a furnace and generate steam you could heat the plant or even make electricity with the waste, if not just pitch it. In most cases I have been involved with this, it took a little doing. I mean you are throwing good money away. But the reality is the stuff has no value until it is used for some future work, and if that ever takes place it is more

costly than buying new. Why? Because it has been touched

many times before finally it finds a home. I cannot tell you how much space and time is saved, not to mention clutter done away with once that decision has been agonized over.

Only now we looked at the work stations, the proximity to one another, and once more against the product mix. Then we look at process flow and material handling, and boy, now we have too much space! I just love to see it happen; it never fails. Someone always does not like it, of course, I mean all these changes. "If it ain't broke, don't fix it", no longer even passes spell check. ◀

Gero Sassenberg's experience in the woodworking industry spans more than 30 years on three continents. He has provided valuable advice to a wide variety of businesses over the years. For more information about his consulting services, contact him directly at woodnet@carolina.rr.com.

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Your project in the survey

But the key to the Pricing Survey's success for more than a dozen years is the quality of the projects. Now is your chance to be one of those projects. You can see your work featured in the magazine and then get detailed information on how other shops would price it. It's a golden opportunity to get valuable pricing insight to add to your bidding intelligence.

Good projects attract more bids. We are looking for projects that represent the wide range of our readership and attract broad bidding interest. The past, the most popular projects have been custom residential kitchens, but we also want to include custom furniture and commercial work.

It's easy to submit a project

Every project submitted requires just a few things. We need basic dimensioned drawings and bidding specifications, including a description of any special features or challenges that would affect pricing of the project. We also need good finished photos of the project, and of course, your actual pricing information that you used to bid the job.

The first step to submit a project is to contact editor Will Sampson by email at will.sampson@ccimedia.net or by phone at 203.270.0025. Provide a summary of the project and why you think it would be good for the Pricing Survey. Sampson will respond to complete the submission. Don't wait. Do it today because we are compiling the bid package now. <

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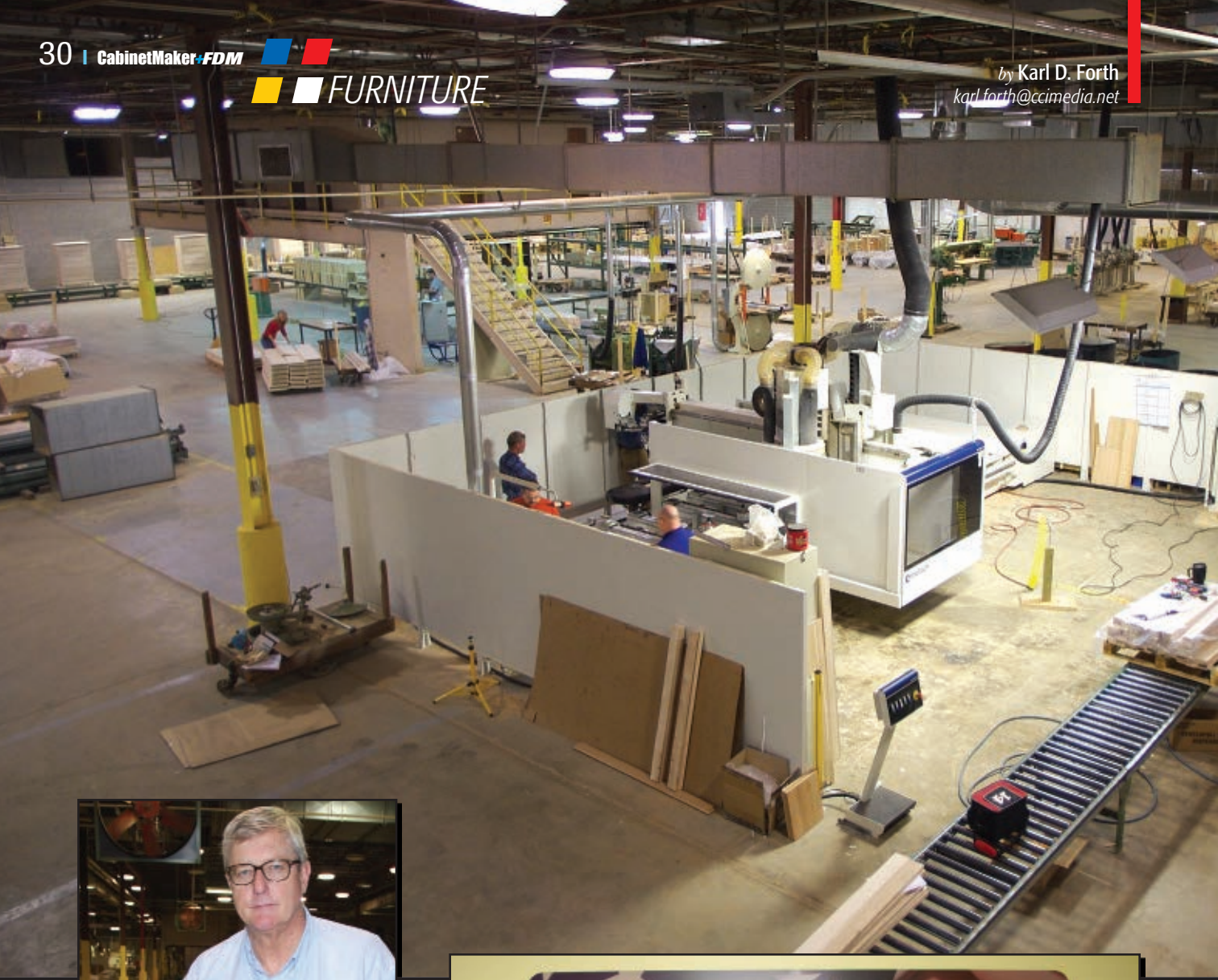
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Bruce Cochrane's family has deep roots in North Carolina furniture manufacturing.



Lincolnton Furniture's product niche is solid wood bedroom furniture, good construction, fine finishes -- and made in America.

Bruce Cochrane launches Lincolnton Furniture in N.C.

A long tradition and new technology pave the way for made-in-America furniture operation.

Bruce Cochrane's furniture manufacturing roots go way back in North Carolina, but his reasons for starting a new company came from far away, in Asia.

Cochrane started Lincolnton Furniture in part because of changes in the Asian import model adopted by so many stateside manufacturers in recent years.

"We're seeing longer lead times, and quality in construction and finishes is being compromised," he says. "The factories in China were subsidized to export product. Those export subsidies have gone away, and these factories are now being subsidized to sell their products domestically."

The days of cheap and abundant labor in China are ending. The average hourly wage is approaching \$3.60 an hour, compared to 30 to 50 cents an hour when the export boom started. Cochrane says that Chinese companies are having trouble finding good employees, with advertised positions drawing a handful of applicants instead of hundreds.

"When I started seeing labor problems in China, that's when I started to think about (starting a company)," Cochrane says.

Lincolnton Furniture started producing and shipping in February, making bedroom and dining room furniture, along with chairs from the same Lincolnton, N.C., plant in which family-owned Cochrane Furniture also made bedroom and dining room furniture.

Earlier, Bruce Cochrane was president of Cochrane Furniture. The company was sold to Chromcraft-Revington

in 1997, and that company made the decision to outsource to China, closing the Lincolnton plant in 2008. Bruce Cochrane himself was later a consultant for other American furniture companies, spending time in China and Vietnam.

The family has deep roots in manufacturing in North Carolina. Bruce's great-great grandfather made church furniture before the Civil War. The family business made furniture in Lincolnton more than a century ago.

"Our product niche is fine finishes, a focus on solid wood and great quality construction. And it's made in America," Cochrane says. "Right here in Lincolnton we're making the best constructed furniture anywhere. All of our joinery is based on mortise-and-tenon construction. We have water-based finishes from Valspar coatings.

Lincolnton employs 55 people, and plans to have 130 working here when full production is reached. "Assembly and finishing are the most difficult part of the training process. Training people on these computer-assisted machines is pretty easy."

More than half of the people had worked for the previous company, including one man who had worked for Cochrane Furniture for 32 years. "People hadn't worked for so long they had lost their confidence to do the job," Cochrane says. "(This man) had heard the new company was hiring, and could do anything but had only taken whatever job he could, and refused to take welfare.

"I told him, 'You're going to be one of the first people I hire,'" Cochrane said.



The company started producing bedroom and dining room furniture in February in Lincolnton.

At a glance

Who: Lincolnton Furniture

Where: Lincolnton, N.C.

Product: Bedroom solid wood furniture, chairs

Employees: 55

Plant size: 200,000 square feet

Web site:
www.Lincolntonfurnitureco.com

+ **LINCOLNTON FURNITURE**

Advances in equipment and technology have allowed the new company to increase production throughput.

"There's such despair in not having a job. Not going to work every day, not being with people who are like your family.

"People don't realize the American worker is almost four times as productive as the Chinese worker. In the United States we're producing two-and-a-half times more than what we were doing in 1970. We're just doing it with fewer people."

Same location, different technology

Although the geographic location is the same (Lincolnton Furniture is using most of Cochrane Furniture's 300,000-square-foot building) the new company does things completely differently, with a smaller, leaner workforce and high-tech multipurpose machines.

"Our manufacturing process is so different from what a traditional manufacturing facility would do," Cochrane says. "We're manufacturing solid wood furniture using state of the art machinery. The all-purpose routers can do the work of 25 different machines, they can drill, sand and rout, saw."

The plan was to first go through the entire product line, doing programming necessary for each product. Program first, then build to order, with machines set up to make one or two parts, not



A Morbidelli Author 4365 router is used to process primarily flat panels for furniture.

100. By going through the product line, the goal was to understand the process applications and the parts that will be run, to determine the best configuration for the router. The company is using Microsoft Dynamics AX, ERP software to integrate purchasing and manufacturing.

"The opportunity for flowthrough is greater than I thought it would be. The throughput is so much greater."

The whole premise of manufacturing is to buy panel stock cut to size and plane it if needed. The SCM Routech Accord 40fx CNC router is the most important machine, with a 48-tool capacity tool changer. A second Accord will be added in Lincolnton soon. A Morbidelli Author 4365 router processes a lot of flat panels.

The goal is to produce parts quickly

+ **China to turn off export tap?**

Will tomorrow's furniture be made in China? Probably not. Labor costs are rising by 15 to 20 percent a year, according to some estimates. And the Chinese government is focused on consumer demand at home, not export issues.

Lincolnton Furniture's Bruce Cochrane gave the example of a company that was importing containers of bedroom furniture, but is now unable to get the shipments or even an estimate of when they would be available.

"That scenario is being played out all over our industry, and it's going to get worse before it gets better," Cochrane says. "This is a real problem (for importers), and people have their head in the sand in this industry."

"A CEO who made the decision to take everything offshore may be having sourcing problems and the Chinese are saying they're not going to make product for them anymore."

Cochrane says that some companies believe it will be easy to pick up and leave China for greener manufacturing pastures in Indonesia and Vietnam.

"In those countries there is no infrastructure or government support for exports when compared to China," he says. "When you have engineering in the United States and manufacturing in China, it creates monumental issues you have to deal with. You change specification as time goes on, and that happens with every product. If you ask a Chinese factory to move CAD details to another factory in Vietnam, it's not going to be a seamless, easy approach."

"Domestic importers don't have any choice," Cochrane says. "They're having trouble getting product now. The Chinese are looking to buy manufacturing (in the U.S.). We've even been approached already."

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+ LINCOLNTON FURNITURE

and have them sanded, if needed, on a DMC Unisand K flat-panel sander, or a Timesavers 300 widebelt sander. An Accu-Systems tenoner machine is set up to run short length pieces, with a Celaschi tenoner set up to run longer

pieces. Also here is a SCM Supersent nt moulder, Invicta shapers, and drawer assembly area with Fletcher sander.

The company is using solid oak, maple and cherry. Cochrane expects to outsource turnings, and continues to look at things they can't do well. He has been contacted by many lumber and



High quality finishes that show the wood characteristics are a priority to compete with imports.

wood component suppliers.

Cochrane couldn't apply his Asian experience to the operation here. "I really didn't learn anything over there from a manufacturing standpoint," he says. "When the Chinese had a problem, they would throw labor at it."

More labor didn't help produce good finishes. "That's why you have a lot of dark finishes," Cochrane says. "The Chinese could hide (defects) in the base coat, but you just lose the wood (appearance)."

Lincolnton is ensuring quality finishes by emphasizing good training. They're using glaze, three sealers and a topcoat, with sanding in between steps. Finishers have to make adjustments for new methods and water-based finishes that use much less material. (The company also has a Superfici flat-line finishing line available.)

The finishing operation will be high volume, running as many as 500 pallets a day once it's staffed. The finishing room can handle 50-75 pieces at a time.

Biggest challenge

"The biggest obstacle for (a new company) to do what we're doing now is finding capital," says Cochrane, who had to make a personal commitment and dedicate his own funds to get the company going.

There were also two physical issues



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in the existing building to overcome at the start. The electrical system needed an expensive upgrade to handle current needs safely. And a larger quantity of natural gas combustion was required for water-based finishing.

One thing that hasn't been a problem is marketing. "Selling the product hasn't really been an issue," Cochrane says.

Lincolnton Furniture has five collections, and more than 100 accounts, which Cochrane describes as a who's

who of furniture retailing.

"We have the opportunity to double the amount of accounts we have in a short period of time," he says.

Cochrane also expects to get a boost from the fact that the furniture is made in the United States. He says this has really changed in the past two years,

with dealers telling him that people are coming in the stores asking for made in U.S. products. "That's one of the reasons we've been so successful in getting the kind of customer that we have right now.

"We're excited about it, but it's still a struggle, from a financial standpoint it's still very challenging." ◀







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Fewer cabinets displayed, fewer trends seen at KBIS

Major cabinet manufacturers do not display at Chicago Kitchen and Bath Industry Show, but a good selection was shown.

The 2012 version of the Kitchen & Bath Industry Show in Chicago featured many new designs and products, but few new cabinet developments.

There were fewer cabinet displays than there were at the Las Vegas KBIS show in 2011, or at the last Chicago show in 2010.

That said, there still were interesting things to see and a few trends that if not completely new, were confirmed. We surveyed 20 cabinet manufacturer displays, and of that group only four were made in the United States. (At KBIS is Las Vegas last year we surveyed 26 cabinet company displays, with 14 companies showing imported products.)

Maple continues to be the most popular wood species for cabinet doors, and dark colors gained in popularity, including very dark colors. Last year, medium and less colorful finishes were most common. Most cabinets shown were face frame.

Wellborn was the largest North American producer, and deserves special mention for its award-winning Active Living design. Wellborn's Angela O'Neill said the company makes cabinets for five price points, and many customers want to spend about \$10,000. She said Wellborn is offering more options to compete with custom cabinets, such as a one-unit wide cabinet with no seams, or components with a metallic appearance.

O'Neill said that Wellborn is also offering a new program that provides one-piece vanities out of the box to compete with imports. She said that Wellborn can offer any color in 13 days, and provides a wide variety of finishing techniques (for different distressed appearances) in addition to colors. One new color of note is a soft brown-gray.

"People are looking for affordability and availability," said Bob Mason of Kitchen Kompact, an Indiana cabinet manufacturer. "We all know that shoppers want it now."

Kitchen Kompact's display was like last year's, with one new

How the survey was conducted

For the 24th time the editors of CabinetMaker+**FDM** surveyed cabinets displayed at major exhibitions. In 2012, we attended the KBIS trade show in Chicago. This survey shows what is being displayed, not what is being produced or sold. To be counted as a kitchen there must be more than one cabinet displayed.



Wellborn's Active Living design was recognized for its accessibility features.

hard maple door style with a red tint.

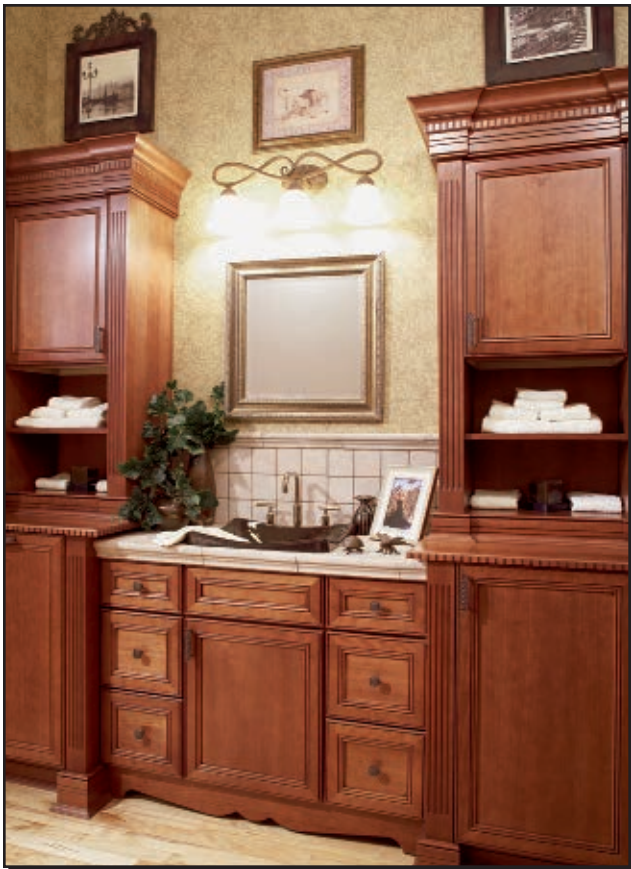
Kountry Wood, another Indiana manufacturer, also had a similar display to last year, with two new colors and one new door style. The company's Greg Shank said that darker colors were more popular, including shades that are almost black. He said that affordability for customers is continuing to affect design.

Door species and finishes

Among wood species used for cabinet doors, maple was the most popular, accounting for 32 percent of displays. Cherry was next at 26 percent, and birch checked in with 22 percent. Several companies had multiple displays and offered a variety of finishes on birch doors. Oak made up 16 percent of doors displayed.

In finishes, dark stains were the clear winner, with 49 percent of displays. Medium finishes accounted for 32 percent, and light stains made up 15 percent. Also, 7 percent of doors were painted, usually white.

Most cabinets displayed were of face frame construction (83 percent), with frameless accounting for 17 percent. Most drawer sides (80 percent) were solid wood, with plywood accounting for most of the rest. In door options, wood/glass was the most common (67 percent of door options), with wood/metal accounting for 20 percent and mixed colors and species 14 per-



Wellborn was the largest domestic manufacturer displaying at this year's KBIS exhibition in Chicago.

cent. Most doors and drawers had soft-close features. Looking at accessories, the most common seen in KBIS displays were:

- open shelves — 20
- crown moulding — 15
- wood hoods — 14
- spice rack/drawer — 12
- wine racks — 9
- rope moulding — 8
- dentil moulding — 6
- cove moulding — 6
- glass racks — 6
- rounded columns — 5
- spice racks — 5
- plate racks — 4
- oversized drawers — 4
- corbels — 3
- arched valances — 3
- fluted columns — 3
- garbage can pullouts — 3

Speaking in general terms, there seemed to be more wine racks, more spice racks and narrow drawers, and more open shelves.

For countertops, granite was dominant for residential kitchens, with 72 percent of displayed tops. Engineered stone accounted for 18 percent, with few solid surface and laminate tops shown.

NKBA top interior trends

According to the National Kitchen & Bath Association, top trends from 2012 included:

- ✓ The increased use of glossy finishes and high-sheen fix-



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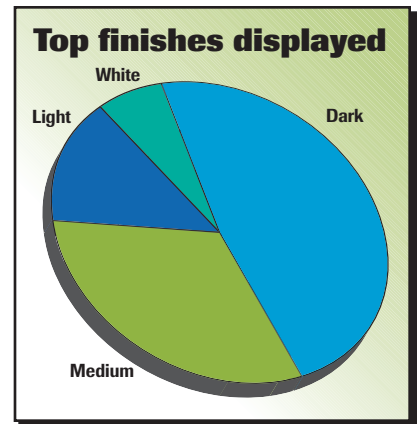
- ✓ Use of interior concrete, including bathroom décor and countertops. A concrete surface brought to a high sheen masks the true material.
- ✓ Color infusion behind glass. A painted wall with glass panels overlaid creates a smooth sheen of color.
- ✓ The white kitchen has never gone away as a design option, but has been reinvented for future interior design. --Suspended lighting is another design trend, allowing dangling focal points of light for kitchen countertops, dining surfaces and flooring.
- ✓ Enhanced symmetry in room design creates stability and balance. The interior space should have components and pieces that act as counterbalances to one another.
- ✓ Repeating and complementing shapes is another trend. Starting with



Wellborn offers many finish techniques, including the Old World Effect.

a particular shape and repeating it in various sizes, colors and textures adds a reassuring appearance.

- ✓ Designers are being encouraged to use traditional technology in non-traditional spaces. The non-traditional space may be an appliance or obstacles of plumb-



Dark finishes were dominant in 2012, but most companies displayed a light color.

ing and venting that can't be moved.

- ✓ Tile is making its presence known in contemporary bathrooms on walls, floors and backsplashes.
- ✓ Open-plan bathrooms are becoming more common, with the design centered on the efficiency of the



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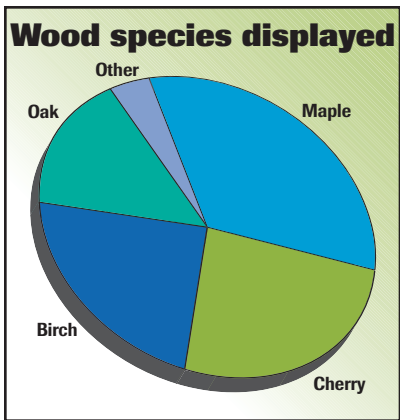
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Maple was on top again, with cherry next. Most birch doors were on imported cabinets.

bathroom space with little in the way of walls or partial walls.

Uncontained and display trends

The KBIS show also featured full-size examples of five consumers at different stages in life, each displayed in a shipping

container. Living space included the “new hip home” of the young gen-now single, gen-now culinary curators gen-x family, forever fit zoomer, and the caregiver.

Some cabinet manufacturers teamed with a hardware supplier to show new features. Hafele hosted a few cabinet companies in its own booth, including Rutt’s center-lift design. Another trend worth noting was also seen at the Hafele display: more LED lighting.

As stated, with fewer companies displaying there were fewer trends to quantify. No one seemed to have an answer for the fewer exhibitors, especially with Masco and MasterBrand, the two largest manufacturers, not displaying in 2012. Several other companies had booths but no cabinets displayed.

One observer suggested that perhaps cabinets could be part of the show every other year instead of annually. There were plenty of new designs and creativity shown at KBIS, but cabinets and wood products played a smaller role. <



Thoughts on KBIS

- ✓ Fewer cabinet displays, and fewer trends
- ✓ Affordable cabinets were one ongoing trend
- ✓ LED lighting is coming into its own
- ✓ More people noted dark colors were growing
- ✓ Cabinet companies partnered with hardware companies to display new technology
- ✓ Fewer domestic manufacturers displayed
- ✓ NKBA design trends for 2012
- ✓ Symmetry in design
- ✓ Repeating and complementing shapes
- ✓ Traditional technology in non-traditional spaces
- ✓ Interior use of concrete
- ✓ Color infusion behind glass
- ✓ Reinvented white kitchen
- ✓ Glossy finishes and fixtures
- ✓ Suspended lighting
- ✓ Tile in contemporary bathrooms
- ✓ Open concept bathrooms

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Sartini prides himself on being able to provide custom solutions for customers, and this mud room/entry organizer is a good example.

Working with remodelers helps drive cabinet shop

Sartini Woodworking builds business with networking and custom projects.

Sartini Woodworking in Clinton, Mass., got started in 2006 as the economy for homebuilding and related woodworking was still on the upswing. Owner Kyle Sartini right away built a solid business working with homebuilders, architects, designers and sometimes directly with homeowners. There were also remodeling projects with full-time remodeling companies, and as the market for new construction slipped, Sartini found himself increasingly serving the remodeling business in the metropolitan Boston area.



Sartini Woodworking uses a Striebig vertical panel saw for all the panel sizing in the shop.



Sartini shop foreman Barry Hines copes door parts using a Freeborn cutter stack on an SCMI shaper while Mark Quill surfaces stock in the background.

At a glance

Who: Kyle Sartini

What: Sartini Woodworking

Where: Clinton, Mass.

Products: Custom cabinetry and furniture

Employees: 3 including owner

Shop size: 3,800 square feet

Web site:
www.sartiniwoodworking.com



Low ceilings in the shop make overhead ducting for a central dust collection system problematic, so machines like this Timesavers widebelt sander have their own dedicated dust collection units.

That's turned out to be a good thing for his business, which he says is picking up and his three-man shop is on track to do \$400,000 in sales this year. Referring to the National Association of the Remodeling Industry, Sartini says, "I'm a member of NARI, and we've done a lot of networking through that. The NARI connections have been really helpful and connected with more professional people."

Bringing business in by networking also means fewer competitive bidding situations. He says only about a third of his work comes through competitive bids. Most projects are negotiated deals where Sartini is pretty much ensured the job as long as he can work with the clients to meet their budget and project requirements.

Small shop, big capabilities

While Sartini's shop is relatively small in 3,800 square feet, he makes effective use of the space and doesn't shortchange on capabilities. A Striebig vertical panel saw handles most of the panel sizing and basic cutting work. "We cut everything on the Striebig," he says. "We've had it two years and love it." The saw is conveniently located adjoining the sheet goods and lumber storage area, so it's easy to load and offload the machine.

One negative about the shop space is relatively low ceilings. That made it difficult to impossible to install overhead ducting for an effective central dust collection system. Sartini instead uses

+ See the Striebig panel saw in action at Sartini Woodworking. Watch our video on your smart phone or www.CabinetMakerFDM.com/86285.html. If your phone has a Web browser and camera, download the free app at <http://qrcode.kaywa.com/> and scan over this barcode.



Snap it!



Sartini does both cabinets and freestanding custom furniture, but sometimes those lines come together as in this furniture-styled bathroom vanity.



Two-thirds of the work Sartini does is paint grade, as in this clean white painted kitchen project.

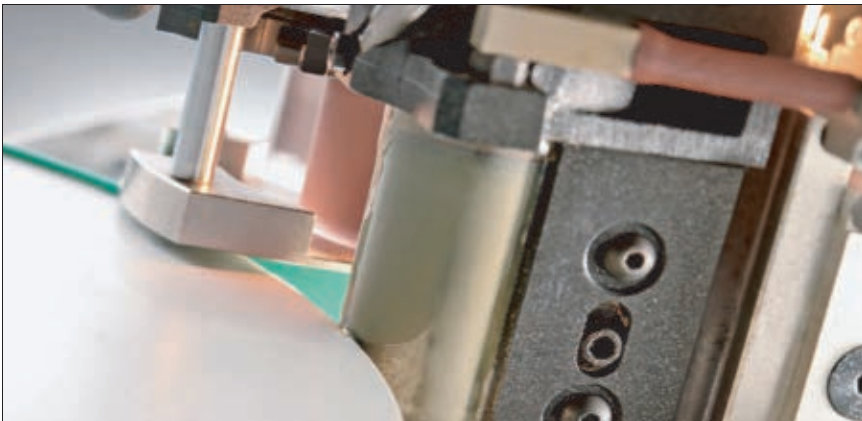
+ REMODELERS

smaller dedicated collectors for each machine or a nearby machine group. That includes a Timesavers widebelt sander served by a Dustek collection unit.

Versatility is important to Sartini, and that is reflected in the work the shop



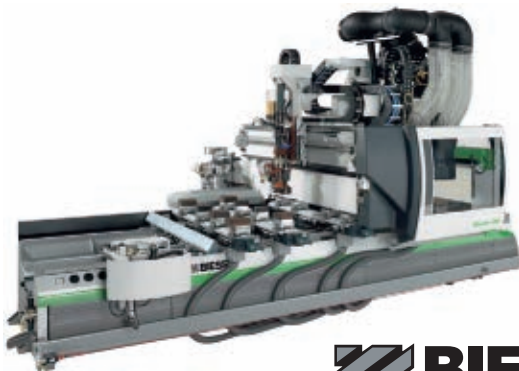
This Cehisa edgebander handles all the edgebanding chores in the Sartini shop. About two-thirds of the cabinet construction is frameless.



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does, which is about two-thirds frameless cabinetry and about one-third face frames. "We do everything from a 12-foot wall unit to a 30-linear-foot kitchen," Sartini says. "I enjoy the full range, the full process. Bring me a challenge that requires a difficult set of skills."

On a recent visit to the shop, there was even a stack of slabs milled from a tree that came down in a storm, once dried and fully milled, the wood will be a furniture or cabinet project for the homeowner who had the tree. "Our edge is our quality, customer service, and attention to detail," says Sartini. "We are willing to listen to find a solution."

"Bring me a challenge that requires a difficult skills set."

Design work is done in TurboCAD, but Sartini doesn't rely just on what's in the computer. "We do a full scale layout for anything we build," he says. "That way we can figure out the tricky areas, and you know all of your sizes are lined up."

Self-reliant operation

In keeping with the goal of wanting to provide whatever is needed for a job, Sartini prides himself on doing virtually all of every project in house. The shop uses a Freeborn door cutting stack cutter system on an SCMI shaper to efficiently manufacture their own doors, most of



Sartini uses pocket hole construction to affix face frames to cabinets. Pocket holes are cut on a Castle machine.

For more info:

Adwood Corp., edgebander
336.884.1846 www.adwood.com

Castle Inc., pocket hole machine
800.282.8338 www.castleusa.com

Colonial Saw Inc., Striebig
vertical panel saw
781.585.4364 www.csaw.com

Dustek Div. of Boshco Inc., dust collector
978.667.1911 www.dustek.com

Freeborn Tool Co., shaper cutters
509.484.3033 www.freeborn-tool.com

SCM Group North America, shaper
770.813.8818 www.scmgroupna.com

Or go to

www.CabinetMakerFDM.com

which are five-piece raised or flat panel.

Most drawers are also built in house except for dovetailed drawers, which are outsourced to a local manufacturer. A Castle pocket hole machine handles the joinery for attaching face frames. The shop also does all of its own installations.

Similarly, finishing is also handled in house. The shop shares a spray booth with another shop in its same building. Most finishes are conversion varnish and lacquer-based stains, but recently the shop has added water-based finishes. "There are not too many requests for green, but we do offer waterborne finishes, and we work with one builder who does green building," says Sartini.

Art and design background

Although Sartini's father was a carpenter, Sartini didn't start out to become a woodworker. He went to Wentworth Institute of Technology, where he got a degree in architectural engineering. Then he gravitated to fine arts and earned a bachelor's degree

from The Art Institute of Boston.

But when he got out of college, the first job he landed was in a mill. He soon began doing cabinetry and architectural millwork projects.

That work eventually evolved to become his own shop and the business he runs today. ◀



Biesse Skipper V31

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Tech tour showcases modern panel processing

Manufacturing executives see high-volume, modern panel processing technology on special Europe tour.

If you want to see the most advanced panel processing technology in the world, you have to travel to Europe.

In mid-March, 30 manufacturing executives from the United States and Canada joined a team from Schelling and IMA for a weeklong technology tour of European factories. The trip included visits to a variety of highly automated plants showing the North Americans a wide range of innovation using the latest Schelling and IMA technology.

The bus tour covered five woodworking plants in four different countries along with factory tours of hardware and machinery manufacturing. There was time for some sightseeing in France, Germany and Austria. The trip concluded with a day in Nuremberg, Germany, at the Holz-Handwerk Trade Fair.

MDF manufacturing plant

The first stop was the Homanit thin board MDF manufacturing plant in Losheim, Germany. Homanit is a large manufacturer of MDF and HDF. The plant produces over 2 million square feet of 3 millimeter board per day. There were four Schelling angular saw systems in action. One uses fully robotic stacking and another utilized a custom developed grab arm stacking technology. The other systems in this cut-to-size operation were dedicated to handling a heavy volume of both large and small parts. Also

at Homanit is a finishing operation offering 290 solid colors, 650 woodgrains and digital printing for a variety of graphics. One highlight of the operation was a nip roll infeed system Schelling developed featuring twin vacuum pods handling 22 thin boards per minute.

Then it was off to France to visit Cuisines Schmidt, which is the fifth largest kitchen cabinet firm in Europe. Schmidt is a high-end cabinet producer and one of three divisions of the parent group SALM which also manufactures the mid-range Cuisinella cabinet line and the EMK brand of RTA furniture. Schmidt sells 84 percent of their products in France and everything they make is built to order. The Schmidt plant in Selestat, France, produces 3,000 boxes per day in 50 different colors; a true batch-size-one operation. The tour group saw two Schelling angular saw systems with full conveying, turning and crosscutting. Also running were two IMA U-shaped lines with two Combima edgebanders each. The lines were connected with IMA's Meinert material handling division systems for conveying products efficiently through the line. The plant burns all its waste for heat. Schmidt also employs an ongoing apprentice program with 25 people in training every year, to ensure a future supply of qualified workforce.

Swiss contemporary kitchens

Next, the group of 30 left for Dietlikon, Switzerland, and a tour of Bruno Piatti AG, a mid-sized manufacturer of high-quality contemporary kitchen cabinets. Most of the Piatti kitchens are sold in Switzerland. The company invested \$7 million in their plant over the last three years. They build 40,000 kitchens a year in two shifts. Piatti runs two Schelling angular saw systems with vacuum loading. There is also a Schelling



Overhead look at Schelling technology at Piatti in Switzerland.

automatic labeling component adding to the efficiency of the line. One highlight of the IMA U-shaped combination line was the plasma edgebanding system that is the result of a 2011 retrofit. Piatti can manufacture a full kitchen in as little as eight days.

Bregenz visits

Then the tour visited two supplier factories in Austria. First up was the highly automated Julius Blum drawer slide plant No. 4 in Bregenz where they build the Tandem and other slides with almost entirely company-built machinery and a full stable of robots. The impressive Blum plant is very efficient as illustrated by the average time a pallet stays in the warehouse after manufacture—only six hours. Blum also has a strong apprenticeship program to deliver a steady qualified work force for the long term.

Then just down the road was the groups' visit to the Schelling factory. Wolfgang Rohner, an owner of Schelling, welcomed everyone to Schelling's panel cutting system facility.

The Schelling technology can be found in a variety of markets including woodworking, plastics, circuit boards, aerospace and both ferrous and non-ferrous metals.

Automated lab furniture plant

The next day, it was back to Germany for a fascinating visit to the new \$10 million Waldner lab furniture plant. Finished in the last year, this highly automated

and fully integrated batch-size-one operation features a Schelling panel saw with custom material flow systems feeding in and feeding out, an IMA BIMA cutting center high speed nesting system connected to an impressive storage retrieval systems and full U-shaped IMA edgebanding lines. The new factory is all about flow, as in how to make products flow faster through the line. Waldner uses a label-based piece management system custom developed for them by the engineers at IMA. Incorporated into the line is a high rise sorting buffer for delivering products back to the line to match up with other parts coming together for assembly. All products are built to order and must be on time. Since customer orders are mixed, the manufacturing has to be flexible. Waldner on average processes 2,800 panels and builds 300 boxes per shift. The new plant has just eight workers on the panel processing line and



Tour participants check out IMA technology at Switzerland's Piatti.

another 12 in assembly. The estimated payback for this new plant and technology investment is estimated at under two years. This division of Waldner does 145 million Euros per year.

Top five kitchen manufacturer

Our final visit was to the Schuller Kitchens factory in Herrieden, Ger-

many. Schuller is one of the top five kitchen manufacturers in the world. The new facility is rimmed with an impressive eight-story rack and retrieve-based material storage system. The production machines are a new Schelling angular saw system, IMA Combima U-shaped edgebanding lines set up for four passes, and a contour edgebanding station on the IMA machining center. The new line is linked together

with an IMA-developed material flow system that is fully integrated with additional machines from varied suppliers.

After an eventful overnight stay in the beautiful medieval town of Rothenburg on the Tauber, the group headed out for Nuremberg and a day at the Holz-Handwerk show. The show was split with several halls dedicated to the window and door market and then a half dozen halls featuring woodworking machinery and systems for both panel and solid wood processing. <

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QUICK CUTS

WMIA, WMMA sign deal to own IWF

The Woodworking Machinery Industry Association, the Wood Machinery Manufacturers of America and the American Home Furnishings Alliance jointly announced May 2 that they have entered into an agreement for the purchase of AHFA's ownership interest in the International Woodworking Fair by WMIA and WMMA. The transaction is expected to close late this year following IWF 2012. In addition, WMIA and WMMA announced that they have entered into a new partnership agreement for the management and ownership of IWF.

The year 2012 signifies a long joint-venture partnership between the AHFA, WMIA and WMMA for IWF. For the past 30 years, the three associations have jointly operated one of the most successful trade shows in North America. The agreements confirm the intentions of the three associations to solidify the ownership and operation of the Western Hemisphere's largest woodworking equipment trade fair, and their commitment to the woodworking industry as a whole.

"We believe that IWF is an important part of the continued success of the woodworking industry," said WMIA president, John Henderson. "Our decision is not only good for the

WMIA president John Henderson, left, and WMMA president Mark Chappell, announce pact to own IWF.



WMIA president Henderson signs papers related to deal for the WMIA and WMMA to own IWF.



thousands of woodworkers in North America and abroad who attend IWF but also for the numerous companies that produce machinery, cutting tools and various supplies and exhibit at IWF."

"The IWF is an important event that allows woodworkers the opportunity to see the suppliers they purchase their machinery and other products from - and ask them direct questions," explained WMMA president, Mark Chappell.

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QUICK CUTS

Spring wildfires scorch 43,000 acres in Virginia

More than 43,000 acres of Virginia land has burned down since January 1, officials with the Virginia Department of Forestry (VDOF) said. The VDOF also responded to 355 additional wildfires that burned 6,556 acres during that time.

Seven large wildfires on National Forest System land began Easter Sunday and Monday resulted in blazes on the Blue Ridge Parkway and in Shenandoah National Park.

The U.S. Forest Service and the National Park Service are grateful for the late April rains and are looking forward to the official end of spring fire season.

"This was definitely an interesting spring," said John Miller, VDOF's director of resource protection. "We had quite a few very large fires and several of them we suspect are arson. There are a lot of people around the state who hope that we never see so many large fires in one

week again. And, just because the 'official' fire season has ended, we remind Virginians to still be aware of the wildfire threat that exists throughout the year."

State forester Carl Garrison said that VDOF employees protected 544 homes and other structures such as barns, garages, sheds) during the first four months of 2012.

"That's a lot of lives and property saved," he said.

SawStop hosts high school cabinet saw giveaway

SawStop is hosting a giveaway that will award one U.S. high school with a full industrial cabinet saw installation and accessories.

To enter the contest, students and teachers can record a short video (30-90 seconds) about why their high school should win. Then, students and teachers can upload the video to www.facebook.com/SawStop and teachers will be asked to answer a few questions.

Viewers can vote on the videos until June 24, and the one with the most votes will be selected as the winner of the cabinet saw. The winning school will be announced at the SkillsUSA National TECHSpO Conference on June 25.



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DeWalt Industrial Tool Co. dust system tools

DeWalt Industrial Tool Co.'s dust system tools include three hammer shrouds, two grinder shrouds and a vacuum connector system to combat dust inhalation associated with concrete cutting, chipping and drilling applications. In addition to the Hole Drilling and Cleaning Hammer Shroud with two interchangeable drilling heads, the system also includes a Demolition Hammer Shroud and a Chipping Hammer Shroud, as well as a 5-inch Surfacing Shroud and a 6-inch Cutting/Tuck Pointing Shroud. The universal connector system features nine individual adaptors that work with all brands of grinding, drilling, chipping and demolition tools, the company says.

410.726.7000

www.dewalt.com

Camfil Farr Air Pollution Control FarrVac Junior

Camfil Farr Air Pollution Control's FarrVac Junior is a pulse-cleaned industrial vacuum with dual-stage HEPA filtration system. The unit may be used for everyday shop cleanup or as an accessory to an installed dust collector when replacing or emptying dust drawers or drums. The unit has a 120 cfm motor and operates on 120VAC, 50/60 Hz power, according to the company, equipped with an 8-gallon tank, spun-bond polyester filters, hose, hard floor wand kit, and optional aluminum wand and floor sweep.

870.933.8048

www.farrapc.com

Vecoplan LLC VAZ 1300 NewGen wood waste grinder

Vecoplan LLC's VAZ 1300 NewGen is a grinder for wood residue, trim blocks, panel scraps, furniture parts, cabinet components, pallets, cardboard and more. Features and options include:



cardan shaft drives, double sidewalls, reversible counter knives, hydraulic swing-up screen carriages, rotatable screens and externally adjustable counter knives.

336.861.6070

www.vecoplanllc.com



Rockler Woodworking and Hardware dust collection conversion port

Rockler Woodworking and Hardware offers a dust collection conversion port to connect 2 1/4-inch shop vacuum ports and hoses to 2 1/2-inch dust fitting or power tool dust port. The larger end has a rubber union that slides on to create a tight seal. A 2 1/2-inch metal hose clamp holds the rubber union in place once cupped around the fitting or port.

763.478.8201

www.rockler.com

Woodworker's Supply Inc. Woodtek cyclone dust collector

Woodworker's Supply Inc. offers the Woodtek cyclone dust collector. This 1 1/2 HP unit automatically controls dust cake on the canister filter with a motor-driven agitator that turns on when the main unit is turned off. Features of the dust collector include hose ports and a suction hose to hold the bag, a fill-level viewing window on the collection barrel,

casters on the collection barrel, lever-activated collection barrel disconnect, casters with brakes on the main unit, and an optional remote.

800.645.9292

www.woodworker.com



Dustek Div. of Boshco Inc. plastic collection bags

Dustek Div. of Boshco Inc. offers plastic collection bags. These 6-mil extruded, heavy-duty bags have ultra tough seams and measure 38-by-72 inches, according to the company. The bags are sold in rolls of 50.

978.667.1911

www.dustek.com



Oneida Air Systems SmartPro dust collector

Oneida Air Systems offers the SmartPro dust collector. The dust collector is equipped with Smart Air Control Technology, a dust bin level sensor with flashing strobe light, and HEPA filter media with a Flame Guard Arrestor. The dust collector has a 35-gallon metal drum under the cyclone.

315.476.5151

www.oneida-air.com



Stiles Machinery Inc. Belfab BEL 75

Stiles Machinery Inc. offers the Belfab BEL 75. The dust collector was designed as a stand-alone unit with capabilities to provide solutions for single machine operations as well as multiple machinery work cells, according to Stiles. The BEL 75 has 7.5 HP with 4,000 CFM.

616.698.7500

www.stilesmachinery.com



Flamex Inc. hot particle detector

Flamex Inc. offers a hot particle detector to sense hot particles traveling through a material stream that could be a potential ignition source. It is suitable for drop chutes, conveyors, and certain ductwork applications where some ambient light is present. It is a mid-IR Detector responding to the 1.3 to 2.7 micron range and has the ability to sense IR at lower temperatures than the standard spark detector, according to the company. See video at <http://youtu.be/5LhzEK3MZeu>.

336.299.2933

[www.sparkdetection.com/
products_detectors.html](http://www.sparkdetection.com/products_detectors.html)

Nordfab Inc. Quick-Fit with Tuff Shield

Nordfab Inc. offers Quick-Fit with Tuff Shield. This abrasion-resistant ducting comes with a flame-sprayed RC60 abra-



sion coating on the inside. Quick-Fit TS is available on all QF parts but is primarily designed for use on elbows, branches, reducers, and "extender" pieces that clamp on downstream of elbows to provide even more protection, Nordfab says.

800.532.0830

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+ DUST PRODUCTS
Nederman USA Inc.
S-Series tubular bag filter

Nederman USA Inc. offers the Dantherm S-series tubular bag filter. Ideal for the smaller workshop, the filter is designed for indoor locations and can be readily re-located as required, the company says. The S-Series comes in 3 models: S-500 (5 HP), the S-750 (7.5 HP) and the S-1000 (10 HP). The CFM range is between 1,500 and 5,000 CFM, according to the company.

800.533.5286

www.nedermanfilters.com

Woodstock International Inc.
Shop Fox model W1823 cyclone

Woodstock International Inc. offers the Shop Fox model W1823 portable cyclone. The machine features a 1 1/2 HP, 110V/220V motor and 806 CFM air suction capacity with 10.4-inch maximum static pressure. The cyclone has a 20-gallon drum with casters for mobility, quick release lever, clear window, plastic bag liners and RF remote controls. The 4-by-6-inch Y-adapter provides connection to multiple machines or dust collection accessories, the company says.

360.647.0801

www.woodstockint.com

American Fabric Filter Co. easy
plenum replacement bags

American Fabric Filter Co. easy plenum replacement bags are available. The plenum replacement bags are high efficiency and available for all plenum style collectors, whether for an OEM baghouse or an individually designed system. Filters may be ordered with zipper at the bottom for emptying or for use with a bucket or drum. Other options include clear view-ports, belt loops and skirt to keep the rim clean and facilitate dumping.

800.367.3591

www.americanfabricfilter.com

Donaldson Torit
low-profile bin vent collectors

The CPV-1 Donaldson Torit bin vent collector features a low-profile design that allows positioning closer to the point of dust generation where a traditional bag bin vent would not fit. The CPV-1 is designed with an integral blower that can be mounted top, back, left or right. A new vertical mounting option is also available for hard-to-fit applications of offering ducting and energy savings.

800.365.1331

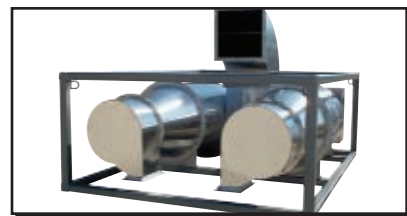
www.donaldsontorit.com
General International
10-800CF M1 dust collector

General International offers the 10-800CF M1 dust collector. This portable, two-stage cyclone dust collector has a 1.5 hp motor and 13-inch blower. It is mounted on rolling swivel casters with



a maximum height of 70 inches. The machine comes with a 30 gallon chip collection drum and a remote control to control the machine from anywhere in the shop, according to the company.

888.949.1161

www.general.ca

Airlanco horizontal dust cyclones

The HE Horizontal Dust Collection Cyclones from Airlanco are designed to provide high-efficiency separation of dust and particulates from plant and process air. They can handle high temperatures, moisture content and airflow. Cyclones come in durable carbon or sanitary stainless steel, with round or square inlets. Vertical HE Dust Collection Cyclones and other models are also available.

402.245.2325

www.airlanco.com

Aget Manufacturing Co.
HEPA filters

Aget Manufacturing Co. offers a line of HEPA filters designed for a third stage of cleaning so heated or conditioned air can

be re-circulated into a building. The filters also are meant to balance building air pressures and enhance energy efficiency. The filters can be retrofit to existing Aget installations. Separate modules also are available.

517.263.5781

www.agetmfg.com



Nilfisk-Advance America A17 pneumatic industrial vacuum cleaner

Packing the same punch as electric counterparts, the Nilfisk-Advance America A17 pneumatic industrial vacuum cleaner

has been engineered to obtain maximum efficiency with minimum air consumption. Powerful, multifunctional and easy to handle, the A17 safely collects wet and dry hazardous or nuisance materials with minimal maintenance. It is available with many different options, including stainless steel construction and HEPA filtration.

www.nilfiskcfm.com

Grizzly Industrial Inc. Model G0703P Polar Bear Series 1 1/2 HP Cyclone Dust Collector

Grizzly Industrial Inc. Model G0703P Polar Bear Series 1 1/2 HP Cyclone Dust Collector is now available. The Model G0703P machine highlights include: 110V/220V, single-phase motor (prewired 110V) w/256-code remote receiver; a compact size allows unit to fit in smaller shops; 30 gallon steel collection drum rolls on swivel casters for easy dust disposal; 775 CFM suction capacity at 1.80" static pressure through the 6" intake port; pleated polyester canister

filter with internal cleaning brushes maximizes filter efficiency; and is fully mobile with built-in swivel casters.

360.647.0801

www.grizzly.com



Air Handling Systems flexible hose

AHplus flexible hose from Air Handling Systems comes in a distinct royal blue color for increased visibility. Its benefits include improved puncture and moisture resistance, higher temperature range and versatility. Applications include dust collection systems, air ventilation systems and exhaust systems in woodworking plants.

203.389.9595

www.airhand.com

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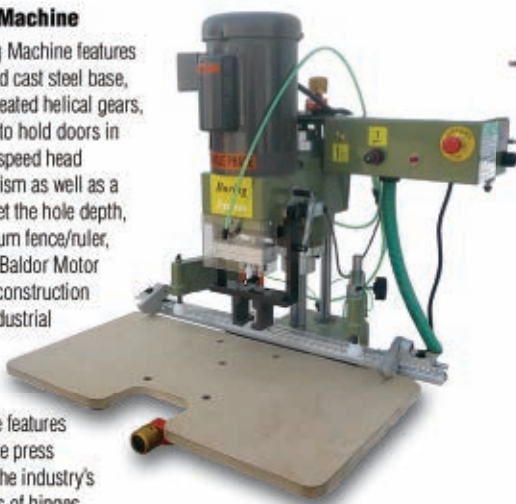
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215.676.7606

**Sternvent Co. Inc. cyclone with hopper**

Sternvent offers a cyclone dust collector with a storage hopper underneath for greater volume of waste storage. The 105-cubic-foot hopper features a 24-inch-square slide gate with a handwheel or pull chain operator that provides easy gravity transfer into a truck or garbage container.

201.488.1146

www.sternvent.com

Murphy-Rodgers Inc. MRZ dust collection system

The MRZ dust collection system from Murphy-Rodgers provides low air flow resistance and high filtration of a wide variety of waste particles. It offers a system of air deflectors that allows even waste distribution into receptacles that come in a variety of configurations, from one to six bags, as well as other disposal methods.

323.587.4118

www.murphy-rodgers.com

Powermatic/WMH Tool Group heavy-duty dust collector

Powermatic has expanded its PM 1900 dust collection series with a heavy-duty 230/460 volt model featuring dual 30-micron cloth filter bags with a 10-cubic-foot capacity that helps reduce bag changes in the shop. It can be used in shops with low ceilings because it is only 92.5 inches high when fully assembled and equipped

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with fabric filter bags and hangers. It can be connected to planers, widebelt sanders and most other stationary power tools.

847.851.1000

www.wmhtoolgroup.com

Festool dust extractor

The CT Mini dust extractor from Festool is lightweight and compact, with a 2.6-gallon capacity. It features a locking brake to prevent accidental movement



and a long, non-kink hose. It provides wet and dry extraction without a complicated conversion.

888.337.8600

www.festoolusa.com

Delta Power Equipment Corp. air cleaner

The AP100 ShopMaster air purifier from Delta Machinery is designed to hang out of the way while significantly reducing wood dust and providing dedicated fluorescent lighting to make detail work more accurate and efficient.

864.231.5888

www.deltamachinery.com



Northtech Machinery wood waste system

Northtech Machinery offers a wood waste processing system, consisting of a horizontal grinder, cyclone plus radial air lock auto waste transfer and briquette press. Volume reduction of up to 10 to 1 is possible. The system fully utilizes wood waste, and provides immediate savings on waste removal and heating expenses.

502.719.0015

www.northtechmachinery.com

www.pennstateind.com



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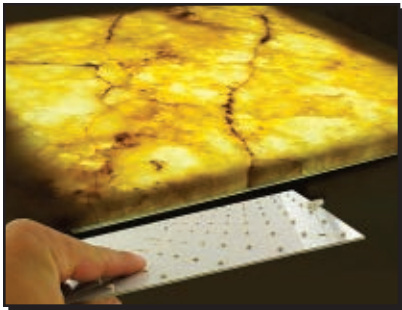
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Outwater Plastics Industries Inc. Tri-Mod LED Backlighting Panels

Outwater Plastics Industries Inc. Tri-Mod LED Backlighting Panels are offered as solder-free, interlocking and connectable prewired panels in six sizes that can be arranged in many configurations. Each panel is constructed of a shatter-proof fiberglass, using dimmable SMD3528 LED chips with a beam spread of 120 degrees each, and provides 720 lumens of light, the company says. The panels are 1/16-inch thick.

800.631.8375

www.outwater.com



Columbia Forest Products MPX hardwood plywood veneer core panels

Columbia Forest Products offers MPX hardwood plywood veneer core panels, featuring yellow poplar crossbands under the decorative face and back, in 4-by-8-foot sheets, in thicknesses from 1/4-inch to 1-inch. Panels contain no added urea formaldehyde, are CARB Phase 2-compliant and may contribute to LEED green building credits, the company says.

800.637.1609

www.cfpwood.com

Northwest Hardwoods hardwood lumber

Northwest Hardwoods manufacture 15 species of kiln-dried hardwood lumber, as well as pallet shook and railroad ties. In addition, Northwest Hardwoods distributes European beech, appearance and structural plywood.

800.553.5345

www.northwesthardwoods.com



Boker's Inc. non-standard star washers

Boker's Inc. manufactures non-standard star washers in more than 2,000 different material options. Outside diameters are available from .5 inches to 6 inches, with multiple inside diameters, a range of thickness options, and internal and external tabs. Boker's says its star washers are designed to increase locking force by resisting torque applied by the nut, preventing it from unscrewing or separating.

800.927.4377

www.bokers.com



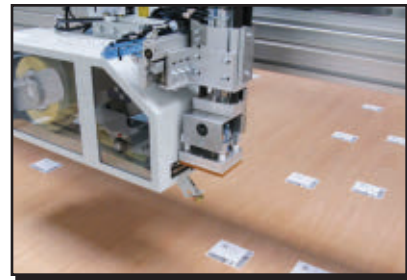
Forrest Manufacturing Co. Inc. Woodworker II ATBR saw blades

Forrest Manufacturing Co. Inc.'s Woodworker II ATBR saw blades are ideal for woodworking, including for box joints, finger joints, tenons and more. Four, 40-tooth blades are offered: 10-inch blades with a

5/8-inch bore can be ordered with a 1/8-inch or 1/32-inch kerf, and 12-inch blades with a 1/8-inch kerf can be ordered with either a 1-inch or 5/8-inch bore. Blades are constructed of C-4 micrograin carbide, the company says.

973.473.5236

www.forrestblades.com

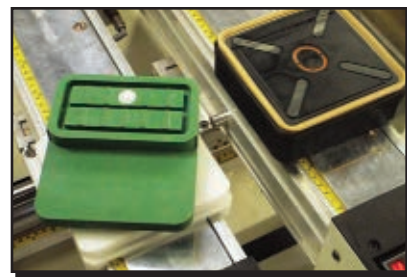


Stiles Machinery Inc. Holzma panel labeling system

Stiles Machinery Inc. offers a Holzma panel labeling system and feed stacking table with integrated in-feed. The saw's program fence is equipped with clamps that can be raised and lowered. The panel labeling system can be used as an add-on, stand-alone solution on all Holzma saws and can also be retrofit.

616.698.7500

www.stilesmachinery.com



Better Vacuum Cups Inc. SCM Routech tubeless vacuum system vacuum cup

Better Vacuum Cups Inc. offers a vacuum cup for the SCM Routech tubeless vacuum system. The cup can rotate without any tools, the company says. The SC2937 series is available in three sizes (full, half and quarter) and two heights.

877.872.2821

www.GreenBVC.com

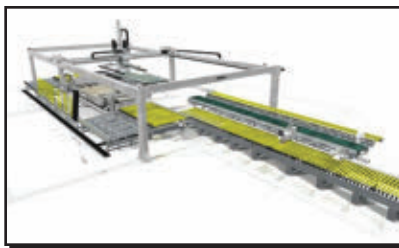


Williams and Hussey Machine Co. Model 154CE moulder

Williams and Hussey Machine Co. says its Model 154CE moulder features a chip extractor to help improve chip waste flow, a wear-resistant and low-friction surface GS-2 guide system, 230 voltage and a feed rate of 11 fpm. The Model 154CE can produce straight, round-top and elliptical mouldings, and comes with a seven-year warranty.

800.258.1380

www.williamsnhussey.com



SCM Group North America Gabbiani CUBO panel saw

The Gabbiani Cutting Unit Batch One CUBO from SCM Group North America is a panel saw with two routing units. The CUBO can be incorporated in a Mahros loading-unloading system controlled by Easy Plan and production wastes/quantity of the off-cuts can be reduced by using Rolling Software with the panel saw, the company says. The panel saw is available with cutting lengths of 3,200 mm, 4,500 mm and 5,600 mm, in widths of 2,200 mm and 2,440 mm.

770.813.8818

www.scmgroupna.com



Elias Woodwork stain collection

Elias Woodwork's stain collection includes a variety of stains for wood. Stain colors include: Amber, Butterscotch, Champagne, Chestnut, Chocolate Truffle, Cordovan, Espresso, Praline, Roasted Coffee Bean, Royal Cherry, Clear Lacquer, Audacity, Natural Stone, Winter Fog, Harvest, Fruitwood, Golden Maple and many more, depending on the wood species. The company offers stains for Bamboo, Oak, Maple, Cherry, Walnut, Beech, Hickory and Alder woods.

800.665.0623

www.eliaswoodwork.com

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479.968.5486

www.arkansaswooddoors.com

**Biesse America Selco WN 7 series**

Biesse America offers the Selco WN 7 series. The line of saws features Selco's Twin Pusher technology.

877.824.3773

www.biesseamerica.com

Conquest Industries MINI 13 in-line boring bench top machine

Conquest Industries offers the MINI 13 in-line boring bench top machine for smaller cabinet shops. The MINI 13 comes with a 3/4 HP, 115 V, 60 Hz. single phase TEFC Baldor motor. The company says the machine can achieve 3,450 RPM. It features 13 spindles with heat-treated helical gears, which can drill 6



left hand and 7 right hand holes, 32 mm apart. Optional accessories include a machine stand, manual foot pedal, 30-inch fence extensions, extra filp stops and hold-down springs.

800.982.1111

www.conquestind.com

AkzoNobel Chemcraft Varicure pre-catalyzed system

AkzoNobel's Chemcraft brand offers the two-part Varicure pre-catalyzed system for wood products. The Varicure system is made of the Varicure Topcoat and its companion sealer, Variseal. The ready-



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to-spray system has low discoloration, and faster sand and stack time, according to the company.

336.841.5111

www.akzonobel.com/industrial



Adams Wood Products Inc. unfinished split cabinet onlays

Adams Wood Products Inc. offers a wide selection of unfinished split cabinet onlays. These are available as stock in four styles and offered in six wood species. The cabinet onlays adjust to fit designs in most applications, the company says.

423.587.2942

www.adamswoodproducts.com



Osborne Wood Products Inc. metal vanity feet

The line metal vanity feet from Osborne Wood Products Inc. offers both modern and contemporary element designs, ranging from modern cubes to cones to scrolls. Finishes include polished stainless steel, brushed nickel and wrought iron. The Durham metal Scroll Foot is made of classic wrought iron and comes in a flat black finish, standing 4 1/2 inches tall. The Du Pont Vanity Leg in brushed nickel and the Madison Vanity Foot are other popular choices.

800.849.8876

www.osbornewood.com



KCD Software Cabinet/Closet Software Suite

KCD Software offers its Cabinet/Closet Software Suite. The software suite includes the Custom Library Creator, which allows designers to save whole components like shelving units, islands and whole kitchens right into a menu for "dropping in" and modifying at a later date. Other features can be added, including the Pricer, Builder and CNC Linker. Each full-version of the software includes free technical support and customer service, KCD says.

508.760.1140

www.kcdsoftware.com

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TaylorCraft Cabinet Door Company offers custom dovetail drawer boxes. Dovetail drawer box options include scooped and tabbed fronts, undermount notching, and bottom placement and top edge choices. The boxes come preassembled and are available unfinished or finished. Box side materials are available in 5/8-inch Select or Natural Maple, or 1/2-inch Baltic Birch. Bottom material options include 1/4-inch Select Maple,

Natural Maple or Natural Birch, or 1/2-inch Select, Natural Maple or Baltic Birch. Additional materials are available by request.

512.352.6355

www.taylorcraftdoor.com**Graco Inc. agitator speed controller**

The agitator speed controller from Graco Inc. uses a closed-loop control that monitors agitator rotational speed and adjusts air flow to maintain constant speed. Applications include drum and tote mixing, batch mixing and storage tank agitation. The controller can be installed on Graco and other competitive agitators.

877.844.7226

www.graco.com/finishing**Laguna Tools IQ CNC router**

Laguna Tools' IQ CNC router is a smaller version of the company's SmartShop technology. Two machines are avail-



able: the IQ HHC and the IQ Pro with a touchscreen interface. Each has a 36-by-24-4-inch working envelope and 2hp liquid-cooled spindles.

800.234.1976

www.lagunatools.com**Castle Inc. CSI-Next**

CSI-Next is Castle Inc.'s automated solution for pocket joinery and screw insertion. The company's Screw-In-Pocket technology cuts a screw pocket, drills a low-angle pilot hole and inserts a screw below flush in about two seconds, according to the company. CSI-Next



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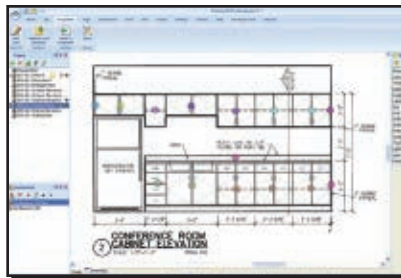
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SSI offers Pentadecor 3D laminate films, from Klöckner Pentaplast. Featuring "Best in Class" high quality 3DL to North

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TradeSoft PlanSwift Takeoff ProjectPAK plug-in

TradeSoft and PlanSwift offer Takeoff ProjectPAK plug-in software. Using the embedded plug-in, items are pulled directly from the ProjectPAK database, eliminating the need for maintenance on

two takeoff databases, the company says. As items are taken off, they are color-coded and accounted for, with automatic highlighting of differences in the original and revised plans. When finished, the plug-in automatically sends the takeoff from PlanSwift back to ProjectPAK.

770.579.9096

www.tradesoftinc.com



Drawer Connection Inc. doweled drawer boxes

Drawer Connection Inc. offers doweled drawer boxes. The company says that its doweled drawer boxes meet AWI Premium grade specifications.

480.917.4887

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Stamping brochure

Boker's Inc. offers its complimentary 2012 Stamping Brochure and Industry guide, an eight-page

resource detailing the company's metal stamping capabilities. The brochure highlights Boker's manufacturing capabilities and serves as a quick-reference guide with Base Elements chart, gauge Decimal Equivalents chart, a glossary of industry terms and more.

800.927.4377

www.bokers.com



Dust and fume collection catalog

Air Handling Systems' free 2012 dust and fume collection catalog is a 32 pages. It contains informa-

tion on the company's industrial-grade fittings, spiral pipes and flexible hoses.

800.367.3828

www.airhand.com



TaylorCraft Cabinet Door Co. product catalog

TaylorCraft Cabinet Door Co.'s

color product catalog includes the company's full product offering and detailed profile drawings of doors and product photos. The catalog can be downloaded from the company's website and a hard copy may also be requested.

866.585.7623

www.taylorcraftdoor.com

Grizzly 2012 catalog

Grizzly Industrial Inc.'s 2012 catalog is aimed at woodworking and metalworking operations. The free catalog includes product photos and descriptions of Grizzly's tooling offerings.

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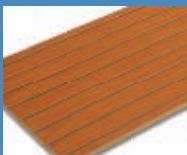
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Tri-Mer line card

Tri-Mer's line card describes updated air pollution control technology. The literature discusses UltraCat catalyst-embedded filter system, the Cloud Chamber Scrubber, the Tri-Nox Scrubber, Whirl/Wet Dust Collector and Packed Bed Fume Scrubbers, and the Tri-Flow Filter System.

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Gold Series cartridge dust and fume collector brochure

The eight-page Gold Series cartridge dust and fume collector brochure includes installation photos, application information, features and benefits of the dust collector modules and cartridge filtration system, and schematics of the different models offered. It also describes numerous options available for fire and explosion protection, contain-

ment of toxic dusts, air recirculation downstream of the collector, and other special safety and performance requirements.

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Klingspor 2012 woodworking catalog

The 2012 woodworking catalog features Klingspor's full range of abrasive materials for wood products manufacturers,



including belts, discs, sheets, rolls, specialty abrasives and tools, as well as reference information for all facets of woodworking. The full-color catalog is available upon request.

828.322.3030
www.klingspor.com



Domain Industries wholesale catalog

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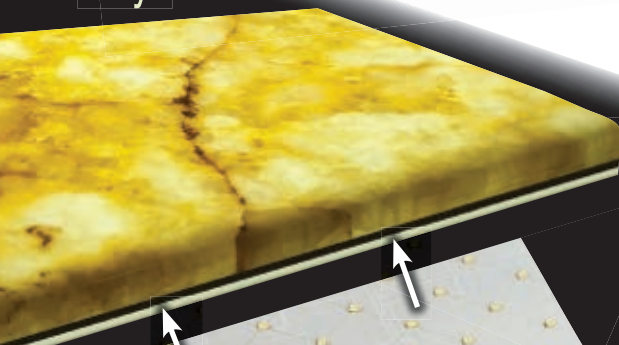
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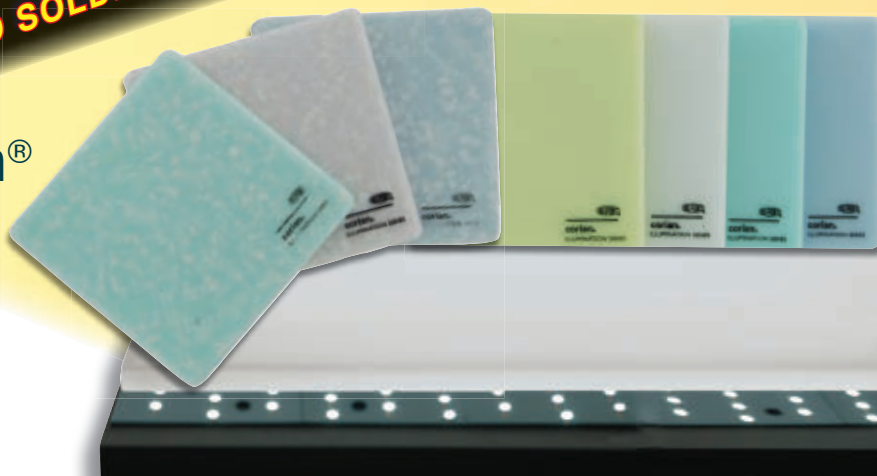
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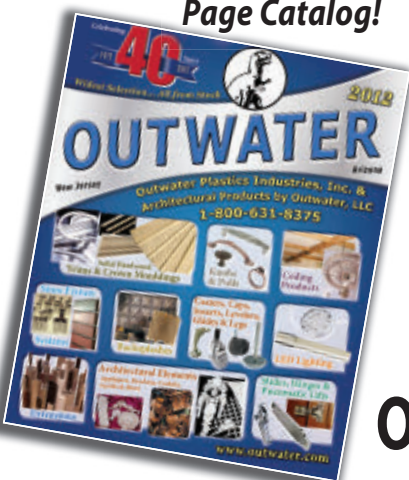
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Corporate headquarters

CCI Media LLC
P.O. Box 470, Fort Atkinson, WI 53538
414 807 3540

Sales team:



Publisher/President Tim Fixmer
P.O. Box 470
Fort Atkinson, WI 53538
414 807 3540
tim.fixmer@ccimedia.net



Market Manager Rob Roszell
New England, Mid-Atlantic,
Southeast, E. Canada
P.O. Box 3500
Chapel Hill, NC 27515
919 967 0460, fax: 866 825 2003

rob.roszell@ccimedia.net



Regional Manager

Lee Kulbarsh
West, Southwest, Midwest
3400 Woodland Way
Carlsbad, CA 92008
760 720 0333, fax: 760 720 1333

lee.kulbarsh@ccimedia.net

Europe Sales Anthony Rochman

4 Gunton Rd.; London, E5 9JS
+44 208 880 8485, fax: +44 208 880 0859
mobile: +44 793 915 1592
anthonyrochman@btinternet.com

Taiwan, Hong Kong, China Sales Robert Yu

Worldwide Service Co., Ltd.
11F-B, No. 540 Wen Hsin Rd., Section 1
Taichung, 408, Taiwan
886 4 2325 1784, fax: 886 4 2325 2967
sales@wwstaiwan.com

Subscriptions: www.CabinetMakerFDM.com or contact customer service at +1.800.869.6882 or +1.763.746.2792. Business and occupation information must accompany each subscription order. Single copy price US\$14.00 unless otherwise marked. Change of address: Give both old and new address when reporting change of address to CFDM@KMPSGROUP.COM or fax to +1.866.658.6156

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Osborne table legs

Outsourced furniture parts are a great illustration of the build-or-buy proposition.

This space is usually reserved for a discussion of some new tool or widget that could help you be more efficient in your shop. This time I want to talk about a different kind of tool that's as much process as product.

Osborne Wood Products sent me some sample furniture legs to give a try. I decided to include them in a butcher block table project, using maple offcuts from my shop for the butcher block. The whole process got me thinking about outsourcing and the whole build-or-buy conundrum that seems to afflict small shops. But before we get into that, let's talk legs.

About the legs

The four maple legs I received came very well packed both with shrink wrap and heavy-duty padding material made from perforated cardboard. The legs were flawlessly finish sanded and ready to go, so all I had to do was add whatever joinery was necessary to include them in my project. In this case, I used Festool Domino loose tenons to join the legs to aprons and feet. Metal brackets were used to attach the butcher block top.

Build or buy?

Using outsourced legs saves lots of manufacturing time and it begs the question of why not outsource more? I know many custom woodworkers who have a problem with outsourcing, feeling it is somehow dishonest for them not to make every part of every piece



This butcher block table was made with four maple legs from Osborne Wood Products and a butcher block top made from shop offcuts.



Will Sampson discusses the build-or-buy discussion related to the making of this table.

that leaves their shop. But the reality is almost everybody outsources something. You probably don't forge your own hardware or lay up veneers to make plywood.

I could have also outsourced the butcher block top instead of doing the very time consuming cutting and glue-up, all so I could use up a bunch of offcuts. (I had to laugh when Gero Sasenberg sent in his column for this issue, talking about throwing away offcuts!)

Every shop has to find its own

comfort level, but using high quality outsourced products like these Osborne legs in no way cheapens the quality of a custom piece. Outsourcing like this allows you to potentially serve more customers with the same time and resources and it might even free up your shop for more profitable work.

Think about it.

For more information on the whole catalog of Osborne Wood Products, visit www.osbornewood.com. ◀

✚ To see a discussion about this table and outsourcing watch our video on your smart phone or www.CabinetMakerFDM.com/85986.html. If your phone has a Web browser and camera, download the free app at <http://qrcode.kaywa.com/> and scan over this barcode.



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Corporate headquarters

CCI Media LLC
P.O. Box 470, Fort Atkinson, WI 53538
414 807 3540

Publisher/President Tim Fixmer
tim.fixmer@ccimedia.net 414 807 3540

Editorial Team

Magazine Editor William Sampson
will.sampson@ccimedia.net 203 270 0025

Online Editor Karl D. Forth
karl.forth@ccimedia.net 815 966 5416

Copy Desk Team

Managing Content Editor Tara Leitner

Community Manager/
SEO Editor Kathleen McLaughlin

Contributing Editor, Daily Brief Rachael Turski

Contributing Writers Jim Lewis, Art Raymond,
Gero Sassenberg, Gene Wengert

Art/Production Team

Senior Art Director Elizabeth Crosby

Production Director Bill Spranger
bspranger@wattnet.net 815 966 5428

Advertising Production
Coordinator Connie Miller

Sales Team

Market Manager Rob Roszell
*New England, Mid-Atlantic,
Southeast, E. Canada*
rob.roszell@ccimedia.net 919 967 0460

Regional Manager Lee Kulbarsh
West, Southwest, Midwest
lee.kulbarsh@ccimedia.net 760 720 0333

Sales Associate Ginny Stadel, *Classified*
gstadel@wattnet.net 815 966 5591

Europe Sales Anthony Rochman
anthonyrochman@btinternet.com
+44 208 880 8485

Taiwan, Hong Kong, China Sales Robert Yu
sales@wwwtaiwan.com 886 4 2325 1784

To order reprints contact **FosteReprints**
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Even in our digital age, with hundreds of websites and information sources, nothing beats a live event.

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When we're visiting their shop, people often point something out.

"Yeah, I was at IWF last time and we were about to leave, and then I saw this."

If they weren't on site, they would never have seen it.

We advise show attendees (See our "Tips for Attendees") to plan ahead to get the most out of the show exhibits and the seminar schedule. If you plan carefully, you can get a lot out of a few days at a big event like IWF 2012.

But you can't plan everything.

You might see something on the show floor that would be a great problem-solver for your business. Something unexpected and unplanned. You may learn something you hadn't thought about in an educational seminar, or even gotten an interesting perspective from another attendee over lunch.

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You can buy songs available for immediate download, and still buy music CDs, but a live event still rocks.

Atlanta native Tommy Roe sang "Everybody," perhaps suggesting the potential audience for IWF 2012.

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IWF 2012 will once again feature many of the largest woodworking equipment companies in Atlanta.

Major woodworking companies confirm that they will exhibit at IWF in Atlanta Aug. 22-25.

In the space of a few days many of the largest woodworking equipment companies announced they will exhibit at IWF 2012.

Most recently, Biesse confirmed to CabinetMaker+FDM that the equipment company is planning to exhibit at the IWF exhibition Aug 22 to 25.

Engaging the customer

Earlier, Stiles Machinery announced the company will be exhibiting at IWF. The company will exhibit woodworking machinery that can help manufacturers increase capacity to meet growing product demands, following the Stiles theme of



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"Do More with Less." With approximately 15,000 square feet of space, Stiles says it will be the largest exhibitor at IWF 2012.

"Because customers now expect new products with more features, at lower costs, and faster than ever, manufacturers must also reinvent how they deliver goods and support their customers for the entire product lifecycle," said Stephan Waltman, vice president of marketing and communications. "Our approach must embrace consultative selling where we engage the customer in a holistic process that encompasses the complete solution, a total production solution, and brings real value to the process."

"We are excited to connect with the industry again in Atlanta after skipping the 2010 show due to the low economic conditions which were present in the U.S. during that time period," Waltman said. "IWF has been a proven sales platform for decades and we look forward to meeting many customers at the 2012 show."

Current technology

SCM Group North America will also exhibit machinery for the woodworking industry at the Atlanta exhibition. The company will display entry-level machines to advanced technology in panel processing, solid-wood manufacturing, plastic manufacturing and production of non-ferrous metals.

"As the economy is starting to rebound, now is the time for our industry to position itself at a more competitive level by reducing manufacturing costs while increasing flexibility and

production through technology. What better place to see current technology than IWF," said John Gangone, president.

Demonstrating advancements

Weinig and Holz-Her have also announced they will exhibit at IWF.

"Since the Weinig Holz-Her merger in 2010, our two companies have formed a powerful integrated operation to serve the industry, and the IWF exhibition offers a tremendous opportunity to demonstrate the unique advancements in technology and innovation that will make our customers more competitive" says Jason Howell, president of Weinig and Holz-Her.

The Weinig Holz-Her booth will display a full line of equipment for both solid wood and panel processing and will introduce contemporary manufacturing technology to meet today's business demands.

"Experience the Next Level" will be the Weinig Holz-Her theme for the show, highlighting the ability for the industry to better react to the challenges of today's business demands such as the flexibility to handle short runs and custom orders, and improve lead times.

The Weinig Holz-Her booth will include the new Weinig lineal moulding cell, an integrated manufacturing management system that can also be viewed in the below animation.

IWF 2012 will take place Aug. 22-25 at the Georgia World Congress Center. For more information on IWF 2012, please visit www.iwfatlanta.com. ◀

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WMIA, WMMA sign deal to own IWF

The Woodworking Machinery Industry Association, the Wood Machinery Manufacturers of America and the American Home Furnishings Alliance jointly announced May 2 that they have entered into an agreement for the purchase of AHFA's ownership interest in the International Woodworking Fair by WMIA and WMMA. The transaction is expected to close late this year following IWF 2012. In addition, WMIA and WMMA announced that they have entered into a new partnership agreement for the management and ownership of IWF.

The year 2012 signifies a long and formidable joint-venture partnership between the AHFA, WMIA and WMMA for IWF. For the past 30 years, the three associations have jointly operated one of the most successful trade shows in North America. The agreements confirm the intentions of the three associations to solidify the ownership and operation of the Western Hemisphere's largest woodworking equipment trade fair, and their commitment to the woodworking industry as a whole.

"We believe that IWF is an important part of the continued success of the woodworking industry," said WMIA president, John Henderson. "Our decision is not only good for the thousands of woodworkers in North America and abroad who attend IWF but also for the numerous companies that produce machinery, cutting tools and various supplies and exhibit at IWF."

"The IWF is an important event that allows

woodworkers the opportunity to see the suppliers they purchase their machinery and other products from - and ask them direct questions," explained WMMA president, Mark Chappell. "Attendees also see first hand new technology in action and new equipment being introduced to the marketplace, all in one location."

The IWF has a long history of bringing thousands of people together to share ideas, develop initiatives and witness the world's best woodworking products. "AHFA has enjoyed a long and productive partnership with the WMMA and WMIA. We know IWF will continue to be a vibrant and relevant event

under their joint ownership," stated AHFA vice chairman and IWF board member, Wyatt Bassett.

The IWF fair will carry on the tradition set in place by the original three associations and yet change to answer the needs of today's marketplace. The WMIA and the WMMA are excited about the future of the IWF, ready to join forces and are initiating plans to expand the size of the show for the betterment of the global industry. <



WMIA president, John Henderson, left, and WMMA president, Mark Chappell, announce pact to own IWF.



WMIA president, John Henderson, signs papers related to deal for the WMIA and WMMA to own IWF.

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Web site: www.iwfatlanta.com

Phone: 404-693-8333

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The International Woodworking Fair has announced several discount programs for the 2012 IWF Fair. These offers will allow exhibitors and buyers to receive the best deal on booth packages, housing, dining and attractions during the fair.

"This is an opportunity for those who plan ahead to secure a great deal on exhibiting and attending," says Michael Burdis, IWF 2012 chairman and president of James L. Taylor Manufacturing Co.

Over 680 exhibitors have contracted for exhibit space occupying 351,000 net square feet.

Exhibitors will be able to save on electric, drayage, exhibit space and more. See more information in the IWF Exhibitor Packages /exhibitors/Exhibitor Discounts

Also, IWF and the Atlanta hospitality community are working together to create the IWF Atlanta Hospitality Program to enable exhibitors and attendees to save throughout the city. New for IWF 2012 is the Drive and Save Program, International Visitor Hotel Packages, and Deal of the Day.

"We continue to work hard to not only make 2012 one of the best IWF Fair's but also the most affordable for our exhibitors and buyers," added Burdis.

The Cabinetmakers Association will be offering certification sessions for the first time at IWF. Attendees can buy one symposium and receive one free session, and or buy one educational session with the second one discounted 50 percent. ◀

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Quotes taken from FDM Magazine article "Saw blade cuts downtime".

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IWF 2012: Tips for attendees

How do you get the most out of IWF 2012?

Here are a few ideas.

What's your plan for IWF? Here are some suggestions to get started.

IWF is a large trade exhibition. Planning ahead is essential. Make a list of which exhibitors you want to see. Address your most important needs first. This should be your first task, before leaving home. It's better to have a plan and change it than to have no plan.

» **Check the exhibitor list in this planner** or online at www.iwfatlanta.com.

» **Register ahead of time.** This might save you some time, especially if you arrive at the opening of the show. You can register at www.iwfatlanta.com, by phone, or even by mail.

The show is Wednesday, August 22 to Saturday, August 25, 2012. New show hours are 8:30 a.m. to 5 p.m. the first three days, and 8:30 a.m. to 4 p.m. on Saturday.

The Georgia World Congress Center is located in downtown Atlanta at 285 Andrew Young International Blvd. It is within walking distance of downtown hotels, and can be reached via cab or MARTA, Atlanta's rapid transit system. Shuttle buses will take attendees from many of the downtown hotels to the GWCC. Shuttle buses will also connect many Midtown hotels, about three miles away. Additional hotels are available around the airport, south of downtown, and the Buckhead area, about seven miles north of the GWCC.

» **Can I drive?** Sure. There are enough parking lots to handle most comers (about 3,000 spaces near the GWCC). Try not to arrive or leave during rush hour.

» **Should I wear comfortable shoes?** Yep. And comfortable clothes, too. Khakis and a dress shirt



are what most people will be wearing. Expect it to be hot outside.

» **Study your list and the show guide, and move through the aisles.** You want to see as much as you can. Stop and talk to the people in the booth. If you're a woodworker, they definitely want to talk to you. Ask them about their product or service. Tell them about a problem that you're having. Listen.

» **Cover the companies that are most important to you, taking notes as you go.** Once you've moved through the companies on your list, you can walk up and down the aisles and stop wherever you see a display that interests you.

Try to plan your visits so you're not going back and forth between Hall A and Hall B, or from one end of Hall B to the other.

Even though your list of products and problems in your business should be your priority, experienced attendees often tell us of the useful tool or accessory they saw at the show but did not know about previously.

» **Include someone from your team who has never been to the show before.** They'll probably welcome the opportunity to travel, and their experience can give others a fresh perspective.

Sometimes exhibitors are interested in selling a machine displayed at the show rather than shipping it back to their main office. This is more common than you might think. We've heard of good

deals being had. It doesn't hurt to ask.

» **Look over the list of the Technical Conference Sessions and see which are the most useful for your business.** An ideal show experience would be to combine the exhibit floor time and include several educational sessions.

The day before the show starts, Tuesday, August 21, there are all-day symposiums on finishing, door and window manufacturing trends, the closet market, and countertop options.

During the show itself educational sessions include regulatory issues, business strategies, marketing plans, shop automation, training and certification, lean manufacturing, financial management and many others.

» **Be sociable.** You're in a place with thousands of other woodworkers. Say hello to the guy next to you in line. You might have a lot in common.

» **The companies involved in the Challengers Awards are worth a look.** You can learn the finalists before arriving at the show, and see the actual winners. These developments represent some of the most important in woodworking technology.

» **Plan carefully, but leave some time for fun.** Downtown Atlanta has many more attractions than even a few years ago. A dinner with friends in the industry or other woodworkers who have similar companies can be a special event. <

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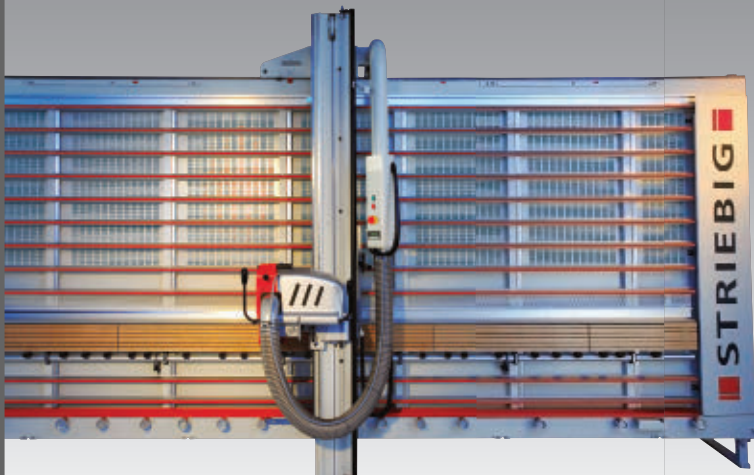


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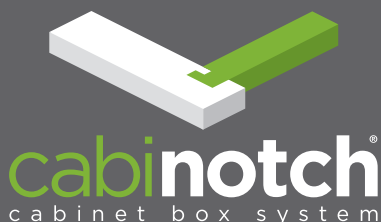
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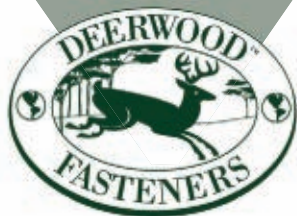
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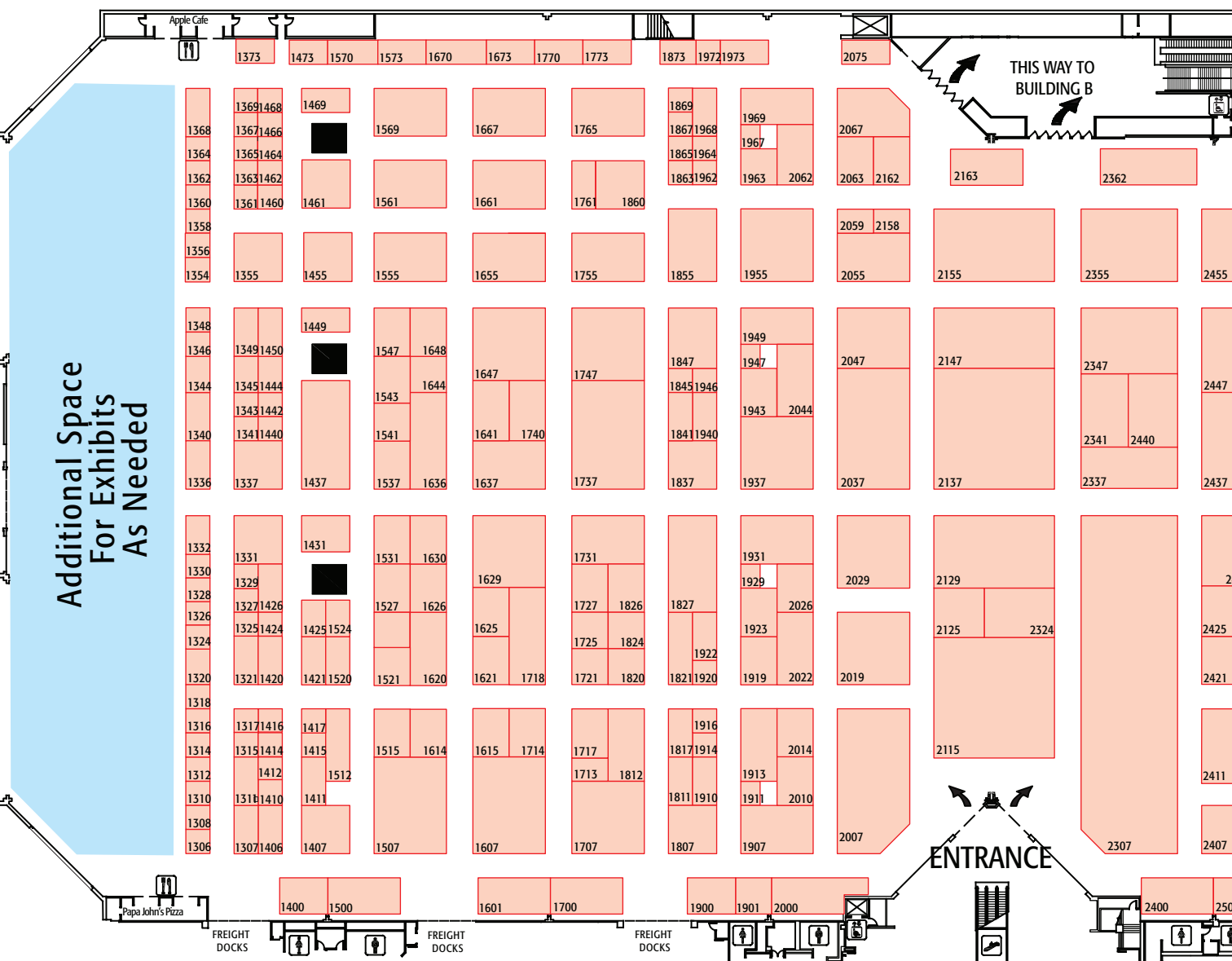
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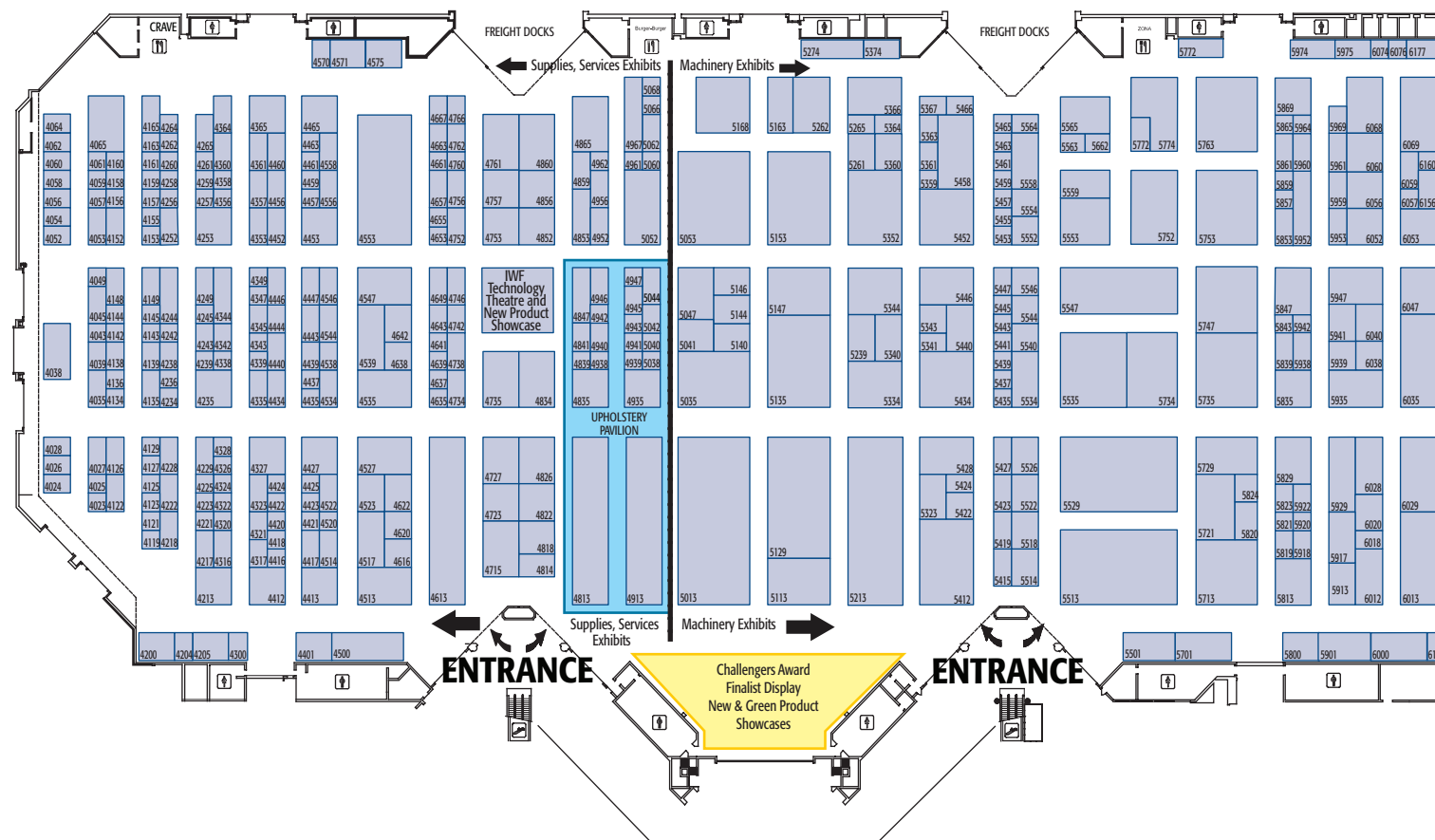
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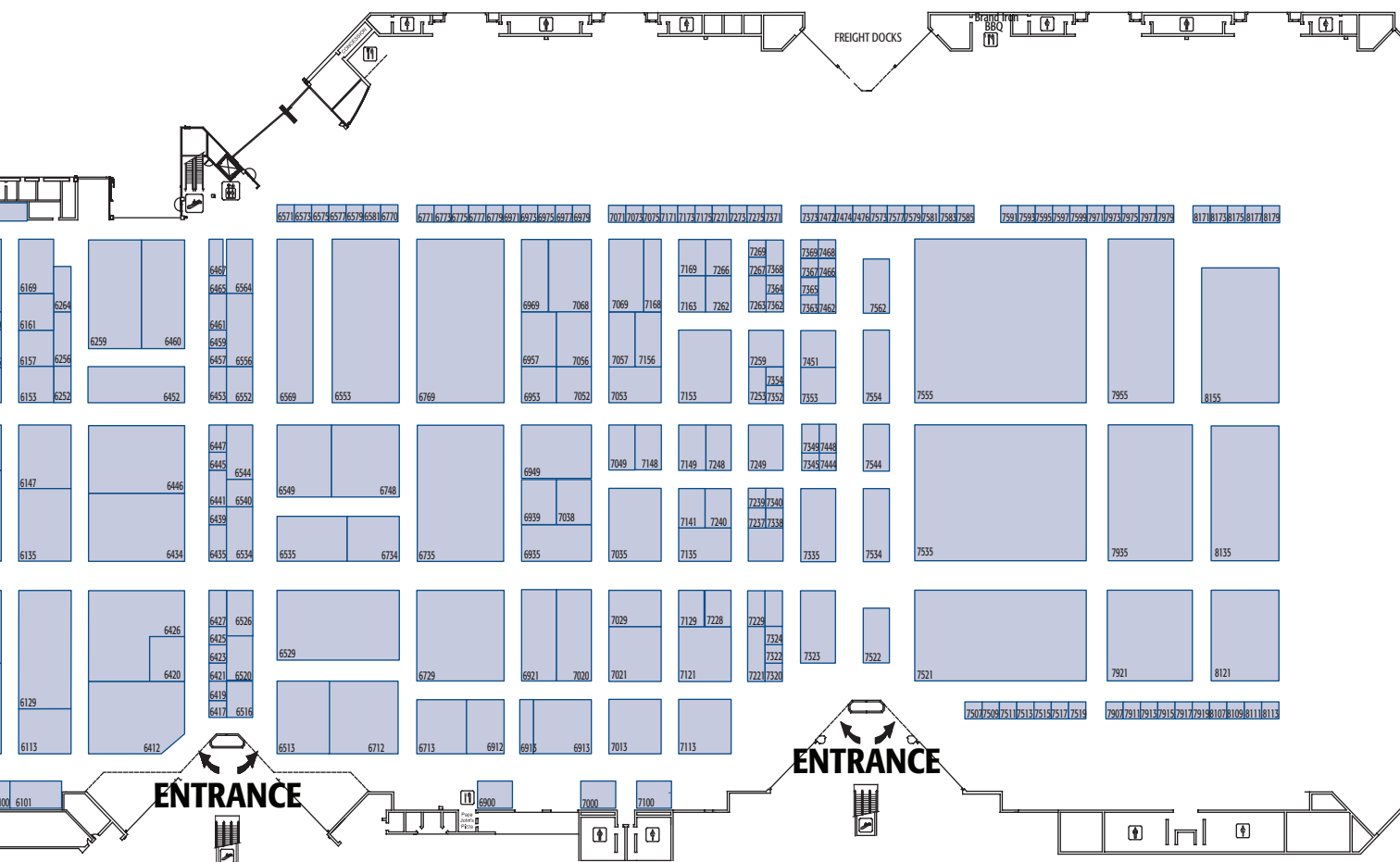


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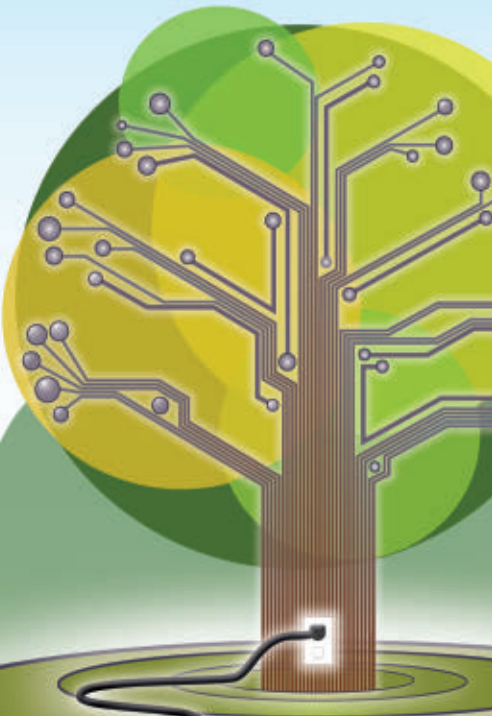
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Educational opportunities abound at IWF

Symposiums and stand-alone sessions offer wide opportunities for expanding professional, technical and business skills, adding huge value to the trade show experience.

One of the best reasons to attend the International Woodworking Fair this year is the opportunity for education. Long known for the high-value education sessions it offers, IWF this year is offering wide-ranging sessions on an extensive array of topics. And to maximize education options, programs are organized in both multi-class symposiums and single stand-alone sessions.

All of the programs and sessions feature top experts from throughout the woodworking, furniture and cabinet

Top technical experts share their expertise in IWF symposiums and educational sessions.



industry. That gives you face-to-face contact with a level of expertise you might not be able to find easily in your home town.

Symposiums offer depth and breadth

If you want to get an in-depth view of a subject in a short time, there is no better way than to attend one of the symposium offerings at IWF. Typically each symposium offers a panel of experts teaching a full day of sessions on a number of related topics. Symposiums are available on finishing, door and window manufacturing, countertop business, and custom closets. The programs are scheduled on Tuesday, August 21.



You can choose from in-depth symposiums to detailed stand-alone education sessions, but they all offer expert advice from leaders in the industry.

Here's a list of topics and times on the schedule:

- » **Regulatory Issues Affecting the Furniture Industry - What's New and What's Coming Soon (FAU1);** Bill Perdue, VP of Regulatory Affairs; AHFA; 8/23/2012; 9:00 a.m.-11:00 a.m.
- » **The ECO3-Home and How Foam Fabric and Frame Components Fit Into This Home Concept (FAU2);** Bill Perdue, VP of Regulatory Affairs; AHFA; 8/22/2012; 1:00 p.m.-3:00 p.m.

- » **Re-Shoring and Case Studies (FAU3);** Harry Moser, Founder: Re-Shoring Initiative; Clay Walden, Director-Center for Advanced Vehicular Systems Extension: Mississippi State University; Allen Greenwood, Professor-Department of Industrial & Systems Engineering: Mississippi State University; 8/22/2012; 9:00 a.m.-11:00 a.m.
- » **Business Survival and Growth (BMG1);** Davis Woodruff, President: Management Methods, Inc.; 8/22/2012; 9:00 a.m.-10:30 a.m.

- » **From Strategy to Results (BMG2);** Davis Woodruff, President: Management Methods, Inc.; 8/22/2012; 1:00 p.m.-2:30 p.m.
- » **Business Strategies for a Changing Market (BMG3);** Steve Lawser: WCMA; Sean Benetin, President: Millwork & More, LLC; Kent Gilchrist, President: Fremont Interiors, Inc.; Donald O'Hara President & CEO, Northway Industries, Inc.; 8/22/2012; 9:00 a.m.-10:30 a.m.

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EDUCATIONAL OPPORTUNITIES

Here's more about selected symposiums:

From Low Tech to High Tech - The Finisher's Guide to Perfect Results

This program is a four-session all day class covering sanding, color, VOC and NESHAP regulations and ending with a hands-on spray operator training. Sessions include Sanding/Surface Preparation with Diane Shattuck; Dealing with Color with John Howell; Complying with

VOC Regulations with David Jackson; and NESHAP and Spray Operator Training by Phil Stevenson.

Door and Window Manufacturer Symposium: Getting Lean, Green and Keeping up with Market Trends

This four-session all-day class covers lean manufacturing, green guidelines, a market update and marketing advice for door and window manufacturers and suppliers. Sessions include: Lean Manufacturing; Green Guidelines for manufacturing and advertising claims;

Market Update forecasting for wood industry and door and window market specifically; Marketing Your Company - how to make your company stand out from the rest.

Exploring Countertop Options: Turning Opportunity into Profit

Presented by the International Surface Fabricators Association, this one-day program is designed to provide a wealth of information to both established countertop fabricators, as well as cabinet-makers and casework providers who are

Symposium schedule/continued

» **Recruiting, Retaining, and Managing an Age-Diverse Workforce (BMG4);** Phil Bibeau, Executive Director, WPMA; Mike Finn, Executive Recruiter: Century Personnel; 8/24/2012; 1:00 p.m.-3:00 p.m.

» **Moving From Residential to Commercial Woodwork (BMG5);** Rick Thaler: President, OGB Architectural Millwork; 8/23/2012; 1:00 p.m.-2:30 p.m.

» **Working Local and Regional Markets for New Sales of Cabinets, Furniture, and Millwork (BMG6);** Harry Watt, Business Improvement Specialist, NCSU; Jon Benson, Vice President: Hale Manufacturing; Charlie Griffiths, President: Vigilant, Inc.; Mark Goldman, President: Pennville Cabinet Company; Rick Lawson: Natural Capital Investment Fund; Kyle Edwards, President/Owner: The Sawmill, Ltd.; 8/22/2012; 1:00 p.m.-2:30 p.m.

» **Financial Management / Money Matters (BMG7);** Greg Heuer, CSI: AWI; Scott Nelson, President: Woodwork Career Alliance of North America; Bruce Spitz, President: Classic Millwork & Products; 8/23/2012; 1:00 p.m.-5:00 p.m.

» **Wood Properties and Identification: What You Need to Know (BMG8);** Amy Garrard, Assistant

Professor, Franklin Furniture Institute; David Jones, Assistant Extension Professor-Department of Forest Products: Mississippi State University; 8/22/2012; 1:00 p.m.-3:30 p.m.

» **Wood Protection for the Forest Products Industry (BMG9);** Amy Garrard, Assistant Professor: Franklin Furniture Institute; Shane Kitchens, Assistant Professor- Department of Forest Products: Mississippi State University; 8/23/2012; 9:00 a.m.-11:00 a.m.

» **Back to Basics: How to Write a Marketing Plan (MKT1);** Philip Zaleon, Owner: Z promotions & design, Inc.; 8/23/2012; 9:00 a.m.-10:30 a.m.

» **Reaching Today's Customers at the Buying Moment (MKT2);** Philip Zaleon, Owner: Z promotions & design, Inc.; 8/23/2012; 1:00 p.m.-2:30 p.m.

» **7 Rules for Great Web Content (MKT3);** Ralph Bagnall, Senior Consultant, ConsultingWoodworker.com; 8/24/2012; 9:00 a.m.-11:00 a.m.

» **Systems for Sales: Using Software for Sales Success (MKT4);** Rick Hill, President: Woodreps.com; 8/24/2012; 1:00 p.m.-2:30 p.m.

» **How to Use Dyes (MFG1);** Mitch Kohanek, Instructor : DC Tech

College; David Smith, President: Fresh Air Finishers; 8/24/2012; 1:00 p.m.-3:00 p.m.

» **Color Matching (MFG2);** Mitch Kohanek, Instructor, DC Tech College; David Smith, President: Fresh Air Finishers; 8/24/2012; 9:00 a.m.-11:00 a.m.

» **Lean Manufacturing and the Theory of Constraints (MFG3);** Bob Buckley, President: True 32 Custom Cabinetry; 8/24/2012; 9:00 a.m.-10:30 a.m.

» **Lean 2.0 - Workplace Organization on Steroids (MFG4);** Jim Lewis, Principal : The Center for Lean Learning; 8/23/2012; 1:00 p.m.-2:30 p.m.

» **Automating Your Shop: What Comes First? (MFG5);** Kevin Ward, Owner, A Ward Design; Eric Ward, Consultant, A Ward Design; 8/23/2012; 9:00 a.m.-10:30 a.m.

» **Mass Customization (MFG6);** Urs Buehlmann, Associate Professor, Virginia Tech; Russ Kahn, Product Manager: 2020 Technologies; Charles Griffiths, President, Vigilant, Inc.; 8/22/2012; 1:00 p.m.-3:00 p.m.

» **Increasing Lumber Yield With ROMI (MFG7);** Urs Buehlmann, Associate Professor, Virginia Tech; R. Edward Thomas, Research Computer Scientist, USDA Forest Service, Northern Research

exploring best practices for resourcing within the countertop market. Presenters include owners of successful countertop and architectural millwork companies who are well versed in the technology, techniques and business requirements of countertop operations. The session will cover residential and commercial operations, and encompasses information on a variety of countertop materials. It includes discussions on materials, machinery, outsourcing vs. in-house fabrication and countertop trends.

Station; Timo Grueneberg, Postdoctoral Research Associate: Virginia Tech; 8/24/2012; 1:00 p.m.-3:00 p.m.

» **How to Specify Engineered Hardwood Products (MFG8);** Kip Howlett, President : HPVA; Alan Hubbard, Face Sales Manager: Veneer Technologies; Richard Poindexter, Specialty Products Manager: Columbia Forest Products; Brian Sause, HPVA Director of Standards-Certification and Testing: HPVA; 8/22/2012; 9:00 a.m.-10:30 a.m.

» **Leapfrog from Laminate to High End Concrete (NBS1);** Lane Mangum, VP Business Services: CCI; Jeffrey Girard, President: Concrete Countertop Institute; 8/24/2012; 9:00 a.m.-10:30 a.m.

» **Training, Standards, and Certifications in the Industry Today (NBS2);** Karl Forth, CabinetMakerFDM; Scott Nelson, President: Woodwork Career Alliance of North America; Dave Grulke, Executive Director: Cabinet Makers Association; Patrick Molzhan, President: WoodLINKS USA; 8/23/2012; 9:00 a.m.-11:00 a.m.

» **Working With Designers & Architects (NBS3);** Joe Knobbe, Board of Directors , CMA; 8/23/2012; 1:00 p.m.-2:30 p.m.

Closets – Your Niche for Growth

Members of the Association of Closet and Storage Professionals, experts with years of background in the industry, will share their extensive knowledge with those looking to build on this niche or break into it during this all day symposium. There will be a focus on managing just-in-time delivery, short work cycles and customer expectations as they relate specifically to the closet business. You can also expect this seminar to give you specifics about space planning, and giving you the knowledge to meet the customer demand for better space.

Education sessions for every interest

With everything there is to do and see at the IWF show, many attendees don't have time for a full day of a symposium, but they shouldn't pass up the great educational offerings in the stand-



Attendees in the know have long rated the education sessions at IWF as one of the best values of attending the show.

alone education sessions that occur throughout the show.

Typically, the sessions cover 1-1/2 to two hours and feature expert speakers ready to provide up to the minute information targeted at a specific area of interest. You can get detailed information about all the sessions at <http://www.iwfatlanta.com/education/educationhome>. ◀

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Past Challenger Award winners move ahead

Now you know...the rest of the story.

You've seen the Challengers Award competition for woodworking products at past IWF exhibitions and perhaps have attended the ceremony. Here is the rest of the story for a few selected recent winners.

One of the 2010 winners, the Benz reciprocating knife cutter RCK1, has had better than expected sales considering the economy for the last two years, according to Bob Barone of Benz, Inc.

Reciprocating knife cutter

Barone says that companies that use a large amount of different materials,

such as RV, boatbuilding, and exhibit manufacturers, have found good application for this technology.

Its small-radius applications have proven to be useful for carpet installations in boats and RV's. "The manufacturers will digitize the carpet shape and cut it with the RKC-1," he says. "This eliminates a huge amount of labor as it was all hand-fit before. Yacht builders also like the ability to cut custom logos and boat names into the carpet for that little added touch.

"We are set to launch two brand-new products before IWF this year. The Turbo

Floating Unit and the Solidfix quick change system. It will definitely be an exciting show for Benz. See www.benz-inc.com for more information.

Dust-free nesting

The Aerotech System has been successful for FS Tool & FS Curing, Frank Horvath of FS Tool Corp. told *CabinetMaker+FDM*. The product line, which won at IWF 2008, continues to expand with new models. Customers have been satisfied with the benefits of dust-free nesting. Horvath says the benefits include increased feed-rates (greater than 20 meters per minute), improved tool life and reduced post-cycle clean-ups. The Aerotech System's ability to reduce combustible dust and improve the work environment's air quality are also important benefits.

Horvath says the most frequent applications have been institutional furniture and cabinet manufacturing. These two applications seem different but they have

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Benz reciprocating knife cutter was a winner in 2010.

a common thread, key decision makers are focused on eliminating dust from their production cycle. For cabinet manufacturers, many of whom employ five to 10 people, the owners are on the shop floor and often are directly involved with their CNC router. "They don't want dust in their shops because it wastes time, increases their machine's maintenance requirements, and poses a health concern," he says.

For the large institutional furniture manufacturers, cycle times are critical and eliminating an entire stage of production is can be very profitable. The Aerotech System also solves a dilemma that CNC routing has brought into their facilities by helping to manage dust produced by a 3/8 or 3/4-inch kerf, where previously it was less than 1/8-inch.

As for new developments, Horvath says that FS Tool will be launching several new products at this year's IWF



Challengers Award winners from IWF 2010.

» The Benz reciprocating knife cutter RCK1 uses a standard spoil board to hold work material. The unit can cut veneers, leather, fabric and other materials. The knife cutter is available to fit any models that have a "C" axis. Similar to a jigsaw, very small radiuses can be cut. Benz Inc. www.benz-inc.com.

» The Binks MX Series of pumps support one or two-gun spray finishing in air assist airless applications. MX pumps operate at 12:1 and 32:1 ratio delivering 0.4 or 1.2 GPM at 60 cycles per minutes. The pumps feature a responsive

air motor and fluid section combination that can help reduce rejected parts. Binks, DeVilbiss. www.binks.com (Now Finishing Brands).

» The ETP Cubit is an adjustable system that is designed to be easy to operate with axially access and three steps to making profiles. Precise adjustment can be done by 0.01 mm. www.etp-cubit.se.

» King Slide Works Co., Ltd. was recognized for its 1A88 push-open-silent-soft-close undermount slide. It uses an all mechanical design. No handle is needed. The Taiwan company is a manufacturer of furniture hardware including roller drawer slides, ball bearing slides and concealed hinges. kingslide.en.ecplaza.net.





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WINNERS MOVE AHEAD

and attendees will be able to see them for themselves.

Carving out a market notch

The story of Cabinotch has gotten more interesting since the founders won a Challengers Award at IWF 2010, explains Todd Vogelsinger of Columbia Forest Products. Father and son team Phil and Phillip Crabtree used the momentum they gained with the award and woodworkers they met at IWF to continue sharing the potential of their cabinet box system.

Customers, mostly cabinet shops, that tried their precision-cut, custom-sized face-framed cabinet box systems featuring a patent-pending notch along the back of the stiles, where the cabinet box sides slid in with a little wood glue. The bottoms, tops, toe kicks, stretchers and fixed shelves found their spots and when the few required staples were placed, the box systems were essentially ready for installation.

2010 winners/continued

» **Leitz Tooling Systems, Inc.** was awarded for its RipTec technology. The system is designed for window production and it decreases blow-out on end-grain machining and creates a stronger joint. It can also be used in conjunction with finish planers, such as the Leitz CentroStar or VariPlan. On four-side moulders, the RipTec precutter is designed to eliminate plucked grain in difficult to machine woods. www.leitztooling.com.

» **Precision Drive Systems** was recognized for its Dyna-Loc ATC spindle. It is a compact automatic

tool change spindle system that incorporates standard HSK style tool holders. In this design, the conventional drawbar and spring packs are removed and the pneumatic actuator is moved to the front of the spindle. www.pdscolumbo.com.

» **The Cabinotch system** is designed to produce more cabinets in less time, providing additional manufacturing capacity. The system can be used in a broad range of sizes and species. www.cabinotch.com.



Cabinotch system was one of the more successful 2010 winners.

These firms were able to handle unusual jobs easier, like the one-time vanity for a good customer. They were also able to bid on larger projects, and were able

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to defend their shops against imported cabinets and knock-down kits they saw coming in from China.

Columbia Forest Products had seen the product at IWF and their customers who had tried the system asked them to get the Cabinotch people to add Pure-Bond panels to the offering, instead of the imported plywood that was the only option at the time.

Ultimately, Cabinotch became part of the Columbia Forest Products CFP Components Division, explains Vogelsinger. Behind the scenes, new product options have been engineered into the system since Columbia became involved, such as extended sizes for stiles and rails, and the website, www.cabinotch.com, is being updated with improved features. The Columbia team is also working on product training and shop promotion projects that should help Cabinotch customers take full advantage of the system. The IWF Show in August should see the debut of several of these elements.

Pre-cutting system

In a *CabinetMaker+FDM* presentation, Mark Alster of Leitz Tooling Systems, Inc., described Leitz RipTec pre-cutting system, another 2010 winner, as providing improved surface finish and reduced scrap loss. Manufacturing problems that have been resolved with RipTec include surface defects due to grain chip-out, end grain edge tear-out due to exit cutting pressure, and end-grain separation and tearing.

To remove surface defects due to grain pre-splitting, for example, RipTec could be used on the first spindle, with a standard planing tool on the second spindle to achieve better finish quality. For end grain crushing or tear out on a kitchen cabinet, the use of RipTec on the first spindle and a second spindle finish cutter can help ensure that end-grain cut quality is similar along the grain.

The RipTec system can reduce surface and edge defects, reduce exit tear-out when machining end grain, reducing filling and sanding rework. <

Challengers Awards winners from IWF 2008

The Challengers Distinguished Achievement Award winners announced during IWF 2008 were:

- >> **Dux Area Inc.** for its advanced laminar airflow technology
- >> **DV Systems** for its UV-X finishing system
- >> **FS Tool Corp./FS Curing** for its dust-free Aerotech nesting system
- >> **Giben International** for the Zero Active Drive beam saw
- >> **Super Thin Saws** for UltraCem coated blade
- >> **Nap Gladu** for Next G Series diamond and carbide inserts cutting tool
- >> **WoodEye North America** for its production ready scanner.

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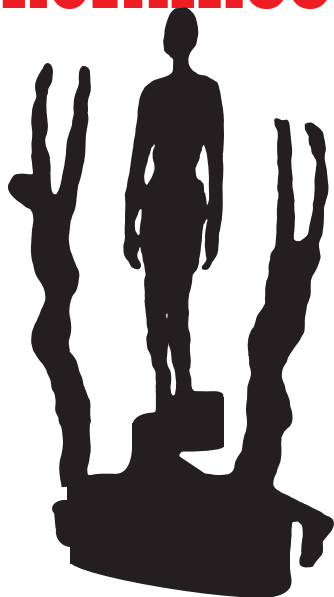
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2012 IWF Challengers nominees announced



IWF recently announced the nominees received for the 2012 Challengers Awards competition.

Accu-Systems, Inc. Panel Sizing & Squaring Machine
 Allmoxy The Wood Marketplace
 Benz Inc. Turbo Floating Aggregate Head
 Bessey Tools North America Bessey Auto-Adjust Toggle clamp
 Biesse America Viet sander
 Biesse America N.C. Drilling Center
 Biesse America Biesse Automated Nestling Cell
 Bishop-Wisecarver Corp. QuickTrak
 Bishop-Wisecarver Corp. MadeWell Radial Wheels
 Blum, Inc. Tandem plus Blumotion
 Blum, Inc. Compact Blumotion
 Cim-Tech Solid-CIM 3D
 Colonial Saw Co., Inc. Lamello Zeta P2 Joiner
 Columbia Forest Products MPX Smoth, Domestic, All-Wood Core
 Custom Accents / Handisolutions Helix Cable Manager
 Deulen Tools Deulen Jointer/Planer Knife Sharpener

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 ETemplate Systems Etemplate Combo
 FS Tool Corp. / FS Curing Aerotech Universal
 Giben America, Inc. Prisma6000 ECOtech
 Graco, Inc. Merkur ES
 Graco, Inc. ProMix 2KE
 Graco, Inc. Agitator Speed Controller
 Graco, Inc. ACS Module
 Hafele America Co. SmartCab Storage System
 Hafele America Co. Slido With Smuso
 Hafele America Co. Frontino
 Hettich America ArciTech
 Interprint, Inc. Premeer
 Invis (North America), Inc. Invis Mx Minimag
 James L. Taylor Mfg / JLT Clamps /
 Cameron Automation Cameron Flooring Nester
 James L. Taylor Mfg / JLT Clamps /
 Cameron Automation The Skew
 Kanefusa USA Inc. UFO(U-formed) planer head and knife
 KCD Software Real-Time Rapid
 Response Training System
 Kings Mountain Intl. My KMI
 Kremlin by EOS Pump Systems with
 Exel North America Xcite Airmix Manual Spray gun

Leitz Tooling Systems, Inc. Diamaster PLUS3
 and PRO3 Diamond Router Bits
 Leitz Tooling Systems, Inc. MC 33 Coated Planer Knives
 Leitz Tooling Systems, Inc. VariPlan Plus Planerhead
 M.L. Campbell Clean Cure Formaldehyde
 Free Technology Finishes
 Martin Woodworking
 Machines Corp. Martin T75 Sliding Table Saw
 Maximum, LLC Sure Stop Lazy Susan Bearing and Detent
 Micro Jig, Inc. Micro Jig GRR-Ripper
 Milesi USA Hydrocrom Exterior Water Base Wood Coating System
 Miltec UV Gloss Control UV Finishing
 Mohawk Finishing Products Brush Tip Grainging Markers
 Newman Machine Co., Inc. EQ3 Equalizing Module
 Nordson Corp. PURBlue 4 PUR Adhesive Melter
 Northern Apex Corp. RFID for the Wood Working Industry
 Oneida Air Systems, Inc. Dust Cobra
 OSI Wood Machinerie Self-centering planer
 OSI Wood Machinerie SmartSwitch process
 Panel Processing Eco-Finish Woodgrain Print
 Prevost Corp. One-push Safety
 Prime Estimating & Software Services, LLC Prime6400
 QuickScrews International Corp. Spiral Point Funeel Head Screws
 Rev-A-Shelf, Inc. 432-BFSC Series
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The Moisture Meter Co., LLC - AB Brookhuis..	MTG-TGT Module
TigerStop LLC.....	SawGear with Crown+MiterPro
Timesavers, Inc.....	CNC Profile Sander
Tisfoon Ulterior Systems	Tisfoon Scanner
Uniboard.....	High Gloss Melamine Finish
USNR.....	ADEC-Automatic Dryer Exhaust Control
Vollmer of America Corp.	Vollmer CP200 Top & Face Grinder
Voorwood Co.....	Table Shaper/Sander
Weinig / Holz-Her.....	The Weinig CUBE
Weinig / Holz-Her.....	Weinig Lineal moulding cell
West Wood Products	Stainable Prints
Whiteside Machine Co.....	Ultimate Trim Bit
Wood Technology, Inc.....	Electric Height Adjustable Desk Frame
WoodEye North America, Inc.	WoodEye 5

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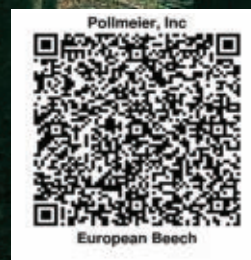
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Design Emphasis features best of student furniture design at IWF

Annual competition features pieces designed and built by students from colleges and universities across the country.

Widely acclaimed as one of the foremost furniture design competitions for students, Design Emphasis returns to the International Woodworking Fair for 2012 in Atlanta. The competition offers design students an opportunity to demonstrate their talent and originality before a judging panel of furniture industry designers, manufacturing and retail executives, and members of the trade press who have design-oriented backgrounds.

Participants also get a chance to experience an international industry trade show, make important career contacts and exchange ideas with other students from around the nation.

The competition begins in May before the IWF show when students submit slides and a written description of their project to be selected in a pre-judging session. Finalists are invited to attend the Fair and to ship their furniture piece to the Georgia World Congress Center for a final judging by a panel of industry experts on the day before IWF opens.

Some \$14,000 in prize money is available to competitors in six categories: Seating, Ready-to-Assemble, Case Goods, Commercial/Office/Hospitality Furniture, Accent Furniture/Accent Tables, and Design Creativity. A prize is also given for the Best of Show.

For more information about The Design Emphasis Awards, call IWF at 404-693-8333, or email your request to lc@iwfatlanta.com. <



Judges carefully examine entries in the Design Emphasis student furniture design competition at IWF.



Top student designers compete in a wide variety of categories, including Seating, and entries often show cutting edge design and engineering.

The Design Emphasis competition and display is a popular attraction at IWF because of the high caliber of the entries, like this past winner from the Case Goods category.



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Find new technology at IWF 2012

A few suggestions of places to go and companies to see for new product ideas.

Looking for new technology and new companies to see at IWF? Here are a few places to start.

» **Kreg precision beaded face-frame system** uses a process of precise notching of rails and stiles to simplify a standard beaded face-frame construction. It eliminates the need to make intricate cuts on a table saw, fit and refit miters, or purchase a large specialized machine. The end result is more consistent and with far less effort than before. Kreg Tool Co. Booth 6434.

» **Counter-A-SYST** was developed by CounterBalance Corp., the makers of counterbalance systems. The counterbalance is a product designed to neutralize the weight of moving countertops. The Counter-A-SYST counterbalance is specifically engineered for application on "lift gate" counters; a vertically moveable countertop. The counterbalance works by using a flexible bar that stores mechanical energy when twisted. The twisting process, (torsion), is applied to the bar as the countertop moves in an upward or downward motion. The torsion neutralizes the weight of the countertop making it virtually weightless while in motion. The counterbalance also allows mid-air suspension at any desired position within the countertops full range of motion. CounterBalance Corp. Booth 1344.

» **IntelliCarve Model 1015** is a three-axis CNC controlled carving

machine capable of transferring three-dimensional images onto a workpiece. The IntelliCarve is capable of handling a maximum work piece dimension of 15 x 20 x 4 inches. Capable of working with wood, plastic, ceramic, corian, aventine, plexiglass or other comparable materials, the IntelliCarve performs cutting, engraving, etching, or routing. It can be used for engraving signs, transferring digital pictures, 3D carvings, intricate parts for projects or even lithophanes. Oliver Machinery Co. Booth 6869.

FIND NEW TECHNOLOGY AT IWF



» **Touch and Go program-mable stop** is the latest accessory available for Swiss-made Striebig vertical panel saws for increased productivity and digitally accurate and repeatable cuts. This new option allows the user to send the stop to a position entered on the touch screen color monitor or to a previously saved dimension. The operator also has the option to open a cut list at the saw via the company's network or a portable USB drive. This customized program-mable stop is manufactured in the U.S. and available exclusively through Colonial Saw. Colonial Saw Co., Inc. Booth 6252.

» MPI-400 UV curing system

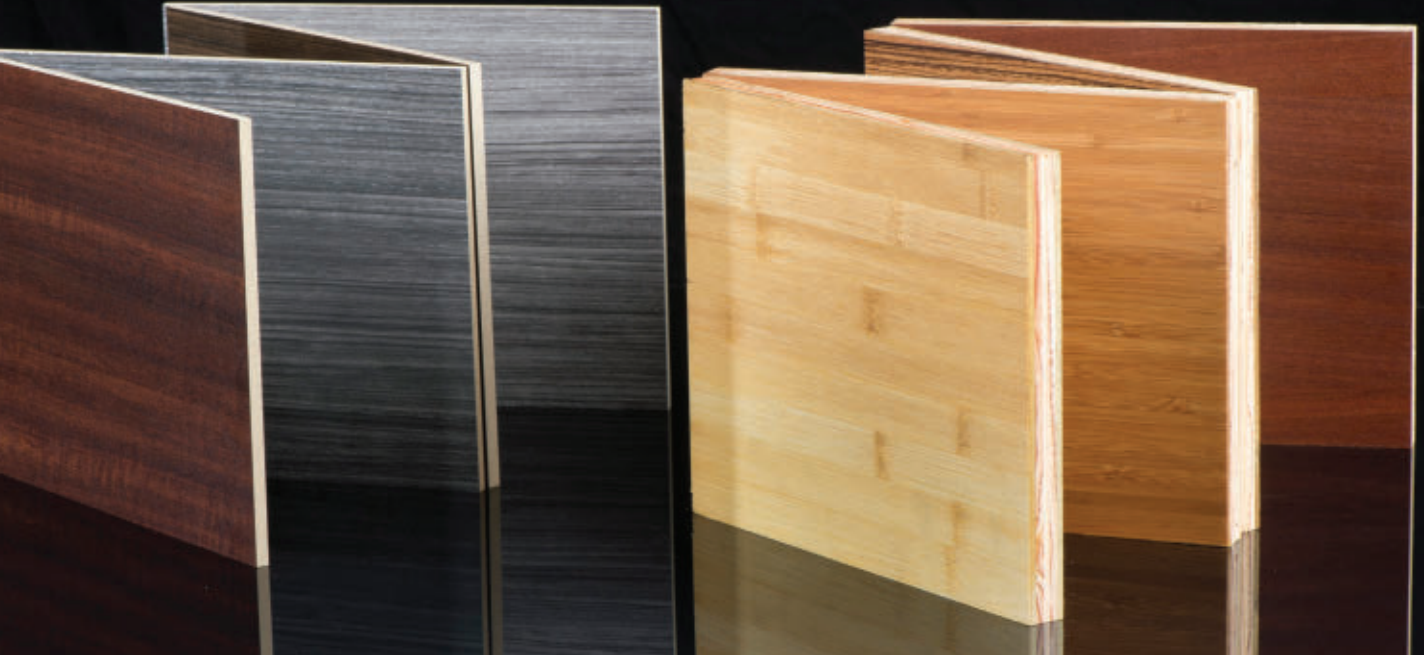
is Miltec's new 400 watt-per-inch electrodeless UV system designed for maximum UV cure efficiency. It can be used for high speed curing processes that require high peak irradiance. A major benefit of Miltec's new MPI-400 is the ability to operate several different types of bulbs, each with different spectral output. The engine that powers this UV system is the MP-400. Its modular design allows it to retrofit existing microwave-powered UV systems. The MP-400 also has two selectable power levels which can automatically or manually be controlled as a function of production speed to prevent overheating and over-curing at slow production speeds. Miltec UV. Booth 6334.

» **3M-S Press Laminator** is a full-featured press laminator that offers mating backers (dissimilar surfaces) up to 2 inches thick and application of overlays (clear or printed film such as prefinish). It can apply non-toxic adhesives: thermoset, thermoplastic, peel and stick and hot melt. It preapplies membrane/vacuum press adhesives to vinyl, foil, wood veneer and fabric and can bond most any surface to another. Small footprint (approx. 3 x 6 feet x 63 inches). Lenderink Technologies, Inc. Booth 6225.

» Magswitch workholding system

allows the user to work faster and safer by bringing this new line of workholding devices to the table tops and securing them in place with switchable magnets. With each piece sold separately the user can start with the starter kit and choose the attachments that best fit their needs. Resaw guides, work supports, reversible featherboard, the ultimate thin stock jig/rip guide and the universal track allow for hundreds

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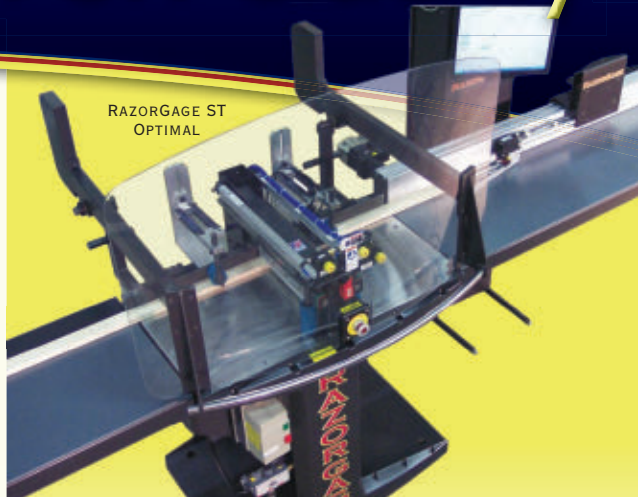
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» **Graco's Merkur bellows pumps** feature an improved bellows seal design that eliminates throat seal leakage and lubrication. The 300 series stainless steel pump construction provides durability and superior handling of shear-sensitive materials, including UV coatings and waterborne materials. The air motor features rapid changeovers, resulting in minimal pulsation, no stalling and precision control even at low input pressures; ultimately providing even, consistent finishes. Merkur Bellows pumps are also available with DataTrak, an integrated local monitoring system providing material tracking, system diagnostics and run-away control. Graco Inc. Booth 2455.

» **UniSoft soft-close door adapter** mounts independently in the corner of a cabinet using any self-closing hinge in a frame or frameless application. UniSoft enhances the functionality as a retro-fit product and makes every cabinet close smoothly and quietly. It features a brushed nickel finish in a sleet design. The non-handed adapter mounts with one screw. Closing speed of the UniSoft can be adjusted by turning the accessible screw at the back. Grass America Inc. Booth 2137.

» **Combi-Cam Ultra** is the first combination cam lock with master key override and code retrievable capabilities. It has 10,000 possible combinations available and master key access, allowing for dual access. Easy-to-use knob with distinct open and close indicators, and no housing to rotate which can deface surface. Master key allows users to override the current combination, and retrieve the current combination. It offers higher security, pick resistant keyways, for locker applications, cabinets, drawers and storage. FJM Security Products. Booth 1412.

» **4TT Series tambour table** from Rev-A-Shelf is designed for 24 drawers and adds 31-3/4 inches of counter space to a kitchen. The 4TT uses mechanical slide advancement that fea-

tures stop locks to extend and retract instead of using a string and is drawer mountable using the company's patented AMB brackets. Constructed of solid wood it requires a 20-1/2 x 5-inch cabinet opening and is CARB II compliant. Rev-A-Shelf, Inc. Booth 2931.

» **Deulen jointer/planer knife**

sharpeners is designed to allow someone with no previous sharpening experience to achieve sharp jointer and planer knives. No measuring tools or angle adjustments needed. No power tools are required. No expensive material waste due to tear-out from dull blades. Deulen Tools. Booth 7123. ◀

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Atlanta attractions new for IWF 2012

Visitors to IWF will be able to choose from a number of new attractions and improvements.

New restaurants open in downtown Atlanta

Alma Cocina, by Fifth Group Restaurants, opened in December in the One Ninety One Peachtree Tower in downtown Atlanta. Alma Cocina serves Mexican and Latin American specialties by head chef Chad Clevenger, who has worked with chefs such as Rene Ortiz, Jesse Perez, Rick Bayless and Tim Love. Down the road at 270 Peachtree Street, White Oak Kitchen and Cocktails is scheduled to open in early 2012 and will feature contemporary Southern cuisine from inland areas. The 17,000-square-foot restaurant seats more than 300 guests and offers three private dining rooms.

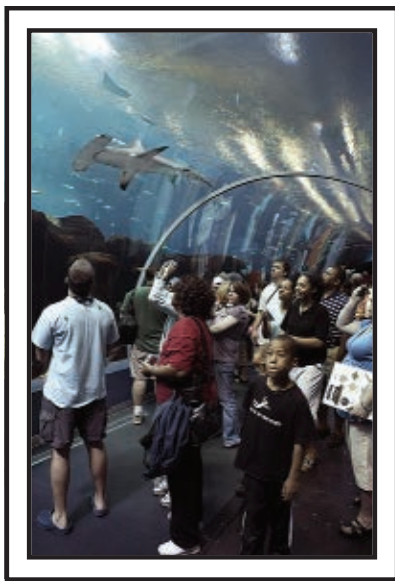
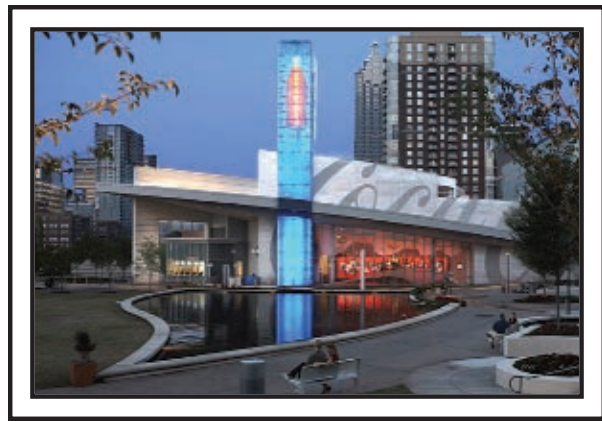
Georgia Aquarium expands with new dolphin exhibit

The Georgia Aquarium, in partnership with AT&T, opened a multi-million dollar dolphin exhibit. The aquarium is very close to the GWCC. Dolphin Tales is the largest expansion to date for the aquarium and includes a viewing gallery, a 25-foot-long underwater viewing window, interactive displays and a live theatrical show incorporating dolphins and live actors.

Legoland Discovery Center opens at Phipps Plaza

A \$12 million Legoland Discovery Center opened in March at Phipps Plaza, a major shopping destinations. This highly interactive and educational indoor

World of Coca-Cola has a secret: the 125-year-old formula.



Georgia Aquarium has expanded with a new dolphin exhibit.

experience features a range of play areas, a laser ride, a 4D cinema and an exhibit designed of Lego's to reflect the Atlanta skyline.

Atlanta airport improves accessibility

The latest improvements to Hartsfield-Jackson Atlanta International Airport include a \$5.4 billion development program which will expand, repair and upgrade designated areas within the airport's facilities. In May, a new international terminal was expected to be completed, allowing passengers to access the landside without having to use an automated people mover. It will include access to the roadway, a parking

structure and a provision for the southern MARTA extension to the terminal. Concourse E is expanding with 900,000 new square feet, 12 additional gates, two levels of curb-front parking and approximately 1,100 public parking spaces adjacent to the terminal.

Piedmont Park gets a 53-acre expansion

Looking for somewhere to relax after the show? Piedmont Park has gained new parkland with landscaped pathways through woodlands, open meadows, open play areas, basketball courts and an interactive fountain similar to the rings of Centennial Olympic Park. Visitors can already enjoy new developments like an expanded dog park, a state of the art pool, reclaimed green space with bocce courts and a restored bathhouse.

Hyatt Regency Atlanta completes \$65 million renovation In December 2011, Hyatt Regency Atlanta completed a \$65 million renovation. Changes include updates to the hotel's entryway, guest check-in, Atrium Lobby and Atrium Tower guest rooms, the 30,000 square foot Centennial Ballroom and the addition of Sway, a new southern-inspired restaurant.

Coca-Cola secret formula finds new home at World of Coca-Cola

On Dec. 8, 2011, the Vault of the Secret Formula exhibit opened at the World of Coca-Cola, featuring the vault that now contains the 125-year-old secret formula for Coca-Cola. The

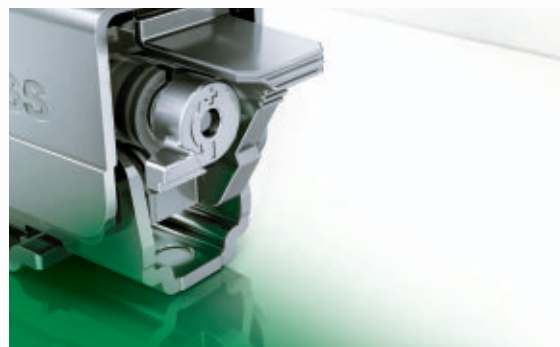


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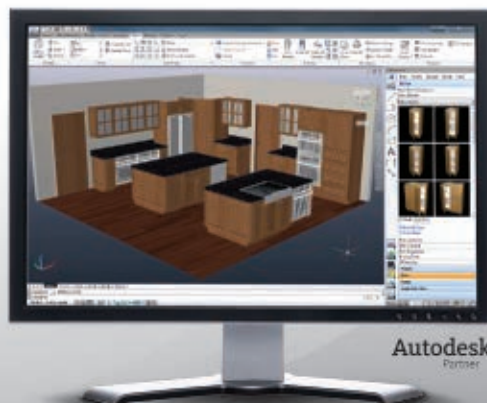
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ATLANTA ATTRACTIONS

Coca-Cola Co. moved the formula from SunTrust Bank to the World of Coca-Cola prior to the opening of the exhibit, where for the first time in history, the vault containing the recipe is now visible to the public.

Fernbank Museum opens NatureQuest exhibit

Fernbank NatureQuest opened on March 19. The nearly 7,000 square-foot exhibition is one of the most significant additions to the Fernbank Museum since the world's largest dinosaurs moved into Fernbank's Great Hall in 2011. This all-new \$8 million exhibition will offer a different kind of museum experience, with interactive encounters through an immersive, nature-inspired environment with live animals and hands-on learning.

Stone Mountain Park announces Geyser Towers

Stone Mountain Park announced plans to debut its latest attraction. Geyser Towers opened March 31, 2012 and brings an all-new experience to Stone Mountain Park. The attraction features multiple levels of suspended rope bridges and net tunnels, connecting visitors to towering platforms that overlook a gushing geyser.

Six Flags Over Georgia celebrates its 45th season

Six Flags Over Georgia celebrates its 45th season in 2012. The park introduces its newest feature called iLuminate, an all-new show in the dark featuring state-of-the-art light-up costumes and lighting effects. The 20-minute show will run three times a day and is featured at an indoor theater which seats 250-300 people. iLuminate opens Memorial Day Weekend and will run through the summer season.

Loews Atlanta Hotel anchors 12th and Midtown

Loews Atlanta Hotel is the new centerpiece of 12th & Midtown, a mixed-use development. With 414 guest rooms, more than 25,000 square-feet of ballroom and meeting space and eleven Restaurant, the hotel opened in 2010.

Westin Peachtree Plaza completes large-scale exterior hotel

The Westin Peachtree Plaza replaced all 6,350 windows in the 73-story hotel with the goal of restoring the hotel as a focal point of Atlanta's skyline. Designed by

John Portman in 1976, the Westin Peachtree Plaza is a 73-story tower, topped by the tri-level, revolving Sun Dial Restaurant Bar & View. The Westin Peachtree Plaza is the fifth tallest building in Atlanta and remains the tallest hotel in the Western Hemisphere. <



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WoodLINKS USA, WCA link at IWF

Learn about educational programs at IWF.

WoodLINKS-USA and the Woodwork Career Alliance – North America will offer education training opportunities focusing on woodworking educational professionals and others at IWF, all aimed at improving the level of expertise at the instructional and professional woodworking sectors.

The two organizations have teamed up to offer woodworking education and training/certification for students and teachers. WoodLINKS offers the education component, while the WCA provides woodworking training on vari-

ous woodworking machines under its Passport program.

WoodLINKS in the U.S.

WoodLINKS USA also offers student certification and teacher training at the high school and post-secondary levels. There are currently nearly 80 schools in the United States that are involved with WoodLINKS.

The WCA, established with the support of the Architectural Woodwork Institute, the USDA Forest Service, and many wood industry trade associations, is committed to establishing manufacturing skill standards for the wood industry.

Canadian start

Also instrumental in bringing WoodLINKS to the States was Canadian native

Wilf Torunski, WoodLINKS USA's first national director.

The current WoodLINKS USA director is Rick Hill, while the WoodLINKS USA president of the WL board is Patrick Molzahn, director of the Millwork and Cabinetmaking Program at Madison College (formerly Madison Area Technical College).

The WCA's Passport program is a national credentialing program that will allow woodworkers, teachers and others to demonstrate their competency in woodworking and earn credentials that are recognized throughout North America.

"The skill standards are intended to be observable, measurable, and reasonable," Molzahn says. "WoodLINKS and WCA are a perfect match." <

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“There has never been a better time to buy American than now”, stated John Schultz, president of Super Thin Saws and president of the Wood Machinery Manufacturers of America (WMMA). “The WMMA was one of the sponsoring organizations for the recent Woodworking Industry Conference in Delray Beach, Florida. WIC 2012 was an eye popping four days of business meetings, speakers from the wood industry and numerous discussions pertaining to our economy, the world economy, and

American jobs”.

The message was loud and clear, Schultz came away from that conference with an enthusiastic appreciation that woodworkers in America are striving to drive their productivity forward and looking to American suppliers to think outside the box, and find innovative new ways to support them in their efforts.

Over the past few months the news has reported how Bruce Cochrane, Lincolnton Furniture has re-established furniture manufacturing away from China and has brought it back to America. But he is not the only one, Wyatt Bassett, Vaughan-Bassett spoke at WIC and discussed their plans of expanding into another plant and have been and are going to continue manufacturing in the

US. Wyatt told the attendees what they are looking for from their suppliers and opened the floor to a vigorous discussion. Stanley Furniture, Micah Goldstein, COO/CFO, addressed the crowd through a large Skype presentation with the message that they are dedicated to manufacturing groupings of their products in the US and need to look at new manufacturing methods and efficiencies. And the stories of furniture manufacturing in the US seem to continue to multiply in the news media!

WIC also saw in person Chris Watson, COO, Conestoga Wood Specialties, Henry Juskiewicz, CEO, Gibson Guitar, and through Skype technology, Alex Ward from Northland Forest Products, Stuart Elfland, president, Metropolitan Cabinets and Bonner Adams, president for MacKenzie Dow Furniture. Each of these companies was excited to share their present and future plans for growth and better manufacturing methods. “The messages were positive, even though the economy isn’t what we would like to see, American ingenuity and drive are overcoming obstacles.” explained Schultz.

“I believe the woodworking industry is pushing forward aggressively and looking at American technology and innovation to help them improve their global position. And I believe the upcoming International Woodworking Fair 2012 is going to be a beehive of energetic discussions between woodworking companies and machinery manufacturers.”



The WMMA Ralph B. Baldwin Award went to Tom Onsrud of C.R. Onsrud, left, with Jim Laster, center, and John Schultz.



Bruce Cochrane,
Lincolnton Furniture

“There’s Never Been a Better Buy

See these WMMA members at IWF 2012.

A & H Industries Inc.	6465	CompX International	1931	Great Lakes Custom Tool Mfg., Inc.	5422
Accu-Systems, Inc.	6569	Cresswood Shredding Machinery	5428	H3D Tool Corp.	6435
AceCo Precision Manufacturing	5552	CRP Industries Inc. / Perske .	6912	Hasko Machines	6069
Air Handling Systems	5800	CSE Automation, LLC.....	6177	James L. Taylor Mfg / JLT Clamps / Cameron Automation	6412
American Adhesive Coatings, LLC.....	2516	Deimco Finishing Equipment.....	4865	JDS Company	7353
American Fabric Filter Co....	1873	DELTA Power Equipment Corporation	6729	KCD Software	2854
American RENOLIT Corporation	1827	Dodds Company, Alexander	5813	Kerfkore Company.....	2863
American Wood Dryers, Inc.	6571	Dubois Equipment Company, Inc.	6935	Kern Lasers, Inc.	7029
Apquip Company	5554	FELDER Group USA.....	6752	Klingspor Abrasives, Inc.....	2029
ARMINIUS Tooling, Inc.	5274	Felins USA, Inc.	5701	Komo Machine, Inc.	6949
Axiom Industries, Inc.	5374	Finishing Brands.....	2411	Kreg Tool Company	5947
Baker Products	5135	Flamex, Inc.....	5323	Kremlin Rexson Inc.	1407
Becker Pumps Corp.	5459	Flexible Materials, Inc.	1431	KVAL, Inc.	5835
Black Bros. Co.....	5713	Franklin International.....	2022, 2026	Lacey Harmer Company.....	6526
Box on Demand.....	5047	Freeborn Tool Company	5437	Larick Machinery Inc.....	5952
Carter Products Company, Inc. .	5501	FS Tool Corporation / FS Cruing.....	5452	Lauderdale-Hamilton, Inc. ...	5901
Castle, Inc.....	7100	Goodspeed - Intorex s/a.	6029	M.L. Campbell	3207
CERATIZIT	5747	GRACO, Inc.	1607	Mastercam / CNC Software, Inc.	4715
CLN of South Florida, Inc. ...	7056			Mereen-Johnson Machine Company.....	5565

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Microvellum, Inc.	4553	PS Wood Machines.....	5363	Terminus.....	5821
Miltec UV	6534	RazorGage, Technical Services, Inc.....	7013	Thermwood Corporation.....	5753
Montgomery Industries International, Inc.....	6427	Rees-Memphis, Inc.....	6453	TigerStop LLC.....	5929
MultiCam, Inc.	7020	REHAU Incorporated	2655	TIGRA USA Inc.	6113
NAP GLADU.....	5113	Royce//Ayr Cutting Tools, Inc.....	7554	Timesavers, Inc.....	6426
Newman Machine Company, Inc.	5352	RP Fletcher Machine Company, Inc.	6969	TradeSoft, Inc.	4327
Nordson Corporation.....	6028	SA International.....	5440	Triple Crown Products, Inc. .	1920
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Onsrud, LMT LP	5434	Safranek Enterprises, Inc.	5060	U*C Coatings Corporation...	2075
Opti-Sand Incorporated.....	7221	SawStop	5412	Ultimizers, Inc.....	6068
Original Saw Company, The	6056	Schmidt Co., Inc., Charles G.G.	5514	Uneeda Enterprizes, Inc.	1714
OSAI, a division of Prima Electro	7141	Schneeberger Corp., J.....	5869	Unique Machine & Tool Co.	6452
Osborne Wood Products, Inc.	3054	Sherwin-Williams Company, The	1955	USNR.....	4349, 4427, 4653
Outwater Plastics Industries, Inc.	1569	Shopbot Tools, Inc.	7156	Vecoplan, LLC.....	5734
Peerless Saw Company	6900	Silver Machine, Inc.....	7323	Vega Enterprises Inc.	5419
Planit Solutions, Inc.	4613	Southeast Tool, Inc.....	4753	Veneer Technologies, Inc.	2067
Plum Creek MDF, Inc.	3227	Stafast Products, Inc.	1937	Voorwood Company	5763
Precision Drive Systems	6035	Super Thin Saws Inc.....	7562	Vortex Tool Co., Inc.....	6556
Presto Lifts Inc.	7163	SuperMax Tools.....	6000	Wagner Electronics	1460
		Tenn-Tex Plastics, Inc.	2155	Western Pneumatics, Inc.	5366
				Williams & Hussey Machine Co., Inc.	5913



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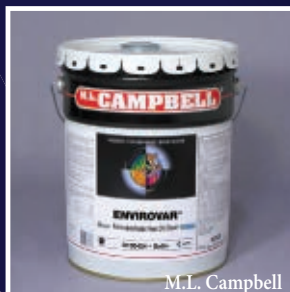
Klingspor Abrasives, Inc.



SawStop



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Carter Products, Inc.



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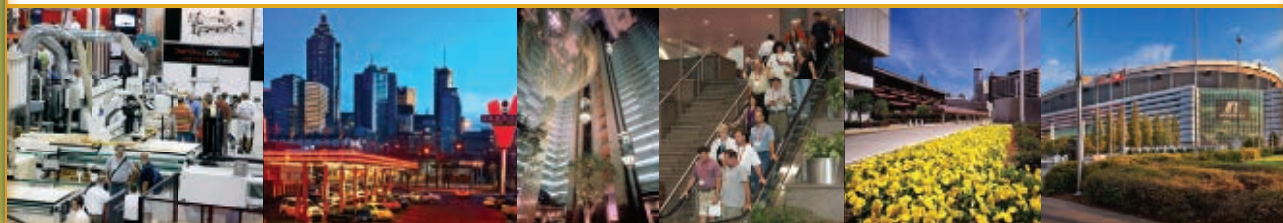
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Williams and Hussey Machine Co. Model 154CE moulder

Booth No 5913

Williams and Hussey Machine Co. says its Model 154CE moulder features a chip extractor to help improve chip waste flow, a wear-resistant and low-friction surface GS-2 guide system, 230 voltage and a feed rate of 11 fpm. The Model 154CE can produce straight, round-top and elliptical mouldings, and comes with a seven-year warranty.

800.258.1380

www.williamsnhussey.com

Charles G.G. Schmidt & Co. Inc. flooring heads

Booth No 5514

Charles G.G. Schmidt & Co. Inc. flooring heads are new insert style surfacing heads for the flooring industry. These aluminum heads are made with four or six rows of standard, four sided inserts to do the surfacing and two dovetail slots to accept adjustable cutters for adding the relief cuts on the bottom of the flooring.

201.391.5300

www.cggschmidt.com

Lignomat USA Ltd. Ligno-Scanner SDM

Booth No 3333

The Ligno-Scanner SDM from Lignomat USA Ltd. measures softwoods, hardwoods, engineered panels, OSB, ply-

wood, and horizontal, vertical and strand bamboo. Ideal for the furniture and cabinet industries, the Ligno-Scanner SDM measures in two depths: 3/4-inch and 1/4-inch. Moisture levels in the top section of the board can be compared to moisture in the core of the board.

800.227.2105

www.lignomat.com



Columbia Forest Products PureBond Classic Core panels

Booth No 4401

Columbia Forest Products offers Pure-Bond Classic Core panels, which the company says are manufactured using voidless engineered MDF crossbands with a veneer inner ply construction. The panels are CARB Phase 2-compliant and can be ordered as FSC-certified upon request. Panels are also available in the J Classic Core style with a two-step calibrated blank.

800.637.1609

www.cfpwood.com

Thermwood Corp. MTR30 DT CNC router

Booth No 5753

The MTR30 DT CNC router from Thermwood Corp. is designed for machining jobs that require multiple tools and dual tables for nonstop machine production. The machine is configured with two stationary 61-by-121-inch high flow vacuum tables with dual programmable part locators. It is equipped with a 12 HP spindle with an automatic tool changing



system as well as a drill bank with both horizontal and vertical drills, available up to 25 spindles. The QCore control has a dxf convertor for accepting dxf files for automatic nesting.

85952

812.937.4476

www.thermwood.com

Arauco USA sanded panels

Booth No 1601

Arauco Wood Products supplies sustainable, high-quality forest products to the North American market. AraucoPly® sanded panels are laid up on a composed core and are finished with a 150-grit sandpaper on the front and a 120-grit sandpaper on the back, facilitating easy finishing with excellent results.

770.350.1627

www.araucoply.com

Eurosoft Inc. OnCORE Veneer

Booth No 4335

Eurosoft Inc. offers OnCORE Veneer software to address the challenges of producing veneered panels from narrow strips of precuts. The software features an integrated database to store and manage parts and inventory, allowing users to add, delete and edit parts and precuts. Other features include match making of "Split Hearts," a user-definable minimal yield threshold and more.

919.468.3003

www.eurosoftinc.com

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Goff's Enterprises Inc. Sound Curtains

Booth No 4122

Goff's Enterprises Inc. offers Sound Curtains, custom made noise control curtains and screens designed to dramatically reduce harmful industrial-strength noises. The ability to fan fold and collapse out of the way allows the flexibility to enclose an area during loud noise processes and open the space back up after the task is complete. Sound Curtains can reduce noise by up to 45 dB with a typical STC of 26 within the coverage area, according to the company. The panels are constructed with a viscoelastic acoustic damper.

800.234.0337

www.goffscurtainwalls.com



Stiles Machinery Inc. Altendorf F-45 Select sliding table saw

Booth No 7935

Stiles Machinery Inc. distributes the Altendorf F-45 Select sliding table saw, which is equipped with an articulating eye-level controller with LCD screen capable of storing up to 20 programs for consistent cuts even with multiple operators. The F-45 Select also has a motorized rip fence capable of delivering accuracy plus or minus 1/10 mm or .004

in., allowing the user greater efficiency with retrieving programs and executing precise cuts, repeatedly. The machine frame of thick laser cut steel for durability reduces vibrations and ensures that the saw maintains accuracy.

616.698.8456

www.stilesshop.com

CIM-Tech Router-CIM Automation Suite 2012

Booth No 5820

The CIM-Tech Router-CIM Automation Suite 2012 provides a CNC programming solution and is available for any CNC router point-to-point or profiling machine. Router-CIM is automatic programming for CAD drawings and solid assemblies. The software is completely integrated with AutoCAD and Autodesk Inventor, the Router-CIM CAD/CAM software is designed to save time and money with technology features not found in other software, the company says.

877.549.8211

www.cim-tech.com



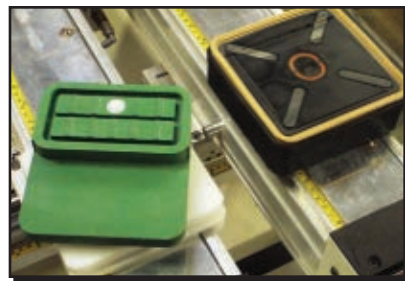
Keystone Wood Specialties Inc. RTA cabinets

Booth No 4244

RTA cabinets from Keystone Wood Specialties Inc. feature the Cabinotch cabinet box system. The Cabinotch Joint is a wood-to-wood locking glue joint that creates a square cabinet box made from North American Plywood, the company says. RTA cabinets can be ordered in 10 wood species, unfinished or prefinished, in more than 100 configurations, with dimensions in increments of .001 inches.

888.825.3269

www.keystonewood.com



Better Vacuum Cups Inc. SCM Routech tubeless vacuum system vacuum cup

Booth No 4727

Better Vacuum Cups Inc. offers a vacuum cup for the SCM Routech tubeless vacuum system. The cup can rotate without any tools, the company says. The SC2937 series is available in three sizes (full, half and quarter) and two heights.

877.872.2821

www.GreenBVC.com

TigerStop LLC Crown+MiterPro

Booth No 5929

TigerStop LLC offers the Crown+MiterPro for SawGear to simplify all angle cutting. The Crown+MiterPro will be included in every new SawGear, the company says. The software calculates difficult crown angles and lengths.

360.448.6157

www.tigerstop.com

Roseburg Forest Products Co. Duramine decorative melamine

Booth No 3023

Roseburg Forest Products Co. offers the Duramine line of decorative melamine products in four woodgrain patterns. The company says the patterns - Evening Linea, Twilight Linea, Tierra Linea and Acorn Linea - mix light and dark tones, influenced by urban and organic trends.

541.679.3311

www.roseburg.com

Benz Inc. Solidfix tool system

Booth No 6040

Benz Inc. offers the Solidfix line of aggregate tool holders. The universal, modular system allows the user to change tools and outputs on the aggregate body in seconds, the company says.

704.529.5300

www.benz-inc.com

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Outwater Plastics Industries Inc. soft closing door lifts and stays

Booth No 1569

Soft closing door lifts and stays from Outwater Plastics Industries Inc. are offered in vertical and lateral configurations, appropriate for use with wood and aluminum cabinet doors. The lifts and stays enable left and right cabinet door installation with specific degrees of opening and rates of closing that can be set by the end user.

800.631.8375

www.outwater.com



20-20 Technologies 20-20 LiveSuite

Booth No 4735

20-20 LiveSuite from 20-20 Technologies is a set of three products that form a fully integrated Electronic Order Processing solution: 20-20 LiveOrder, 20-20 LiveLinq and 20-20 LiveSpeq. This Web-based ordering system ensures accurate product configuration, and provides real-time order status updates, the company says. LiveOrder automatically generates electronic purchase orders from 20-20 Design Kit files and can submit them to multiple manufacturers simultaneously. LiveSpeq is an online

product configurator that lets dealers browse manufacturers' products, while LiveLinq allows manufacturers to receive and integrate orders from 20-20 LiveOrder into an existing ERP system.

866.698.2020

www.2020technologies.com

AkzoNobel Chemcraft Airguard

Booth No 2813

AkzoNobel's Chemcraft brand makes a Greenguard-certified solvent borne topcoat, Airguard. This pre-catalyzed lacquer topcoat is self-sealing and light-stable, for use on furniture, cabinetry and other wood interior applications, the company says. When applied, the company says Airguard wets the wood like an oil-based product and enhances the wood's natural color.

336.841.5111

www.azkonobel.com/industrial



States Industries Elemental hardwood veneered panels

Booth No 2520

States Industries says it offers a wide variety of LEED-compliant, no-added-formaldehyde and no-added-urea-formaldehyde hardwood veneered panel products under the Elemental brand name. Using a proprietary soy based adhesive, the company says it laminates domestic or imported face veneers to substrates of wood veneer, ApplePly, MDF, combination cores, particleboard or wheatboard. All States' panels are made to order.

800.626.1981

www.statesind.com

Grass America Inc. Grass TEC soft-close hinge system

Booth No 2137

Grass America Inc.'s Grass TEC soft-close hinge system is based in the 3-D TEC face-frame hinge. The damper is



pre-mounted in the hinge cup. It has a nickel finish and zinc die cast cover cap. It has a cup drilling depth of 10mm and no protruding parts from the hinge cup. The integrated face frame hinges are made in the U.S.

800.334.3512

www.grassusa.com

Intertek Industrial Corp wood screws

Booth No 1416

Intertek Industrial manufactures a wide range of fasteners for the woodworking industry, including deep-thread wood screws, hardwood wood screws and specialty wood screws.

904.739.3344

www.intertekindustrial.com



Carter Products Co. MagFence II

Booth No 5501

MagFence II from Carter Products Co. provides users with a way to attach a fence to band saws, table saws or any other device with a ferrous-metal table. MagFence II uses magnets to stay in place, with rotational switches on each end of the fence to engage and disengage the magnets. Magnets have four mounting positions and are also compatible with all 30 mm Magswitch jigs.

888.622.7837

www.carterproducts.com



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Biesse America Selco WN 6 series

Booth No 6735

Biesse America offers the Selco WN 6 series. The quick-cycling single line panel saw is available in numerous configurations. It features Selco's Twin Pusher technology.

877.824.3773

www.biesseamerica.com



Adams Wood Products Inc. unfinished split cabinet onlays

Booth No 3107

Adams Wood Products Inc. offers a wide selection of unfinished split cabinet onlays. These are available as stock in four styles and offered in six wood species. The cabinet onlays adjust to fit designs in most applications, the company says.

85258

423.587.2942

www.adamswoodproducts.com



Tritec Associates Inc. Gannomat Trend Index PSU

Booth No 7153

Gannomat's Index PSU from Tritec Associates Inc. is a customization of the Trend platform of machines. The Trend is Gan-

nomat's second generation CNC drilling, gluing and dowel insertion machine. The Trend is capable of CNC machining for doweling casegoods, drawers and frames in solid wood and composite materials. The PSU machine features an added pocket screw unit for production of components utilizing pocket screws as the connector.

703.904.7890

www.tritec.com



Gemini Coatings white conversion primer surfacers

Booth No 1555

Gemini Coatings offers a line of white conversion primer surfacers. The primer surfacers come in three different options. They can be used in conjunction with the company's white conversion varnish topcoats.

800.262.5710

www.geminicoatings.com



Dynabrade Inc. random orbital sanding pads

Booth No 3123

Dynabrade Inc.'s line of random orbital sanding pads features a single piece hub design. The company says this design reduces the "face run out" to .002 to .005. The pads are available in diameters ranging from 3 inches to 11 inches. In addition to vacuum and non-vacuum pads, 3/8-inch thick and 5/8-inch thick pads are also available.

716.631.0100

www.dynabrade.com



Osborne Wood Products Inc. metal vanity feet

Booth No 3054

The line metal vanity feet from Osborne Wood Products Inc. offers both modern and contemporary element designs, ranging from modern cubes to cones to scrolls. Finishes include polished stainless steel, brushed nickel and wrought iron. The Durham metal Scroll Foot is made of classic wrought iron and comes in a flat black finish, standing 4 1/2 inches tall. The Du Pont Vanity Leg in brushed nickel and the Madison Vanity Foot are other popular choices.

800.849.8876

www.osbornewood.com



Castle Inc. CSI-Next

Booth No 7100

CSI-Next is Castle Inc.'s automated solution for pocket joinery and screw insertion. The company's Screw-In-Pocket technology cuts a screw pocket, drills a low-angle pilot hole and inserts a screw below flush in about two seconds, according to the company. CSI-Next includes pocket sensing and quick-disconnects. It also includes a Weber vibratory screw feeder system, Siemens LOGO! PLC and a 3 HP Colombo high frequency spindle.

800.282.8338

www.castleusa.com

www.buycorbels.com

800.603.4557

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Pat. No. D664,861



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by

Osborne
Wood Products, Inc.

SHOW PRODUCTS



C.R. Onsrud Inc. No Sweat Nesting

Booth No 5013

C.R. Onsrud Inc.'s No Sweat Nesting is a fully-automated nested-based manufacturing solution that is available on any Mate, Tech or Panel Pro series of CNC routers. An auto pre-labeling system is available to pre-print and place labels on the sheet using the panel loader, prior to machine cycle. The No Sweat Nesting system includes automated nested sheet offload system with integrated dust extraction and conveyor out-feed table for sizes up to 5-by-12 feet.

704.508.7000

www.cronsrud.com



Laguna Tools IQ CNC router

Booth No 5547

Laguna Tools' IQ CNC router is a smaller version of the company's SmartShop technology. Two machines are available: the IQ HHC and the IQ Pro with a touchscreen interface. Each has a 36-by-24-4-inch working envelope and 2hp liquid-cooled spindles.

800.234.1976

www.lagunatools.com

Gingrich Woodcraft cutting board insert

Booth No 4814

Gingrich Woodcraft provides a cutting board insert. The inserts are sized to fit any custom dovetail drawer. Made with



Butcher Block solid maple, the cutting board insert is oiled for food grade use, the company says. The cutting board slides front to back inside the drawer or can be removed for countertop use. A knife clock insert can also be installed.

877.368.8245



Franklin International Titebond translucent wood glue

Booth No 2022

Franklin International says Titebond translucent wood glue makes glue lines fade as they dry for a virtually invisible look. The glue has a working time of four to six minutes, a short clamp time and a high heat resistance once dry, according to the company. The non-toxic glue is available in 8- and 16-ounce bottles.

614.443.0241

www.franklinadhesivesandpolymers.com

Graco Inc. agitator speed controller

Booth No 1607

The agitator speed controller from Graco Inc. uses a closed-loop control that monitors agitator rotational speed and adjusts air flow to maintain constant speed. Applications include drum and tote mixing, batch mixing and storage tank agitation. The controller can be installed on Graco and other competitive agitators.

877.844.7226

www.graco.com/finishing



Hafele America Co. Aximat hinges

Booth No 2307

Aximat hinges from Hafele America Co. are available for thin panel hinges and heavy glass doors. Aximat hinges allows for a 270-degree opening angle, and are tested to ANSI/BHMA Grade 1 standards and 3D adjustable, according to the company. The Aximat 300 hinge is for glass doors up to 78 3/4 inches tall and 23 5/8 inches wide, with an integrated catch to keep doors closed, and is available for glass thickness from 5 to 8 mm.

800.423.3531

www.hafele.com/us



Apollo Sprayers Intl. Inc. 1050VR HVLV turbine system

Booth No 5465

Apollo Sprayers Intl. Inc. manufactures a 1050VR HVLV turbine system with features such as five stages for more power, variable speed and pressure controls. The system's finisher can automatically calibrate the speed of the HVLV turbine, which displays on an LCD screen that shows atomizing pressure accurate to 0.1 PSI, according to the company. The system also has built-in thermal overload protection and Precision FreeFlo filter warning LED indicators to show when filters are restricted.

760.727.8300

www.hvlp.com



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SHOW PRODUCTS



Wintersteiger Inc. DSB Twinhead NG thin cutting band saw

Booth No 6535

The DSB Twinhead NG from Wintersteiger Inc. is a thin cutting band saw system. The saw's features include automatic saw blade tracking control, an automatic saw blade tensioning system and carbon guides. The saw has a capacity up to 30,000 sq.ft. per shift, with a lamella thickness from 1.5 mm, maximum block width of 310 mm and maximum block height of 165 mm, according to the company.

801.924.5702

www.wintersteiger.com



H3D Tool Corp. Straight Line Profile insert tooling

Booth No 6435

H3D Tool Corp. offers its Straight Line Profile series of tooling. The tools can replace profiled inserts when the desired shape may be created with straight line inserts, and the tools can also be turned in the head to get more than one use out of each insert, the company says.

888.544.3726

www.h3dtool.com

SuperMax Tools 19-38 combo drum/brush sander

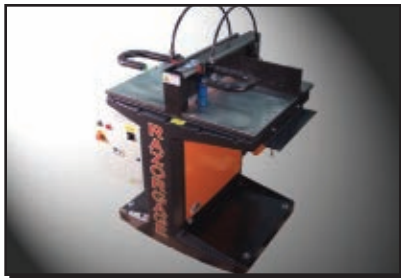
Booth No 6000

SuperMax Tools has a 19-38 open-end combo drum/brush sander. The machine is capable of drum sanding, brush sand-

ing (profile sanding) and wire brushing (distressing). Sanding head speed is controlled by an AC Inverter and a preset "fast" leveling control adjusts the machine for extra wide, 38-inch, use. The 19-38 combo offers changeable heads from drum sanding to wire, nylon abrasive or a flatter brush head, but comes standard with a 150-grit flatter head.

651.454.3401

www.supermaxtools.com



RazorGage Cyclone-600 up-cut saw

Booth No 7013

RazorGage offers the Cyclone-600 up-cut saw. The saw supports up to a 24-inch blade. It has SafeTcrowders mounted on the manual cut version, flip stops to adjust the top clamp, dual linear bearings and a PLC controller system.

515.232.2953

www.razorgage.com

ETemplate System ELaser

Booth No 4149

ETemplate System's ELaser system utilizes Leica 3D Disto Laser technology and ETemplate's Measure Manager software. The system is specifically developed for comprehensive 2D and 3D as-built measuring for design, fabrication, and installation for all segments of the construction industry. ELaser is available in three configurations.

866.877.6933

www.etablesystem.com

Blum Inc. Compact Blumotion concealed face frame hinges

Booth No 2637

Blum Inc. offers Compact Blumotion concealed face frame hinges. The series of hinges is available for both full and partial overlay applications. The face



frame hinges have the Blumotion soft close mechanism integrated in the hinge cup. The compact hinges are available in Blum's standard boring pattern and in cup depths as little as 11 mm.

704.827.1345

www.blum.com

Felder-Group USA Format4 Profit H30 CNC machining center

Booth No 6752

Felder-Group USA offers six different Format4 Profit H30 CNC machining centers. The following models are offered in both standard and long versions: H30, H30 x-motion and H30 e-motion. The H30 models have a 130 mm working height (z-axis) and up to 50 tool stations. The long version of the machines has a 1,390 mm working surface. Units include 25 vertical drill heads, 10 horizontal drills, and grooving saws in the "x" and "y" directions.

302.322.7732

www.feldergroupusa.com



Dustek Div. of Boshco Inc. plastic collection bags

Booth No 5544

Dustek Div. of Boshco Inc. offers plastic collection bags. These 6-mil extruded, heavy-duty bags have ultra tough seams and measure 38-by-72 inches, according to the company. The bags are sold in rolls of 50.

978.667.1911

www.dustek.com

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SALICE

SHOW PRODUCTS



Weinig Group OptiCut 450 Quantum II

Booth No 7555

Weinig Group offers the OptiCut 450 Quantum II cross-cut saw. The saw is capable of cutting and optimizing up to 100 running meters of wood per minute, according to Weinig. The process is fully-automatic. The CombiScan +200C scanner is integrated into the unit, with a maximum scan speed of 240 m/min, the company says.

704.799.0100

www.weinigusa.com



Oneida Air Systems SmartPro dust collector

Booth No 6038

Oneida Air Systems offers the SmartPro dust collector. The dust collector is equipped with Smart Air Control Technology, a dust bin level sensor with flashing strobe light, and HEPA filter media with a Flame Guard Arrestor. The dust collector has a 35-gallon metal drum under the cyclone.

315.476.5151

www.oneida-air.com

KCD Software Cabinet/ Closet Software Suite

Booth No 2854

KCD Software offers its Cabinet/Closet Software Suite. The software suite includes the Custom Library Creator,



which allows designers to save whole components like shelving units, islands and whole kitchens right into a menu for "dropping in" and modifying at a later date. Other features can be added, including the Pricer, Builder and CNC Linker. Each full-version of the software includes free technical support and customer service, KCD says.

508.760.1140

www.kcdsoftware.com

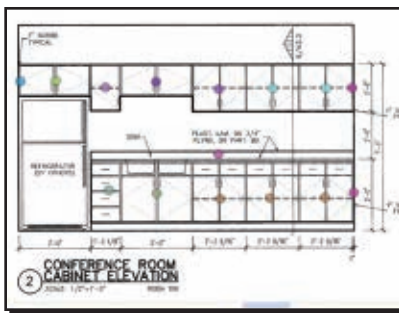
SSI North America Pentadecor 3D laminate films

Booth No 1615

SSI offers Pentadecor 3D laminate films, from Klöckner Pentaplast. Featuring "Best in Class" high quality 3DL to North America, Pentadecor covers a wide range of prints and designs, textures, thickness, and gloss levels. A comprehensive program suitable for all membrane pressed parts and components is available.

973.598.0152

www.ssinorthamerica.com



TradeSoft PlanSwift Takeoff ProjectPAK plug-in

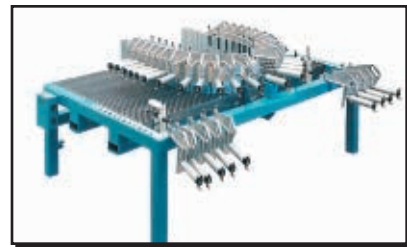
Booth No 4327

TradeSoft and PlanSwift offer Takeoff ProjectPAK plug-in software. Using the embedded plug-in, items are pulled directly from the ProjectPAK database, eliminating the need for maintenance on two takeoff databases, the company says. As items are taken off, they are color-coded and accounted for, with automatic

highlighting of differences in the original and revised plans. When finished, the plug-in automatically sends the takeoff from PlanSwift back to ProjectPAK.

770.579.9096

www.tradesoftinc.com



Ogden Group PT Veneer Forming systems

Booth No 5153

Ogden Group offers PT Veneer Forming systems manufactured by RfsProtech. The PT Veneer Forming systems are used in the manufacturing of radial components for industries including window, door and cabinets. The PT series can press and laminate veneers into half-round, arch and elliptical shapes. Systems are available with a variety of curing methods including RF, conduction heat bands and cold press.

704.845.2785

www.ogden-group.com



Nordfab Inc. heavy wall ducting

Booth No 6052

Nordfab Inc. offers heavy wall ducting for projects where transporting abrasive materials is required. QF Duct is available in 18ga galvanized construction with diameters from 4 inches to 6 inches, and in 16ga galvanized construction with diameters from 7 inches to 24 inches. The ducting clamps together like the standard pipe and most orders can ship in 4 to 10 days, according to Nordfab.

800.532.0830

www.nordfab.com

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See us at IWF, booth 5735

SHOW PRODUCTS



Flamex Inc. hot particle detector

Booth No 5323

Flamex Inc. offers a hot particle detector to sense hot particles traveling through a material stream that could be a potential ignition source. It is suitable for drop chutes, conveyors, and certain ductwork applications where some ambient light is present. It is a mid-IR Detector responding to the 1.3 to 2.7 micron range and has the ability to sense IR at lower temperatures than the standard spark detector, according to the company. See video at <http://youtu.be/5LhzEK3MZeU>.

336.299.2933

[www.sparkdetection.com/
products_detectors.html](http://www.sparkdetection.com/products_detectors.html)



Drawer Connection Inc. doweled drawer boxes

Booth No 3163

Drawer Connection Inc. offers doweled drawer boxes. The company says that its doweled drawer boxes meet AWI Premium grade specifications.

480.917.4887

www.dcdrawers.com

American Fabric Filter Co. easy plenum replacement bags

Booth No 1873

American Fabric Filter Co. easy plenum replacement bags are available. The plenum replacement bags are high efficiency and available for all plenum style collectors, whether for an OEM baghouse



or an individually designed system. Filters may be ordered with zipper at the bottom for emptying or for use with a bucket or drum. Other options include clear view-ports, belt loops and skirt to keep the rim clean and facilitate dumping.

800.367.3591

www.americanfabricfilter.com



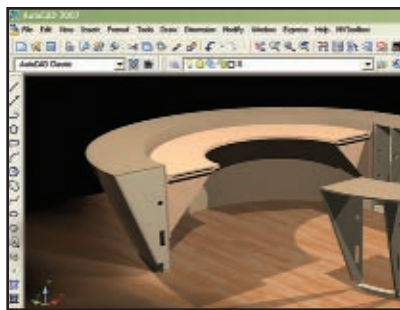
ShopBot Tools Desktop CNC machine

Booth No 7156

ShopBot Tools offers a Desktop CNC machine. The machine has a work area of 18 inches-by 24 inches-by 4 inches and a movement resolution of .00025. The Desktop system includes ShopBot PartWorks software and is available with a router or spindle option.

919.680.4800

www.shopbottools.com



Microvellum CAD software

Booth No 4553

Embedded within AutoCAD, Microvellum Toolbox generates manufacturing

information needed for production. The system comes with a library that can be configured to match specific construction methods. There's a pre-defined library with product information: materials, parts, hardware, machining and more. Changes to shop drawings automatically update all manufacturing information.

541.664.1625

www.microvellum.com



Caron Industries tropical style doors

Booth No 4434

Caron Industries offers tropical style doors available with contemporary or classic styling. The doors feature a 3D design available in most wood types and have a coconut center panel. The doors are available in custom sizes and can be delivered sanded and unfinished, or prefinished.

418.248.0255

www.caronindustries.com

Wagner Meters L609 meter

Booth No 1460

Wagner Meters offers the L609 meter for small woodworking shops and wood applications that require a narrow measurement area. The L609 combines a narrow sensing pad and species adjustment tables to provide moisture content (MC) readings. The "press and hold" button has an LED display. The meter requires no adjustment of MC readings for most normal operating temperatures, the company says.

541.582.0541

www.wagnermeters.com

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SHOW PRODUCTS

Fulterer USA Inc. VS Eco Liner waste bin pull-out system

Booth No 2654

Fulterer offers the VS Eco Liner for waste disposal and recycling. The lid acts as a pull out shelf for additional storage space



for cleaning supplies. The unit features three-way adjustable door mounting brackets. It has a capacity of 125 lbs.

336.431.4646

www.fultererusa.com

Nederman USA Inc. SmartFlow

Booth No 6161

Nederman USA Inc. offers SmartFlow "on-demand" dust collection technology. By retrofitting existing dust collection systems with SmartFlow, the company says utility costs could be reduced up to 80 percent, and system capacity and workstation flow can be improved. SmartFlow can also reduce system size by up to 40 percent, according to the company. SmartFlow technology offers remote monitoring of system operation.

800.533.5286

www.nedermanfilters.com

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Durham Bookcases has been a fan of ShopBot 10 years running.



Founded in 1995 by furniture maker Phillip Fletcher, Durham Bookcases designs and builds custom entertainment centers, wall units, office and bedroom furniture. About 10 years ago Fletcher added a ShopBot 96 X 48 CNC router to the core of his manufacturing process. He has been pleased with the tool, and his relationship with ShopBot, ever since. "My ShopBot is a workhorse," says Fletcher. "Quite simply, it's reliable." Over the years Fletcher has found that the ShopBot's easy interface is a boon because it's easy to train employees in the software.

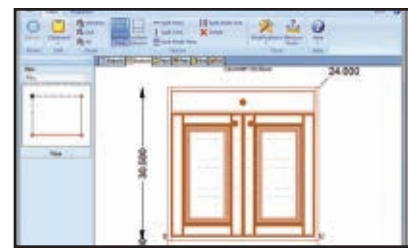


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Planit Solutions Inc. Cab-2-Nest

Booth No 4613

Planit Solutions Inc. offers Cab-2-Nest. The product is an order entry manufacturing software tool for cabinetry jobs. It is fully integrated with nested-based CNC machinery.

www.planit.com



Veneer Technologies Inc. thick edgebanding

Booth No 2067

Veneer Technologies offers thick edgebanding in red oak, white maple, cherry and white birch in two thicknesses, 1.5mm and 3.0mm at 7/8-inch wide.

252.223.5600

www.veneertech.com

See us at IWF, booth 7156

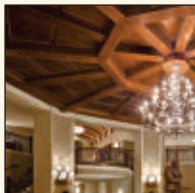
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Veneer Technologies thanks participating designers and craftsmen along with their suppliers, distributors and sales representatives for their enthusiastic reception to the 2012 Craftsman's Challenge. Award winners for the current year's competition will be officially announced at IWF 2012 in Atlanta, GA.

The Veneer Tech Craftsman's Challenge aims to recognize excellence in woodwork design and creation that features natural veneer and wood applications—regardless of what company provided the source material. Impartial judges from all segments

of the industry select winning entries that best use veneer products to achieve stated project goals.

In addition to valuable publicity afforded all entrants, the Grand Prize entry merits one \$3000 award to the designer/craftsman, one \$2000 award to the supplying distributor, and one \$1000 award to the supplying sales representative. The category winning entries are awarded \$1000 each. Special recognition may be given at the judges' discretion.

Please visit www.veneertech.com and view the 2012 entries as well as past years' entries. See you at IWF 2012 in Atlanta!



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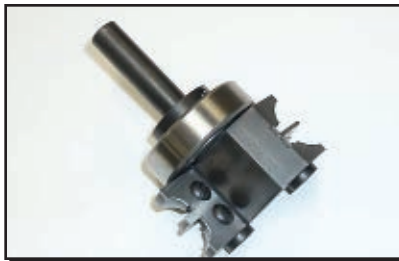
See us at IWF, booth 2067

SHOW PRODUCTS

Hickory Saw & Tool dedicated insert cutters

Booth No 4264

Hickory Saw & Tool offers dedicated insert cutters. They are less expensive than carbide tipped cutters, and their



shape remains true because of the ability to change out inserts. To regain a sharp edge, simply change out the inserts instead of waiting for the tool to come back from being sharpened or retipped. Dedicated tooling can be made in router, shaper and moulder cutters.

800.762.9899

www.hickorysawandtool.com

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Sata Spray Equipment SATAdekor 2000 glazing gun

Booth No 0000

Sata Spray Equipment offers the SATAdekor 2000 glazing gun. This product features self-adjusting Teflon seals and a nickled plated finish. The gun weighs 6.3 ounces, according to the company.

507.346.7776

www.satausa.com



Pollmeier Inc. Superior Red Heart beech

Booth No 4249

Pollmeier Inc. offers organic, natural looking Superior Red Heart grade beech lumber. The wood features contrasting color variation from light honey-brown tones to slightly darker reddish-brown heart wood. It is PEFC Certified and comes from Germany's sustainable forests.

503.452.5800

www.pollmeier.com

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SHOW PRODUCTS

IMA America Corp. Advantage line edgebanders

Booth No 6434

IMA America Corp. offers Advantage line edgebanders. All machines in this line of edgebanders are equipped with



touch screen controllers that allow the user to store programs and track machine performance. The machines feature automatic setup for different types of edgbanding applications.

919.246.0350

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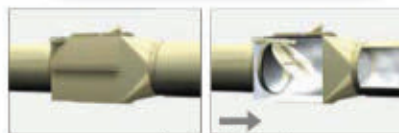
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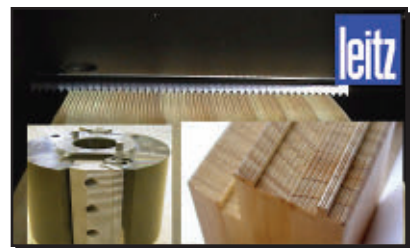
Weima America Inc. Woodwolf pre-crusher

Booth No 7113

Weima America Inc. offers the Woodwolf pre-crusher. The machine can be used as a stand-alone unit or as part of a two-stage process that incorporates a WLK shredder. The Woodwolf can be placed over the top of a single-shaft shredder, which allows the broken pieces to fall directly into the hopper, according to the company.

803.802.7170

www.weimaamerica.com



Leitz Tooling Systems Inc. RipTec Cutting System

Booth No 7544

Leitz Tooling Systems Inc. offers the RipTec Cutting System. Patented for window production, the RipTec system decreases blow-out on end-grain machining and creates a stronger joint, sealed against water and air penetration.

616.698.7010

www.leitztooling.com

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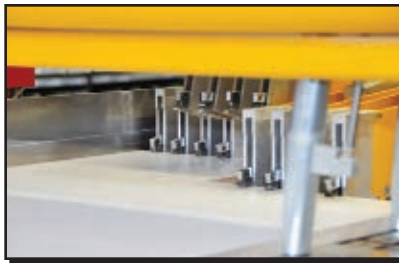


SHOW PRODUCTS

Schelling America Inc. Duplus2 concept

Booth No 6446

Schelling America Inc. offers the Duplus2 concept. This concept was developed for single axis beam saws.



It uses two independent feeders to position material into the saw, allowing for simultaneous cutting of the head and main piece or cutting of staggered patterns with one cut, according to the company.

919.544.430

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E-mail: swsmachine@aol.com

See us at IWF, booth 5752



Adwood Corp. Cehisa PRO 11 edgebander

Booth No 6129

Adwood Corp. offers the Cehisa PRO 11 edgebander. This machine features pre-mill, end trim, top and bottom trim, one motor corner rounding, radius/straight scrape, and buffing. It has an LCD screen and is equipped with digital readouts.

336.884.1846

www.adwood.com



Oliver Machinery 9000 multi-joint workstation

Booth No 7035

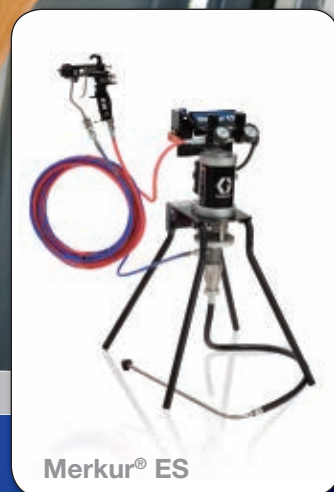
Oliver Machinery offers the 9000 multi-joint workstation. The workstation is designed to machine dovetail, mortise and tenon, and finger joints into a work piece. The machine has a foot-operated pedal and allows for attachment of a router to the undercarriage.

800.559.5065

www.olivermachinery.net



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SHOW PRODUCTS

Panel Processing Inc. panel store

Booth No 3131

Panel Processing Inc. offers The Panel Store, an e-commerce link on its main website. Items sold on the site include slatwall in various finishes in 1' x 4' and



2' x 4' panels; white and unfinished peg-board; black and white dry erase marker-board; and green and black chalkboard, all available in 2' x 4 and 4' x 4' panels.

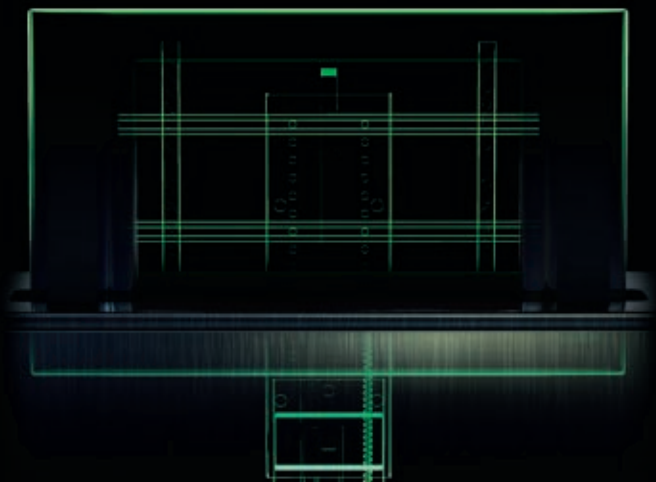
219.736.0330

www.panel.com/ecommerce.php

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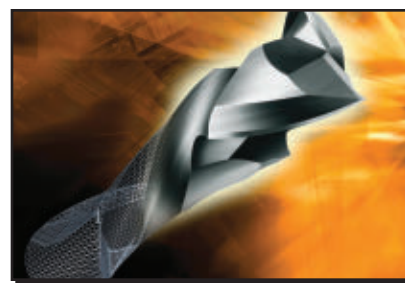
Leuco Tool Corp. P-System jointing system

Booth No 5735

Leuco Tool Corp. offers its jointing system branded the Leuco P-System. It boasts a cutting edge geometry for Polycrystalline diamond tipped cutting tools and was developed primarily for the machining of the edges of materials. Milling, jointing, trimming, and rabbeting can be performed in composites, wood based materials, as well as solid hard and soft woods.

800.631.0096

www.leucotool.com



Vortex Tool Co. Inc. XP tooling

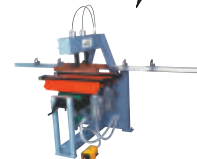
Booth No 6556

Vortex Tool Co. Inc. offers the XP "Extreme Performance" Series of tooling that provides up to 10 times the standard tool life, the company says. The most popular two flute compression geometries are available in XP. The tooling series is designated by the standard part number followed by "XP."

www.vortextool.com

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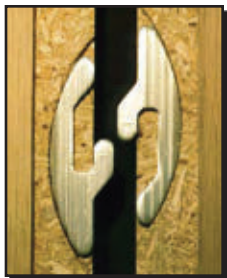


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SHOW PRODUCTS



Colonial Saw Inc. Simplex interlocking plates

Booth No 6713

Colonial Saw Inc. offers Lamello Simplex interlocking plates, a detachable joining element that is easily fitted and versatile in application. It consists of two parts and fits into every Lamello slot. The plates serve to fix radiator concealments, ceiling elements, screens, furniture parts, shelves, brackets and door doubles.

781.585.4364

www.csaw.com



Cefla Finishing America Inc. Aquadry oven

Booth No 7121

Cefla's Aquadry is an in-line oven designed specifically to minimize flash off or drying times of all types of water based coatings including water borne UV. Cefla's Aquadry oven has two independent zones where air speed, and air temperature can be varied as required. Additionally, short wave infra-red with adjustable power output is installed to maximize oven efficiency.

336.662.9813

www.ceflaamerica.com



Wood Technology Inc. Whisper-Ride 700, 1000 TV lifts

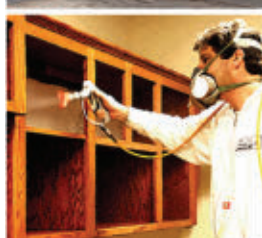
Booth No 2707

The Whisper-Ride 1000 by Wood Technology Inc. is a flat screen TV lift that extends from 29-1/2 inches to 68-7/8 inches and a 39-3/8 inch travel. It is suitable for very large TV's up to 70 inches. It has a weight capacity of 275 lbs. The company also offers the Whisper-Ride 700 which has a build in height of 25-3/8 inches and a 27-1/2 inch travel.

Both models have a built in reverse function.

919.542.6300

www.woodtechnology.com



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SandMan Products Sand Pro inspection lights

Booth No 5959

Sand Pro inspection lights by SandMan Products feature non-glaring flat beam bulbs, 12-volt transformer and welded diamond plate construction. The lights mount securely on an adjustable tripod stand.

574.264.7700

www.sandmanproducts.com



Schmalz vacuum handling systems

Booth No 5340

Schmalz offers two product series: the vacuum tube lifter Jumbo with single tube design, and the vacuum lifting device VacuMaster. Jumbo is suited for frequent and rapid lifting and moving of wood products of all types, up to a weight of 660 lbs. VacuMaster is ideal for heavy wooden boards weighing up to 4,400 lbs.

919.713.0880

www.schmalz.com



CCF Industries bamboo drawers

Booth No 4575

CCF Industries offers dovetailed bamboo drawers with 1/2-inch-thick sides, with custom features available.

724.727.2045

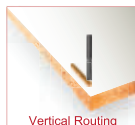
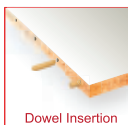
www.ccfdrawers.com

GANNOMAT

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Booth 7153

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INDEX TREND 130-330



INDEX PRO 130-330



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SHOW PRODUCTS

PMK Machinery LLC coping machine

Booth No 7148

Model C-1203 hands-free, chip-free coping machine from PMK Machinery does chip-free coping of either square



or profiled parts, even if profiled on both sides. It features two counter-rotating, 1-1/4-inch spindles with a spindle speed of 7,000 rpm for a cycle time of about 4 seconds. It has both top and side pressure clamps to ensure proper alignment.

865.385.0779



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NAP Gladu cutterheads

Booth No 5113

Nap Gladu is offering the Next G Series Cutterheads for use on shapers, shape and sanding machines, moulders, tenoners and CNC machining centers. The series features automatic knife positioning, three-point centrifugal knife locating, a rear clamping system with single-screw fastening, multiple profiles in a single tool body and the use of carbide or diamond knives in the same tool body.

812.482.2000

www.napgladu.com



Ferrari America Inc. soft-close hinge

Booth No 1707

Ferrari America offers the Harmony soft-close hinge. The hinge includes a hidden integrated damper in the arm designed for soft door closing. The product is available in a variety of plate options including cam adjustment plates and face frame adaptor plates.

336.841.1445

www.ferrariamerica.com



Shopcarts Adapa Inc. moulding cart

Booth No 5163

The Shopcarts Adapa Inc. moulding cart is designed for storing and moving various materials. The front side provides arms for cut lumber or mouldings, while the back side handles full-size sheet goods. This steel cart rolls on a set of 5-inch swivel casters. The base expands from 48 inches to 72 inches in length, the company says.

800.255.2302

www.shopcartusa.com



Kremlin by Exel Industrial Inc. spray adhesive applicator

Booth No 1407

Kremlin by Exel's M22G HPA GSP Gravity spray gun is designed for finishing with thick glues, contact cement, water-based materials or other high viscosity materials. The Gravity gun features ergonomic design, a high-density polyethylene pressure-assisted cup and stainless steel wetted parts.

800.482.1809

www.exelind.com

CabParts, Inc. cabinet boxes

Booth No 4956

CabParts offers modular cabinet boxes, drawer boxes, shelves, doors and drawer



fronts, plus a modular closet system. Cabinet boxes and casework are available in two joinery methods: Conformat screws with hardwood alignment dowels inserted or 8mm hardwood dowels for a traditional glue and clamp joint.

970.241.7682

www.cabparts.com

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SHOW PRODUCTS



Holz-Her Inc. Contriga edgebander Booth No 7955

The Contriga edgebander from Holz-Her can glue and machine at feed speeds up to 30 meters per minute and in edge thicknesses up to 30mm. Its slit nozzle technology offers a maximum level of precision for glue application.

704.587.3400
www.holzher.com

Richelieu Hardware closets Booth No 2007

Richelieu Hardware offers a variety



of storage accessories for closets, including the Milano leather and bronze collection, the Orlando series of baskets, sliding racks and pull-out wardrobes and a line of clear acrylic accessories.

800.619.5446
www.richelieu.com

Freud America Inc. anti-vibration blade Booth No 6549

The LU84 anti-vibration combination saw blade from Freud is available both coated and uncoated, in sizes from 8 to

16 inches. The versatile blade can rip a piece of 4/4 oak or crosscut a sheet of 3/4-inch plywood. Its anti-vibration features help prevent splintering, chipping, burning and tear-out.

336.434.3171
www.freudtools.com



Kreg Tool Co. Foreman pocket machine Booth No 5947

The Foreman pocket machine from Kreg Tool Co. is available in an electric-

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powered version. The unit features a mechanical hold-down clamp for hands-free drilling. The fence adjusts to center a screw in material from 1/2 to 1-1/2 inches thick.

515.597.2234
www.kregtool.com

Hardware Concepts Inc. lighting system

Booth No 2421

Hardware Concepts has available 120V, 20W transformer-less halogen lights. Xenon bulbs are supplied with the light. Up to 10 lights can be linked with only one power supply cord.

305.685.1101
www.hardwareconcepts.com



BHK of America birch drawers

Booth No 1406

BHK of America now offers both birch-wrapped drawers and solid birch drawers (shown). They are available in 1/2- or 5/8-inch thickness and in standard heights. Various top edge treatments are available.

845.928.6200
www.bhkofamerica.com

Clarkes International Inc. spark detection

Booth No 5861

Clarke's PyroGuard spark detection and suppression system senses infrared radiation from sparks and extinguishes them before they have a chance to cause a fire or an explosion.

541.343.3395
www.pyroguard.com

Salice America Inc. soft-close hinge

Booth No 2829

The Silentia soft-close hinge from Salice America has an integrated



decelerated closing action that is hidden from view and does not alter the cabinet design. It is available in the 700 series 110-, 155- and 165-degree openings, and is fully adjustable when mounted.

704.841.7810
www.saliceamerica.com



BiesseEdge Roxyl Gives You A Competitive Edge

The Biesse Roxyl is a flexible edgebander guaranteed to give you a perfect finish on every panel. Equipped with standard features not normally found on machines in this price range, the Roxyl is the affordable, high production solution for processing thin tape, thick PVC, veneer or wood coils, HPL and solid wood strips up to 19mm. Innovative, ergonomic design combined with increased productivity and flexibility make the Roxyl the new standard in automatic edgebanding. For more information, contact Jason Varelli at 704.307.6416 or email jason.varelli@biesseamerica.com.



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SHOW PRODUCTS



Honeyville Metal Inc. dust collectors

Booth No 7368

Honeyville Metal manufactures dust collection systems, including fans, rotary airlocks, cyclones and baghouse/filters. Its EFR cyclonic filters are designed for light to medium dust load applications.

260.593.2266

www.honeyvillemetal.com



Eterna Lighting lighting

Booth No 1725

Eterna Lighting offers a wide variety of specialty lighting for the woodworking industry, including LED, halogen, incandescent and fluorescent fixtures, along with accessories, such as transformers and bulbs.

305.513.3336

www.eternalighting.com

Vac-U-Clamp vacuum frame presses

Booth No 4860

Automatic vacuum frame presses from Vac-U-Clamp can be used for both piece and production work in small to large shops. Available in two configurations

-- as a fold-up, space-saving model or as a permanent top down design -- they come in a variety of top sizes and membrane heights.

888.342.8262

www.vac-u-clamp.com

Denray Machine dust booths

Booth No 5466

Denray has available a line of dust booths, which can be used for sanding items that are too large to be placed on dust tables. The booths introduce air into the filters from the top, which helps to prevent dust from sticking back on the filter after the cleaning pulse blows dirt off. Two standard models or custom designs are available.

417.466.4046

www.denray.com

Air Handling Systems dust collection

Booth No 5800

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203.389.9595

www.airhand.com



Solid Wood Systems Inc. bandsaw

Booth No 5752

The MZ Project CNC bandsaw, available from Solid Wood Systems, processes components made from solid wood or sheet goods, such as plywood. Its design allows for the cutting of complex patterns, with angles up to +/-90 degrees. For increased versatility, it also features some of the boring capabilities of a CNC point-to-point.

336.884.0700

www.solidwoodsystems.com

Deerwood Fasteners International frame screws

Booth No 2731

Deerwood Fasteners International offers its FrameLok face frame and

pocket hole screws in three drive styles -- phillips, square and Recex square phillips recess; in three head styles -- pan, round washer and Fil-listar; and in three thread styles -- fine, deep waxed and Hi-Lo.

828.469.1075

www.deerwood.com

Mill Spec Machine LLC sanders

Booth No 0000

Loewer sanders, available from Mill Spec Machine, include the DiscMaster rotary sander, the MultiMaster profile sander and the RotoMaster brush sander.

715.355.0534

www.millspecmachine.com

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Smartech International LP motorized roll rack

Booth No 7021

Motorized roll racks from Smartech International store 10 to 46 rolls of RTF in single- and double-loop configurations. Paper laminator systems store 30 or more rolls of paper to unreel directly into a paper laminator.

704.362.1922

www.smartechonline.com

CNC Technology grinding templates

Booth No 6057

The Autotemp system is a high-accuracy, CNC machine specifically designed for generating grinding templates for profile grinding. When combined with (included) TurboCAD and a scanner, the user can scan a wood sample or drawing, trace the image and then cut out a template in 10 to 15 minutes.

828.431.2205

www.templatemakers.com

Samet functional kitchen hardware

Booth No 2849

Samet is a world leader in the manufacturing of functional kitchen hardware. Samet produces more than 2400 products, which are sold in over 90 countries around the world. From lifters to concealed hinges, SMART-BOX and SAMBOX drawer

systems, Samet's European design and manufacturing is designed to deliver high quality at competitive pricing.

905-738-8886

www.samet.com.tr

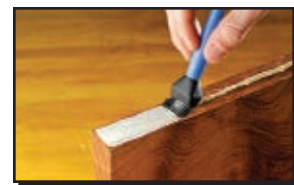
Northway Industries Inc. Contract manufacturing

Booth No 1648

Northway Industries offers contract manufacturing ranging from precision-machined components to complete assemblies, such as cabinets, store fixtures and furniture. Services include panel lay-up, CNC machining, edgbanding, miter folding and packaging.

570.837.1564

www.northwayind.com



Rockler Woodworking and Hardware silicone glue brush

Booth No 6153

Rockler Woodworking and Hardware's silicone glue brush is re-usable, and has a tapered paddle on the opposite end for detailed application. Brushes are 1-inch wide with a 1/2-inch depth of silicone bristles. Rockler says the whole brush is waterproof.

763.478.8201

www.rockler.com

Mozaik Software Inc. InControl software

Booth No 6101

Mozaik offers Sketchup based software for cabinets, closets, casework and more.

619-752-5910

www.mozaiksoftware.com



Silver Machine Inc. STAR-6A/B heavy duty six spindles moulder

Booth No 7323

Silver Machine Inc. STAR-6A/B heavy duty six spindles 9-inch moulder has a complete cast iron base, feeding speed frequency inverter and outboard bearing for the second top head. It also features pneumatic side pressure, front-mounted digital display for spindles adjustment and centralized lubrication points mounting.

888.354.3388

www.silvermachineinc.com

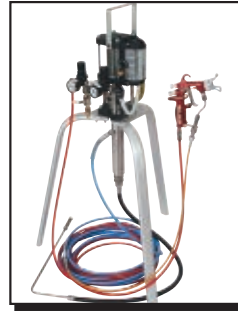
RUF US Inc. briquetting systems

Booth No 7135

RUF offers industrial briquetting systems—leveraging smart technology to improve business operations and protect the natural environment. Because making briquettes from production residues creates valuable products for the generation of heat and secondary raw materials, RUF helps processors and manufacturers reduce their carbon footprints, enhance efficiency, and even increase profitability by generating revenues from “free” resources that are created as byproducts of their operations.

440.779.2747

www.ruf-briquetter.com



Binks/DeVilbiss MX Lite Pump/Gun 12:1 Package

Booth No 2411

Binks/DeVilbiss' MX Lite Pump/Gun 12:1 Package is an air-assisted airless spray package. Available as a tripod or wall mounted spray package, the MX Lite features Binks' stainless steel MX412 pump with the Binks AA1600M air-assisted airless spray gun. According to the company, the mag-

netic detent design creates a quick stroke changeover with no pulse or surge.

630.237.5000

www.binks.com

Global Finishing Solutions WAVE Aqua filters

Booth No 4738

Global Finishing Solutions' WAVE Aqua filters are designed for use with water-borne paints in automotive and industrial applications. The filters provide a 99.73 percent removal efficiency and .03-inch wg initial resistance, according to the company. The filters are available in standard pad sizes and multiple roll sizes, as well as in custom sizes.

800.848.8738

www.waveaquafilters.com



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CabMaster Software cabinet software

Booth No 5440

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801-478-1900

www.saintl.biz

Anderson Group America Selexx Spectra CNC router

Booth No 6529

Anderson Group America's Omnitech Systems offers the Selexx Spectra CNC router. The Spectra/Wood



CNC router features a 5-by-10-foot table with one zone and standard grid matrix phenolic tabletop. The router is equipped with a 10 hp SK-30 spindle with an 18,000 rpm capability, eight tool holders and 16 collets, and three automatic referencing stops.

704.529.8369

www.omnitech-systems.com

Northwest Hardwoods hardwood lumber

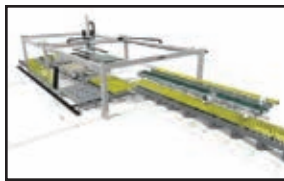
Booth No 5052

Northwest Hardwoods manufacture 15 species of kiln-dried hardwood lumber, as well as pallet shooks and railroad

ties. In addition, Northwest Hardwoods distributes European beech, appearance and structural plywood.

800.553.5345

www.northwesthardwoods.com



SCM Group North America Gabbiani CUBO panel saw

Booth No 7068

The Gabbiani Cutting Unit Batch One CUBO from SCM Group North America is a panel saw with two routing units. The CUBO can be incorporated in a Mahros loading-unloading system

controlled by Easy Plan and production wastes/quantity of the off-cuts can be reduced by using Rolling Software with the panel saw, the company says. The panel saw is available with cutting lengths of 3,200 mm, 4,500 mm and 5,600 mm, in widths of 2,200 mm and 2,440 mm.

770.813.8818

www.scmgroupna.com

Elias Woodwork stain collection

Booth No 3119

Elias Woodwork's stain collection includes a variety of stains for wood. Stain colors include: Amber, Butterscotch, Champagne, Chestnut, Chocolate Truffle, Cordovan, Espresso, Praline, Roasted Coffee Bean, Royal Cherry, Clear

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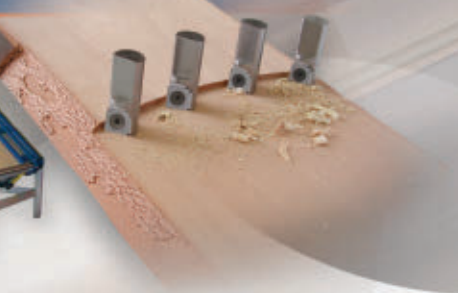
Thin-Cutting Frame Saws

from Ogden cut thin veneer slats from solid wood blocks with minimal waste from saw kerf. Multiple saw blades as thin as .036" produce a smooth finish ideal for gluing. Applications include flooring, windows, doors, and furniture.



SL Series RF Gluing Systems

This compact press is used to clamp and cure components in a matter of seconds using radio frequency. Ideal for applications including kitchen cabinets, door and stair components.



The Rotoplane Rotary Planer

is a precision alternative to conventional planing. This patented system uses a single rotary disk and is extremely effective for running short parts, thin veneer parts, and other wood and plastic products.

Ogden Group • 1320 Industrial Drive • Matthews, NC 28105 USA
Tel 704-845-2785 • Fax 704-845-1023 • e-mail: sales@ogden-group.com

ogden
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www.ogden-group.com

See us at IWF, booth 8121



Lacquer, Audacity, Natural Stone, Winter Fog, Harvest, Fruitwood, Golden Maple and many more, depending on the wood species. The company offers stains for Bamboo, Oak, Maple, Cherry, Walnut, Beech, Hickory and Alder woods.

800.665.0623

www.eliaswoodwork.com



M.L. Campbell EnviroVar

Booth No 3207

M.L. Campbell says EnviroVar is a formaldehyde-free acid cure conversion varnish. The varnish is Greenguard Indoor Air Quality Certified, low-odor and HAPs-free, according to the company. EnviroVar uses M.L. Campbell's CleanCure technology, which the company says ensures it cures at normal ambient temperature and dries to a smooth-touch finish.

800.364.1359

www.mlcampbell.com

Royce/Ayr Cutting Tools adjustable cutters

Booth No 7554

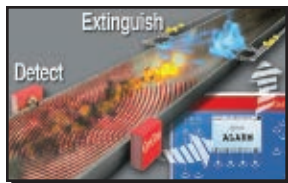
Royce/Ayr Cutting Tools Inc. offers adjustable cutters for the hardwood



flooring industry. The company says it combines the ETP-Cubit adjustment system with either Insert or diamond tipped cutters. The tools are designed for high feed applications and can be adjusted while mounted.

519.623.0580

www.royceayr.com



GreCon Inc. spark detection and extinguishing systems

Booth No 5518

GreCon Inc. offers Spark Detection and Extinguishing Systems. These systems can reduce risk of fires and dust explosions in production equipment, dust collectors and pneumatic conveying systems, according to the company. GreCon says its Spark Detection System sensors detect a spark's infrared radiation and automatically activate programmable countermeasures that can include extinguishing, filter deluge, diverting hazardous airflow, or triggering automatic machinery shutdown. Extinguishment immediately releases a fine mist of water downstream, extinguishing sparks and embers.

503.641.7731

www.grecon-us.com

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SHOW PRODUCTS



Hoffmann Machine Co. Inc. Morso NFXL face-frame notching machine

Booth No 5344

Hoffmann Machine Co. Inc.'s MORSO NFXL face-frame notching machine is available. The Morso NFXL manual notching machines notch the stiles and cope the rails without time-consuming changeovers. Moulding up to 8 inches wide can be processed and the notch width can be adjusted with different size nose knives.

866.248.0100

www.hoffmann-usa.com



Freeborn Tool Co. cutters

Booth No 5437

Freeborn Tool Co. can duplicate LRH profiles, or work with companies to find the nearest comparable Freeborn cutter. Freeborn Tool Co.'s catalog of stock profiles are ready for immediate shipping and can be mounted and balanced on the tool holder of the company's choice. Custom cutters are specified to the appropriate number of wings, diameter, shear and hook angles, and ship within 7-10 working days.

509.484.3033

www.freeborntool.com

European Woodworking Machinery fully automated line

Booth No 6734

European Woodworking Machinery offers fully automated assembly lines with



drilling machine, boring machines, dowel and hardware insertion, and carcass clamp for woodworking applications. Assembly lines may include horizontal boring, vertical boring, point-to-point boring and more features.

919.494.5197

www.ewmco.com



Walzcraft Industries Inc. Rigid Thermofoil, 3-D laminate

Booth No 1972

Walzcraft Industries Inc. has a line of Rigid Thermofoil (RTF) and 3-D laminate in a variety of color options, including textured looks, for custom cabinets.

608.781.6355

www.walzcraft.com



Bingaman & Son Lumber Inc. thermo-treated hardwoods

Booth No 4452

Bingaman & Son Lumber Inc. offers thermo-treated hardwoods. No chemicals are used in the production of this wood. The product is water repellent, weather resistant and lasts 25 years in outdoor use, according to the company.

570.374.1108

www.bingamanlumber.com



Superior Veneer and Plywood SuperEquaFlex

Booth No 1468

Superior Veneer and Plywood offers SuperEquaFlex. This paper backing is available in 10, 20 or 30 mm thicknesses and various lengths. It is available in dark brown, white or beige, as pictured.

812.941.8850

www.superiorveneer.com



SawStop LLC 1.75 hp cabinet saw

Booth No 5412

SawStop LLC offers its 1.75 hp professional cabinet saw. Designed to use standard 120 volt power, the saw features a heavy duty cast-iron table, steel cabinet and cast-iron trunnion.

503.570.3200

www.sawstop.com



Wood Component Mfrs. Assn. furniture component producers

Booth No 4148

Member companies of the Wood Component Mfrs. Assn. produce cabinet parts, millwork, furniture, flooring and custom and specialty wood products.

770.565.6660

www.woodcomponents.org



3AComposites Inc. aluminum composite material

Booth No 3015

3AComposites Inc. aluminum composite material (ACM) consists of two sheets of smooth .02 inch aluminum thermobonded to a polyethylene core in a continuous process. It is pre-finished with a premium Kynar 500 PVDF resin-based coil coating that is available in a number of standard and custom colors.

704.658.3520

www.3acompositesusa.com

Lenmar Inc. wood finishes

Booth No 1770

UniLaq from Lenmar is a precatyzed

solvent-borne acrylic lacquer that is ready to spray, self-sealing, non-yellowing and compliant with national VOC and HAP regulations. The high solids formula is designed to build a durable, chemical resistant finish ideal for furniture, cabinets and displays.

386.428.6461

www.lenmar-coatings.com

Hardwoods Specialty Products imported plywood

Booth No 1824

Dragon Ply imported plywood from Hardwoods Specialty Products features thick face and back veneers; machine-dried cores; and multiple core options, including poplar, MDF cross-banded veneer, combination core, lightweight lumber, MDF and particleboard. Also available are veneer-wrapped mouldings, raised panel inserts and engineered veneer.

602.278.5000

www.hardwoods-inc.com

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Booth 6101

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Boise Wood Products particleboard

Booth No 2010

Boise Select from Boise Wood Products is a high-performance particleboard with a high internal bond, tight core and reduced fiber size to provide added strength and machinability. Designed to fill a niche between regular particleboard and more costly MDF, it can be used for many applications while reducing raw material cost.

208.384.6610

www.bc.com



Anest Iwata USA Inc. spray gun

Booth No 2700

Series LPH-400 center-post gravity-feed spray guns from Anest Iwata USA are HVLP guns designed for obtaining improved control on refinish paints that contain fine metallics and pearls. Their gravity-feed design provides for easy clean-up and reduces material waste.

513.755.3100

www.anestiwata.com

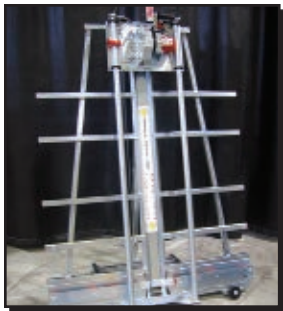
Daubert Chemical Co. Inc. adhesives

Booth No 4413

Daubert Chemical Co. Inc. offers a wide variety of Daubond waterborne and solventborne adhesives for use in woodworking applications, including laminating and membrane pressing. They include contact and hot melt adhesives.

800.688.0459

www.daubertchemical.com



Safety Speed Mfg. compact vertical panel saw

Booth No 6013

The C5 vertical panel saw from Safety Speed is a compact version of its larger models. It measures 5 feet in length and has the ability to cross cut up to 64 inches and rip cut up to 96 inches. It is designed for users who have limited shop space, and can be customized with a wide range of accessories.

763.755.1600

www.safetyspeed.com

Costa & Grissom Machinery Co. widebelt sanders

Booth No 5535

Series KKA bottom and top widebelt sanders from Costa & Grissom are available with planer units, drum units and sectioned pads. They use sanding belts in 75- and 103-inch lengths, with working widths of 45 and 52 inches.

336.434.6644

www.costagrissom.com



Guhdo-USA 1/2-inch diamond router bit

Booth No 5534

Guhdo-USA says its 1/2-inch diamond router bit, designed for CNC nesting applications, allows feed rates up to 90 ft/min. The bit is available with a one-, two- or three-flute design, and blades can be sharpened many times.

770.592.4766

www.guhdo.com

A. Lewis Mfg. Co. small mouldings

Booth No 3159

A. Lewis Mfg. offers its line of Micro Mouldings, plain or embossed mouldings as small as 1/8 by 3/16 inch. They are available in most domestic hardwoods, including alder and mahogany.

410.467.2212

alewisvmfg.com



Delta Power Equipment Corp. Model 31-484 oscillating spindle floor sander

Booth No 6729

Delta Power Equipment Corp. Model 31-484 is an oscillating spindle floor sander with a 0-degree to 45-degree tilting spindle arbor. Along with adjustable power stops at 45 degrees and 90 degrees, the sander features a 24 5/8-by-24 1/2-inch cast iron table and on-board storage. It has a 1 HP, 110V motor with 1,725 RPM spindle speed and 71 oscillations per minute, the company says.

864.231.5888

www.deltamachinery.com



Delcam International ArtCam Insignia

Booth No 4522

Delcam International's ArtCam Insignia is a design software for creating 3-D shapes and 3-D face profiles and designing 3-D models for rotary machining

and other applications. Features include: the Shape Editor, which can make a selected vector or color into a 3-D shape with chosen shape profile, angle and height; sculpting tools to smooth over blemishes, visible joints or sharp edges; and a Two Rail Sweep tool to create 3-D sweep shapes using vectors to determine a shape's edges and cross sections.

+44.121.766.5544

www.artcam.com

Amana Tool Timberline Goldline thin-kerf saw blades

Booth No 5147

Amana Tool Timberline Goldline thin-kerf saw blades are designed for use in portable circular saws and are ideal for applications in wet lumber, wood and pressure-treated lumber. The line consists of two blades: a 24-tooth framing blade and a 40-tooth finishing blade.

631.752.1300

www.amanatool.com



Hera Lighting TapeVE-LED

Booth No 2837

Hera Lighting's TapeVE-LED is a flexible LED light for larger applications such as accent lighting in retail displays, furniture, cabinets or boats. The tape illuminates with low heat and no UV and can be installed around most angles. The tape, which the Hera says uses 14.4W/m and is rated at 30,000-hour lamp life, is sold in 5-meter rolls with 60 LEDs/m and 300 LEDs per roll.

770.409.8558

www.heralighting.com

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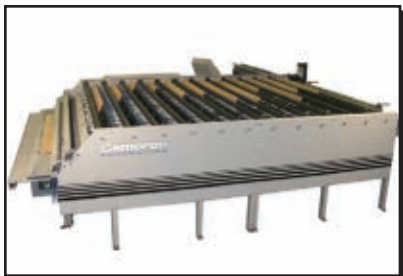
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See us at IWF, booth 7021

SHOW PRODUCTS



James L. Taylor Mfg. Co. Cameron flooring nester

Booth No 6412

James L. Taylor Mfg. Co. offers the Cameron flooring nester. In addition to producing bundles of varying length and width, the Cameron software tracks incoming and outgoing data. According to the company, the machine eliminates repetitive manual labor, controls square footage in each bundle and tallies material automatically.

800.952.13320
www.jamestaylor.com



General Tools & Instruments HT 10/20/50 USB humidity/ temperature data loggers

Booth No 4556

General Tools & Instruments' HT 10/20/50 USB humidity/temperature data loggers can record up to 16,000 data points per unit (up to 8,000 pairs of ambient temperature and relative humidity readings) over a period of days, weeks or months. Each data logger in the HT series has a temperature measurement range of 4 F to 158 F, and an RH range of 10 percent to 90 percent, according to the manufacturer.

212.431.6100
www.generaltools.com



Berenson Corp. Inspired Design series Puritan Collection

Booth No 2855

Berenson Corp.'s Inspired Design series includes the Puritan Collection of decorative hardware, inspired by fashion and shapes that are geometric, folded and draped. The collection consists of twelve pulls and four knobs, available in an assortment of sizes including 69 mm, 128 mm and 3 inches. Finishes include brushed nickel, brushed tin, verona bronze and polished nickel.

716.833.3100
www.berensonhardware.com

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FJM Security Products dust shutter cam locks

Booth No 1721

Dust shutter and high-security cam locks are available from FJM Security Products. Locks come in cylinder lengths of 5/8 inches, 7/8 inches and 1 1/8 inches with a chrome finish. Other features of the locks include optional straight and offset cams, one- and two-key pull, keyed alike or keyed different, and zinc alloy housing.

800.654.1786

www.fjmsecurity.com



Hettich America L.P. ball bearing runners

Booth No 2115

Ball bearing runners from Hettich America L.P. work with steel balls in precision profiles. The Silent System soft-closing mechanism provides a rotary damper that evenly reduces forces. The system works more or less independently of drawer loading and allows furniture manufacturers to design fronts without handles, according to the company.

800.777.1772

www.hettich.com

Flex-Trim US Inc. sanding flapwheels

Booth No 5941

Flapwheels from Flex-Trim are available in diameters from 2 to 20 inches in any length for any arbor. The high-pressure, low-speed, modular flapwheels are designed for long abrasive life. Applications include prep, sealer and primer sanding on wood, MDF, plastics and metals.

678.377.0001

www.flex-trim.com

Excel Dowel & Wood Products Inc. dowels and plugs

Booth No 1910

Excel Dowel & Wood Products offers plain and preglued dowel pins, dowel rods, buttons, plugs, knobs, balls, biscuits, handles, spindles, finials, bun feet, corbels, mouldings and a variety of other stock and custom wood parts.

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FS Tool Corp. cutting tools

Booth No 5452

FS Tool Corp. offers a complete line of polycrystalline diamond (PCD) cutting tools. These cutting tools with PCD tips are resistant to wear, and can be used to machine hardwood, plywood, MDF, chipboard, plastics, phenol and epoxy resin materials, fiberglass, reinforced plastics and aluminum-silicon alloys.

905.475.1999

www.fstoolcorp.com

Hansentek spark detection

Booth No 4859

The AN6400 spark detection and extinguishment system from Hansentek is expandable up to 64 zones, but can also be used in single-zone systems. The infrared spark detectors can detect and signal the presence of a spark in less than 1 millisecond. Coupled with a high-

speed solenoid, the system ensures a full water spray pattern across the entire duct in a quarter of a second.

905.607.5780

www.hansentek.com



Chemetal metal designs

Booth No 1700

Chemetal offers seven metal designs, including the 600 Series printed metals. Created on fabrication-friendly aluminum, these printed designs range from industrial to elegant with fine, dimensional,

horizontal patterning. Chemetal's 300 Series designs feature classic warehouse motifs and warm bronze appearances. Designs are offered in a 4-by-8-foot and 4-by-10-foot sizes.

413.529.0718

www.chemetal.com



Bosch Power Tools and Accessories Daredevil framing blades

Booth No 5334

Bosch Power Tools and Accessories Daredevil framing blades are thin-kerf, hard steel plate blades with carbide teeth. A Speed Coat finish provides added speed

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Booth 5466 At The IWF

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and avoids binding in treated or wet lumber, Bosch says. Typical applications include crosscut and rip cut of framing lumber, plywood, synthetic building panels, flooring and siding materials.

224.232.2738

www.boschtools.com



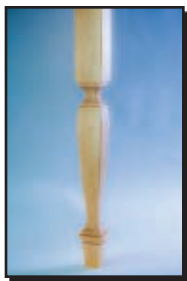
General International cordless precision engraver

Booth No 5053

General International offers a cordless precision engraver with a diamond tip bit and tri-lobe ergonomic grip. The engraver has a 20,000 RPM motor powered by two AAA batteries.

888.949.1161

www.general.ca



Art for Everyday Inc. Square Italianate Posts

Booth No 1421

Art for Everyday Inc. offers Square Italianate Posts. The posts are stocked in sizes of 3 1/2-by-3 1/2, 5-by-5 and 7-by-7, but can also be customized.

416.645.5120

www.artforeveryday.com

Grex Power Tools Green Buddy nailer

Booth No 4746

Grex Power Tools offers the Green Buddy nailer, an 18-gauge, 2-inch brad nailer.

The nailer has a hardened steel nose



piece, one-piece steel driver and extruded aluminum magazine. The kit comes with the brad nailer, plastic carrying case, two no mar tips, bottle of tool lubricant, Allen wrench set and safety goggles.

626.289.7618

www.grexusa.com

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SHOW PRODUCTS


ETP Transmission Inc. ETP Cubit
Booth No 6564

ETP Transmission Inc. offers the ETP Cubit, a patented adjustable system for profiling. The system is particularly relevant to cutting tongue and groove in the manufacture of flooring. The system is easy to operate with axially access and three steps. Precise adjustment is done by 0.01 mm.

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www.etp.se


Accu-Systems Inc. DBJ drawer machine
Booth No 6569

Accu-Systems Inc. offers the DBJ drawer machine. This product is a multi-access station drawer box machining center that can be configured to do English and French dovetail drawers. It can also drill holes for mounting drawer glides and drawer bottom grooves.

801.965.1900

www.accu-systems.com

Black Bros. Co. roll coater L300RC
Booth No 5713

Black Bros. Co. offers the L300RC roll

coater. The coater is designed and built to remove waste in both process and material in the roll coating operation.

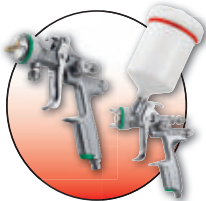
815.539.7451

www.blackbros.com


Dubois Equipment Co. Inc. DRC-50 S series differential coater
Booth No 6935

Dubois Equipment Co. Inc. offers the DRC-50 S series differential coater. This product provides a precise application of coating to flat substrates, according to the company. Control of film thickness is regulated by varying the speed and direction of the doctor

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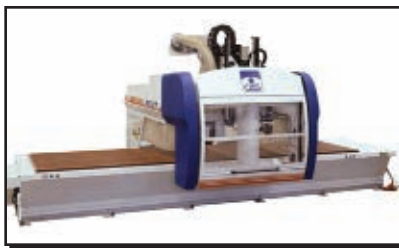
Friedman Corp. 3D Frontier CADFlow integration

Booth No 4535

Friedman Corp. offers the 3D Frontier CADFlow integration. Features include its enhanced quote-to-sale process with visualization and communication capabilities; rapid deployment using existing models, rules, database and expertise; and no new "configurators" to learn.

847.948.7180

www.friedmancorp.com



CMS North America Inc. Pentax cantilever machining centers

Booth No 7229

The Pentax series of cantilever machining centers from CMS North America is designed for the machining of parts in all woodworking industries. Particularly useful for furniture and staircases due machine flexibility and the working table lengths - 2.2 feet, 17.1 feet, and 25 feet. The standard working unit is 5-axes and additional units include a 3-axes working unit, drilling units, and saw blade unit. Working tables available include vacuum, vacuum pods and rails, and pneumatic clamping systems.

616.698.9970

www.cmsna.com



CompX Timberline StealthLock

Booth No 1931

The StealthLock by CompX Timberline is an invisible, keyless locking system for wood cabinetry. The system utilizes radio frequency technology which permits the transmitter pad to be moved anywhere, leaving no trace of visible hardware or signs of being secured. Programmable supervisor and user codes and four modes of operation allow the user to tailor the StealthLock to their application.

847.234.1864

www.stealthlock.com

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Booth #

1615

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SHOW PRODUCTS

Accurate Technology Inc. ProCAB QC

Booth No 5853

Accurate Technology Inc. offers ProCAB QC, a software application designed to be used with a ProTable-CAB two axis measuring system. The program provides an easy method for importing production or purchase order part data via CSV files.

828.654.7920

www.proscale.com

Cantek P400E programmable sliding table saw

Booth No 5559

Cantek introduces the P400E 3-Axis programmable sliding table saw. The P400E is designed to automate the time consuming operations and adjustments performed on manual sliding table saws. The overhead control automates the rip fence position, rise



and fall of the main blade, and tilting of the saw blades. The machine also comes equipped with motorized scoring adjustment on the overhead control. The sliding table runs on hardened linear guides for an effortless table movement.

888.982.2683

www.cantekamerica.com

Becker Acroma finishing solutions

Booth No 1855

Becker Acroma features an extensive line of water-based clear and pigmented precatalyzed, conversion varnish and UV wood finishes. In addition, the company offers a full line



of ECO and AquaChroma waterborne stains, dyes and dye concentrates as well as an extensive line of high quality polyurethanes.

519.758.1508

www.beckeracroma.com

Ali Industries Inc. Gator sandpaper

Booth No 1837

Ali Industries Inc. has introduced the new Gator® Ultra Power Premium Series sandpaper with Black Zirconium. Gator® Ultra Power sandpaper sands three times faster and last three times longer than regular sandpaper. Gator Ultra Power Premium Series sandpaper

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products can be used for hand sanding but are designed to handle hardworking power sanders delivering professional results every time on a variety of materials, including wood, metal, fiberglass and painted surfaces.

937.878.3946

www.gatorfinishing.com



CRP Industries Inc. motor accessory

Booth No 6912

CRP Industries Inc. offers the Perske KCS 70 D motor with a manual HSK-F63 direct tool mounting system for

standard HSK-F63 tools. The motor meets the demands of a full sizing application while eliminating the cost of complex automatic tool changing accessories.

732.969.2200

www.crpindustries.com

Axiom Industries machinery rollers

Booth No 5374

Axiom Industries offers a wide selection of power feed rollers. These include replaceable, press-on and bonded-to-hub styles. The company also offers moulder feed wheels, edgebander rollers and pads and recoating of rollers, pads and tires.

503.620.2439

Col-Met Spray Booths Inc. waterborne flash-off system

Booth No 3106

The EVO-4 waterborne flash-off system by Col-Met Spray Booths features



a 4-tower system that will cover each corner of any standard-size booth but can be modified based on spray booth length and configuration. Three Venturi nozzles create turbulence to disrupt laminar airflow during flash-off, and three stainless-steel pipes with air outlets rotate to position the directional nozzles for optimal airflow settings.

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CMT USA router bits

Booth No 5262

CMT offers a line of solid-surface router bits. The carbide grade is designed to withstand the demands of solid-surface material, and non-marring Delrin-coated bearings are mounted on each solid-surface bit. There's a choice of drainboard router bits, face-inlay bits for plastic or metal inlays to solid-surface countertops, corner-rounding and decorative bits and undermount bevel bits.

336.854.0201

www.cmtusa.com



Collins Companies Pine FreeForm particleboard

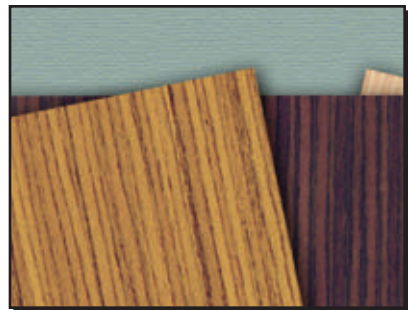
Booth No 4853

The Collins Companies' Pine FreeForm particleboard now meets the moisture resistant specifications for ANSI MR-10 per the ASTM D 1037-06a for 24-hour water absorption. The particleboard is certified under the California Air Resources Board CARB Phase 2. In addition, Collins Pine FreeForm contains 100% recycled post-industrial fibers, is FSC-certified, and is LEED compliant.

MR or Moisture Resistant Particleboard is a type of particleboard with a special water-resistant resin added to the panel to ensure moisture resistant properties.

503.417.7755

www.collinswood.com



Brookside Veneers, Ltd. wood veneers

Booth No 1500

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Invis (North America) Inc. Mini-Mag adapter

Booth No 1417

Invis offers the Mini-Mag, designed to expand capabilities for connections in confined areas. The product can attach directly into cordless or corded drills with variable speed reaching 1,100 rpm. The adapter also can be used on flexible-shaft extensions.

877.867.9019

www.swissinvis.com

Italpresse through-feed hot press

Booth No 5446

The Italpresse V-8/32-16 through-feed hot press can be used for laminating stock-size panels and cut-to-size components with wood veneer or HPL. A panel indexing system allows glued



panels up to 5 feet by 10 feet to be laid on the bottom face material by a single operator. The press features a color graphic, touch-screen controller.

941.639.2100

www.italpresseusa.net

Beland Forest Products panels

Booth No 4416

Beland Forest Products manufactures and distributes a wide variety of products for the furniture and construction industries. Included are melamine panels and tabletops; countertops; doors; hardwood, plywood and MDF panels; treated lumber, etc.

418.831.8860

www.beland.com



Alexander Dodds Co. dovetailer

Booth No 5813

Dodds' redesigned single spindle dovetailer, model SE-1CNC-C, can produce standard English dovetails at 40 to 80 drawers per hour, custom English dovetails and box joints. The type of construction is selected with the touch screen operator. Setup information is then entered into the machine's computer.

616.784.6000

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SHOW PRODUCTS



AOM Spray Equipment pump

Booth No 3325

The K20 air assist airless pneumatic piston pump from AOM Spray Equipment is mounted on a telescopic cart for easy mobility. Features include a stainless steel pump body, shutoff air valve and stainless steel wet parts. It comes with 25-foot air and fluid hoses, hose jacket and spray gun.

484.281.3451

www.aomspray.com



EAM-Mosca Corp trapping system

Booth No 4852

EAM-Mosca offers strapping machines designed to improve the strapping of protective packaging around windows, doors, cabinets and furniture. The ROMS side-sealing strapping system is designed to slip easily into conveyorized production lines.

570.459.3426

www.eammosca.com

Diversified Machine Systems Inc. CNC router

Booth No 6913

A compact five-axis gantry CNC router from Diversified Machine Systems fea-



tures a moving gantry bridge-fixed table, a 36-inch z-axis stroke, 11 hp automatic tool change spindle, 12 pocket tool magazine rack, CNC control system and full CAD/CAM compatibility.

719.226.5066

www.dmscncrouters.com

Bardo Abrasives Inc. abrasive wheels

Booth No 6421

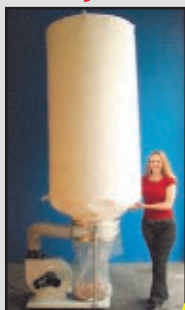
Finger Flex abrasive wheels from Bardo Abrasives conform and shape to all types of mouldings. They can be used for white wood, sealer and topcoat finishing, and are available in grit ranges from 80

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Element Designs Inc. aluminum-glass doors

Booth No 3031

Aluminum-frame cabinet doors with

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704.332.3114

www.element-designs.com

Doucet Machineries Inc. door assembly

Booth No 5035

Door Master systems from Doucet can be used for assembly, clamping and squaring of pantry doors as large as 30 inches by 72 inches down to drawer fronts measuring 5-1/2 inches by 12-1/2 inches. Features include two vertical and one horizontal pneumatically actuated clamps per section. The Door Master is also available in a five-section rotary model.

819.367.2633

www.doucetinc.com



Arminius Tooling profile sanding tools

Booth No 5274

Arminius Tooling supplies profile sanding tools used in the production of furniture, doors and windows by cabinet shops and industrial manufacturers. The tools are used on tabletop machines, throughfeed machines and CNC machining centers to process wood, chipboard, MDF panels and plastics.

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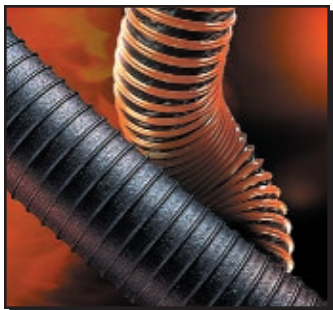
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Hi-Tech Duravent flame-retardant hose

Booth No 6060

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www.hitechduravent.com



Delmhorst Instrument Co. thermo-hygrometer

Booth No 1916

The HT-3000 thermo-hygrometer from Delmhorst Instrument provides environmental temperature, relative humidity, dew point and grains per pound. It is designed for woodworking professionals to measure conditions of the environment in which they're working.

973.334.2557
www.delmhorst.com

Dynaric Inc. strapping machine

Booth No 4642

The DF-20 semi-automatic strapping machine from Dynaric uses 6, 9 or 12mm strapping. Strap feed and tension are externally controlled. It is designed with a limited number of moving parts to minimize maintenance, and it features casters for easy movement within a plant.

800.526.0827
www.dynaric.com

Fischer Precision Spindles Inc. spindles

Booth No 7364

ELTE motors and spindles are available from Fischer Precision Spindles. Applications include routing, drilling, milling, edgebanding, sawing, mortising and engraving. Models are available with power from 0.10 to 20 hp and speeds to 50,000 rpm.

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Cemar Electro Inc. laser

Booth No 3111

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514.631.5807

www.cemarelectro.com

Century Hardware keyboard tray

Booth No 2727

The Century Hardware Ergo-Mate is a user-friendly and fully articulating com-

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Booth No 1431

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Jamieson Mfg. Co. laser engraving

Booth No 7253

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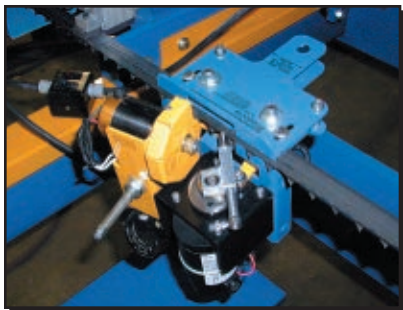


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Booth No 5135

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Inter-Mares Trading Co., Inc.
cane furniture components
Booth No 2715

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EdgeCo Inc. edgebanding
Booth No 5062

Edgebanding from EdgeCo is available for same-day shipping with a one-roll minimum order. Products include PVC in 1,400 colors, wood veneer, thick PVC, melamine, polyester, metallic and sheet veneer. Also available are adhesives and edgebanding tools.

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www.edgecoinc.com
Cresswood Shredding Machinery
saw waste grinder
Booth No 5428

Cresswood Shredding Machinery's EF-24A grinder is designed for companies needing to eliminate wood waste generated by small bandsaws and resaws, and blocks from chop saws. It is suitable for small furniture and cabinet shops or can be used as a dedicated grinder for a high-speed panel saw or gang rip saw.

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Hot Melt Technologies Inc. Benchmark 205-LV2 hotmelt system

Booth No 6953

The Benchmark 205-LV2 hotmelt application system from Hot Melt Technologies offers a flow rate of up to 50 pounds per hour for low- and medium-volume applications. It features a 1.25-gallon melt tank, and can be used with one or two hoses and handguns with either bead or spray nozzles.

248.853.2011

www.hotmelt-tech.com



Belwith Products LLC over-sized pulls

Booth No 2510

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www.belwith.com

Heico Fasteners Inc. custom fasteners

Booth No 4847

Heico Fasteners is able to produce custom fasteners with logos or other artwork. Fastener types include single shank nail, two-prong spread and buttonhook back. Applications include upholstery, case goods, frames, etc.

828.261.0184

www.heicofasteners.com

American Adhesive Coatings Co. Hotmelt adhesive

Booth No 2516

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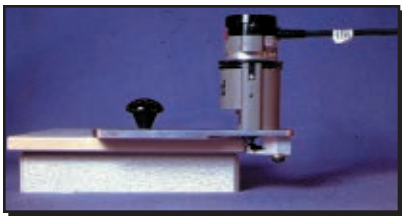
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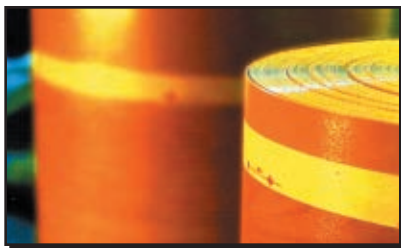
Betterley Industries Inc. trim router

Booth No 5261

A PVC trim router from Betterley Industries Inc. uses a specially designed base and guide system, along with a special cutting bit, to trim 3mm PVC edgebanding flush with the surface of any shape panel and to radius the edge, both in one pass.

763.755.3425

www.betterleytools.com



EuroVinyl Plus USA LLC flexible vinyl

Booth No 1812

EuroVinyl Plus supplies flexible vinyl in a wide range of patterns in solids, woodgrains, metallics and abstracts for surfacing kitchen cabinets, furniture, closets, etc. The vinyls can be used for membrane pressing, edgebanding, profile wrapping, flat laminating and post-forming, and are matched to Formica and Wilsonart laminates.

305.593.1035



Hurst Engineering SN1100 drawer box notcher

Booth No 6771

The SN1100 drawer box notcher from Hurst Engineering automatically cuts the notch and drills the hole for undermount drawer guides. The positioning guide indexes from the inside of the drawer, allowing for variances in material thickness.

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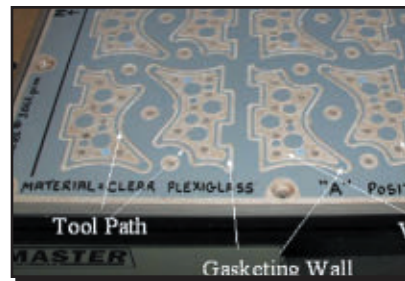
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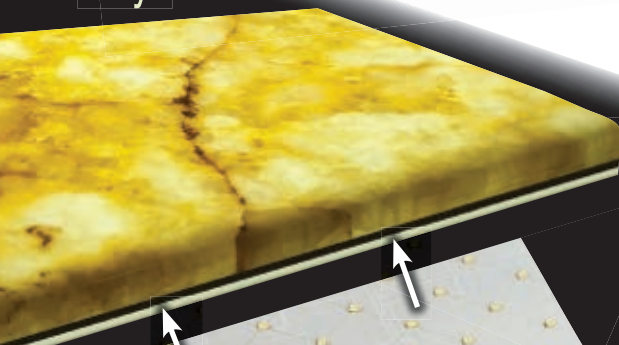
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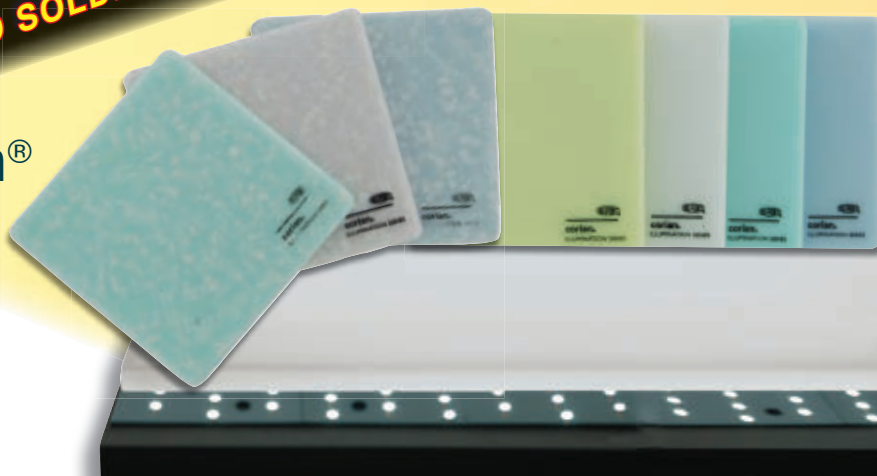
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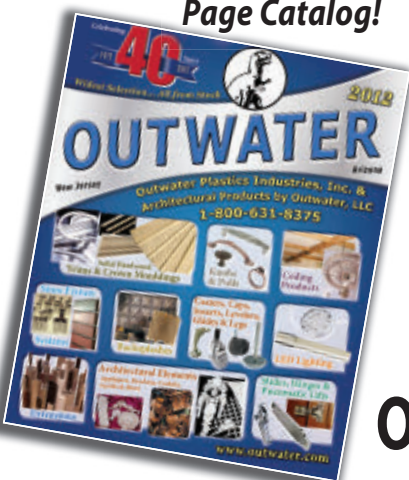
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Corporate headquarters

CCI Media LLC
P.O. Box 470, Fort Atkinson, WI 53538
414 807 3540

Sales team:



Publisher/President Tim Fixmer
P.O. Box 470
Fort Atkinson, WI 53538
414 807 3540
tim.fixmer@ccimedia.net



Market Manager Rob Roszell
*New England, Mid-Atlantic,
Southeast, E. Canada*
P.O. Box 3500
Chapel Hill, NC 27515
919 967 0460, fax: 866 825 2003
rob.roszell@ccimedia.net



Regional Manager
Lee Kulbarsh
West, Southwest, Midwest
3400 Woodland Way
Carlsbad, CA 92008
760 720 0333, fax: 760 720 1333
lee.kulbarsh@ccimedia.net

Europe Sales Anthony Rochman

4 Gunton Rd.; London, E5 9JS
+44 208 880 8485, fax: +44 208 880 0859
mobile: +44 793 915 1592
anthonyrochman@btinternet.com

Taiwan, Hong Kong, China Sales Robert Yu

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