

**Rethink
Manufacturing**

**Rethink
Finishing**

**Rethink
Design**

Published for IWF by

CabinetMaker+*FDM*



Training | Education | New Technology | Automation | Design | Software



August 22-25, 2012 ■ Atlanta, GA
Georgia World Congress Center

Pre-show Planner

**Rethink
Waste**

**Rethink
Lean**

NOW

Supply Chain

**Rethink
Automation**

**Rethink
Profits**

**Rethink
Pricing**

**Rethink
Logistics**

The power to connect start-ups
UPDATED!





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CabinetMaker

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IWF
2012

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- Scoring blade size: 3½" • Scoring blade arbor: 22mm
- Depth of cut: 3½" @ 90°, 2¼" @ 45° **EVEN CUTS DADOS**
- Max. rip capacity: 33"
- Approx. shipping weight: 688 lbs.



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63" LENGTH OF CROSS CUT

5 HP, Single-Phase

G0623X ~~\$2995.00~~ SALE \$2950.00

7½ HP, 3-Phase

G0623X3 ~~\$3195.00~~ SALE \$3095.00



12" SLIDING TABLE SAW

- Main motor: 7½ HP TEFC, 220V/440V*, 3-phase, prewired for 220V
- Scoring motor: 1 HP TEFC, 220V/440V*, 3-phase
- Main blade size: 12", Arbor: 1", Tilt: 0-45°
- Depth of cut @ 90°: 3½", @ 45°: 2½"
- Scoring blade size: 4¾", Arbor: 20mm, Speed: 8000 RPM
- Scoring blade tilt: 0-45° • Sliding table size: 126" x 13¾"
- Main table dimensions: 35¼" x 21 ½"
- Dust ports: 2½" and 5" • Approx. shipping weight: 1468 lbs.



MADE IN TAIWAN

7½ HP, 3-Phase

G0699 ~~\$5995.00~~ SALE \$5495.00



14" SLIDING TABLE SAW

- Main motor: 10 HP, 220V/440V*, 3-phase
- Scoring motor: 1 HP, 220V/440V*, 3-phase
- Main blade size: 14", Arbor: 1", Tilt: 0-45°, Speed: 4,200 RPM
- Depth of cut @ 90°: 4½", @ 45°: 3½"
- Scoring blade size: 120mm, Arbor: 22mm, Tilt: 0-45°
- Sliding table size: 13¾" x 98" • Max. rip capacity: 32½"
- Max sheet capacity: 98¾" x 126"
- Main table dimensions: 39¼" x 24"
- Approx. shipping weight: 1680 lbs.

MADE IN TAIWAN



10 HP, 3-Phase

G0451 ~~\$6995.00~~ SALE \$6795.00



14" 10 HP, 3-PHASE SLIDING TABLE SAW

- Main motor: 10 HP, 220V/440V*, 3-phase
- Scoring motor: 1 HP, 220V/440V*, 3-phase
- Main blade size: 14", Arbor: 1", Tilt: 0-45°, Speed: 4000, 5000, 6000 RPM
- Depth of cut @ 90°: 4 ½", @ 45°: 2 ½"
- Scoring blade size: 4¾", Arbor: 7/8" (22mm), Tilt: 0-45°
- Sliding table size: 126" x 13 ¾"
- Length of cut: 123" • Max. rip capacity: 48 ½"
- Main table dimensions: 39 ½" x 24"
- Approx. shipping weight: 1944 lbs.

MADE IN TAIWAN



10 HP, 3-Phase

G0493 ~~\$7695.00~~ SALE \$7395.00



10' TRAVEL!

12" 6½ HP, 3-PHASE SLIDING TABLE SAW

- Main motor: 6½ HP, 220V, 3-phase
- Scoring motor: 1 HP, 220V, single phase
- Switch type: Magnetic
- Main blade size: 12", Arbor: 30mm, Tilt: 0-45°, Speed: 4,000 RPM
- Depth of cut @ 90°: 4¼", @ 45°: 3"
- Scoring blade size: 4¾" (120mm), Arbor: 20mm, Tilt: 0-45°
- Size: 12¼" x 126" • Max. rip capacity: 52"
- Length of cross cut: 124"
- Main table dimensions: 65¾" x 53½"
- Approx. shipping weight: 1552 lbs.

MADE IN GERMANY

124" LENGTH OF CUT!



6½ HP, 3-Phase

G0674 ~~\$7995.00~~ SALE \$7595.00



14" SLIDING TABLE SAW

- Main motor: 10 HP, 220V/440V*, 3-Phase
- Main blade size: 14", Arbor: 1", Speed: 3000, 4000, 5000, 6000 RPM
- Main blade tilt: 0-45° • Depth of cut @ 90°: 4", @ 45°: 2¾"
- Scoring motor: 1 HP, 220V/440V*, 3-Phase
- Scoring blade size: 4¾", Arbor: 7/8", Speed: 8000 RPM, Tilt: 0-45°
- Sliding table size: 15" x 126"
- Max. rip capacity: 51½" • Cross cutting length: 126"
- Dust ports: 2" & 5"
- Approx. shipping weight: 2873 lbs.

MADE IN TAIWAN



**4" DEPTH
OF CUT**

10 HP, 3-Phase

G0501 ~~\$11,500.00~~ SALE \$10,500.00



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- Knife size: 7⅞" x 1½" x ¼" HSS
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25" EXTREME-DUTY PLANER WITH SPIRAL CUTTERHEAD

- Cutterhead motor: 15 HP, 220V/440V*, 3-phase, 37A/18.5A
- Table elevation motor: ½ HP, 2.4/1.2A
- Precision-ground cast iron table size: 25" x 57"
- Max. cutting width: 25"
- Max. cutting height: 9"
- Max. cutting depth: ¼"
- Min. stock length: 10"
- 3 feed rates: 20, 25 & 30 FPM
- Cutterhead speed: 4900 RPM
- Approx. shipping weight: 2054 lbs.

15 HP!

**PRECISION-GROUND SUPER
HEAVY-DUTY CAST IRON
INFEED & OUTFEED TABLES**

MADE IN TAIWAN



**DIGITAL
READOUT
& KEY PAD**

G0603X \$9995.00 SALE \$9500.00



15" PLANERS

- Motor: 3 HP, 220V, single-phase
- Precision-ground cast iron tables & extension wings
- Table size: 15" x 20"
- Max. cutting height: 8"
- Feed rate: 16 & 30 FPM
- Cutterhead speed: 5000 RPM
- Magnetic safety switch
- Approx. shipping weight: 675 lbs.



**BUILT-IN MOBILE BASE
PRECISION-GROUND SUPER
HEAVY-DUTY CAST IRON
INFEED & OUTFEED TABLES**

G0453
\$1050.00 SALE \$995.00

G0453Z with Spiral Cutterhead

\$1650.00 SALE \$1625.00



15" PLANERS



- Motor: 3 HP, 240V, single-phase
- Precision-ground cast iron table size: 15" x 20"
- Min. stock thickness: 3/16"
- Min. stock length: 8"
- Max. cutting depth: ⅛"
- Feed rate: 16 & 30 FPM
- Cutterhead speed: 5000 RPM
- Approx. shipping weight: 675 lbs.

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BUILT-IN MOBILE BASE

G0453P
\$1050.00 SALE \$1025.00

with Spiral Cutterhead

G0453PX ONLY \$1650.00



20" PLANERS

- Motor: 5 HP, 220V, single-phase
- Precision-ground cast iron table size: 20" x 25½" (20" x 55½" with extension)
- Max. cutting height: 8"
- Max. cutting depth: ⅛"
- Feed rate: 16 & 20 FPM
- Cutterhead dia.: 3⅝"
- Cutterhead speed: 5000 RPM **2 SPEEDS!**
- Approx. shipping weight: 920 lbs.



BUILT-IN MOBILE BASE

G0454
\$1575.00 SALE \$1550.00

G0454Z with Spiral Cutterhead

\$2495.00 SALE \$2450.00



20" PROFESSIONAL PLANERS

- Cutterhead motor: 5 HP, 220V, single-phase, TEFC
- Feed motor: 2 HP, 220V, single-phase
- Precision-ground cast iron table size: 21¼" x 28¼"
- Max. cutting height: 8"
- Max. cutting depth: ⅛"
- Feed rate: 17-26 FPM
- Cutterhead speed: 5200 RPM
- Approx. shipping weight: 1010 lbs.

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G5850Z ONLY \$3650.00

with Spiral Cutterhead

G0544 \$4595.00 SALE \$4450.00



24" PROFESSIONAL PLANERS

- Cutterhead motor: 5 HP, 220V, single-phase or 7½ HP, 220V/440V*, 3-phase
- Feed motor: 2 HP
- Precision-ground cast iron table size: 31⅞" x 24⅞"
- Max. cutting height: 8"
- Max. cutting depth: ⅛"
- Feed rate: 17-26 FPM
- Cutterhead speed: 5200 RPM
- Approx. shipping weight: 1126 lbs.

MADE IN TAIWAN



G5851Z Single-Phase
\$4995.00 SALE \$4750.00

G7213Z 3-Phase
\$4995.00 SALE \$4750.00



24" EXTREME-DUTY PLANER w/ Spiral Cutterhead

- Cutterhead motor: 10 HP, 220V/440V*, 3-phase
- Feed motor: 1 HP
- Table elevation motor: ½ HP
- Precision-ground cast iron table size: 24" x 35½"
- Max. cutting width: 24"
- Max. cutting height: 9"
- Max. cutting depth: 3/16"
- Feed rate: 20-40 FPM
- Cutterhead speed: 5000 RPM
- Cutterhead dia.: 4⅝"
- Approx. shipping weight: 1980 lbs.

MADE IN TAIWAN

**10
HP!**



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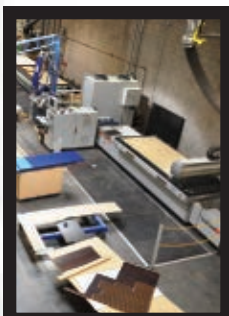
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If you don't go, you won't know

We have coverage of next month's IWF exhibition in this issue, and there is a lot more online at www.cabinetmaker.com and in our IWF Pre-Show Planner, which is being updated several times before the Aug. 22-25 show dates. In the planner and elsewhere we recommend planning ahead (get it?). Make a list of what you want to see at IWF. Address your most important needs first, before leaving home. It's better to have a plan and change it than to have no plan. Check the exhibitor list online at www.iwfatlanta.com, and you can register ahead of time here also. Plan which seminars will best help your business. Include someone from your team who has never been to the show before. They'll welcome the opportunity to travel, and their experience can give others a fresh perspective.

In the planner, we suggest studying your list and the show guide, and moving through the aisles, seeing 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.

Cover the companies that are most important to you, taking notes as you go. Even though your list of products and problems in your business should be your priority, experienced attendees often tell us of a useful tool or accessory they saw at the show but did not know about previously.

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

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 ahead of time. You might see something on the show floor that would be a great problem-solver for your business. Something

**If you plan carefully,
you can get a lot out
of few days at a big
event like IWF.**

unexpected. You may learn something you hadn't thought about in an educational seminar, or even gotten an interesting perspective from another attendee over lunch.

There's no substitute for being there. Even in our digital age, nothing beats a live event. 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.

There is also the advantage of being in the same place with literally thousands of woodworkers, people with problems and questions similar to yours.

There will be more woodworkers in Atlanta the last week in August than anywhere else.

There's no reason why you can't be one of them. ◀



+ Just go to the show

 by William Sampson
 will.sampson@ccimedia.net

People in the woodworking industry divide into two camps: the people who have never been to the International Woodworking Fair in Atlanta and people who consider it an essential part of business. Unfortunately, it's sometimes hard to move the folks in the first camp over to the second. After all, if you've never been to the show, you really don't know what you are missing.

My first IWF was a truly eye-opening experience. It forever changed my view of the size and scope of the woodworking industry. Suddenly I was looking at a much bigger and broader world and a huge number of opportunities I hadn't even imagined before. There were machines I'd never seen before, tools that did things I didn't think were possible. A huge number of new supplies, materials and hardware literally opened new doors.

But best of all were the people connections. In seminars, on the show floor, in random connections in the halls, at receptions, lunches and dinners, I met more

interesting people with valuable information and ideas than I can possibly count. Some of those first industry connections I made back then have become valuable sources of information and support over the years. I wouldn't be where I am today without their help.

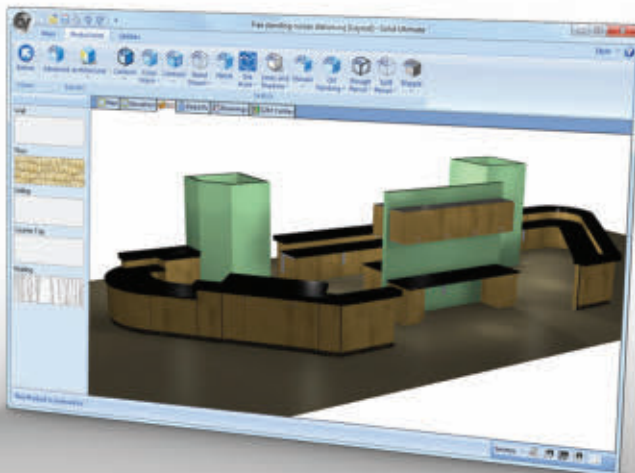
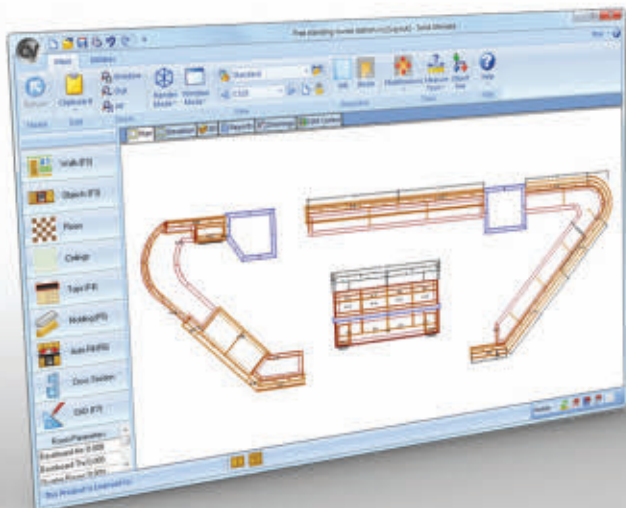
So, what can I say to the shop owner who has never gone to the show and wonders if it is worth the hassle of air travel or a long drive, the cost of hotel rooms and meals, the time away from work? Just go. It will broaden your horizons and improve your business outlook way beyond the cost of attendance. In fact, I dare say that if you don't come home with at least one idea or contact that pays for the trip, you were walking around with your eyes and ears closed.

See you at the show! ◀



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QUICK CUTS

IWF reports higher registration, exhibit sales

The International Woodworking Fair has announced a 40 percent increase in early attendee registration in comparison with IWF's last event, which was hosted in 2010.

In addition to increases in advanced registration IWF is seeing a surge in exhibit sales. IWF is pacing ahead of 2010 and will be a larger event compared to 2010 with 792 exhibits currently. The top manufacturers of machinery, supplies & services will be displaying the most innovative products available to the marketplace.

"In addition to the rebounding housing market, we suspect that increased attendee numbers can be attributed to demand for new machinery, sup-



plies and services that IWF exhibitors offer," says Michael Burdis, IWF 2012 chairman and president of James L. Taylor Manufacturing Co. "The increase in exhibitor sales and advanced registration all point to a very strong IWF 2012."

The IWF trade show brings together industry leaders and showcases innovative products, machinery, materials and design. IWF 2012 will be held August 22-25 in Atlanta at the Georgia World Congress Center. For up-to-date and industry updates, connect with IWF on Facebook and Twitter.

For more information about the International Woodworking Fair, go online to www.iwfatlanta.com, or call 404-693-8333.

General Mfg. to close Quebec machinery manufacturing facility

General International (www.general.ca) announced it will end operations at its General Mfg. Drummondville, Quebec, manufacturing plant during fall 2012, though an exact date has not yet been announced.

The company plans to increase efficiency by combining all Canadian manufacturing operations under one roof and by eliminating non-profitable woodworking machinery products. The company says the closure will not affect its distribution center in Murfreesboro, Tenn.

Warranty service and replacement parts for existing models will still be available through General International. Current supplies of raw materials are being used at the plant to build up inventory on more popular models, and to build up a long-term supply of replacement parts.

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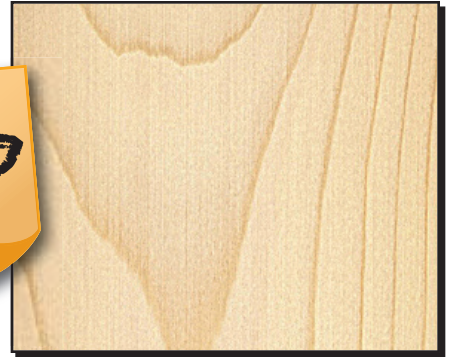
Balsam fir (True fir)

The true firs, called true firs to distinguish the wood from Douglas-fir, consist of more than 40 species in North America, but only seven species produce commercial lumber. In eastern North America, there is one main species... balsam fir (*Abies balsamea*) ranging from Alberta to Newfoundland, south to Wisconsin and New York. The majority of the timber is in Canada; balsam fir is the official tree of New Brunswick.

In the western side of the continent, the commercial fir lumber species are subalpine fir (*A. Lasiocarpa*), California red fir (*A. Magnifica*), grand fir (*A. Grandis*), noble fir (*A. Procera*), Pacific silver fir (*A. Amabilis*) and white fir (*A. Concolor*). Although the trees can easily be separated into separate species, once cut into lumber, the wood of all the firs looks alike.

Balsam fir is the most symmetrical of northeastern coniferous species,

Lightweight,
light-colored
wood.



with a narrow pyramidal crown that terminates in a slender spire-like tip. The typical balsam fir tree is about 60 feet tall and 1-1/2 feet in diameter, although much larger trees (90 feet tall and 2-1/2 feet diameter) are seen especially in good growing sites. Some balsam fir trees are reported to be 200 years old.

The wood is used for furniture, construction lumber (2x4, 2x6), particleboard, and pulp. Oftentimes when construction 2x4 lumber is purchased at a local lumber yard in North America, the lumber grade stamp will indicate that the species is SPF, which

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is a combination of spruce, pine and fir; the fir in this grouping is balsam fir, also called Canadian fir or eastern fir.

The wood itself is somewhat impermeable to liquids. This can affect finishing, especially with water-based stains. <

+ Processing suggestions and characteristics

Density. The true firs are one of the lightest weight softwoods in North America, averaging about 25 pounds per cubic foot at 10 percent MC. This is equivalent to 1.4 pounds per board foot for 8 percent MC, 3/4 inch planed lumber. This is similar to eastern white pine, but is half as heavy as oak.

Drying. The firs have a high risk of developing fungal blue stain (also called sap stain) and becoming infested with ambrosia beetles that leave small holes in the sapwood when the MC is high. Rapid handling from log to the kiln, or other drying system, is required to avoid and control these risks.

This wood dries very easily. Drying defects are few. Once in a great while, the wood will develop wet pockets, which are small zones of higher MC wood in an otherwise dry piece of wood. Shrinkage in drying is under 5 percent.

Final MC for spruce should be between 8.0 to 9.5 percent MC. Any drier and the wood becomes brittle; any wetter and it is likely to shrink too much in-use.

Kiln drying temperatures must exceed 180 F at the end of drying to avoid any resin bleeding or rapid clogging of the sandpaper.

Gluing and Machining. Gluing is excellent. The wood is very forgiving even if gluing parameters are not perfect.

Machining is excellent so long as tools are very sharp and sharpness is maintained. Fuzzing is likely if cuts are too shallow, feeds are too slow, MC is too high or tools are dull. Over-drying will increase the risk of planer splits, shell-ing, and splitting during machining.

Stability. The wood is quite stable when the MC changes. It takes over 4 percent

MC change to develop 1 percent shrinkage in width of flatsawn lumber (tangentially) and 10 percent MC change to the thickness by 1 percent (radially).

Strength. In general, the true firs are a soft, lower strength wood.

For balsam fir, the ultimate strength (MOR) is 9200 psi; the stiffness (MOE) is 1.45 million psi; the hardness is 400 pounds. For comparison, eastern white pine MOR is 8600; MOE is 1.20 million psi; and hardness is 380 pounds.

Color and Grain. Firs are a straight grain, odor-less, white or pale white uniformly colored wood. The sapwood and heartwood have the same color and cannot be easily separated. Small, tight, red knots are common and add character to the wood. A premium "knotty pine" look is easily obtained.

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A road map for your lean journey

Even with plenty of research and enthusiasm, you will likely need a guide to help in your lean transformation.

The CEO of a cabinet and millwork shop called me recently with a question that I am often asked. He said, "I've read all of the lean books and articles I can find and I am convinced that lean is the direction I need to pursue to improve my business, but I don't know how to begin."

As I pondered how to respond I recalled a recent, not completely unrelated, conversation with a colleague who is now the VP at one of his former client companies. The colleague said that he was disappointed in not being able to find a lean book that provided a step-by-step process for a successful transformation. I suspect that part of the reason for not finding such a "how to" guide in the marketplace is because even though the tools and techniques of lean apply equally in any type of business, they aren't always rolled out in the same order. And, since we all learn and become comfortable with new things at different paces, the dwell time on each tool is likely to be quite different.

You need a guide

Lean is not as much about simply getting from point A to point B as it is about the process employed to make the journey.

Embarking on the journey to lean is in some ways similar to the westward movement of our pioneering ancestors. They heard and read stories about

journeys made by people before them, and they may even have had some experiences of their own, but since that had never been on the trip they were planning to make, embarking without an experienced guide could be dangerous. With all of these thoughts in mind my response to the caller was, "Don't embark on the journey without a guide."

Obstacles to lean transformation

Returning to my colleague's comment in the opening paragraph, there are a number of reasons why no author has attempted to develop a self-help guide for a lean transformation. I mentioned two of them earlier. Other reasons might include, the size of the organization, the urgency of a current crisis, the layers of leadership that need to be navigated to gain approval for changes and improvements, whether the company has tried to implement lean before, and the availability of experienced resources within the existing staff.

In the caller's case, the company is quite small so many of the staff wear a number of different hats, which means that using organic resources to take on the enormous task of a lean transformation wouldn't be practical.

Getting everyone on board

The CEO said that he was frustrated because he had made a few previous attempts to implement some of the tools ad hoc and wasn't receiving much support from the rest of the staff. As we talked I got the impression that he was alone in his passion for lean.

Although he was trying to inform his staff of the benefits of lean and his motivation for transforming his company, he had failed to implement the first of the 6 Es – genuinely Enlisting the support



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



of the entire staff. Getting everyone on the same page could be rectified, but not by using the "bull in the china shop" approach. Finally, as the CEO, he had far greater responsibility for his business and his staff than to allow himself to become mired in the minutiae involved in the transformation process.

Visiting the shop

After laying out a number of precautions to him, he asked how quickly I could get to his shop. That was a new experience for me. I've never had a CEO approach me with that sense of urgency before. Fortunately, his company is just a four-hour trip from my office and my calendar was pretty clear, so within a couple of days I was in his shop.

Upon arrival I found exactly what I expected to find – a group of dedicated professionals endeavoring to make their company as successful as they could within the existing organizational culture and accepted norm. That may sound like a politically correct explanation of a chaotic situation, but this company was in no different state than any other non-lean company. Actually that might unfairly understate their current situation. Unlike many non-lean organizations the CEO and a couple of key people have a good grasp of lean thinking, and they are passionate about transforming their company to the lean business model. Imparting that same passion on the rest of the staff was my first objective.

Getting started

After spending a couple of days assessing the current situation for my own understanding, I embarked on training the entire staff in the lean business philosophy with special emphasis on two of the pillars of lean – Workplace Organization and Set-up Reduction. Those two lean tools are the best places to begin because they both affect everyone in the organization and, when successfully deployed, they will do the most to gain back available time for doing productive work that is currently being lost to one or several of the Seven Deadly Wastes.

All journeys are evolutionary and may not be what was originally envisioned.

Following the training the staff immediately launched into a planned conversion of individual workplaces in accordance with the logic defined in the Goal Line Sheet described in “The 5S Pocket Guide” by Jim Peterson and Roland Smith, Ph.D. It has been my experience that facilitating the 5S process with a focus only on completing the first three steps of the first 3Ss establishes continuity and consistency in the 5S rollout.

Implementing Workplace Organization should not be considered a one-time event or a process that happens quickly. All journeys to a new location are evolutionary and the end result may not be what was originally envisioned, but that’s

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

OK. The destination that evolves may well be a better place.

This company is in the infancy stage of their lean journey, but I have no doubt that it will be a successful one. Their success will not be achieved because they asked me to facilitate the transformation process. Rather it will be because of a

visionary leader who recognized the need for change and realized that he couldn’t lead the transformation process on his own. He is very fortunate to be supported by a dedicated staff of professionals who want to make the journey with him.

I will share more of their story as the journey unfolds. <



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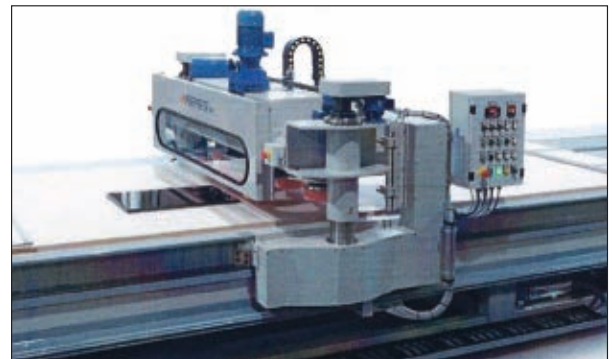
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QUICK CUTS

Comparing IWF Challengers finalists

IWF 2012 has announced the finalists in the 2012 Challengers Award competition. Here is a list of companies, the product, and the booth number at this year's IWF exhibition.

Accu-Systems, Inc.:

Panel Sizing & Squaring Machine 6569

Bessey Tools North America:

Bessey Auto-Adjust Toggle clamp 4534

Biesse America:

Biesse Automated Nestling Cell6735, 6769

Blum, Inc.: Tandem plus Blumotion2637

Cim-Tech: Solid-CIM 3D 5820

Giben America, Inc.:

Prisma6000 ECotech6712

Hafele America Co.: Frontino 2307

James L. Taylor Mfg./JLT Clamps/Cameron:

Automation Cameron Flooring Nester ...6412

Kanefusa USA Inc.:

UFO(U-formed) planer head and knife ..5140

Martin Woodworking Machines Corp.:

Martin T75 Sliding Table Saw6748

Miltec UV: Gloss Control UV Finishing 6534

Newman Machine Co., Inc.:

EQ3 Equalizing Module5352

S D Machinery: MagPi6957

Stiles Machinery Inc.: Venjakob automatic coating change system 7535, 7935, 8135, 8155

Stiles Machinery Inc.: Weeke vertical machining center7535, 7935, 8135, 8156

Techniks, Inc.:

Atemag Extra Plus Aggregate5239

TigerStop LLC:

SawGear with Crown+MiterPro5929

Timesavers, Inc.: CNC Profile Sander 6426

Tisfoon Ulterior Systems:

Tisfoon Scanner6076

Voorwood Co.: A11 Table Shaper/Sander ...5763

Weinig/Holz-Her: The Weinig Cube ...7555, 7955

Companies listed here also reaching the finalist stage in 2010 included only Accu-Systems and Timesavers.

The Challengers winner will be announced during the Aug. 22-25 exhibition. See www.iwfatlanta.com for more details.

KCMA survey shows April cabinet sales increase

According to the Kitchen Cabinet Manufacturers Association's monthly Trend of Business Survey, cabinet sales for April 2012 increased 0.7 percent compared to sales for April 2011.

Stock cabinet sales increased 6.6 percent, semi-custom sales decreased 3.9 percent, and custom sales decreased 1.0 percent. Year-to-date, cabinet sales increased 2.5 percent, with stock sales up 5.9 percent, semi-custom sales up 0.9 percent, and custom sales down 6.0 percent. For more on this monthly survey, go to www.kcma.org.

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Prepping for IWF: Look at the process

Designing and improving processes is one of the primary responsibilities of management.

A lot of shiny new technology will dazzle us at next month's International Woodworking Fair. No doubt these machines can enable you to reduce costs, introduce new products, and increase speed to market -- all in the name of improving your company's competitiveness.

Machinery, however, is only one part of improving your woodworking value-add equation. Creating value effectively requires converting materials through the application of labor and other inputs, including machinery, into an output of higher value. How these inputs are organized forms a process.

Designing and improving processes is a primary responsibility of management.

Whether you are designing a new process or improving an existing one, you must fit the moving parts together into a smoothly functioning operation. The enemy of such a performance is friction.

As these problems involve machines and people, the elimination of this kind of friction requires bits of industrial engineering, computer science, and psychology.

Answering these ten questions will guide you in designing a process.

Process outputs

The task of process design actually starts with the desired outputs and works backwards to determine the inputs.

1. What are the high-level process objectives? Your company's business plan

should enumerate what is required to acquire and retain customers. Does customer acquisition require a process that enables fast order fulfillment? If so, the needed process may be different than one required to become the lowest cost producer in your market. You must always ask what to do before deciding how to do it.

2. What product must the process manufacture? Everything beyond question depends on the product. You must perfect your product down to the smallest detail. Lean manufacturing projects often overlook this product engineering prerequisite. If the product is not designed for manufacture, you cannot achieve "lean." A poorly engineered product always results in process friction. The use of standard parts, parametric design, and common tooling are necessities, not niceties.

Process attributes

From the objective and product definitions, you can establish three key attributes:

3. What level of capacity is required to meet demand? The rate of output is the basis for determining the quantity of machinery, labor, and other inputs needed. Take care to consider minimum and maximum capacity needs, not just the average.

4. What degree of flexibility is required to accommodate product/demand changes? The organization and contents of a process depend heavily on the level of adjustability needed to accommodate variations in volume and product design. A customizable product made in lot sizes of one usually requires a highly flexible, easy-to-change or dedicated process to minimize downtime. The process for a high volume, fixed product demands less process flexibility.

5. What is the measure of process efficiency? Processes must achieve a fair level of cost efficiency as defined by labor productivity or material yield. Often you must also pay attention to non-financial measures like on-time delivery and first-pass quality that focus on process effectiveness.

Process inputs

With answers to questions 1 through 5 in hand, you can finally proceed to decisions on process inputs.

6. What tasks (operations, movements, storage) are required? Once the product is engineered, you can determine the tasks necessary for its manufacture. These tasks not only include the value-added activities such as sawing, shaping, and drilling. You must also account for the non-value adding steps like material handling and in-process storage.

7. What types and forms of materials are required? Key decisions include the types and form of materials. For example, will you purchase stock sizes to enable flexibility or pre-cut sizes to eliminate the need for a panel saw? Will you buy green or kiln-dried lumber?

8. What capital equipment is required? Answers to questions 1 through 7 will help you determine the types and quantities of machinery the process requires. Your goal in equipment selection is to achieve a sound economic balance between cost and performance. Following four simple rules will guide you in this quest:

➤ Consider customizing conventional machines. Off-the-shelf equipment simply will not solve all of your problems. One certain way to differentiate your process from your competitors' is

to employ custom-built or customized machinery that provides the parts you need at the cost required to compete.

➤ **View machines touted as bigger and faster with caution.**

Such machines are often expensive to purchase, complicated to operate, and inflexible. Today's short product life cycles often short-circuit the forecasted paybacks for these investments.

➤ **Beware of bottleneck machines.**

Multi-functional machines that process lots of part types often form a process bottleneck. Machining needed parts simultaneously at separate machines often provides fast throughput.

➤ **Choose machines that match real volume demands.**

Beware of overly optimistic sales forecasts that suggest the need for larger equipment in the name of "economy of scale." You can always invest in bigger machines when the volume necessitates.

And don't forget the need for infrastructure. New processes often require

new building space and mechanical/electrical support like dust extraction.

Information systems

9. What type of information system is required? Information is the glue that binds a process together. Good manufacturing information – the documents and procedures that direct events from order entry to shipping – also reduces process friction:

10. What labor skills are required to operate and manage the process? People are often the overlooked process ingredient. In some cases the lack of the necessary labor skills will demand that you re-design your process or restructure your HR policies.

Anyone with enough money can buy machinery. It's what you do with those machines, how you fit them into an effective process that delivers value to your customers, that makes the difference between profit and loss. This tenet

is especially true in woodworking where most machines are largely purchased "off the shelf." In an industry that lacks proprietary equipment, competitive advantage is created primarily by organizational brainpower rather than mechanical engineering prowess.

Bottom Line: Your ability to design frictionless processes to accomplish critical objectives will make or break your company. Don't look only to the latest, greatest machine to save your bacon. A process with average machines and a great organization can outperform one with poorly organized, state-of-the-industry machinery. ◀

After 40 years as a consultant to furniture, cabinetry, and millwork producers, Art Raymond is now Vice President – Operations at Hooker Furniture Corporation, Martinsville, Va. Contact him at 276/666-3965 or araymond@hookerfurniture.com.

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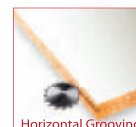
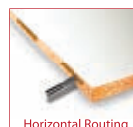
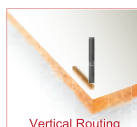
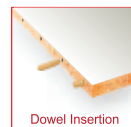
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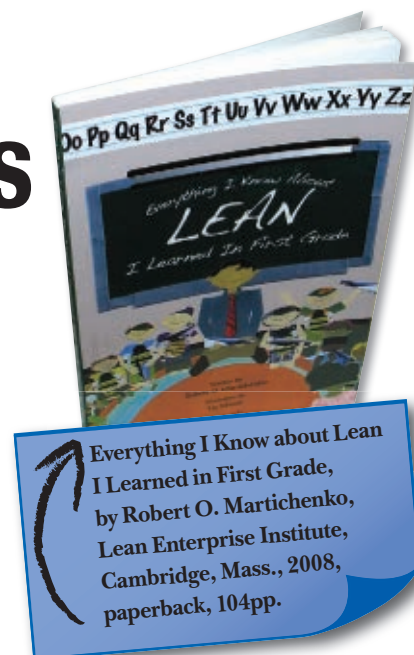
Lean goes to school

Too many proponents of lean manufacturing get all caught up in the buzz phrases that can confuse and put off anyone trying to understand principles of lean for the first time. Cutting through all that is Robert O. Martichenko's book *Everything I Know about Lean I Learned in First Grade*.

This is a highly entertaining and quick read in which the author takes readers along for an all-day visit to his daughter's first grade classroom. While helping the teacher and observing everything around him, Martichenko happens on revelation after revelation that parallels his experience in industry as a lean consultant. It's all mixed with a dose of good humor (his daughter has typical first-grader reactions and mild embarrassment to her dad's fascination and excitement over efficiency discoveries, for example), and clever illustrations by Liz Maute.

Each chapter takes on one event during the day and applies it to a common concept. From the point when his daughter gets ready for the bus all the way to after-school soccer practice, Martichenko deftly compares positive practices in school with similar lean practices in industry. For example, labels, signs and name tags serve to illustrate the visual cues important to the success of lean transformation. Supplies ordering procedures point up successful pull systems (just-in-time, kanban).

My whole family got a kick out of the section when he visits the school cafeteria for lunch. The school in the story has too many students for the capacity of its cafeteria, so somebody has figured out a system of making sure the students get through the service and checkout



Everything I Know about Lean I Learned in First Grade,
by Robert O. Martichenko,
Lean Enterprise Institute,
Cambridge, Mass., 2008,
paperback, 104pp.

lines in the least amount of time possible. The cafeteria organizer calls it "keeping to the beat," but Martichenko recognizes it as what lean advocates call takt time, the available work time divided by customer demand for the product.

The organizer explains that he has to feed 1,000 students in 150 minutes and that if they didn't use the beat system, it would take all day, with some students having "lunch" as early as 9 a.m. or as late as 2 p.m. This really sounded familiar in our house, because the local high school got in trouble for doing exactly that – spreading out the "lunch" schedule through the whole day. I guess they missed the takt time lesson in first grade!

Each chapter in the book includes a basic story of what happened at a particular point in the school day, followed by several summary conclusions to bring the points home. Then a section from "Orlo the Wise Old Owl" makes more direct comparisons of the school lesson to the business world. Some of it might sound childish, but it's straightforward and simple and really helps to make key lean principles accessible. In about 100 pages, you have an entertaining and thought provoking introduction to lean that crosses age, occupation, manufacturing, and service boundaries, showing that lean principles apply everywhere. <

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Startup strategies

Work for automotive dealers has been strong in 2012. This has been a growing market in Michigan.

Michigan millwork and casework producer grows by fulfilling promises and care in selecting projects.

When the three principals of Dynamic Wood Solutions started their company in 2009, they expected to get business from contacts they already had in the industry. It didn't work out that way.

Gary Moody and Ryan Gardner had to make many calls quoting almost any job that came up -- just to get started. Despite the time it took to get going, they took care in selecting jobs once their company was up and running, not bidding too low, or taking jobs where the payments might be too slow. The local market proved to be crowded and competitive, driving bids down.

But Dynamic Wood Solutions has been successful, and recently moved to a larger space. The new company expects a 20 percent growth in business in 2012 after a solid year in 2011.

The company moved operations to the former 19,000-square-foot Mathews Furniture building in Spring Lake Township, Mich.

"Our new facility has more off-load space for our suppliers, an open floor plan to increase manufacturing efficiency, bettering ability to change fabrication set ups and stage our large custom pieces, and more office space for support staff," says Ryan Gardner, partner and project director. "We also have more room to store finished product until the moment it is needed at the construction sites, which has been a challenge for us."

With 25 years commercial woodworking experience, company president Gary Moody is no stranger to doing business in tough times. "In this time of economic uncertainty in the U.S. and especially



Reception desk for Baker College was made by Dynamic Wood Solutions.

Dynamic Wood Solutions has done well on building business in custom work.



At a glance

Who: Dynamic Wood Solutions

Where: Spring Lake Township, Mich.

What: Commercial casework, millwork, store fixtures

Employees: 14

Web site:
www.dynamicwoodsolutions.com



Customers have included credit unions, shown here, along with banks, health care and education.

lead to expansion

Michigan, not only are we still here, but we are actually growing," he says.

Starting over

Partners Moody, Gardner and Chris Abbott had experience at another company, and knew certain people in the industry, but they really had to start over when they reentered the market. "We first got together and sent emails and did visits, and got congratulations and high fives, great responses," Moody says.

"It was great, but there was no work to go along with it. You can't pay your bills with congratulatory emails and 'Atta boys.'"

"There were months when there was nothing else for Gary and I to do except bid," Gardner says. "We were two full-time estimators doing nothing but estimating. It was probably four to six months but it seemed like forever.

"We didn't get work from the good old boy network, but we started getting work from new contractors," Moody says. "We originally subscribed to Construction News Service and then switched over to Builder's Exchange. We were fishing in all the holes we could find."

Customer focus

"We care about the customer's deadlines and quality expectations," Gardner says. "We try to be honest, not tell someone what they want to hear."

"We stand behind the product," Moody says. "If there is some issue we'll take care of it. We care about the customer and we take pride in the work.

"We've kept costs very low. It's very competitive. When we first got together and did the first quotes we used pricing that was well established where we were before. And we got zero business."

The recession had started. "Prices went through the floor," Moody says. "We learned in short order we had to turn the dial down and quote for less than we had ever hoped to. It was almost

Gary Moody, from left, Ryan Gardner and Chris Abbott had to modify their strategy to get business, but their persistence has paid off.



See a video from Dynamic Wood Solution's new shop. Watch the video on your smart phone or at www.CabinetMakerFDM.com.86133.html If

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Dynamic Wood Solutions moved into a larger space in Spring Lake Township to handle more work.

scary pricing. So for a long time, we did all our quotes from the ground up.

"We threw away all the rules of thumb, the schedules, price lists, per-foot costs, and started over from scratch. We felt comfortable not only knowing what our cost structure was, but knowing where the market was. We cost account all of our jobs so we know what we're going to do."

Gardner says that the company can best compete on certain size jobs, with certain characteristics and materials. Most of that is a mix of custom and stan-

dard casework. Gardner says they've proved they can be profitable on both custom and casework. If a job is all casework and large in size, odds are Dynamic won't be competitive with a company that can do high volumes.

"We tend to do pretty well on the custom work," he says. "Most of the jobs we're seeing are renovations, so usually there will be custom elements and upper and lower cabinets."

"That fits our employees well. Some of our employees do well on the standard casework, while others do well on the custom work. It keeps everyone busy so work flows through the shop."

The company normally employs 14 people, although that number can rise during peak periods.

Dynamic makes commercial casework, millwork and store fixtures, including nurse stations, school cabinets and millwork, custom desks and office furniture through dealers. These projects require a variety of materials including laminate, solid surface, solid wood and some veneers.

Most customers are general contractors in West Michigan, although Dynamic has customers all over the state, including Detroit and Ann Arbor. There is also a fair amount of business with west Michigan furniture dealers. Also, K-12 schools and health care have been doing

+ STARTUP STRATEGIES

well, and automotive dealership business in particular has picked up in 2012.

High profile projects include PNC Bank branches, Babbitt's Sports Center, Harley-Davidson dealerships, renovations at Baker College, Mercy Hospital, several

University of Michigan health buildings, GM, Honda and Chrysler dealerships.

In one case Dynamic made pieces through a general contractor and others for a furniture dealer that were going to the same end customer.

Abbott is also one of three partners in the business and is the operations

+ Bigger budgets for surfaces

Dynamic Wood Solutions' Ryan Gardner sees more solid surface demand, and specifically more demand for high-end materials such as quartz. "It might have to do with the economy," he says. "People are spending more on materials because they can." Gary Moody says that sometimes everything else comes in under the budget, so the customer has extra money to spend to upgrade materials.

"You're going to see more quartz in solid surface projects for hospitals and health care," he says.

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manager, overseeing all production staff and manufacturing.

"We run our shop very lean and have invested in equipment that has made us more efficient," he says. "Our new building addresses this space issue and also has plenty of room for future expansion of operations."

"Work flow is designed to come in the front and go out the back," Abbott says. "Board stock or parts come in, go to the saw, are staged at the edgebander for edge treatment, go into assembly, then to the back, where there's a trimming operation where they do the doors and drawer fronts, and back to shipping."

The new shop location includes an SCM edgebander, SCMI sliding table saw, Onsrud pin router, Makita miter box, Bosch table saw, Tannevitz table saw, Porter Cable and Milwaukee hand routers; Delta drill press, Blum minipresses and Belfab dust collector. A Gannomat twin row line-boring machine was just added.

Depending on capacity, Dynamic will at times outsource large volume cutting. One of their board suppliers cuts panels to size for a major office furniture manufacturer, and can supply cut pieces with only a few days turnaround.

A goal for the future would be to bring more processes in house. Abbott says the company is considering a computerized panel saw and CNC router.



Projects handled in the new shop may include laminate, solid surface, solid wood and veneer.

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Dynamic also purchased a custom-built large finishing booth at an auction, but most jobs do not require finishing.

Selective business

Gardner says that when the company bids they look closely at the characteristics of the job itself.

"We don't want to take on too much risk," he says. "We're probably much more selective than some of our competitors in all aspects of the job, in material makeup, the size, analyzing cash flow, and whether or not the customer pays for stored materials or not. I'm pretty confident that some of our competitors don't do that."

Dynamic has more business booked in 2012, but some of the contractors they

deal with are struggling, and length of payment remains an issue.

"There have been some opportunities where we've held back and said, no, that's too big a job, because of the cash flow," Gardner says.

"Fortunately most of them, but not all, pay for stored materials," Moody says.

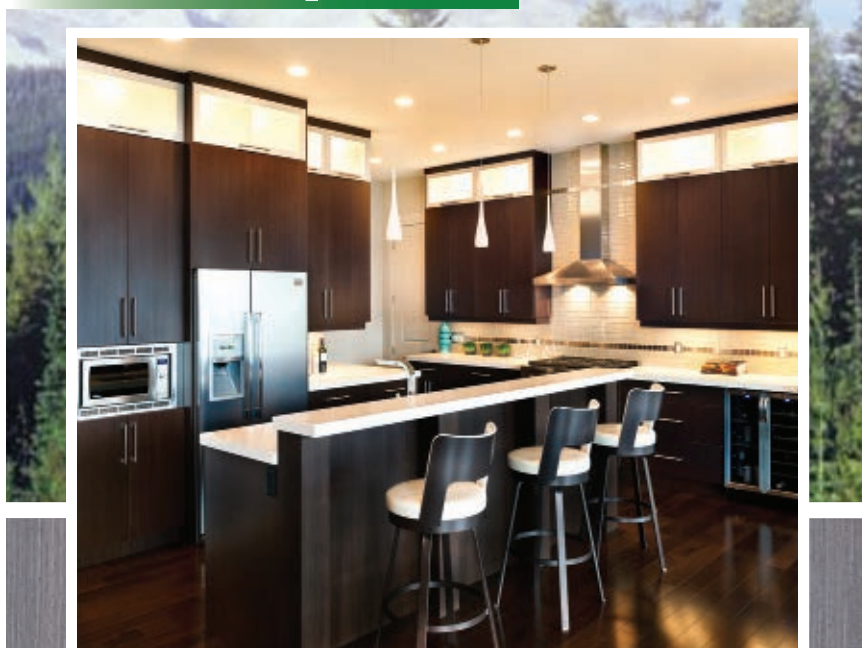
Looking ahead, one of the biggest obstacles to further growth is the very competitive nature of bidding, Moody says. Persistence and quoting anything they could find helped them turn the corner.

"If you're going into business do it now, because if you can make it now, you can make it anytime," Gardner observes. <

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QUICK CUTS

WCMA will tour plants in Minnesota Sep. 30-Oct. 2

The Wood Component Manufacturers Association (WCMA) will hold its 2012 Fall Conference & Plant Tour Event in the Minneapolis, Minn., area Sep. 30 to Oct. 2.

The WCMA's Wood Technology Expo will be held in conjunction with the Fall Conference and will connect WCMA Technology Partners with WCMA Members. WCMA Technology

by **Steve Lawser, CAE**, executive director

Partners are providers of woodworking machinery, equipment, supplies, software, and business solutions. They help WCMA members adopt new technologies, implement advanced wood processing methods, and utilize improvements in tooling, equipment, and software.

WCMA plant tours are designed to encourage an open exchange of ideas regarding the latest woodworking production techniques. Attendees are able to observe actual applications of new technology and visualize how they might apply them in their own plants.

Plant Tour host companies:

Northland Forest Products, Shakopee, Minn. Northland Forest Products is a manufacturer and wholesale distributor of premium quality S4S hardwoods, mouldings, and performance pines.

Andersen Corp., Bayport, Minn. Andersen is the largest window and door manufacturer in North America.

Dura Supreme, Howard Lake, Minnesota. Dura Supreme crafts dovetail joinery, hand-turned posts, hand-applied finishes and unique, furniture pieces crafted by hand.

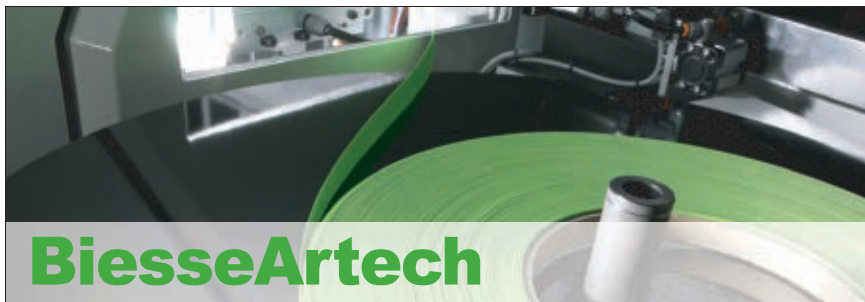
Plato Woodwork, Plato, Minn. Plato Woodwork provides framed, custom wood cabinetry with handcrafted quality.

Navy Island, West St. Paul, Minn. Navy Island produces architectural panels, doors, frames and mouldings, cabinetry, and store fixtures.

Progressive Systems, Anoka, Minn. Company makes custom machinery. They offer machine sales, full-service consultation, engineering, and replacement parts.

Timesavers, Maple Grove, Minn. Timesavers has been providing widebelt abrasive finishing machines for surfacing wood, metal, plastics, and a wide range of other materials.

For more information, contact the WCMA office at Tel: 770.565.6660. Fax: 770.565.6663. Email: wcma@wood-components.org. Or visit the WCMA's website at www.woodcomponents.org.



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Right time, right place for a startup

Cabinetmaker and businessman saw an opportunity in Phoenix's depressed housing market.

By most measures, Phoenix is one of the worst cities for foreclosures and falling real estate values. It's been a tough time for cabinet and millwork shops in Arizona, with hundreds of company closings.

But the situation created by the housing issues and the recession was seen as an opportunity by Astor Stave. The cabinetmaker and businessman saw this time as similar to buying stock in a solid company with a relatively low price.

"When the stock market crashed in 2008, the solid companies that were well funded, financially secure, and had the technology to grow, did just that," says James L. Englebrecht, operations manager, Crown Custom Millwork, LLC.

"In Arizona many very large and small cabinet and millwork companies closed in the past four years. We feel there will be a need for good quality companies with solid staffing and equipment to fill the need our clientele require."

It may have been the right time, but there were still challenges.

"We hired many experienced people as shop employees, engineers, office staff, and management," Englebrecht says. "It has been my job to create a group that takes the best of their knowledge and ideas, and creates a team that puts us on the same level of many regional and nationally acclaimed architectural millwork companies.

"We started with a solid plan and integrated office software along with manufacturing software to integrate the company. By this summer we will be fully integrated and this should accelerate



At a glance

Who: Crown Custom Millwork, LLC

Where: Phoenix, Ariz.

What: Architectural millwork, cabinets

Employees: 26

Web site:
<http://crowncustommillwork.com/>

our ability to pass information from sales to engineering and to manufacturing very efficiently, thus reducing costs and allowing us to provide up-to-the-minute information and schedules to our clients and reduce manufacturing time."

To find good skilled people, Englebrecht says the new company worked through other employees, with carefully placed ads, and with vendors who knew quality people in the region.

"There are experienced individuals (that are out of work), but employers are doing whatever they have to to keep

The company's goal is to do a great deal more negotiated work, to have a strong relationship with many clients, and to expand the area of work.

the best," Englebrecht observes. Many individuals have found work out of state or have changed to other forms of work." Crown Custom had plenty of experience to draw on. Company principal Astor Stave had been a successful businessman and developer for more than 45 years. Stave started years ago as a carpenter. He combined furniture and cabinetmaking skills with business expertise and that led to his starting a small cabinet shop in Tempe.

"He was able to purchase many pieces of excellent used woodworking machinery due to plant closures around the country," Englebrecht says. "He later found he was out of room in Tempe so he purchased a foreclosed property in North Phoenix. From this point the idea of Crown Custom Millwork was born with idea of providing exceptional service and quality.

Today, Crown Custom makes custom cabinets and fixtures, moulding, passage doors, cabinet doors, dovetail drawers, and AWI premium finishes for high-end



The company purchased many pieces of excellent used woodworking machinery due to plant closures around the country.

residential and commercial projects. Customers are construction management, designers, architects, general contractors and direct to owners. About 30 percent of work is residential and 70 percent is commercial.

Millwork and cabinets

"We are concentrating on projects that best utilize our work force and equipment," Englebrecht says. "With our level of experienced employees, we can do high-end architectural millwork, cabinetry, and installation for high end residential and commercial projects," Englebrecht says. "In addition, with our estimating software almost complete we are able to provide very accurate proposals at various levels of pricing and instantly provide value engineering so our clients can stay within their budgets."

Crown Custom's 26 employees work in its shop in Phoenix. A new showroom for cabinets and architectural millwork is being added at that location.



Crown Custom started with a solid plan and combined office software along with manufacturing software to integrate the company.



Crown Custom makes custom cabinets and fixtures, moulding, passage doors, cabinet doors, and dovetail drawers for commercial and residential projects.

+ RIGHT TIME

In the shop, Trade Soft Project Pak and Shop Pak are used, and the company is looking at Scheduler. "We wanted an integrated estimating, job management, and control system that could be used by all essential employees to streamline our daily operations," Englebrecht says. "We have also added data collection so we can accurately know where jobs are costing out and to review times against our estimates to ensure we are accurate."

In the shop, Crown has a Holz-Her Pro-master 7123 CNC machining center, Biesse Polymac edgebander, Biesse Regal 53-inch three-head sander. Martin equipment includes a programmable tilting head shaper, jointer, planer, and sliding table saw. The company also has a Weinig Unimat moulder, Opti-Cut saw, and several door and dowel machines from Accu-Systems. Two automotive spray booths are in the shop, one can



The shop includes CNC machining centers, moulders, saws, sanders and shapers.

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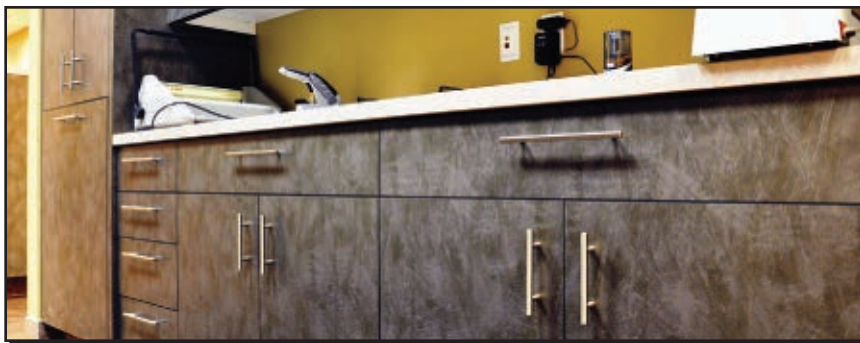


+ RIGHT TIME

be heated. Conversion varnish from Sherwin Williams is used.

Phoenix market still tough

Englebrecht says the number of foreclosures is slowing in Phoenix, but the



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level of work is still down, and projects are very competitive. He estimates that between 200 and 300 local shops have closed, based on conversations with vendors.

Over the next few years, Englebrecht says the goal is to do a great deal more negotiated work, to have a strong relationship with many clients, and to expand the area of work from the southwest to nationally and internationally.

"We want to be a company that isn't awarded a project only on cost, but on excellent management of the project from estimating to installation," he says. "Our quality will give our customers assurance that they will get the product they want completed and managed on time." <

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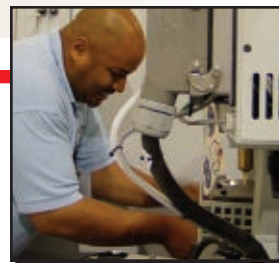
Stiles Machinery names new service providers in Pennsylvania

Stiles Machinery Inc. (www.stilesmachinery.com) formed a new affiliation with service providers Aurands Machinery & Automation based in Middleburg, Pa.

Stiles will maintain the responsibility of scheduling machinery service visits, utilizing Aurands technicians as needed for customer convenience. Aurands technicians will receive the same on-going product training as all other Stiles field service representatives and will also have direct access to Stiles technical support and parts.

"This collaboration with Aurands Machinery & Automation presents a unique opportunity for Stiles," said John Casto,

vice president of customer support services. "We strive to keep our customers operating efficiently at all times, and a large part of fulfilling that goal is always having trained field service representatives available. Partnering with Aurands, an established, well-respected service team in Pennsylvania, allows us to increase our coverage in this area."



Aurands Machinery & Automation will now aid in servicing Stiles Machinery customers in Pennsylvania.

Beginner, advanced drying classes to be held in August

"Wood Doctor" Gene Wengert, of The Wood Doctor's Rx LLC, will teach both beginner and advanced drying schools in August, at North Central Technical College in Antigo, Wis.

The beginner drying school will be held Aug. 6-9 and an advanced class will be held Aug. 10. For more information, contact Travis Allen at Allen@ntc.edu.

CPA fall meeting in Quebec Sep. 23-25

Composite Panel Assn.'s fall meeting will be at Hilton Lac-Leamy in Gatineau, Que. See www.compositepanel.org for more information.



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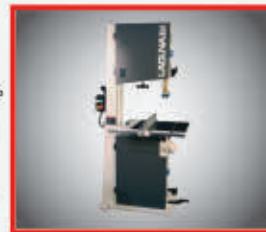
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Office and contract furniture manufacturers are building on a strong 2011 with additional gains in early 2012.

Most of the major office and contract furniture manufacturers in the FDM 300 had a strong year in 2011, and most of the publicly traded companies in the office/contract group have reported stronger quarterly sales in early 2012. U.S. production of office furniture reached \$9.375 billion in 2011, a gain of 13 percent. U.S. consumption rose by a similar amount, 12.7 percent, to \$11.131 billion, according to the Business and Institutional Furniture Manufacturers Assn.

In 2010, U.S. production reached \$8.3 billion, a gain of 5.8 percent. Overall U.S. consumption in the sector, which includes imports, increased 7 percent in 2010 to \$9.877 billion. In 2009, consumption fell 29 percent and U.S. production was down 29.7 percent to \$7.845 billion.

In March, the BIFMA HIS Global Insight industry forecast model projected 2012 U.S. production to be \$9.2 billion, a 2 percent decline, with U.S. consumption at \$11.2 billion, a slight increase. For 2013, larger increases were forecast both for production (6.8 percent) and consumption (6.6 percent).

About half of U.S. exports go to Canada, which accounted for 62 percent of imports into the U.S. in 2000. That share dropped to about 40 percent in

Office, contract manufacturers continue sales gains into 2012



Haworth's office showroom in Chicago.

Steelcase's FrameOne with mediascape.



2010, while China's share of imports rose from 13 to 40 percent for the same period.

In 2011, preliminary BIFMA data showed the largest product category was seating, accounting for about 30 percent of production. Systems were next (about 26 percent), followed by files (13 percent), caseworks (12 percent), and tables (10 percent). From 2010 to 2011 the caseworks, files and table categories grew in importance.

Top ten office/contract manufacturers

Steelcase Inc. recorded a sales increase for its fiscal year 2011 to \$2.44 billion, and returns to number one on the FDM 300 list after a big drop in sales in

fiscal 2010. The company announced closure of several Michigan, Texas and Ontario plants in early 2011.

Revenue growth was reported to be broad-based and include a higher mix of project revenue from some of the company's largest customers. For its fiscal year 2012, which ended in March 2012, Steelcase reported \$2.75 billion in revenue.

+ Top ten office/contract manufacturers (2011)

1. Steelcase \$2.44 billion
2. Herman Miller \$1.649 billion
3. HNI \$1.55 billion
4. Haworth \$1.38 billion
5. Knoll \$922.2 million
6. Global Group \$750 million*
7. KI \$615 million*
8. Teknion \$500 million*
9. Kimball \$481.2 million
10. OFS Brands \$240 million

Source: FDM 300, company data



New styles on display at Chicago showroom of Haworth.

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Herman Miller Inc.'s annual sales rose in 2011 to \$1.649 billion. The company sales for the third quarter of fiscal 2012 were just under \$400 million, a decrease of 3.6 percent from the third quarter a year earlier.

HNI Corp. We reported 2011 sales of \$1.55 billion, based on the third quarter of office furniture segment sales. (The final net sales number for this segment was \$1.528 billion.) HNI bought Sagus International, a manufacturer of educational and institutional furniture, in November 2011. For the most recent quarter ending March 31, HNI

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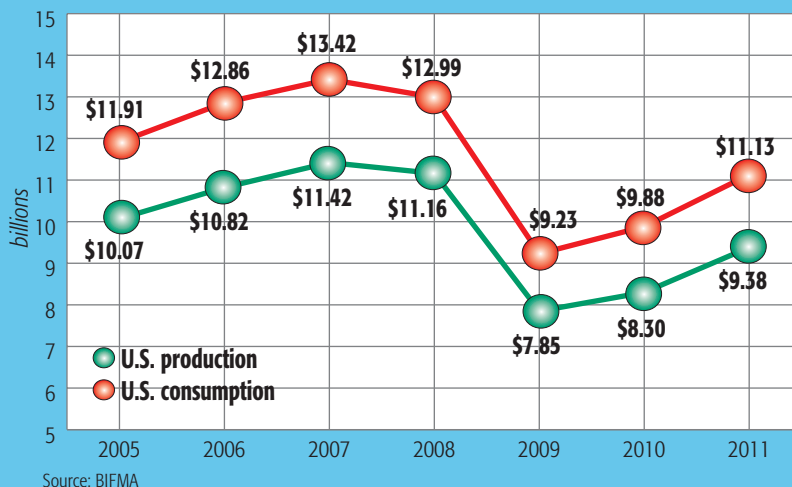


See us at IWF, booth 6713



SALES GAINS IN 2012

The U.S. office furniture market



BIFMA figures show several years of growth in the office furniture market.

reported sales of \$378.6 million for the office furniture segment, a 14.3 percent gain over the same quarter a year earlier.

Haworth Inc. In February the company reported global sales of \$1.38 billion, an increase of 15 percent over 2010. Growth was boosted by stronger sales in every part of the world, according to the company. Haworth acquired Legacy Furniture Group in the healthcare market in 2011. In April 2012, Haworth announced the sale of Groupe Lacasse, a Quebec contract furniture manufacturer.

Knoll Inc. In 2011 Knoll's sales were up sharply in the third quarter of their 2011 fiscal year. Our estimate of \$930 million was based on sales from the first three quarters. Final reported sales for 2011 reached \$922.2 million. In Knoll's 2012 first quarter, sales fell 11 percent from the first quarter of 2011 to \$196.7 million, due in part to lower levels of government spending and reduced purchases from a single financial company. Outside of these two areas, commercial sales grew year over year.

Global Group operates many U.S. and Canadian office and contract locations but our financial information is incomplete.

KI emphasizes business, government, education and healthcare markets. The company earlier closed a plant in Los Angeles. For 2011 sales were reportedly

\$615 million.

Teknion provided a general update for 2011. The sales number of \$500 million is our estimate. In March, Teknion announced the formation of Teknion Studio Group, LLC in Clayton, N.C., to develop and manufacture collaborative furniture products.

Kimball International Inc. reported that sales for the Furniture Segment increased for its 2011 fiscal year, from \$413.6 million to \$481.2 million. In the third quarter results announced in May, net sales for the furniture segment increased 7 percent to \$123.4 million.

OFS Brands Inc. provided sales and other information directly. An annual sales figure of \$240 million was provided by the company.

Office/contract group

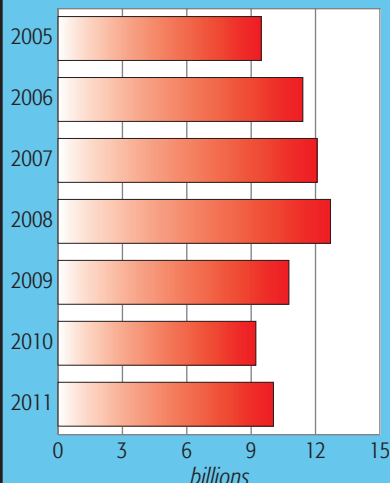
To look at things a different way, we selected a group of 20 large and medium-size companies in the FDM 300 for which we had sales numbers or what we felt were good estimates over the past five years. For this group, 13 of 20 companies had sales gains in 2011. This group had a sales increase of 9 percent in 2011.

This group comprises American Seating, Haworth, Herman Miller, HNI, Indiana, Inscape, Jasper, Jofco, Ke-



Teknion's Dossier executive furniture line.

Annual sales of FDM 300 office/contract group of 20 large and mid-size manufacturers



Most companies in a group of 20 manufacturers had sales gains in 2011.

waunee, KI, Kimball, Knoll, Mayline, Nucraft, OFS, Sico, Spectrum, Steelcase, Trendway and Virco. (See accompanying table for year-to-year comparison.)

Overall, sales for the FDM 300 group of companies, including the 300 largest cabinet, furniture and millwork producers, amounted to \$36.167 billion for the year 2011, a decrease of 2.25 percent from 2010 sales of \$37 billion.

A complete list of the 2011 FDM 300 companies was in the February issue of *CabinetMakerFDM*, and the list and more detailed information on each company is on www.CabinetMakerFDM.com. ◀



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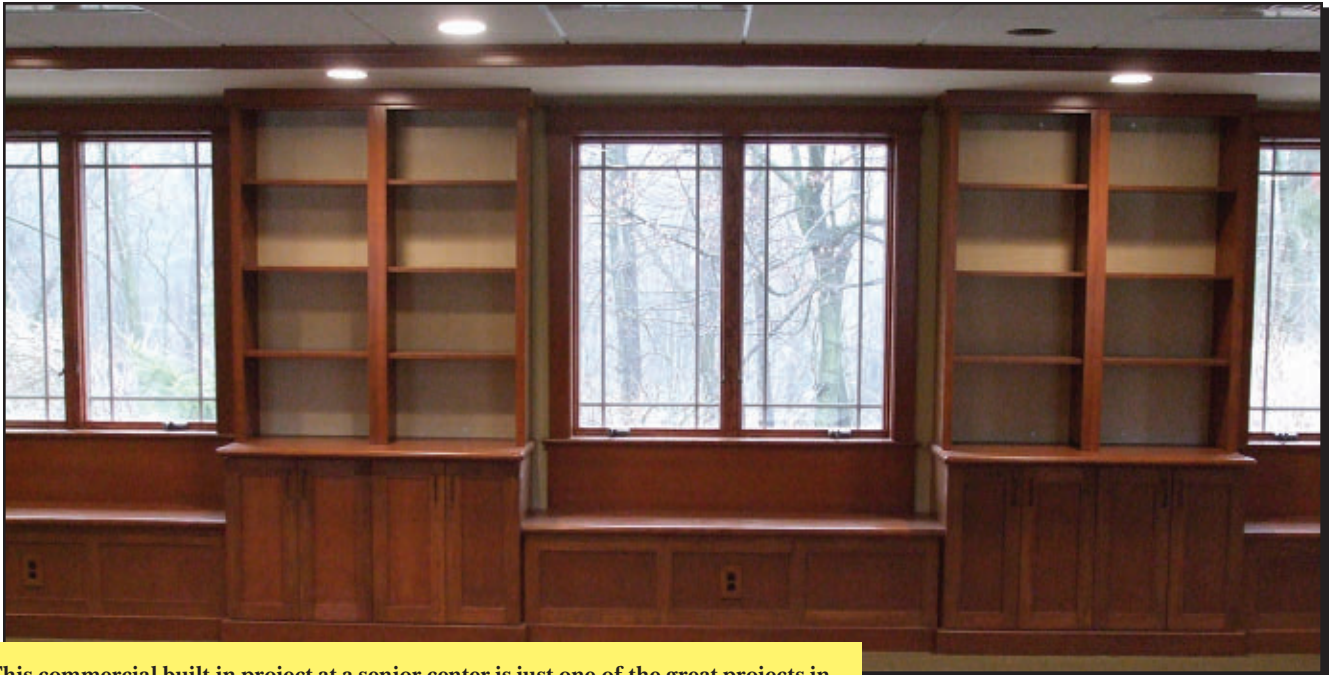
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See us at IWF, booth 1955



Are you pricing for the new economy?

Participate in the annual Pricing Survey to help create a better picture of current pricing trends for custom work.



This commercial built-in project at a senior center is just one of the great projects in the 2012 CabinetMakerFDM Pricing Survey.

During the depths of the recent recession it was no surprise that pricing competition became pretty cutthroat. Shops were undercutting each other all over the country, fighting to gain an edge for a reduced number of jobs. Now, with the economy slowly coming back, what does that mean for pricing?

We will explore that issue in detail with the 2012 Pricing Survey, which is soon to be ready for bidding. Long the only industry vehicle to study pricing for custom work, the survey has been tracking how shops price their work for more than a dozen years.

How it works

Participation by shops all across the

country is what makes the survey work. A handful of shops submit real projects they have completed and share the bidding specifications. Then shops all across North America are invited to bid on those projects as if they were real jobs in their shops. The itemized results are printed in the October issue of *CabinetMakerFDM* so the entire industry can compare and study.

"The more shops that participate, the better the results," says William Sampson, editor of *CabinetMakerFDM* and creator of the survey in 1997. "During the recession, there was a notable drop-off in participation for the survey, but we saw a strong comeback last year, and we want that to continue." <

+ How to participate

It's easy to join the survey. Once bid packages are complete sometime around July 1, they will be posted in the Pricing Survey section at www.CabinetMakerFDM.com. You can download the survey bid package and follow the simple instructions for bidding and returning the survey. Or if you would rather, we are happy to mail you a hard copy of the bid package. Email or call now, and we will make sure a bid package is on its way to you as soon as they are ready. To participate or ask questions, email will.sampson@ccimedia.net or phone 203.270.0025 or fax 203.426.4718.

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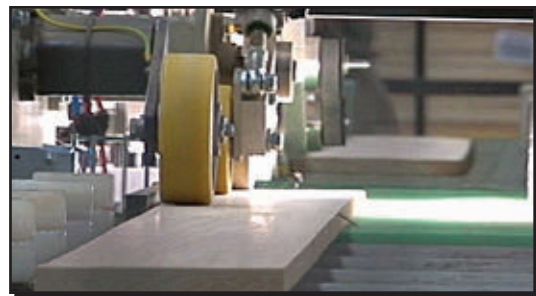


Custom lumber delivery designed to boost yield

Modern technology and improved customer communication helps lumber supplier better meet manufacturers' lumber needs.

New custom lumber programs are helping manufacturers to better match their lumber supply to their actual needs and reduce waste.

Modern scanning technology allows lumber producers to automate and customize the process of grading lumber to meet specific manufacturing needs.



One modern change we all can embrace is the idea that a lumber supplier can work closely with a wood products manufacturer to assure lumber is exactly what the buyer needs. That is, the lumber grade, size and other important characteristics provide the manufacturer with optimal productivity, minimal waste, optimal handling and minimum overall cost. In the past, that might have been just a dream, but that day may be here.

The dream

Here is the hypothesis: Current hardwood lumber grades of the cabinet and furniture industry (FAS, Select, No.1 Common and No.2 Common) do not always precisely (the key here is precisely) depict the true value or needs of a particular company's manufacturing process and quality standards. Current grades can be fine-tuned or enhanced to improve quality, productivity and profitability (in fact, the NHLA has encouraged the fine tuning of their standard grade rules).

This enhancement would be customized for each manufacturer, as each company has slightly different needs. Further, within the grades, other lumber characteristics can be specified that

will, for a specific cabinet, furniture or other manufacturing company, enhance manufacturing. Of course, the needs of a particular company will vary from time to time as their products and manufacturing processes change, so, we need these customized grades to offer appropriate flexibility for individual companies and from company to company.

Wouldn't that be nice?

To illustrate: Wouldn't it be nice if a cabinet company running 3-inch-wide ribs for mouldings received a load of lumber that was all 96-inch lengths (no shorts), free of all knots (except pin knots), and free of any end splits (end splits alone can cause 2- to 4-percent loss of wood during initial processing, let alone subsequent product defects)? In addition, all lumber in the load would produce two or three ripped 3-inch pieces with essentially no wasteful edging strips; that is, lumber widths would be 6-3/4 inches to 7-1/2 inches and 9-3/4 inches to 10-1/2 inches throughout the load.

Wouldn't it be nice if a furniture manufacturer could purchase a bundle of lumber that was guaranteed to provide the needed number of parts of a required

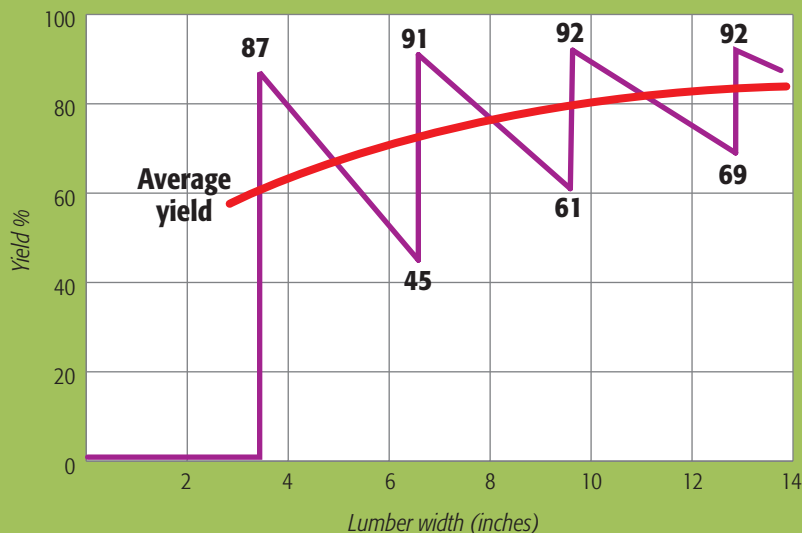
size and color versus the old system of trying to figure out the footage and appropriate grade mix, plus a little extra, just in case, and not being able to specify the precise color, and so on?

Can dreams come true?

We need to appreciate that the wood in a cabinet or a piece of furniture is often 75 percent of the total manufacturing cost. This means that any wood waste is very expensive. Increases in yield and decreases in required production processes greatly affect profitability. Further, the time and effort invested in processing wood that cannot be used (the part is too narrow, has a defect, or is the wrong color) is expensive. To address these issues, developers in our industry have been researching how to better adapt and use technology to maximize wood resources. As computers and lumber scanners have developed, we now have the ability to "look" at a piece of lumber and judge its value for a specific manufacturer and for a specific application. I found one article written 25 years ago that suggested this approach. Since that time, there have been many subsequent developments.

Fast forward to today. No longer are

How lumber width relates to yield



This chart shows how changes in lumber width can have a significant effect on lumber yield.

lumber yield and processing efficiency a matter of good luck. They are now controllable, based on practical and proven science and technology, leavened with common sense, communication and experience. At least one lumber supply company that I know of is now subscribing to the idea that selling lumber is more than just delivery of so many board feet of a specified grade.

By approaching the sale of hardwood lumber as a service more than as just sale of a product, Baillie Lumber Company has addressed these changing needs. We were pleased to see that they have chosen to offer what they call a "Custom Lumber Solution" and since its focus is on results, they offer a test shipment (with no long term program obligation) to see how it will work in your environment and on your products.

Five-step process

The Baillie idea is a five-step process: First, Baillie experts visit your company and conduct a review of your finished products and your manufacturing process--cutting, waste, production rates, and so on. Next, combining their experience, expertise and inventory knowledge, with your specific needs, they develop a customized lumber supply solution, incorporating lumber quality characteristics including grade, color, width, integrity and so on. The next step

in the process is to conduct a test on a sample of this "new" lumber. Then, both Baillie's and your company's personnel analyze the performance and results, looking for benefits and any possible further improvements. If your company is excited about the improvements, then Baillie will continue with communication and updates, as desired or required.

So, how well does this concept work? For one company, they provided specific widths of lumber, cutting the amount of unusable ripped pieces in half. For a cabinet maker that wanted uniform maple color, Baillie's pre-selection of lumber allowed for 3- to 5-percent more useable surface area on each piece of lumber. A Custom Lumber Solution for a cherry user increased the yield of acceptable parts by nearly 10 percent.

Overall, the idea has been under development for years by many people within our industry, but Baillie is the first that I know of who has made the idea practical and has successfully put it to work. Baillie and perhaps others to follow are helping manufacturers become higher quality, lower cost and more efficient producers. They are to be applauded for devising a better way to utilize materials to beat the competition across town or around the world. Check it out at www.baillie.com/custom and see if you agree. ◀

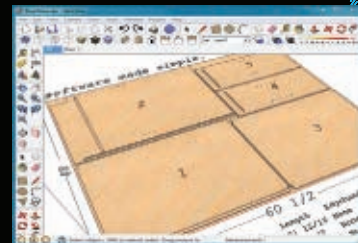
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QUICK CUTS

Forrest Manufacturing offers saw blade sharpening, repair

Forrest Manufacturing provides in-factory sharpening at its Clifton, N.J., facility and repairs of all makes of carbide-tipped circular saw blades for woodworkers and other craftsman,

regardless of the brand.

According to vice president, Jay Forrest, other companies may not offer these sharpening and repair services because they regard them as too labor-



Forrest Manufacturing offers saw blade sharpening and repair services, regardless of the saw blade brand.

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intensive or not profitable. But, he says Forrest recognizes the need for these services, and so, offers in-factory sharpening for other brands of saw blades, as well as repairs such as tooth straightening and tip replacement for all makes of carbide-tipped circular saw blades.

Jay Forrest explains: "The type of usage a blade receives is an important factor in determining how soon it needs sharpening. For example, an industrial concern that cuts melamine for eight hours a day may need to change blades daily. A furniture manufacturer working with exotic hard wood is likely to need blade sharpening more often than someone using soft woods. On the other hand, some hobbyists may go years, even decades, without sharpening their carbide-tipped circular saw blades."

Forrest's in-factory sharpening process takes approximately 20 minutes per blade, utilizing automated, high-speed, diamond-grit machines with flood cooling. The two-step process first sharpens the front of the tip by face grinding, then fine-finishes the top of the cutting edge. Charges for these sharpening and repair services vary according to the diameter of the blade and number of teeth, and customers are responsible for paying shipping costs for the blades to and from the factory. The average turnaround in-factory is about a week, but customers should also allow time for shipping. For more information on Forrest Manufacturing's services or saw blade offerings, visit www.forrestblades.com or call 800.733.7111.

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Poised for growth at

Hundreds of exhibitors ready for thousands of visitors at North America's biggest woodworking trade show.

North America's largest woodworking industry trade show, the International Woodworking Fair, runs August 22-25 at the Georgia World Congress Center in Atlanta. Poised for growth and a strong showing, this year's IWF features hundreds of exhibitors and tens of thousands of square feet of exhibit space. Major players who have been absent from previous shows during the down economy will be back in force to help woodworking businesses take advantage of improving economic indicators to build business and explore new markets and manufacturing methods.



An improving economy has attracted many exhibitors back to the show to present new innovations.



Hundreds of exhibits will attract thousands of attendees at IWF 2012 in Atlanta August 22-25.

Breaking news:

IWF reports early attendee registration up 40%.

Beyond the exhibits, there is a wealth of value in extensive education offerings. Cutting-edge new products will be spotlighted and honored. Top furniture and cabinet design students will display their work and compete for prizes. And when you're not at the show, there's lots of exciting attractions in the Atlanta area to entertain you and your family.

Major suppliers back

Some of the industry's largest suppliers who have skipped major trade shows recently will be back for IWF 2012. "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," Stephan Waltman, Stiles Machinery vice president of marketing and communications, said. "IWF has been a proven sales platform for decades and we look forward to meeting many customers at the 2012 show."

Similarly, spokesmen from SCM Group North America, Biesse, and Weinig Holz-Her all confirmed their firms' plans to be active at the show.

"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

Judges will have a hard time deciding among the nearly 50 finalists in the Design Emphasis student furniture design competition.

IWF," said John Gangone, president of SCM Group North America.

Education opportunities abound

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.

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+ IWF 2012

contact with a level of expertise you might not be able to find easily in your home town.

Several daylong symposiums are set for August 21. They include workshops on finishing, door and window manufac-

turing, countertop fabrication, and the custom closet business.

If you don't have time for a full-day symposium, there are dozens of stand-alone sessions that typically run about 90 minutes during the show. They encompass a wide range of topics from sales and marketing to lean manufactur-

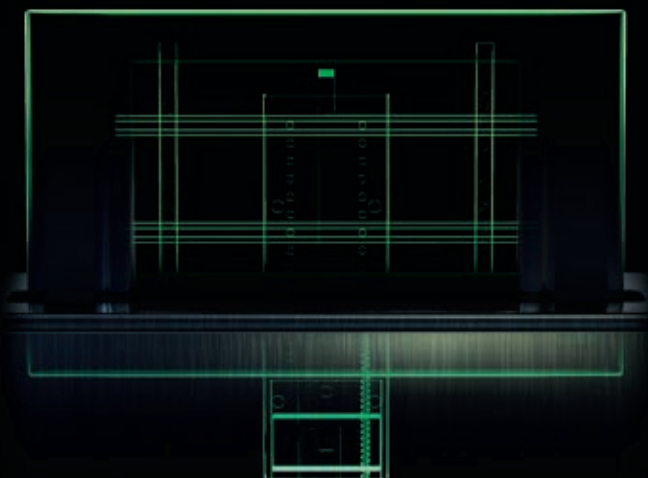


Seminars and symposiums featuring top industry experts are a big draw at the IWF show.

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ing, from finishing techniques to increasing lumber yield, plus tips for automation and better business practices.

Latest technology

A record 22 finalists for the 2010 competition have been announced by the IWF Challengers Award judges. Sixty-five companies entered 80 new products for the 2010 Challengers Award.

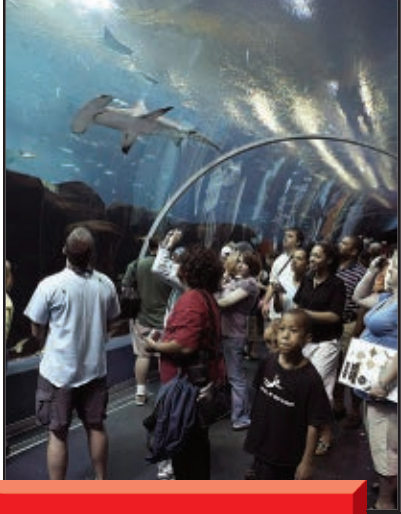
"The judges previewed the entries and determined 22 new products from 21 companies have risen above the competition. We're not doing this for publicity, it's 110 percent legitimate to have 22 finalists based upon the quality of the entries," commented Riccardo Az-zoni IWF 2010 chairman and president of Atlantic Machinery Corp. based in New Milford, Conn.

"The quality of the products entered made it difficult to choose 20 finalists. Because of the innovative products that were entered the IWF Executive Committee decided for the first time in the Challengers Award Competition history to have 22 finalists. The investment these companies have made into research and development for the industry should be rewarded. Everyone in the industry will benefit from not only the 22 finalists products but also from the 58 products that were entered into the competition but were not named finalists," added Richard A. Campbell, IWF 2010 Challengers Award committee chairman.

Student designs showcased

Widely acclaimed as one of the fore-

See us at IWF, booth 2707



When you're not at the show, check out other Atlanta attractions, such as the newly expanded Georgia Aquarium.

most 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.

Nearly 50 finalists from schools all across the country will compete for the final awards.

Other Atlanta attractions

One of the additional benefits of attending IWF 2012 is the number of other attractions in the Atlanta area to see when you aren't at the show. Topping the list are a number of new restaurants. 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.

If you bring the family along, you should be interested in the newly expanded Georgia Aquarium. 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.

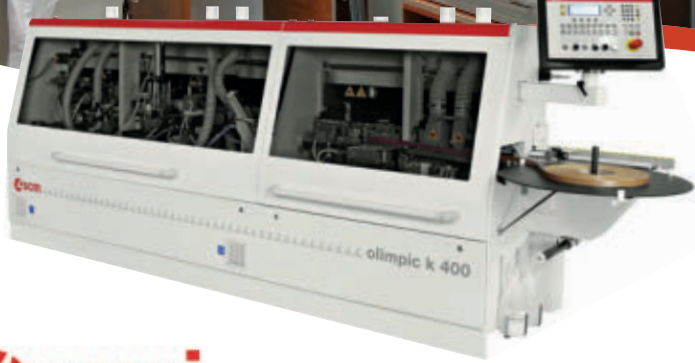
For more information about IWF 2012 or to register, go to www.iwfatlanta.com. ◀

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IWF 2012 exhibitor list

Alphabetical list of
companies at IWF 2012
in Atlanta Aug. 22 to 25,
and floor plans.

▶▶▶▶ A ◀◀◀◀

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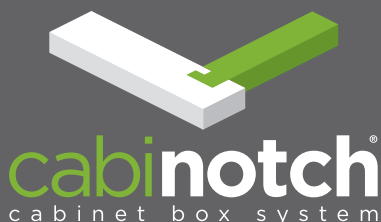
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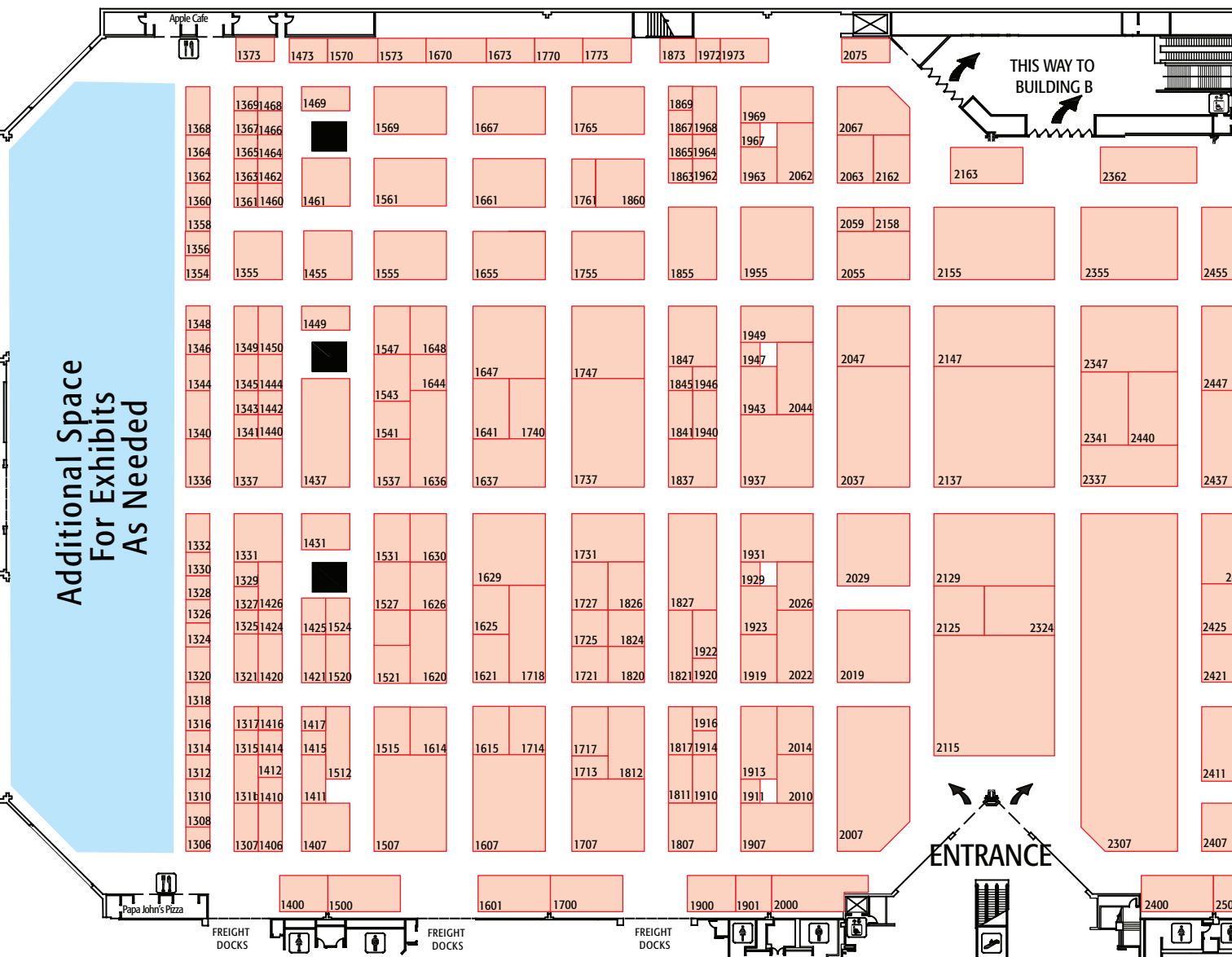
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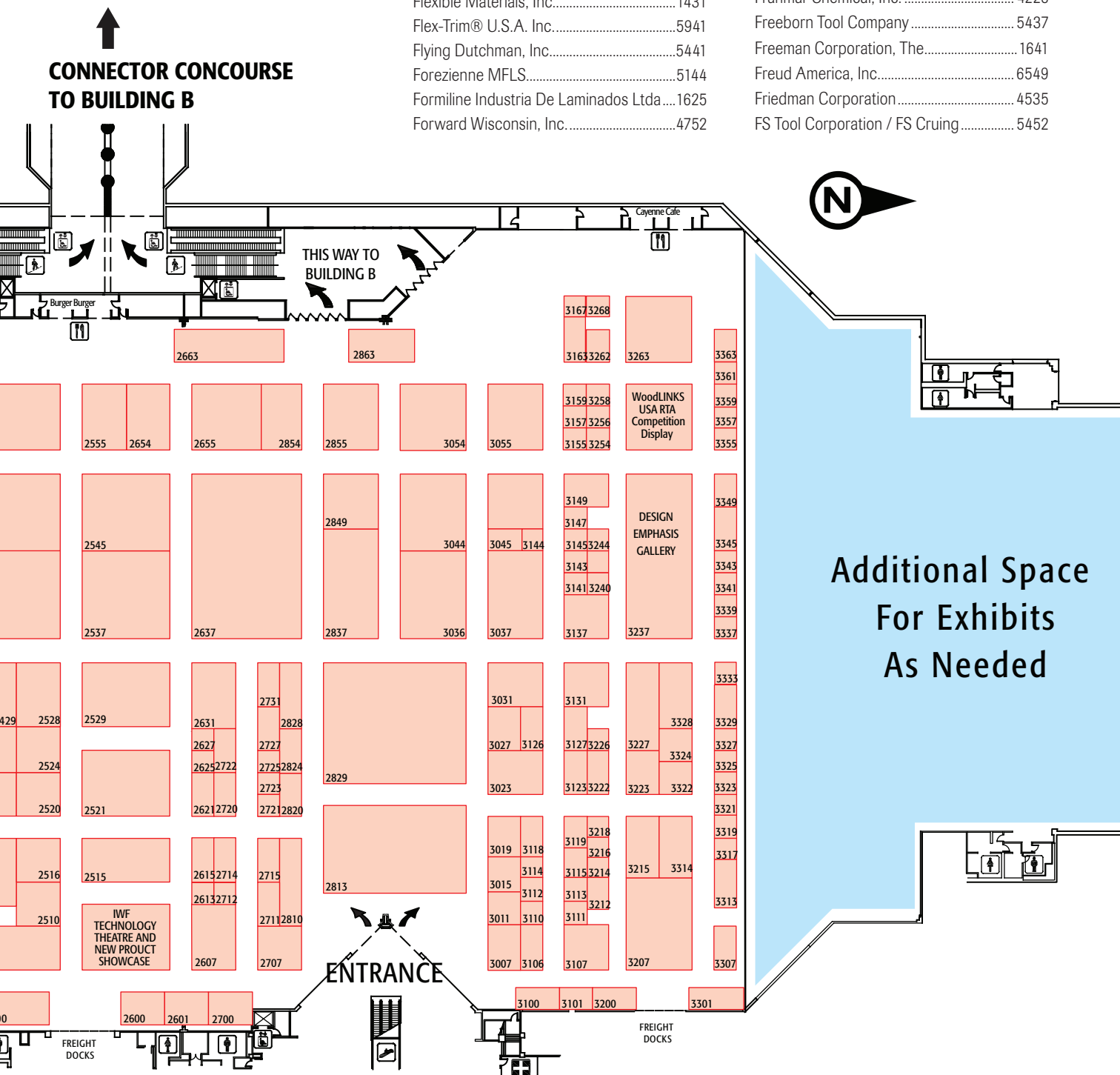




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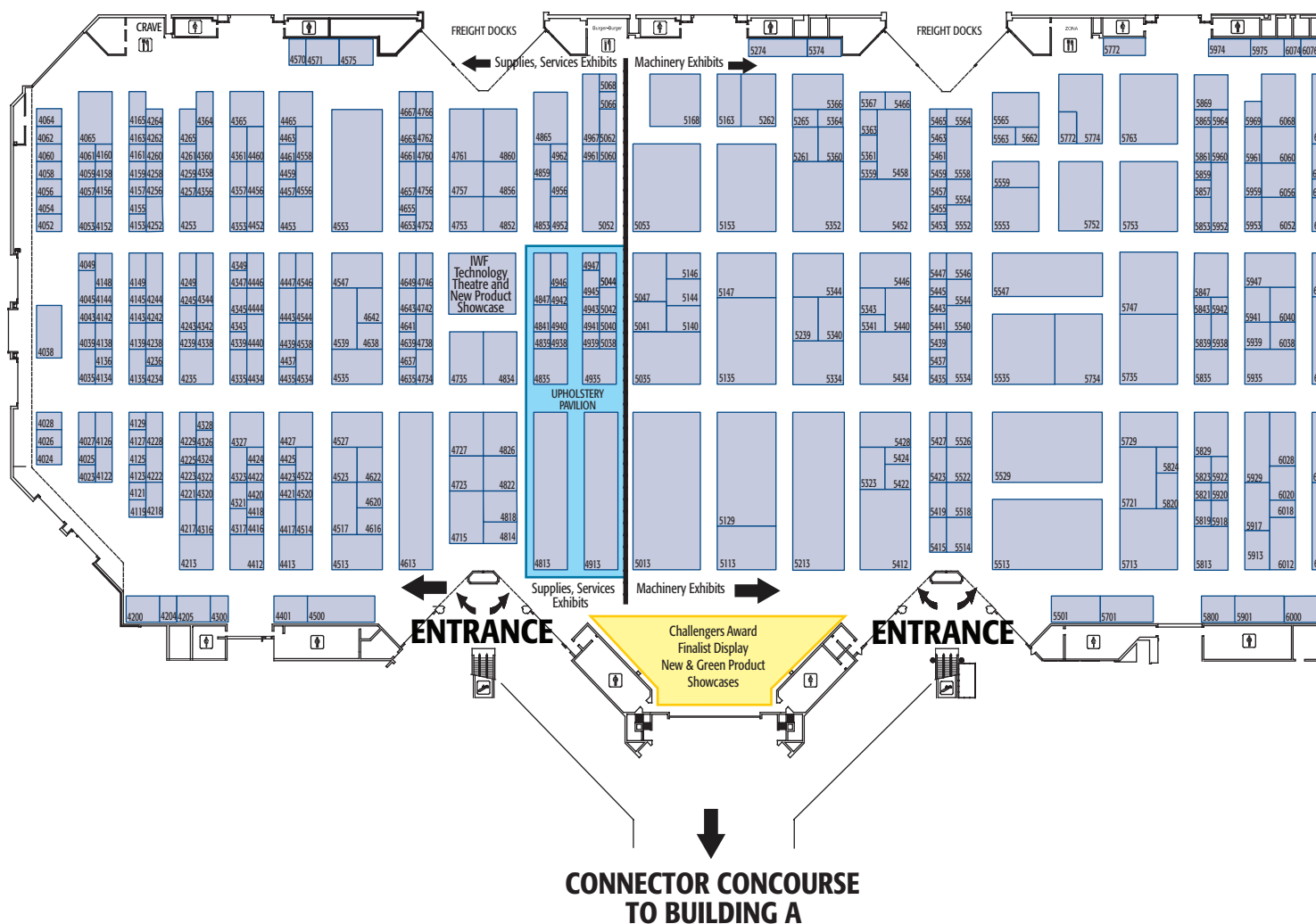
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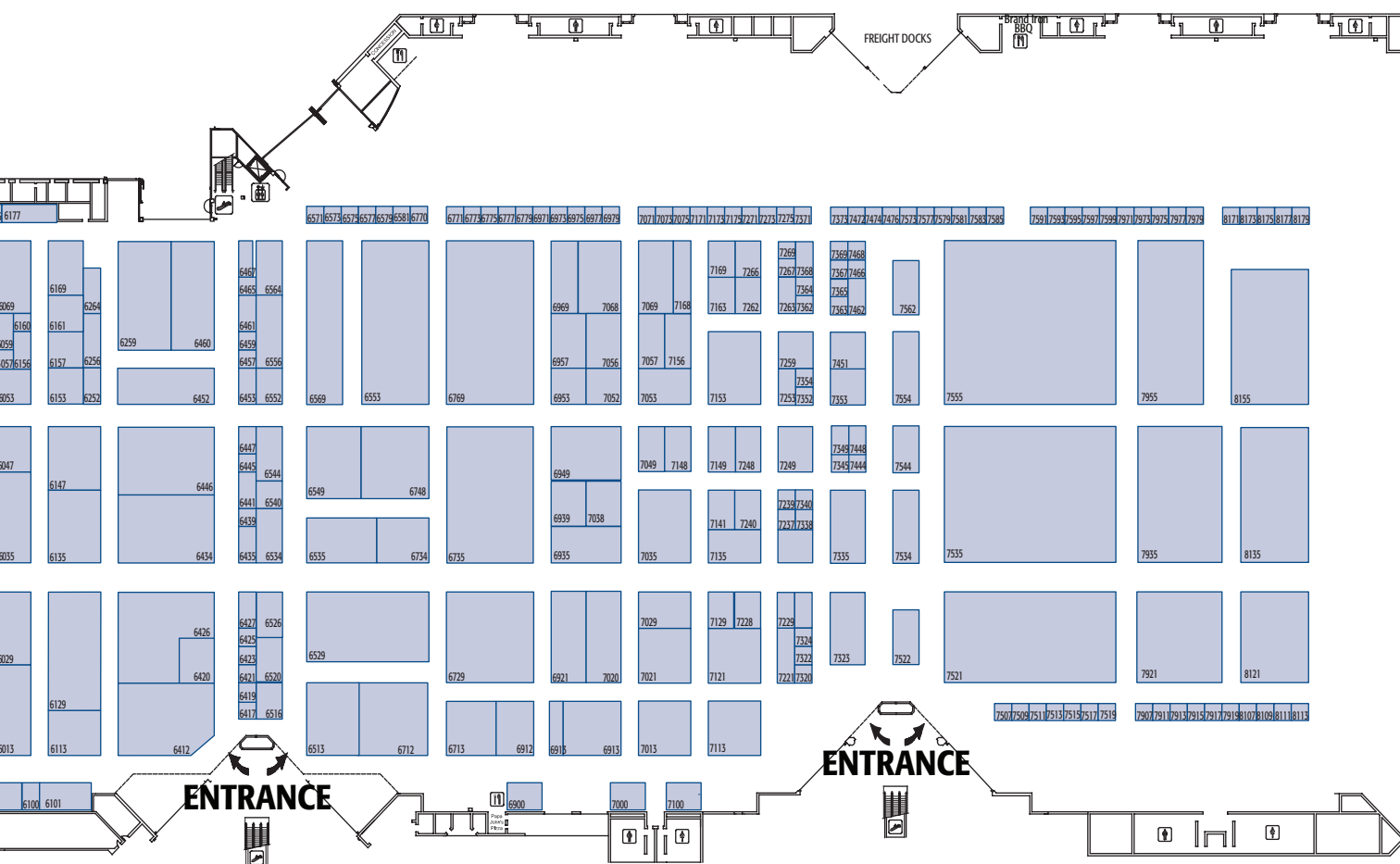
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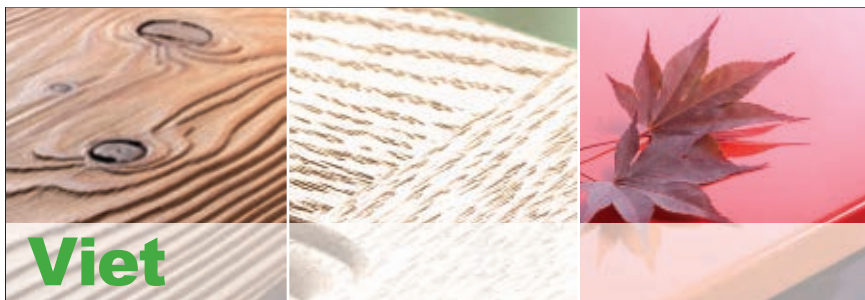
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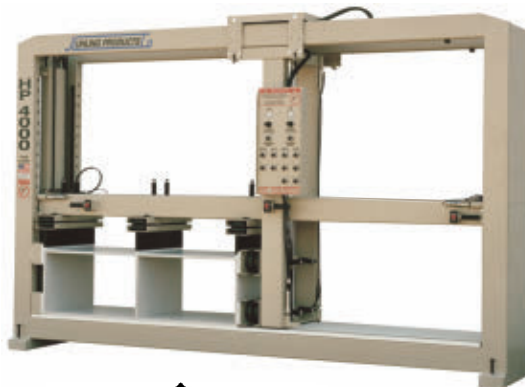
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Grass America Inc. Tiomos hinge system

Booth No 2137

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www.grassusa.com



Goff's Enterprises Inc. G-2 Lite door

Booth No 4122

The G-2 Lite door from Goff's Enterprises Inc. is a fully customizable high speed door designed for low usage internal vinyl doors and bug blocking mesh dock doors. Replaceable, exchangeable panels are available in vinyl, mesh and clear PVC, with fiberglass extrusions and custom extruded aluminum side beams. Operation options include: manual chain hoist, 18 inches per second motorized and 30 inches per second motorized.

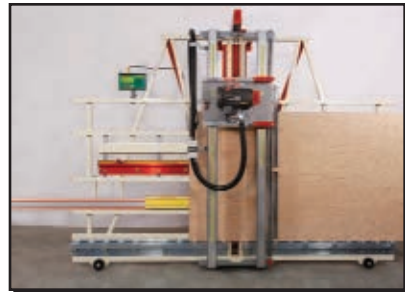
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Safety Speed Mfg. 7400 Series vertical panel saw

Booth No 6013

The 7400 Series vertical panel saw from Safety Speed Mfg. accepts SawGear and TigerStop automatic length-measuring systems. The user enters a dimension on a keypad and the stop device moves to the selected position for vertical cuts.



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RUF US Inc. briquetting systems

Booth No 7135

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

Booth No 7323

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Charles G.G. Schmidt & Co. Inc. flooring heads*Booth No 5514*

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www.cggschmidt.com**MultiCam Inc. 8000 Series CNC router***Booth No 7020*

MultiCam Inc. offers the 8000 Series five-axis CNC router for high-speed, heavy-duty routing in the woodworking, plastics, non-ferrous metals and composites industries. The end of the Z axis features a 440-degree rotational axis and a 150-degree swing axis. The operator can program all five axes to move simultaneously or program some to move separately or be locked in a vertical position.

972.929.4070

www.multicam.com**Williams and Hussey Machine Co. Model 154CE moulder***Booth No 5913*

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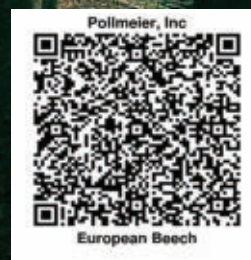
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Eurosoft Inc. offers OnCORE Veneer software to address the challenges of producing veneered panels from narrow strips of precuts. The software features

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**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.

812.937.4476

www.thermwood.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.

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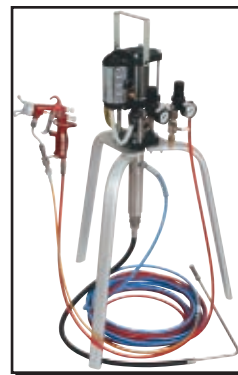
+ SHOW PRODUCTS**CIM-Tech Router-CIM Automation Suite 2012***Booth No 5820*

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

630.237.5000

www.binks.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.

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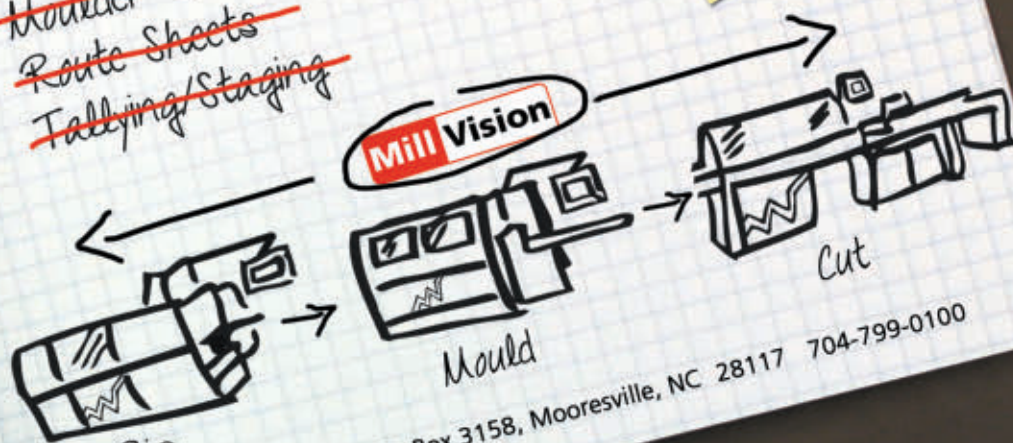
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www.scmgroupna.com**Arauco USA sanded panels***Booth No 1601*

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hardwood veneered panels***Booth No 2520*

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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.

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www.statesind.com**Biesse America
Selco WN 7 series***Booth No 6735*

Biesse America offers the Selco WN 7 series. The line of saws 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.

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**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 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.

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www.eliaswoodwork.com**Lignomat USA Ltd.
Ligno-Scanner SDM***Booth No 3333*

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See us at IWF, booth 3123



+ SHOW PRODUCTS**TigerStop LLC Crown+MiterPro***Booth No 5929*

TigerStop LLC offers the Crown+Miter Pro 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**Benz Inc. Solidfix tool system***Booth No 6040*

Benz Inc. offers the Solidfix line of aggre-

gate 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

A new source for the latest information on panel processing technology.

**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**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

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See us at IWF, booth 5735

+ SHOW PRODUCTS**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**Northwest Hardwoods
hardwood lumber****Booth No 5052**

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

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IWF Atlanta
Booth 6435

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High Definition Tooling - Experience What We Can Do For You!!**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.gemini coatings.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

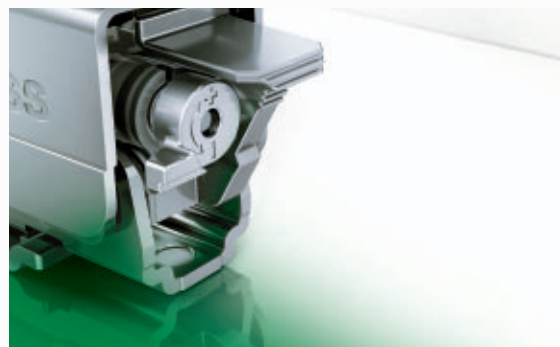


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+ SHOW PRODUCTS**C.R. Onsrud Inc.
No Sweat Nesting****Booth No 5013**

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**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**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

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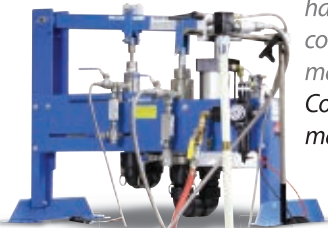


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+ SHOW PRODUCTS

**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**Franklin International
Titebond translucent wood glue***Booth No 2022*

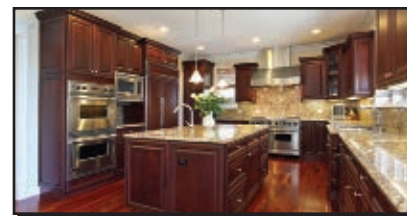
Franklin International says Titebond translucent wood glue makes glue lines fade as they dry for a virtually invisible look. The glue has a working time of four to six minutes, a short clamp time and a high heat resistance once dry, according to the company. The non-toxic glue is available in 8- and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

614.443.0241

www.franklinadhesivesandpolymers.com**Keystone Laminates Inc.
high pressure laminates***Booth No 1412*

Keystone Laminates Inc. is a manufacturer of high pressure laminates. This company provides laminates for vertical and horizontal applications.

215.443.8651

www.keystonelaminatesinc.com**Sherwin-Williams
Sher-Wood F3 Kemvar Varnish***Booth No 1955*

Sher-Wood F3 Kemvar Varnish from Sherwin-Williams is a line of F3 Formaldehyde Hazard-Free Finishes for wood industrial finishing applications. The product serves as a drop-in replacement for traditional conversion varnishes. The varnish is formulated formaldehyde-free and free of any ingredients that may admit formaldehyde, the company says.

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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**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

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**Apollo Sprayers Intl. Inc. 1050VR HVLP turbine system***Booth No 5465*

Apollo Sprayers Intl. Inc. manufactures a 1050VR HVLP 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 HVLP turbine, which displays on an LCD screen that shows atomizing pressure accurate to 0.1 PSI, according to the company. The

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

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+ SHOW PRODUCTS
Martin Woodworking Machines Corp. TP300 machine
Booth No 6748

Martin Woodworking Machines Corp. offers a TP300 combined surfacing and thicknessing machine. The TP300 features a heavy-duty cast iron table, integrated dust collection port and a thicknessing table positioned via four lifting spindles, the company says. The machine can be equipped with an optional pneumatic lifting and lowering device for the machine tables.

704.921.0360

www.martin-usa.com

Blum Inc. Tandem/Tandembox waste-recycle sets
Booth No 2637

Blum Inc. offers Tandem and Tandembox waste-recycle sets. The waste-recycle drawer solutions are designed for 15-inch, 18-inch and 21-inch base cabinets. The waste-recycle sets feature Blumotion soft closing and are available with a Servo-Drive touch-to-open feature. Two versions are available: one using Tandem heavy-duty runners for wood drawers and one using the Tandembox heavy-duty drawer system in silk white.

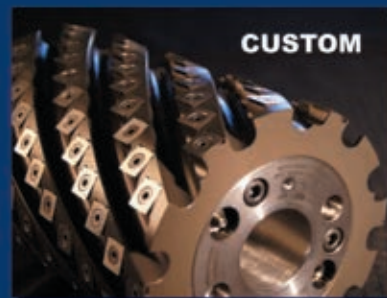
704.827.1345

www.blum.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

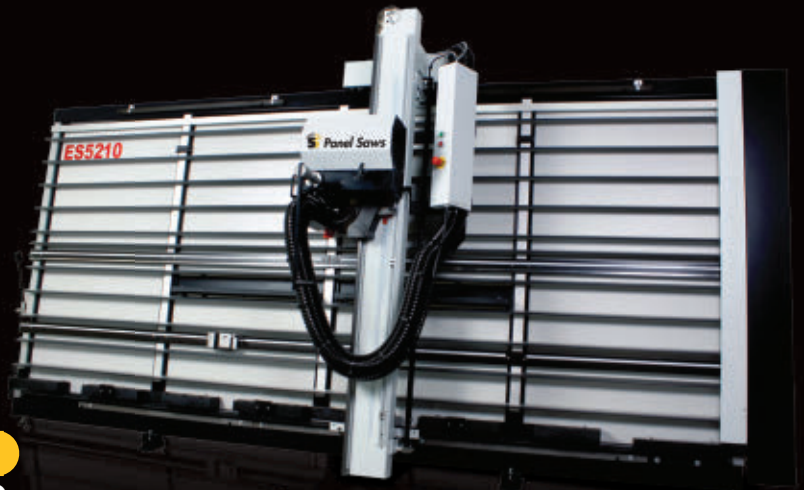
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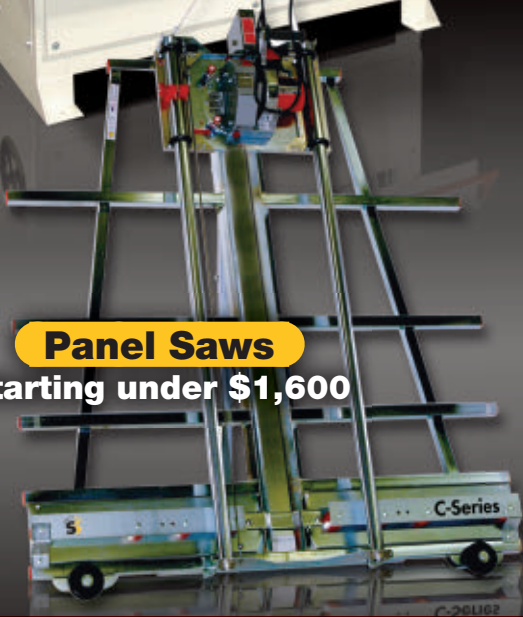
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Booth #6013**

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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.

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**OptiCut 450 Quantum II***Booth No 7955*

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**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**Royce/Ayr Cutting Tools Inc.
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

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+ SHOW PRODUCTS**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

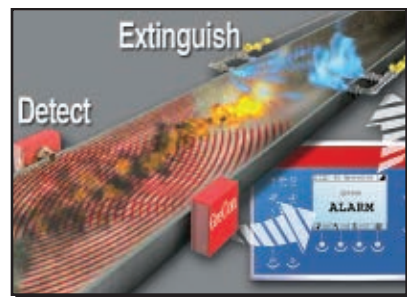
www.kcdsoftware.com**Walzcraft Industries Inc.
Rigid Thermofoil, 3-D laminate***Booth No 2047*

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**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 program-mable 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.

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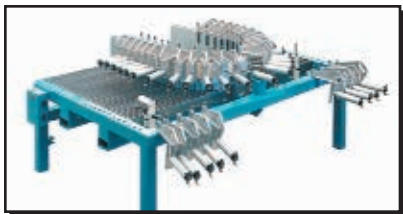
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+ SHOW PRODUCTS
Ogden Group
PT Veneer Forming systems
Booth No 8121

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.

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www.ogden-group.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

Nordfab Inc.
Quick-Fit with Tuff Shield
Booth No 6052

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

www.nordfab.com

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Delta Power Equipment Corporation SCROLL SAW

Delta Power Equipment Corp. Scroll saw is a 20-inch variable speed saw for woodworking. The saw features a pivot locking pin on the arm, a dual-link parallel arm design, locking upper arm lifts, a tool-free blade clamp and single-lever, tool-free blade tensioning. A cast iron table bevels from 0 to 45 degrees left and right. Speeds are variable from 400 to 1,750 SPM with the saw's 1.3-amp motor. 3/4-inch stroke length and depth cut of 2 inches.



Franklin International TITEBOND TRANSLUCENT WOOD GLUE

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.



Super Thin Saws Inc. SAW BLADES

Super Thin Saws Inc. manufactures a line of coated and uncoated, thin-rim and straight-plate saw blades for many brands of industrial gang rip saws (multi-rips). The saw blades are available for high or slow feed rates, with or without a glue-joint sidegrind.

There has never been a better time to buy American than now

According to John Schultz, of Super Thin Saws and other members of the board of directors of the Wood Machinery Manufacturers of America (WMMA), the timing is ideal to invest in American ingenuity and technology. And the opportunities to view the latest in technological advances from American woodworking machinery manufacturers will be abundant this summer in Atlanta when IWF 2012 opens its doors to the public. All throughout the recessionary downturn in the U.S. economy, American machinery manufacturers have continued to innovate, enhance and perfect. Now, as the economy shows signs of recovery, the technological advances are ready to help woodworking professionals make their manufacturing operations more productive, more efficient, and globally competitive.

The upcoming International Woodworking Fair 2012 is going to be a beehive of energetic discussions between woodworking companies and machinery manufacturers. To assist you in preparation for this significant event, check out WMMA member's products online at wmma.org:



+ 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
**Felder-Group USA Format4
H10 CNC machining center**
Booth No 6752

The Format4 H10 from Felder-Group USA is a beam saw and CNC machining center in one. The series is offered in five different sizes: 13.25-inch, 16.32-inch, 22.32-inch, 22.37-inch and 22.43-inch. Horizontal milling can be carried out on workpieces up to 60 mm in height. The machines are also equipped with Format4 "FlashNest" nesting software and a controlled chip deflector.

302.322.7732

www.feldergroupusa.com


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

800.367.3591

www.americanfabricfilter.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

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

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+ SHOW PRODUCTS**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

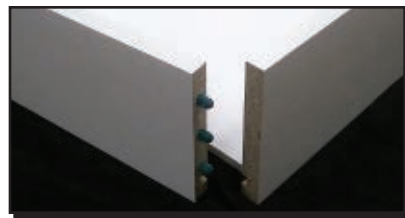
www.freeborntool.com**Weima America Inc.
Woodwolf pre-crusher***Booth No 7113*

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**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**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.

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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**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**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.

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Booth No 7156

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919.680.4800

www.shopbottools.com



Oliver Machinery 4705 shaper

Booth No 7035

Oliver Machinery offers the 4705 shaper. The shaper uses an interchangeable quill assembly, capable of handling three-quarter-inch or 1 1/4-inch spindles. The machine includes feather board hold-downs and a digital display with programmable reference points. It is available in two models: 5HP, one phase or 7.5HP, three phase.

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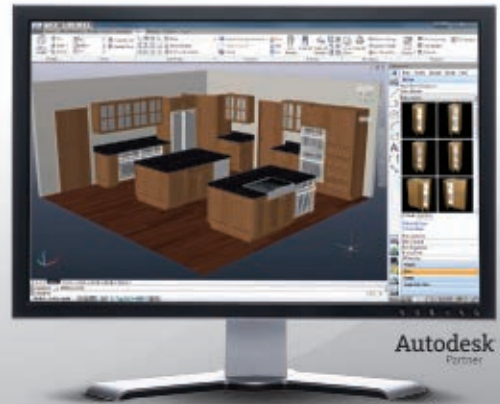

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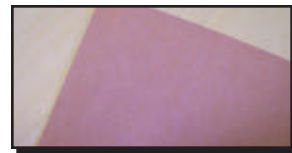
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Colonial Saw Inc. offers Lamello Simplex interlocking plates, a detachable joining element that is easily fitted and versatile in application. It consists of two parts and fits into every Lamello slot. the plates serves

to fix radiator concealments, ceiling elements, screens, furniture parts, shelves, brackets and door doubles.

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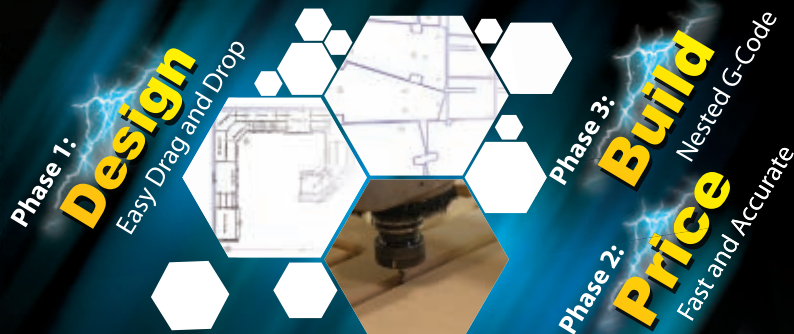
Superior Veneer and Plywood SuperEquaFlex

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.

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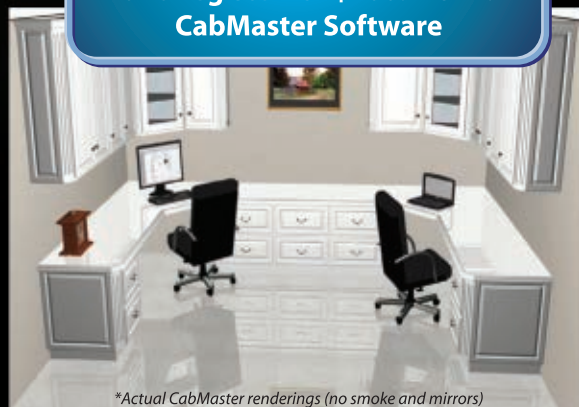
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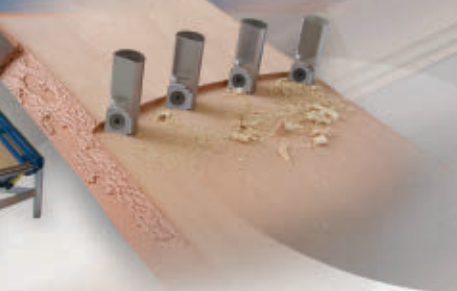
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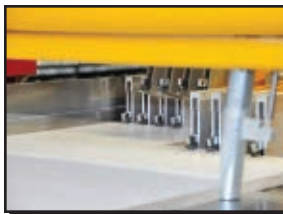
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Schelling America Inc. Duplus2 concept

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.

919.544.0430

www.schelling.com



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Booth No 1855

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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



Panel Processing Inc. **panel store**

Booth No 3131

Panel Processing Inc. offers The Panel Store, an e-commerce link on its main web-site. Items sold on the site include slatwall in various finishes in 1' x 4' and 2' x 4' panels; white and unfinished pegboard; black and white dry erase markerboard; and green and black chalkboard, all available in 2' x 4 and 4' x 4' panels.

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Cefla Finishing America Inc. Aquadry oven

Booth No 7121

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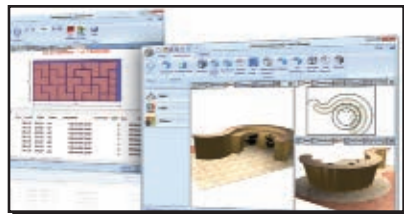


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Planit Solutions Inc. Cabinet Vision full line design software

Booth No 4613

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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.

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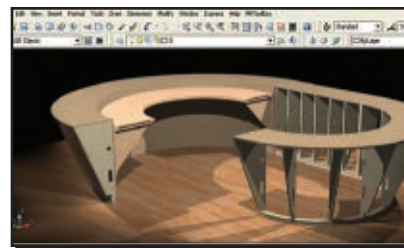
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Booth No 4553

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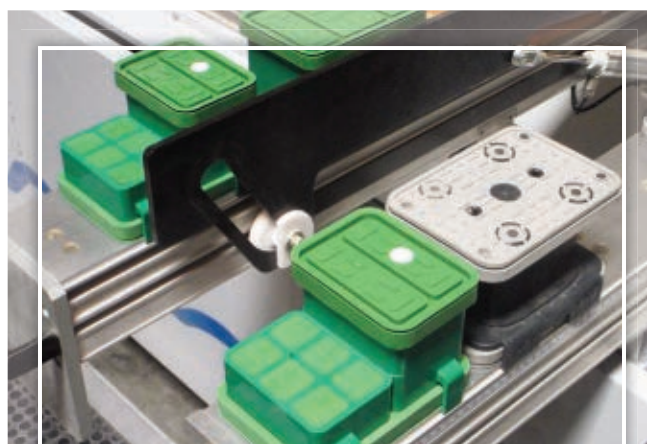


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Wood Technology Inc.
Whisper-Ride 700, 1000 TV lifts

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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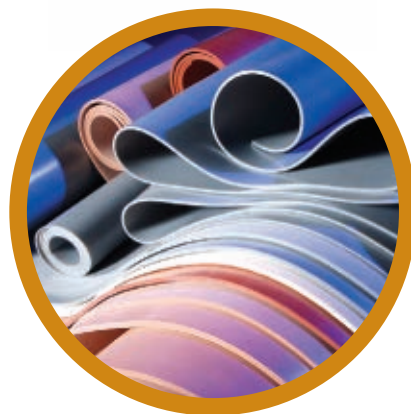
Booth No 5752

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The Foreman pocket machine from Kreg Tool Co. is available in an electric-powered version. The unit features a mechanical hold-



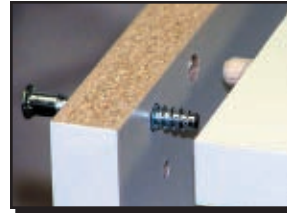
down clamp for hands-free drilling. The fence adjusts to center a screw in material from 1/2 to 1-1/2 inches thick.

515.597.2234

www.kregtool.com

available in two joinery methods: Conformat screws with hardwood alignment dowels inserted or 8mm hardwood dowels for a traditional glue and clamp joint.

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www.cabparts.com**CCF Industries drawers***Booth No 4575*

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www.ccdrawers.com**CabParts, Inc. cabinet boxes***Booth No 4956*

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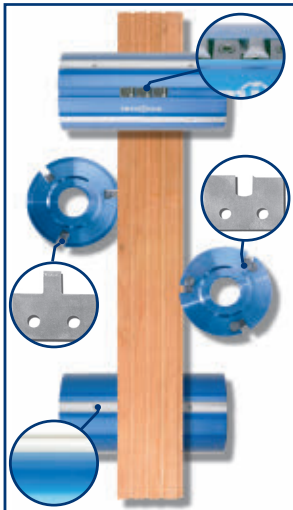
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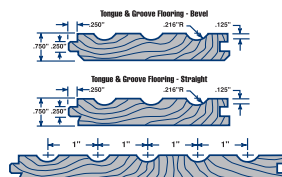
The set includes the bottom heads for hogging/roughing and finishing, the side heads for tongue and groove and the top head for the backout/relief cut. Cutterheads can be purchased separately or as a set.

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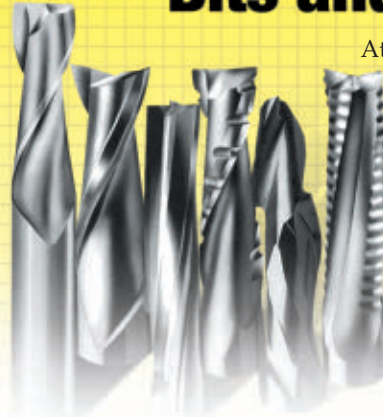
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49.5741.331.0
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Koch Machinery + Systems brochure

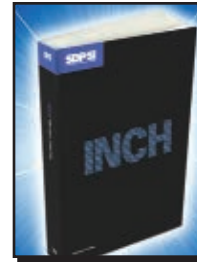
The Koch Machinery + Systems brochure includes pictures and descriptions of the company's products for the architectural millwork, cabinet, flooring and furniture



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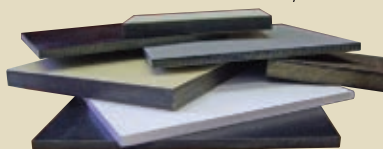
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TaylorCraft Cabinet Door Co. product catalog

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.

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www.taylorcraftdoor.com

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,

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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.

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www.klingspor.com



Tri-Mer line card

Tri-Mer's line card describes updated air pollution control technology.

The literature dis-

cusses 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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www.tri-mer.com

Kitchen & Bath Design Ideas, volume 4 brochure

The Kitchen & Bath Design Ideas, volume 4, brochure from Domain Industries Inc. is available free, online and in print as a sales tool. The brochure shows the company's product lines for kitchens and bathrooms, without pricing or technical information.

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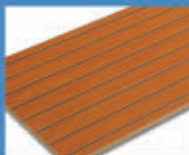


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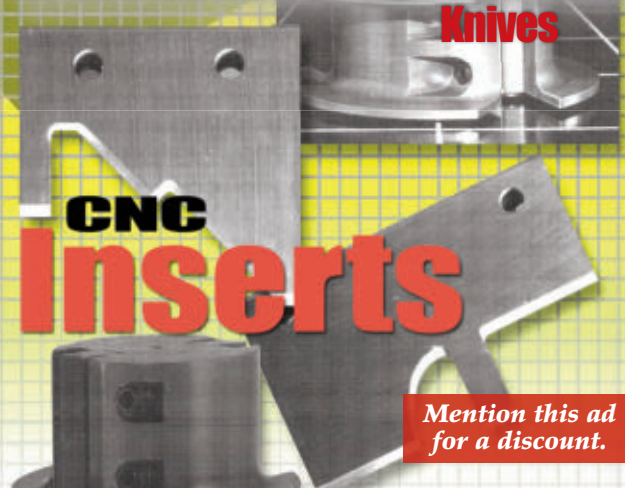
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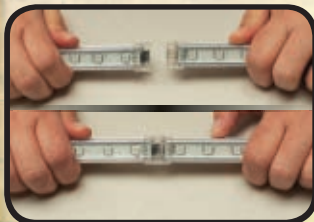
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Go to 2012 Web Pages 460-461

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- 5/8-inch wide
- Aluminum body
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- 1080 Lumens*

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Go to 2012 Web Pages 456-457

Thin Light

- 3/8-inch wide
- Polycarbonate body
- Comes with double-sided adhesive tape on bottom
- 720 Lumens*

\$19.50 per ft.

Go to 2012 Web Pages 458-459

Ribbon Flex

- 3/8-inch wide
- PVC body
- With no fixture to hide, Ribbon Flex can be mounted anywhere
- Offered in Premium, Economy & RGB formats
- 960 Lumens*

\$3.14 per ft. (White)

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Go to 2012 Web Pages 448-452



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Slim LED Lights



Infinity ^{UL} Light (120v)

- Connect up to 100 lights to 1 power supply
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- All metal construction
- Can be surface or recess mounted
- Available in black, white and matte chrome
- Offered in cool white, pure white and warm white

AS LOW AS

\$16.00 per fixture

Go to 2012 Web Page 436



Movable Wafer Puck Track System (12v)

- Connect up to 27 lights to 1 power supply
- Easily add and move the lights anywhere along the track
- Available with 3', 4', 6' & 12' tracks
- Jumper cables allow for shelf to shelf lighting connections
- Fully dimmable
- Offered in cool white and warm white

AS LOW AS \$7.80 per fixture

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Mighty Light (20v)

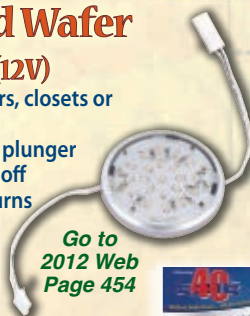
AS LOW AS \$62.95 per kit

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Battery Operated Wafer Puck Light (12v)

- Great for use in cabinets, drawers, closets or other tight applications
- Utilizes a refrigerator type door plunger switch to turn the lights on and off
- A built-in timer automatically turns the lights off after 90 seconds, thus saving battery power. For continuous lighting, the timer can be manually turned off
- Operates on D batteries - No AC power or transformer is required
- Sold as an all inclusive kit with 3 light fixtures
- Offered in cool white and warm white

AS LOW AS \$54.95 per kit



Go to 2012 Web Page 454

LED Triple Play Light (30v/DC)

- Diecast metal construction
- Built-in metal reflector and heat sink maximizes light output and keeps fixture cool
- Can be surface or recess mounted
- Sold as an all inclusive kit with 3 light fixtures
- Available in black, white and matte chrome
- Offered in cool white



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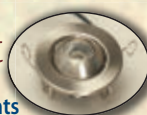
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per kit

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Pivoting Little Spot (3.5v/DC)

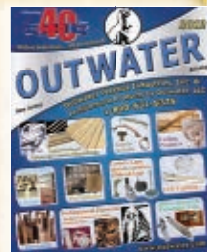
- Connect up to 6 lights to 1 power supply
- Diecast metal construction
- Small diameter housing can accommodate a variety of applications
- Sold as an all inclusive kit with 3 light fixtures
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Dynorbital Silver Supreme sander

Dynabrade offers a pneumatic random-orbit production sander with improved features.

The Dynorbital Silver Supreme is a 12,000 rpm pneumatic random-orbit sander that uses 5-inch pressure sensitive sanding discs.



I've been doing a lot of sanding lately and mostly with a heavy-duty electric random orbit sander, so I when I got the opportunity to test the new Dynorbital Silver Supreme sander from Dynabrade, I was ready.

Pneumatic sanders have a lot of advantages in a production environment, not the least of which is the compact size and light weight, and if you can isolate the noise of your compressor in the background, they tend to be quieter, too. This new Dynabrade sander takes those basic advantages and builds on them.

Ergonomic features like a recessed trigger paddle and an extended shelf for wrist support make the Dynorbital Silver Supreme a pleasure to use.



Basic specs

The Dynorbital Silver Supreme comes in several configurations. We tested the Model 69020, which is a 12,000 rpm unit with a 3/16-inch random orbit. It takes 5-inch pressure sensitive abrasive discs. This one has no onboard dust collection, but you can get adapter kits to modify it for either self-generated vacuum or central vacuum. It has a floating rotor with five blades and is designed to use less air and require less maintenance.

Ergonomics are a big advantage of pneumatic sanders, and this unit capitalizes on that with some new features. There is an extension off the back that Dynabrade calls the Comfort Platform. What it does is provide some additional wrist support for more control and less fatigue. Also, the extension serves as a shield to protect you from the cold exhaust stream.



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Snap it!



Trying it out

Certainly less fatiguing than a big electric random-orbit sander, the diminutive Dynabrade is a pleasure to use. The low profile, with your hand close to the work, gives plenty of control and great visibility. The throttle lever drops into a semi-circular recess when depressed, so there are no pinch points to catch your hand or gloves.

Of course, the biggest advantages of pneumatics in a production situation, is the low maintenance and longevity of the tools. While we can't

say how this unit will fare in long-term use, the build and quality are excellent, and we have no doubt it will hold up as well or better than other pneumatics and certainly up to the high standards we've come to expect from Dynabrade products.

Priced on the street at about \$150, the Dynorbital Silver Supreme seems like a great value in a production sander to add to your pneumatic arsenal or a good opportunity to give pneumatics a try. For more information, visit www.dynabrade.com. <

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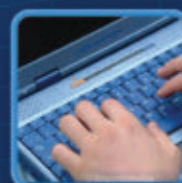


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What's changed in the southern hub since 2010? Find out here.

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A wide selection of products from exhibiting companies

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Even in our digital age, with hundreds of websites and information sources, nothing beats a live event.

We're fortunate to be able to visit many shops large and small, and also talk to those in the cabinet, furniture, millwork and fixture industries. We learn all kinds of things, some expected and some unexpected.

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.

There's no substitute for being there.

Even in our digital age, with hundreds of websites and information sources, nothing beats a live event, one in which you can touch and feel, compare and ask questions of a live person.

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

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IWF reports higher registration, exhibit sales

Early attendee registration reported 40 percent higher than last event in 2010

The International Woodworking Fair has announced a 40 percent increase in early attendee registration in comparison with IWF's last event, which was hosted in 2010.

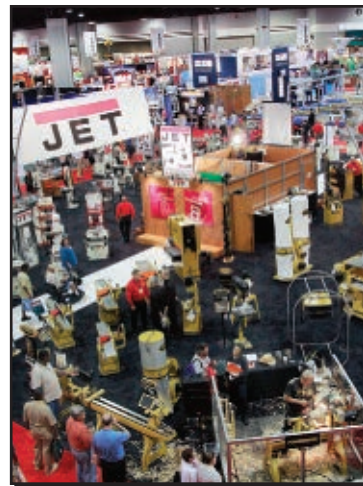
In addition to increases in advanced registration IWF is seeing a surge in exhibit sales. IWF is pacing ahead of 2010 and will be a larger event compared to 2010 with 792 exhibits currently. The top manufacturers of machinery, supplies & services will be displaying the most innovative products available to the marketplace.

"In addition to the rebounding housing market, we suspect that increased attendee numbers can be attributed to demand for new machinery, supplies and services that IWF exhibitors

offer," says Michael Burdis, IWF 2012 chairman and president of James L. Taylor Manufacturing Co. "The increase in exhibitor sales and advanced registration all point to a very strong IWF 2012."

The IWF trade show brings together industry leaders and showcases innovative products, machinery, materials and design. IWF 2012 will be held August 22-25 in Atlanta at the Georgia World Congress Center. For up-to-date and industry updates, connect with IWF on Facebook and Twitter.

For more information about the International Woodworking Fair, go online to www.iwfatlanta.com, or call 404-693-8333. <



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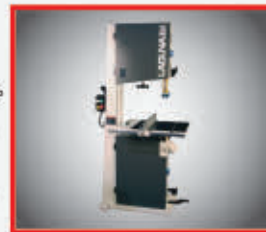
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WMIA, WMMA sign deal to own IWF

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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8:30 a.m.-4 p.m. Sat.

Web site: www.iwfatlanta.com

Phone: 404-693-8333

Email: iwf@iwfatlanta.com

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 700 exhibitors have contracted for exhibit space occupying more than 350,000 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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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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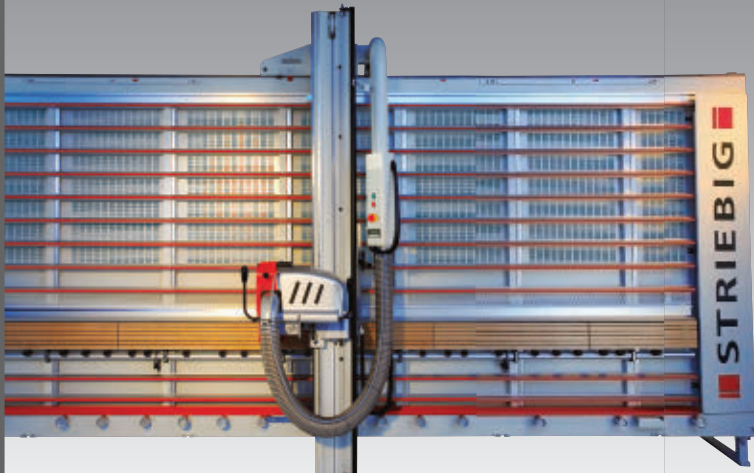


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UPDATED IWF 2012 Exhibitor List

Alphabetical list of
companies at IWF 2012
in Atlanta Aug.22 to 25,
and floor plans..

»»»» A ««««

A & H Industries Inc.	6465
A & M Hardware, Inc.	A320
A Lewis Manufacturing, Co.	3159
AAC by Nature's Legacy	3313
Abatron	3110
Accurate Technology	5853
Accu-Systems, Inc.	6569
AceCo Precision Manufacturing	5552
Acimall	4440
Adams Wood Products, Inc.	3107
Adservco Group	4443
Advanced Affiliates, Inc.	2000
Advanced Greig Laminators	6467
Adwood Corp.	6129
AFEMMA	4322
Air and Water Systems, LLC	6544
Air Handling Systems	5800
AirVantage Tools	1415
AkzoNobel	2813
Alanod GmbH & Co. KG	3307
Alcea Industries	3314
Ali Industries	1837
Ali*Star Adhesive Products, Inc.	5918
Alliance Knife Grinding & Moulder Service, Inc.	7345
Allmox	6540
Amana Tool Corp.	5147
Amandus Kahl USA	5066
American Adhesive Coatings, LLC	2516
American Express Open	1340
American Fabric Filter Co.	1873
American Home Furnishings Alliance	4946
American Renolit Corp.	1827
American Veneer Edgebanding Co., Inc.	1525
American Wood Dryers, Inc.	6571
American Woodworker Magazine	1424
Amertop Inc. DBA JDI Hardware Mfg.	2425
AMMA Lock Hardware	1901
Anderson Group America	6529
Anest Iwata USA, Inc.	2700
Angelo Cremona SpA	7273
AOM Spray Equipment	3325

AP Lazer	5360
Apollo Sprayers International, Inc.	5465
Appalachian Hardwood Manufacturers Inc.	1324
Apquip Co.	5554
Arauco-USA	1601
Architectural Woodwork Institute	1573
Arminius Tooling, Inc.	5274
Arrow Tooling	5361
Art for Everyday Inc.	1421
ArtCAM developed by Delcam	4522
Ashland Hercules Water Technologies	3223
Asia Plastics Industrial Co.	3258
Asora	4320
Association of Woodworking and Furnishings Suppliers	4135
Atlanta Hardwood Corp.	4500
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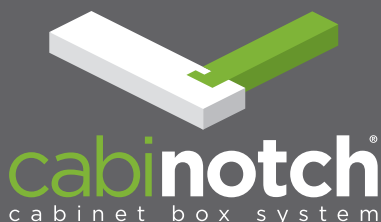
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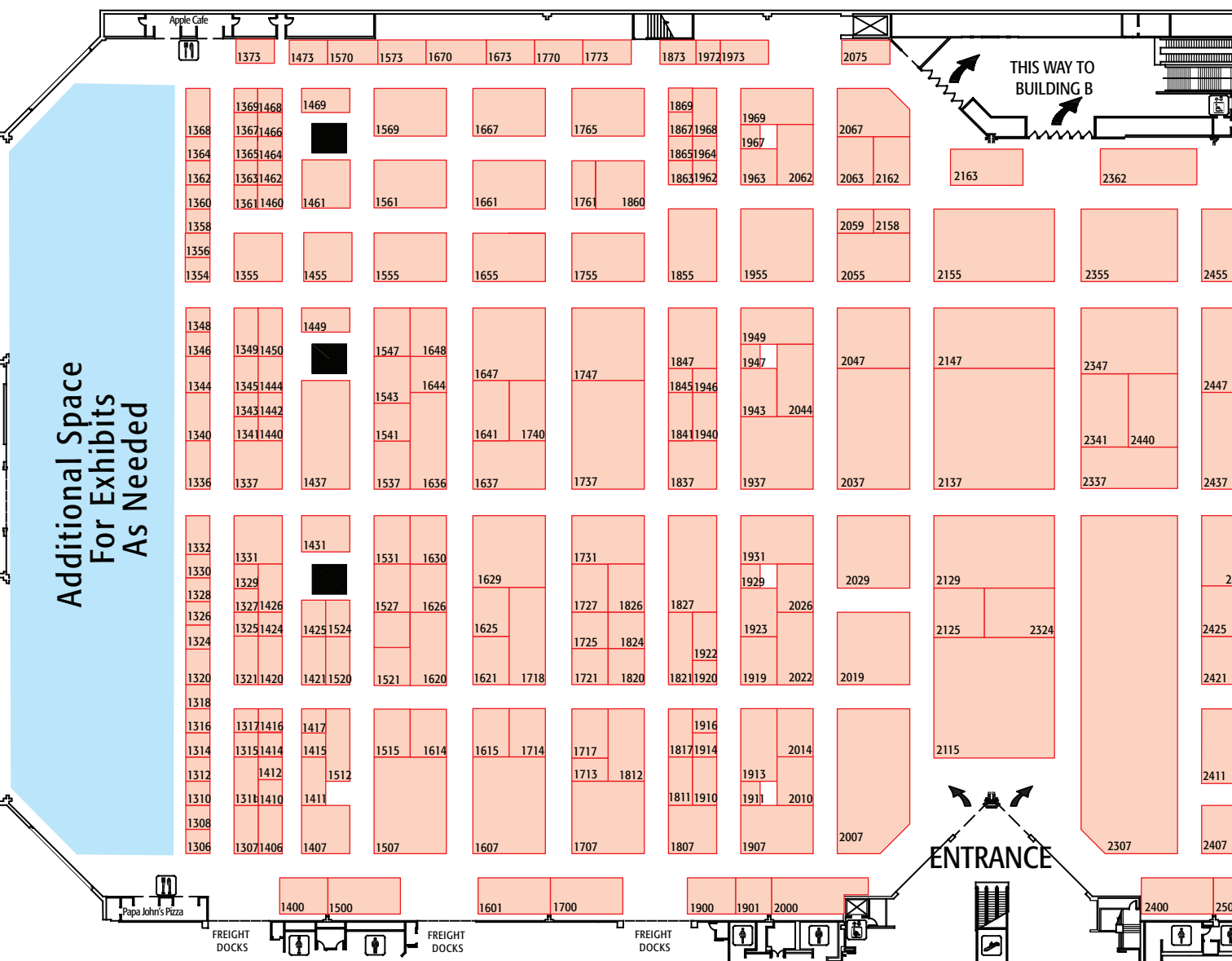
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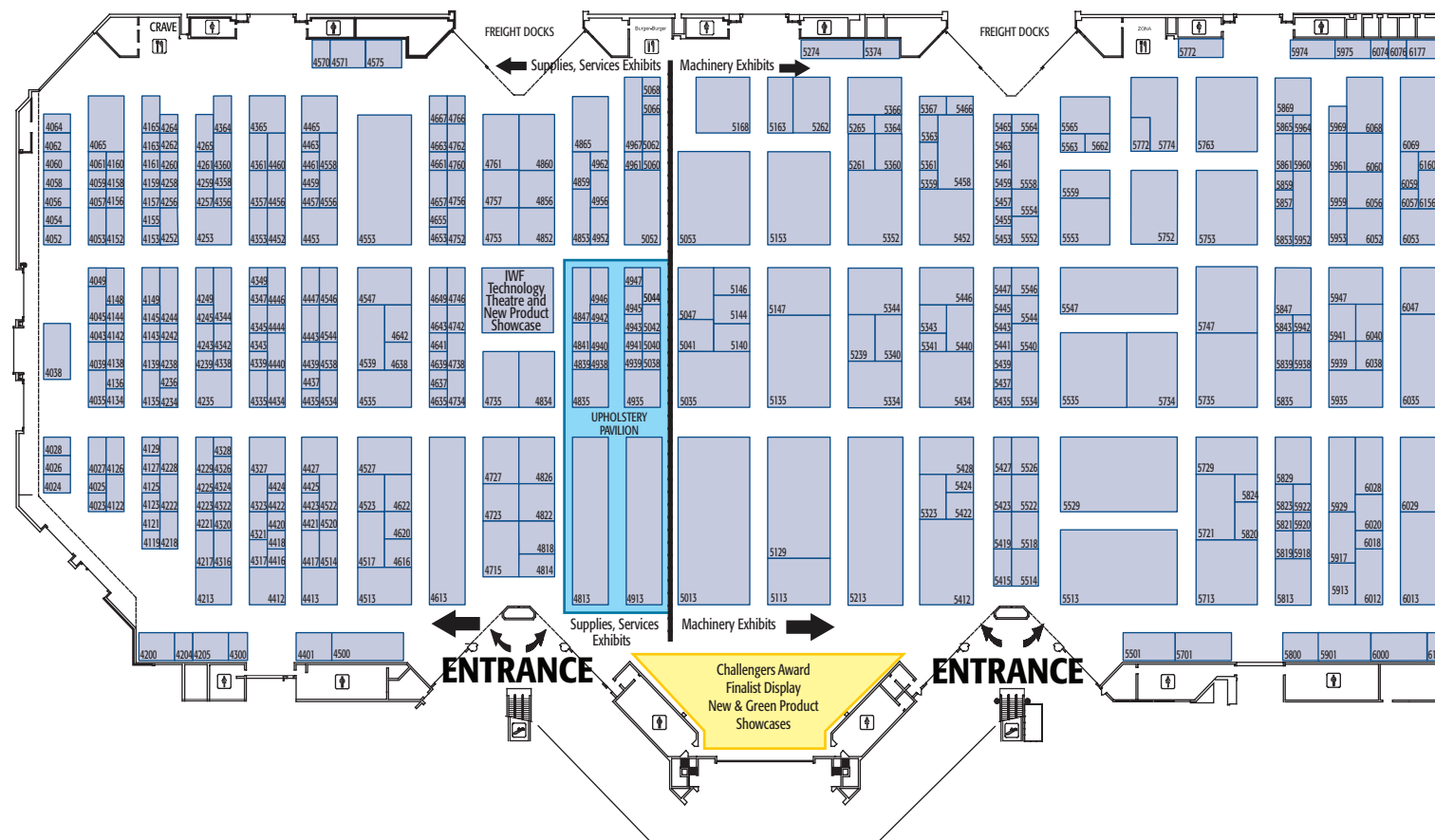


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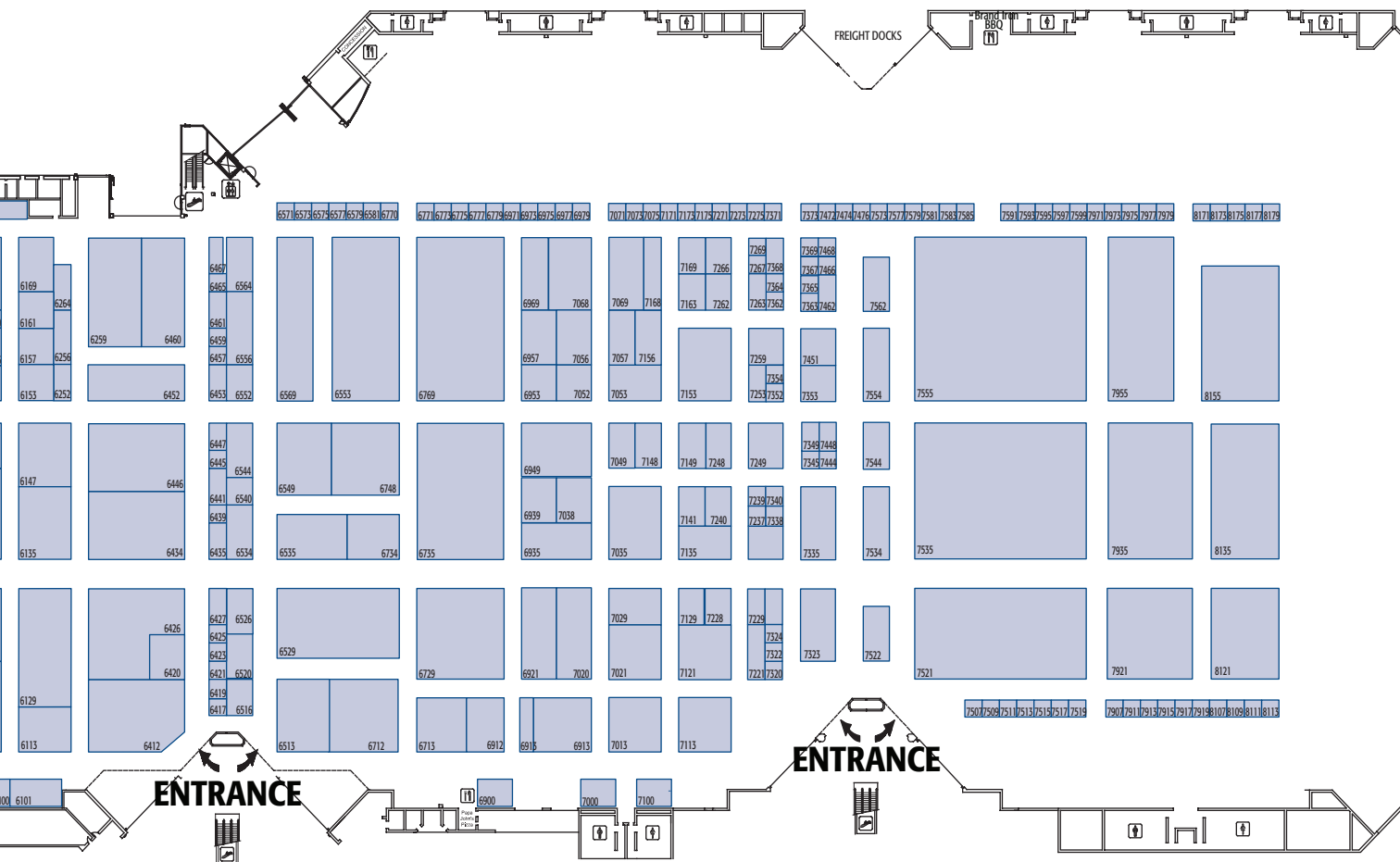
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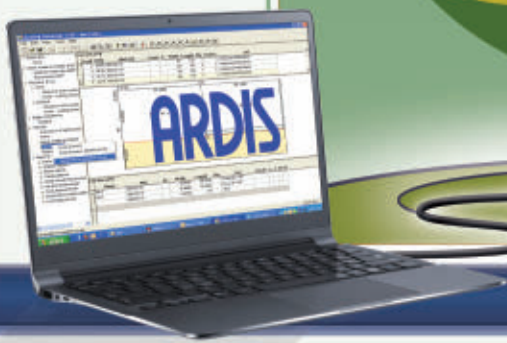


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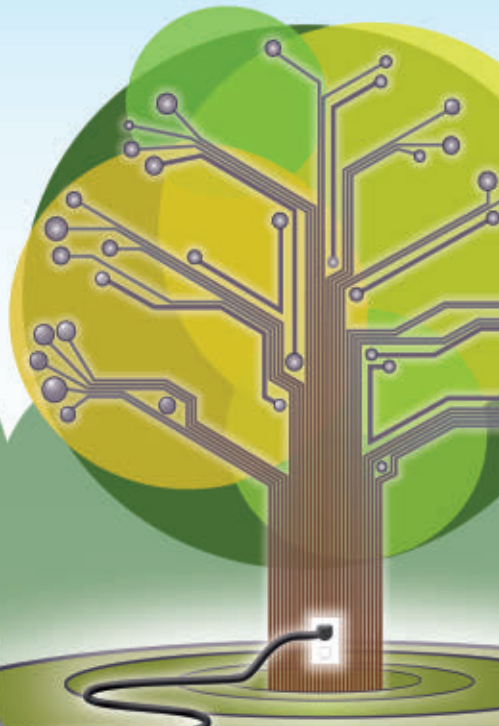
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Educational opportunities abound at IWFA

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, IWFA 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 industry. That gives you face-to-face con-

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

tact with a level of expertise you might not be able to find easily in your home town.

Symposiums offer depth

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 IWFA. 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.

Symposiums include: From Low Tech to High Tech - The Finisher's Guide



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'Hora President & CEO, Northway Industries, Inc.; 8/22/2012; 9:00 a.m.-10:30 a.m.

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to Perfect Results; Door and Window Manufacturer Symposium: Getting Lean, Green and Keeping up with Market Trends; Exploring Countertop Options: Turning Opportunity into Profit; and Closets - Your Niche for Growth.

CMA certification program debuts at IWF:

IWF 2012 is the site for the Cabinet Makers Association's first expanded

live sessions for its new CMA Professional Certification Program. Two types of sessions make up the programming. Curriculum sessions contain required knowledge to pass testing. CEU sessions are electives. Those enrolled for certification are required to earn 4.0 CEUs per year and to pass applicable testing. You do not need to be a CMA member or enrolled in our certification program to attend any of these sessions. However, if you want any credits from these sessions to apply toward your

future CMA professional certification, you must enroll and pay CMA program fees within one year from the date of the session. You are not required to be a CMA member to become CMA certified, however, the program offers substantial discounts to CMA members on session and program fees.

More details about the CMA certification program are available at <http://cabinetmakers.org/certification.html> or stop by the CMA booth #1336 with your questions and comments.

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

Here are some of the courses offered:

Wednesday, August 22: Marketing 101: Basic Advertising and Marketing Techniques, 9-10:30 a.m.; Marketing 102: Business Strategies in Changing Markets, 12:30-2 p.m.; Sales 101: Qualifying a Sales Prospect, 3-4:30 p.m.

Thursday, August 23: Pricing 101: The Art of Pricing Profitably, 9-10:30 a.m.; Finance/Insurance 102: Insurance 101 - A Primer on Commercial Insurance, 12:30-2 p.m.; Ethics 101: Running an Ethical Woodworking Business, 3-4:30 p.m.;

Automating Your shop (CMA CEU), 9-10:30 a.m.; Moving from Residential to Commercial Woodwork (CMA CEU), 1-2:30 p.m.; Working with Designers & Architects (CMA CEU), 1-2:30 p.m.

Friday, August 24: Finance/Insurance 101, 9-10:30 a.m.; Wood 101: The Basics of Wood Properties, Sawing, Shaping, Gluing and Fastening, 12:30-2 p.m.; Finance/Insurance 103: Cost/Benefit Analysis Systems for Major Business Investments, 3-4:30 p.m.; Lean Manufacturing and Theory of Constraints (CMA CEU), 9-10:30 a.m.



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

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.

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-

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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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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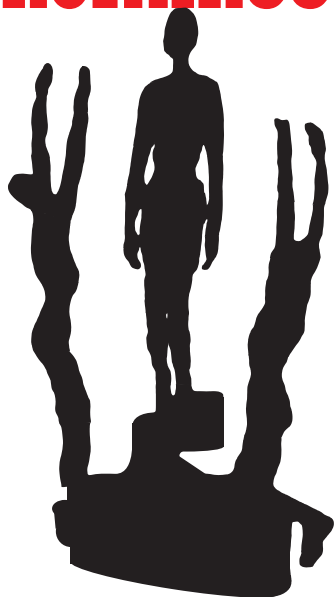
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2012 IWF Challengers nominees announced



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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 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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Stiles Machinery Inc.	IntelliStore
Stiles Machinery Inc.	LED Lighting
Stiles Machinery Inc.	Weeke vertical machining center
Techniks, Inc.	Atemag Extra Plus Aggregate
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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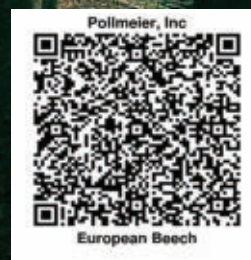
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IWF Challengers finalists announced for 2012

Accu-Systems and Timesavers were also included among 2010 finalists.

IWF 2012 has announced the finalists in the 2012 Challengers Award competition. Here is a list of companies, the product, and the booth number at this year's IWF exhibition.

Accu-Systems, Inc.: Panel Sizing & Squaring Machine 6569

Bessey Tools North America: Bessey Auto-Adjust Toggle clamp 4534

Biesse America: Biesse Automated Nestling Cell.....6735, 6769

Blum, Inc.: Tandem plus Blumotion. 2637

Cim-Tech: Solid-CIM 3D.....5820

Giben America, Inc.: Prisma6000 ECOtech.....6712

Hafele America Co.: Frontino.....2307

James L. Taylor Mfg./JLT Clamps/ Cameron: Automation Cameron Flooring Nester..... 6412

Kanefusa USA Inc.: UFO(U-formed) planer head and knife5140

Martin Woodworking Machines Corp.:

Martin T75 Sliding Table Saw.....6748

Miltec UV: Gloss Control UV Finishing..... 6534

Newman Machine Co., Inc.: EQ3 Equalizing Module 5352

Stiles Machinery Inc.: Venjakob automatic coating change system..... 7535, 7935, 8135, 8155

Stiles Machinery Inc.: Weeke

vertical machining center..... 7535, 7935, 8135, 8155

Techniks, Inc.: Atemag Extra Plus Aggregate..... 5239

TigerStop LLC: SawGear with Crown+MiterPro..... 5929

Timesavers, Inc.: CNC Profile Sander6426

Tisfoon Exterior Systems: Tisfoon Scanner.....6076

Voorwood Co.: A11 Table Shaper/Sander 5763

Weinig/Holz-Her: The Weinig Cube.....7555, 7955

Companies listed here also reaching the finalist stage in 2010 included only Accu-Systems and Timesavers.

The Challengers winner will be announced during the Aug. 22-25 exhibition. See www.iwfatlanta.com for more details. ◀

**The winners
will be
selected
during the
IWF exhibition
Aug. 22-25.**

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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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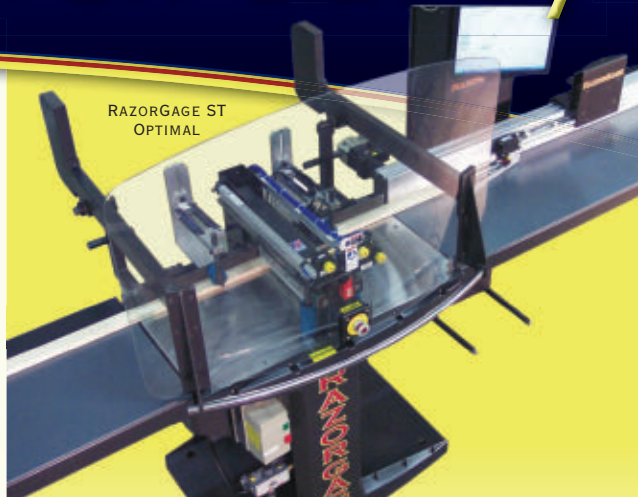
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» **Graco's Merkur bellows pumps** feature an improved bellows seal design that eliminates throat seal leakage and lubrication. The 300 series stainless steel pump construction provides durability and superior handling of shear-sensitive materials, 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.

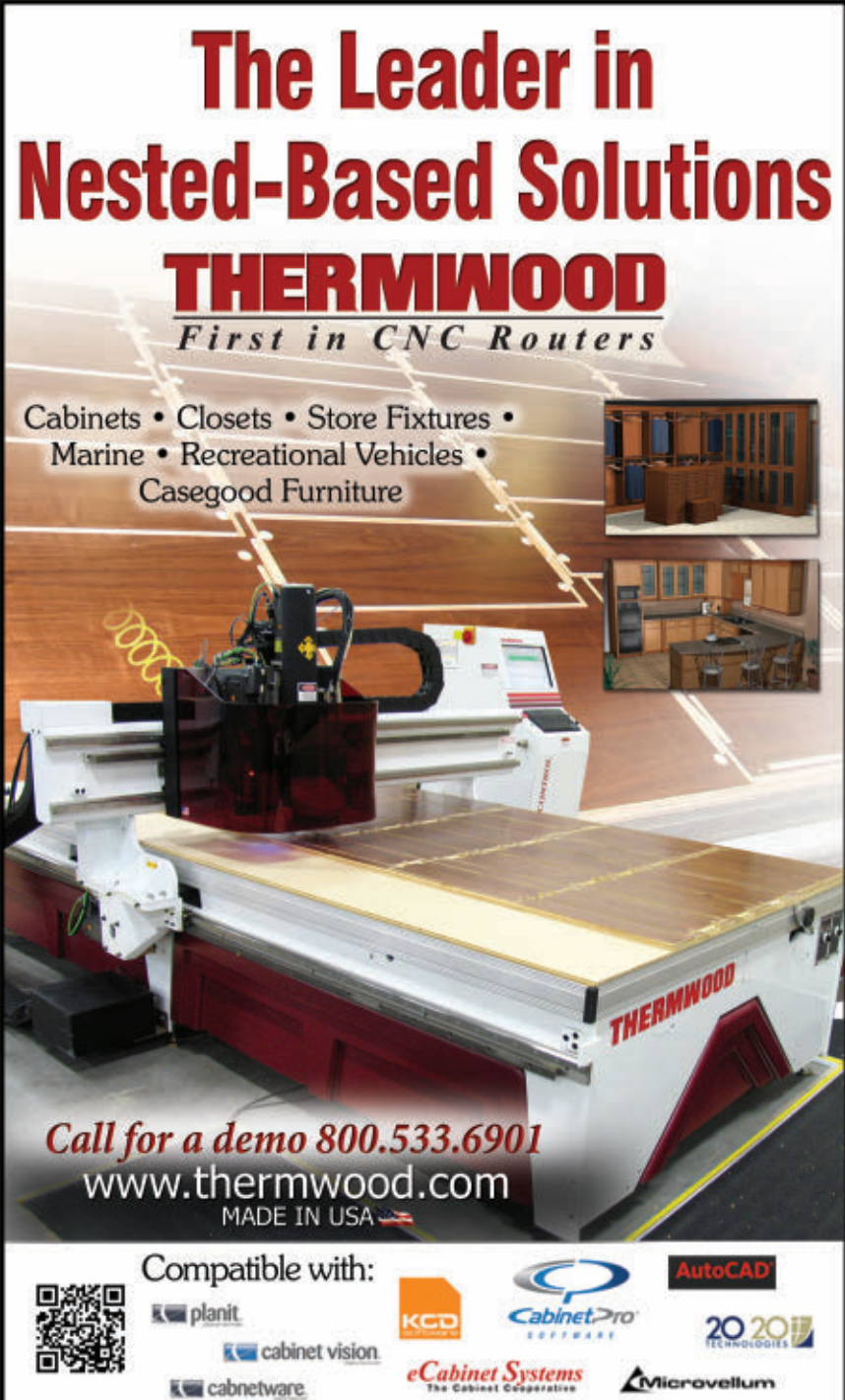
» **Combi-Cam Ultra** is the first combination cam lock with master key override and code retrievable capabilities. It has 10,000 possible combinations available and master key access, allowing for dual access. Easy-to-use knob with distinct open and close indicators, and no housing to rotate which can 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.

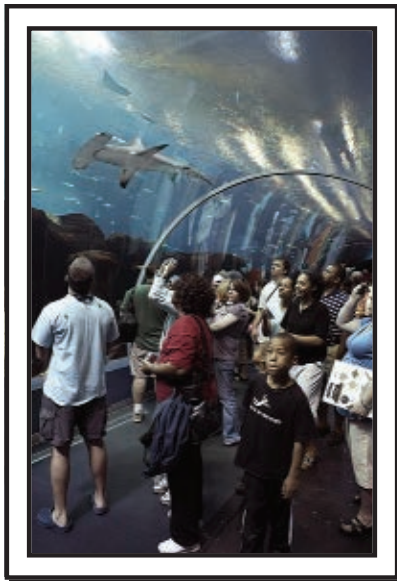
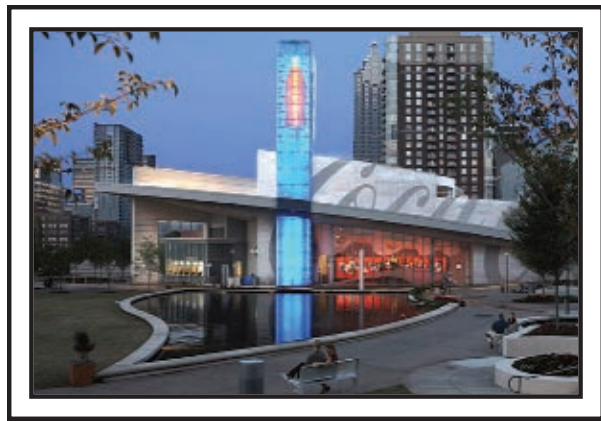
Georgia Aquarium expands with new dolphin exhibit

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

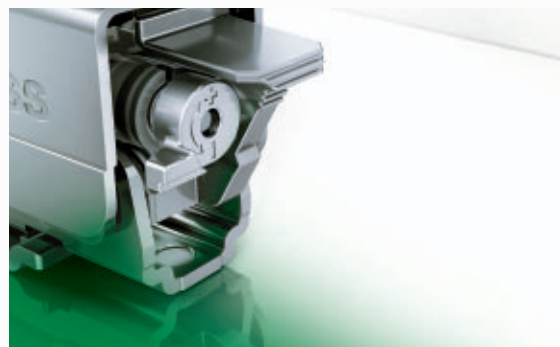


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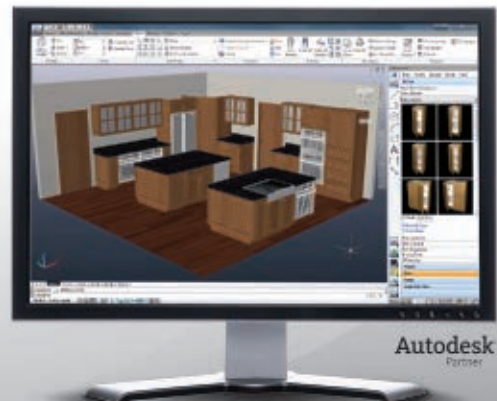
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ATLANTA ATTRACTIONS

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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Design Emphasis finalists announced by IWF

Winners will be announced during Aug. 22-25 show.

IWF has announced the finalists in the Design Emphasis competition. The winners will be announced during IWF 2012, Aug. 22-25:

Benjamin Billick - Reveal Table, Accent Furniture/Accent Tables (*Parsons The New School for Design*)

Jacob Blok - Coffee Table, Accent Furniture/Accent Tables (*Kendall College of Art and Design*)

Jacob Blok - Syamore & Stainless Steel Hall Table, Accent Furniture/Accent Tables (*Kendall College of Art and Design*)

Yael Cohen - Engagement Coffee Table, Accent Furniture/Accent Tables (*University of Bridgeport SASD*)

James Ellis - Corner Cabinet, Accent Furniture/Accent Tables (*Western Piedmont College*)

Kyle Emme - Poise End Table, Accent Furniture/Accent Tables (*Kansas State University*)

Noah Fiorentino - Coffee Table, Accent Furniture/Accent Tables (*Haywood Community College*)

Chad Griffith - Duevole, Accent Furniture/Accent Tables (*Auburn University*)

Douglas Larson - La Fleche Stool, Accent Furniture/Accent Tables (*Jefferson Community and Technical College*)

Brandon Skupski - X-Flat table, Accent Furniture/Accent Tables (*Haywood Community College*)

Jacob Blok - Dresser, Case Goods (*Kendall College of Art and Design*)

James Ellis - Twisted Console, Case Goods (*Western Piedmont College*)

James Ellis - Kitchen Island with Butcher Block, Case Goods (*Western Piedmont College*)

David Freeman - Zig Your Zag, Case Goods (*Herron School of Art and Design*)

Jordan Kear - Maple Cabinet, Case Goods (*Tennessee Tech University [Appalachian Center for the Crafts]*)

Karen Lara - Bookshelf, Case Goods (*University of Oklahoma*)

Sierra Cuda - Desk, Commercial/Office/Hospitality (*Kansas State University*)

Eugene Ducks - Wright Bench, Commercial/Office/Hospitality (*Appalachian State University*)

Paige Fruits - Buffet Table, Commercial/Office/Hospitality (*University of Oklahoma*)

Richard Lubrano - Astro Table, Commercial/Office/Hospitality (*University of Bridgeport*)

Samantha Mallard - Courting Chair, Commercial/Office/Hospitality (*Haywood Community College*)

Bandon Skupski - Passing Through Bench, Commercial/Office/Hospitality (*Haywood Community College*)

Christopher Stuart - Tonal Bench, Commercial/Office/Hospitality (*Herron School of Art and Design*)

Justin Brown - Zwei Desk, Commercial/Office/Hospitality (*Columbus College of Art and Design*)

Jassim Al Nashmi - Canyon Table, Design Creativity (*Iowa State University*)

Ini Archibong - Stargazer Lounge, Design Creativity (*Art Center College of Design*)

Jacob Blok - Jewelry Cabinet, Design Creativity (*Kendall College of Art and Design*)

Chelsea Byers - Ataraxia Swing Bed, Design Creativity (*Auburn University*)

Michael Demarco - Lamp, Design Creativity (*Appalachian State University*)

Zach Eastburg - Ember Stool, Design Creativity (*Art Center College of Design*)

Elmar Fujita - Lift Table, Design Creativity (*Parsons The New School for Design*)

Cierra Myers - Chair, Design Creativity (*Kansas State University*)

Matthew Osborn - Circle Table, Design Creativity (*Herron School of Art and Design*)

John Rice - Little Red Table, Design Creativity (*Kansas State University*)

Steven Sander - Cherry Stick Bench, Design Creativity (*Herron School of Art and Design*)

Christopher Stuart - Alfred Slab Table, Design Creativity (*Herron School of Art and Design*)

Victoria Beaulieu - Lounge, Seating (*Kansas State University - Interior Architecture & Product Design*)

Brittany Boyne - Poplar Chair, Seating (*Miami University*)

Kathleen Chang - Crocodile Chair, Seating (*Auburn University*)

Mo Chieng - Embrace Chair, Seating (*Art Center College of Design*)

Alex Dorfman - Panama Chair, Seating (*Purdue University*)

Beth Dringenberg - Flex Chair, Seating (*Kansas State University*)

Derek Elliot - Patio Chaise, Seating (*Appalachian State University*)

Josh Goldstein - Pivot Chair, Seating (*Kansas State University*)

Kurtis Heinen - La Rama Chair, Seating (*Kansas State University*)

Samantha Mallard - Stretch Chaise, Seating (*Haywood Community College*)

John Rice - Steam Bend Chair, Seating (*Kansas State University*)

Austin Richards - Xylem Chair, Seating (*Appalachian State University*)

Jacinta Stecklein - Fleur Chair and Ottoman, Seating (*Kansas State University*)

Angela Wang - MA Chair, Seating (*Art Center College of Design*)

See www.iwfatlanta.com for more information on the show and the competition. ◀

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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
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				Williams & Hussey Machine Co., Inc.	5913



C.R. Onsrud, Inc.



Timesavers, Inc.



Delta Power
Equipment Corporation



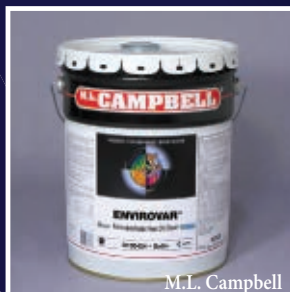
Klingspor Abrasives, Inc.



SawStop



Franklin International



M.L. Campbell



Super Thin Saws Inc.



James L. Taylor Mfg / JLT Clamps /
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Carter Products, Inc.



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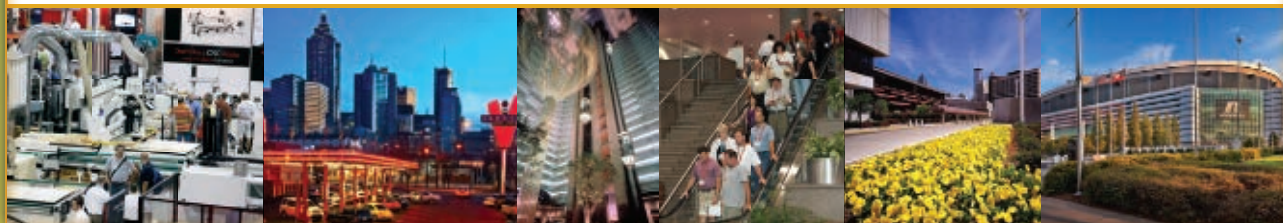
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Williams and Hussey Machine Co. Model 154CE moulder

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



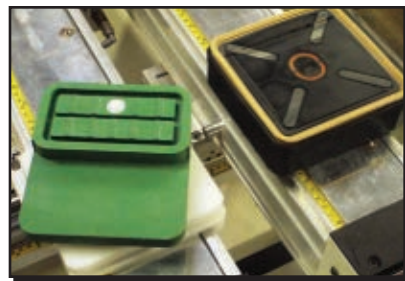
Keystone Wood Specialties Inc. RTA cabinets

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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SHOW PRODUCTS



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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Atlanta, GA
August 22-25
Booth 3054

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

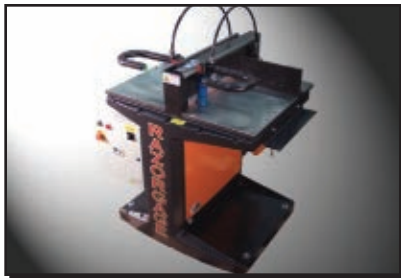
Booth No 6000

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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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

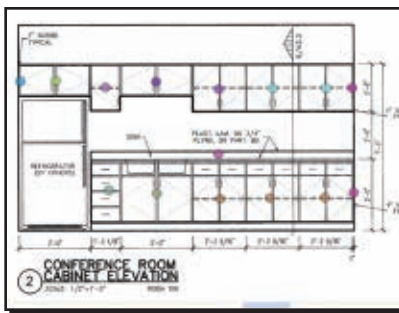
SSI North America Pentadecor 3D laminate films

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

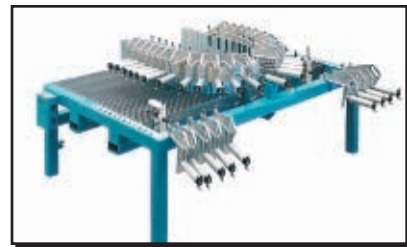
Booth No 4327

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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www.leuco.com

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



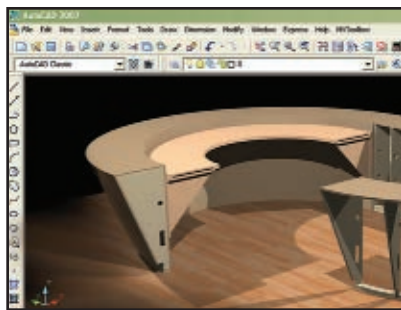
ShopBot Tools Desktop CNC machine

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.

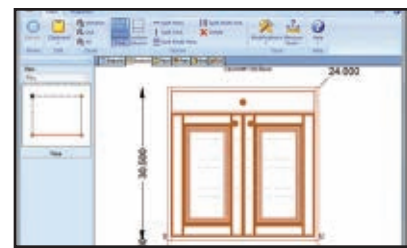


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Planit Solutions Inc. Cab-2-Nest

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

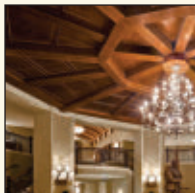
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Veneer Technologies thanks participating designers and craftsmen along with their suppliers, distributors and sales representatives for their enthusiastic reception to the 2012 Craftsman's Challenge. Award winners for the current year's competition 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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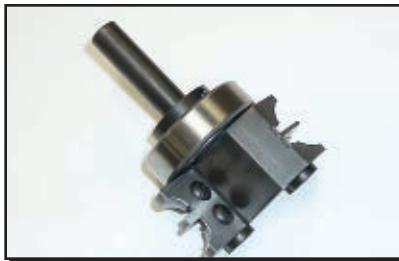
See us at IWF, booth 2067

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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See us at IWF, booth 1416



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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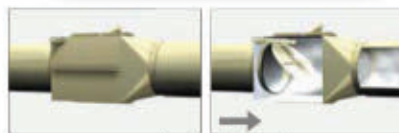
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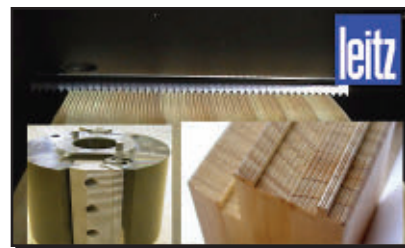
Weima America Inc. Woodwolf pre-crusher

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

See us at IWF, booth 6052

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See us at IWF, booth 3123

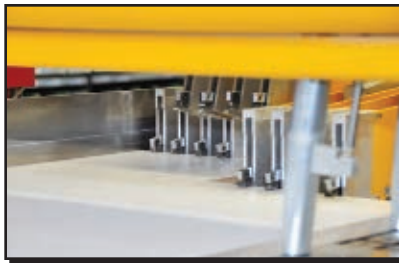


SHOW PRODUCTS

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

www.schelling.com

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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



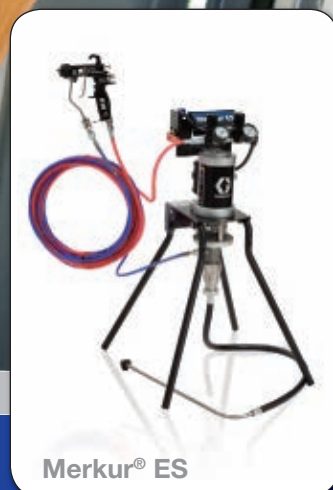
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See us at IWF, booth 1607

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.

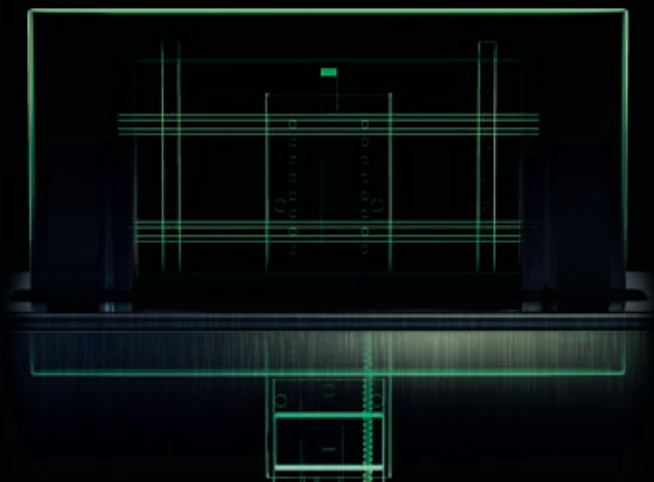
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www.panel.com/ecommerce.php

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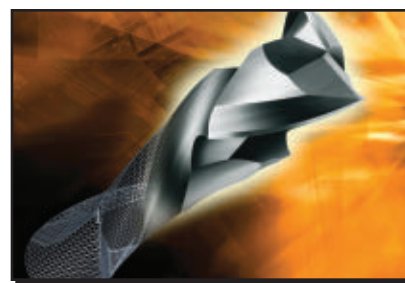
Leuco Tool Corp. P-System jointing system

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

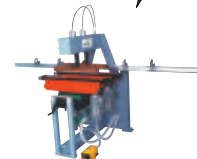
Booth No 6556

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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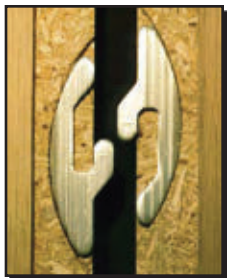


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See our full line of wood industry equipment at IWF Booth #6129

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

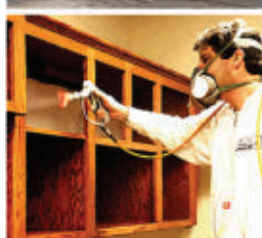
Booth No 2707

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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www.CabinetMakerFDM.com | IWF 2012 |



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

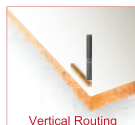
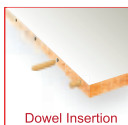
www.ccfdrawers.com

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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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SHOW PRODUCTS



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

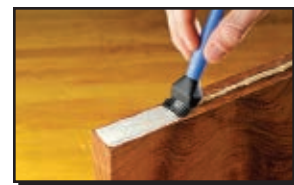
Northway Industries Inc. Contract manufacturing

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, edgebanding, 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

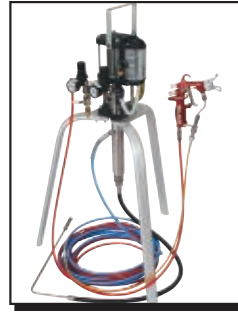
RUF US Inc. briquetting systems

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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SHOW PRODUCTS

CabMaster Software cabinet software

Booth No 5440

CabMaster Software helps through all phases of the custom design & build process. Drag-n-drop to draw up 3D design plans, prepare quotes and generate cut-list with a few clicks. Pre-built libraries for kitchens, cabinets, closets and more.

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

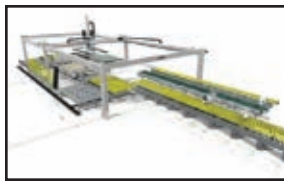
Booth No 5052

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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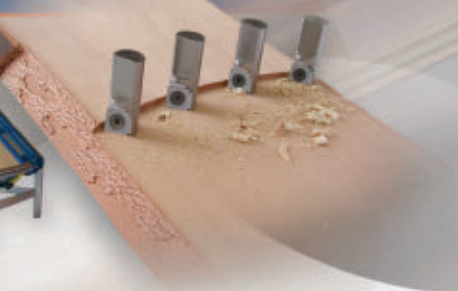
Thin-Cutting Frame Saws

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

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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

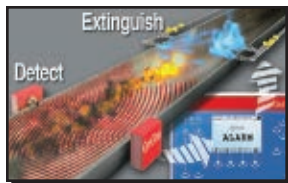
Royce/Ayr Cutting Tools Inc. offers adjustable cutters for the hardwood



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

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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

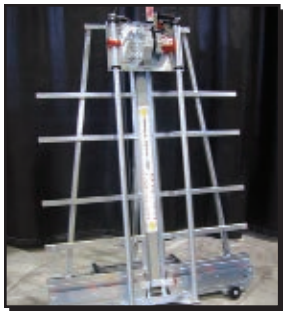
Daubert Chemical Co. Inc. adhesives

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.

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www.heralighting.com

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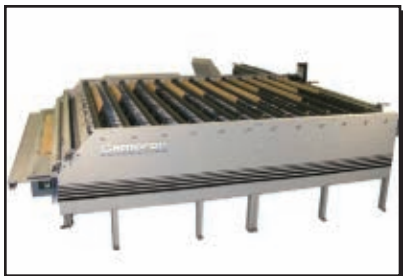


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SHOW PRODUCTS



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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SHOW PRODUCTS

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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www.denray.com 800-766-8263
Booth 5466 At The IWF

See us at IWF, booth 4814

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



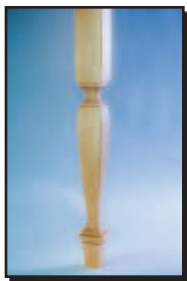
General International cordless precision engraver

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.

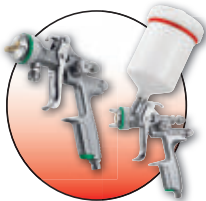
815.539.7451

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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roll, which allows for the application of both water-based and UV-cured materials.

812.482.3644

www.duboisequipment.com



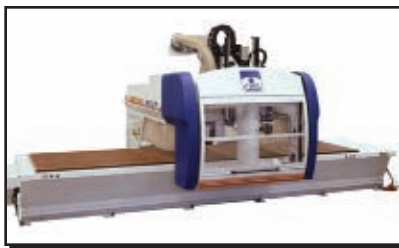
Friedman Corp. 3D Frontier CADFlow integration

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.

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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

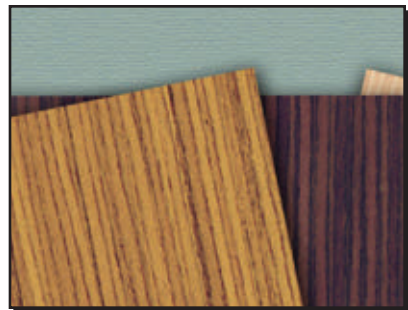
Booth No 4853

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.

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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.

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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

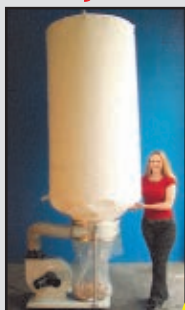
Finger Flex abrasive wheels from Bardo Abrasives conform and shape to all types of mouldings. They can be used for white wood, sealer and topcoat finishing, and are available in grit ranges from 80

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Element Designs Inc. aluminum-glass doors

Booth No 3031

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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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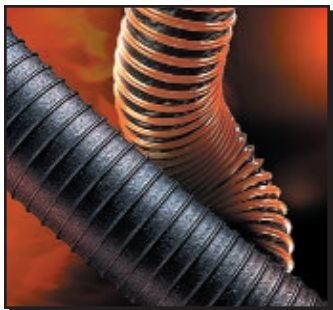
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Hi-Tech Duravent flame-retardant hose

Booth No 6060

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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 strap-ping 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

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Century Hardware keyboard tray

Booth No 2727

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Booth No 1431

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Jamieson Mfg. Co. laser engraving

Booth No 7253

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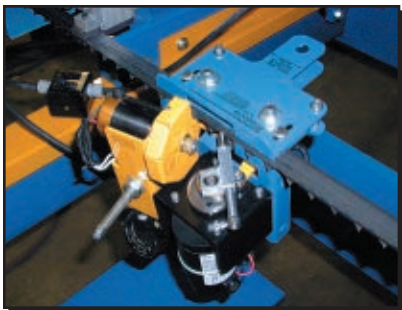
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573.663.7711

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Inter-Mares Trading Co., Inc.
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Booth No 2715

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EdgeCo Inc. edgebanding
Booth No 5062

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www.edgecoinc.com
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saw waste grinder
Booth No 5428

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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

Belwith Products LLC offers 8-inch to 18-inch pulls that coordinate in style and finish with its Zephyr, Studio and Refined Rustic cabinet hardware collections. The pulls are designed for use on oversized cabinetry and wood-faced appliances. Styles range from Art Deco to geometrical to hand-wrought rustic.

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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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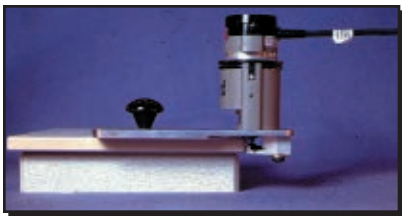
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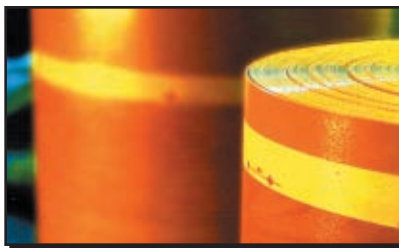
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Booth No 5261

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Booth No 6771

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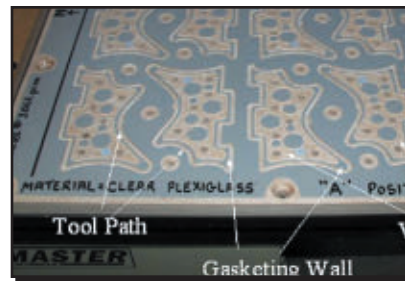
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Booth No 5918

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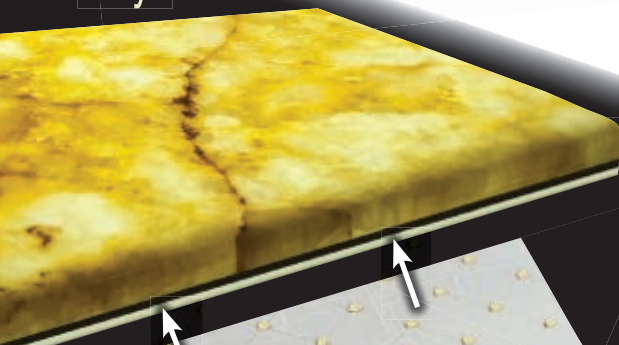
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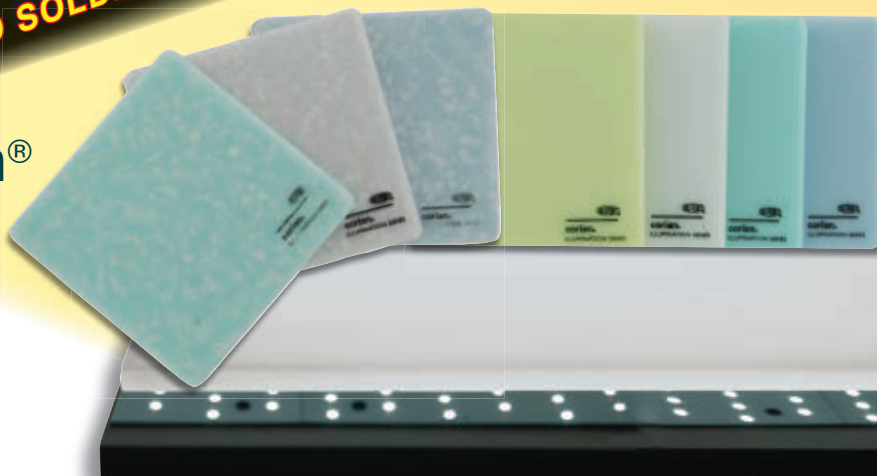
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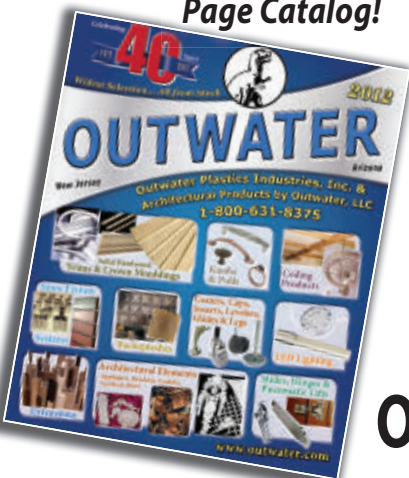
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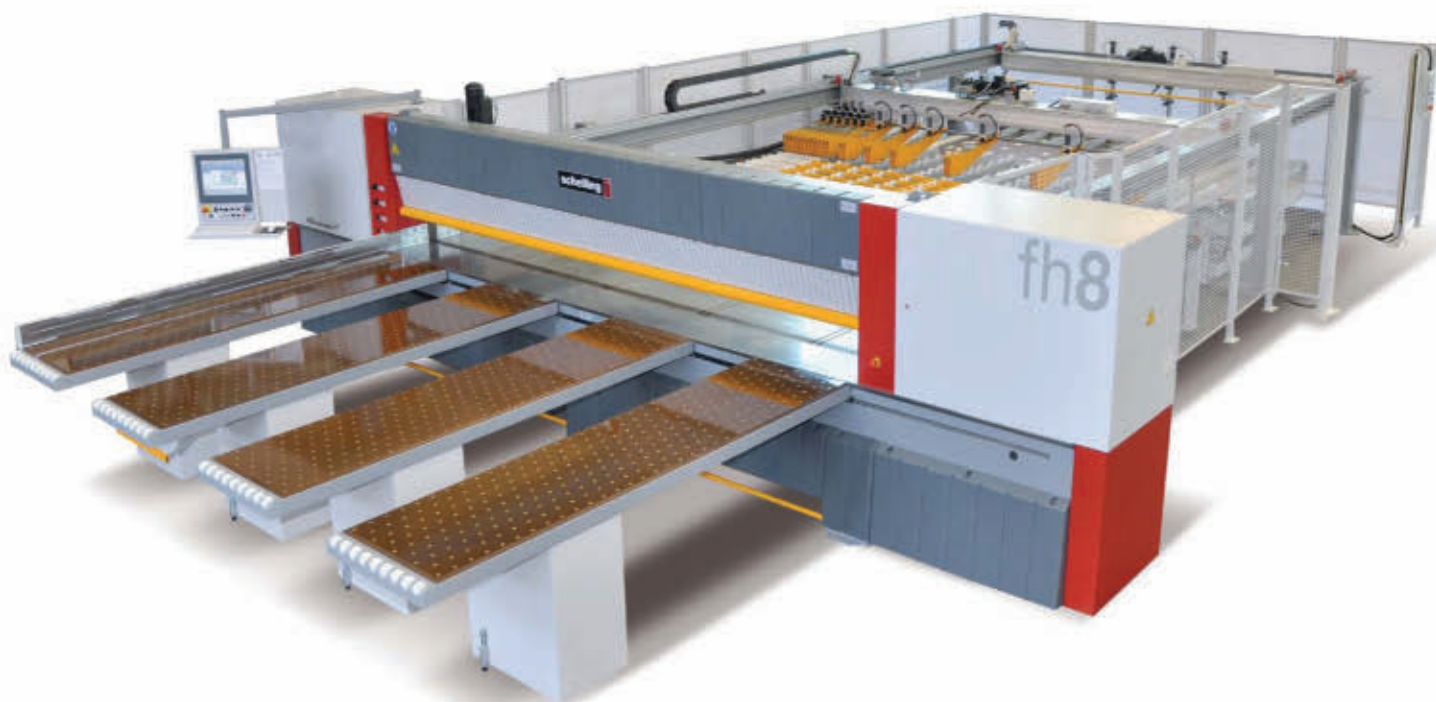
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