



FDM

CabinetMaker

**Designing a niche in the
cabinet dealer market 30**



Be in Atlanta 42

**California moves to
regulate table saw safety 46**

**Four things to know about
wood waste processing 50**

AUGUST 2012

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- Motor: 3 HP, 220V, single-phase, 3450 RPM
- Airflow capacity: 2300 CFM
- Static pressure: 16.7"
- Bag capacity: 11.4 cu. ft.
- Impeller: 12 $\frac{3}{4}$ " balanced steel, radial fin
- Height with bags inflated: 78"
- Approx. shipping weight: 170 lbs.

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G1030Z2 \$499.95 SALE \$425.00

4 HP DUST COLLECTOR

- Motor: 4 HP, 240V, single-phase
- Airflow capacity: 3551 CFM
- Static pressure: 13.5"
- Bag capacity: 11.5 cu. ft.
- Impeller: 14 $\frac{1}{2}$ " balanced steel, curved fin
- Intake port: 10" w/o manifold, 4" x 4 holes with manifold
- Height with bags inflated: 101 $\frac{1}{8}$ "
- Approx. shipping weight: 306 lbs.

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G0671

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- Motor: 5 HP, 240V, single-phase
- Airflow capacity: 3961 CFM
- Static pressure: 14.6"
- Impeller: 15" balanced steel, curved fin
- Intake port: 10" w/o manifold, 4" x 4 holes with manifold
- Bag filtration: 2.5 micron
- Approx. shipping weight: 326 lbs.

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G0672

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10 HP DUST COLLECTOR

- Motor: 10 HP, 220V/440V*, 3-phase, TEFC, 30A/15A, 3450 RPM
- Airflow capacity: 5360 CFM
- Static pressure: 17.9"
- Impeller: 17" balanced steel, radial fin
- Intake port: 10" w/o manifold, 4" x 5 holes with manifold
- Bag capacity: 48 cubic feet
- Bag filtration: 2.5 micron
- Approx. shipping weight: 472 lbs.

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- Filtration: 99.9% at 0.2–2 microns
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- Switch: remote controlled magnetic
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- Suction capacity: 1654 CFM @ 2.0" SP
- Filtration: 99.9% at 0.2–2 microns
- Steel collection drum: 55 gal.
- Overall dimensions: 60¼" W x 93¼" H x 38¾" D
- Approx. shipping weight: 400 lbs.



H7509
Optional Stand
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\$79 

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5 HP CYCLONE DUST COLLECTORS

- Motor: TEFC Class "F" 5 HP, 220V, single-phase or 220V/440V*, 3-phase
- Cycle/RPM: 60 Hertz/3450 RPM
- Switch: remote controlled magnetic
- Impeller: 16" steel
- Suction capacity: 2184 CFM @ 1.9" SP
- Filtration: 99.9% at 0.2–2 microns
- Steel collection drum: 55 gal.
- Approx. shipping weight: 630 lbs.

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\$150 



G0442 Single-Phase ONLY \$2495.00

G0601 3-Phase ONLY \$2595.00

7½ HP CYCLONE DUST COLLECTOR

- Motor: TEFC Class "F", 7½ HP, 220V/440V*, 3-phase
- Cycle/RPM: 60 Hertz/3450 RPM
- Switch: remote controlled magnetic
- Impeller: 18" steel
- Suction capacity: 3468 CFM @ 4.3" SP
- Filtration: 99.9% at 0.2–2 microns
- Sound level: 84–85 dB
- 2 steel 55 gal. collection drums
- Approx. shipping weight: 989 lbs.

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- Switch: remote controlled magnetic
- Impeller: 18½" steel
- Suction capacity: 4029 CFM @ 4.3" SP
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- Sound level: 87–90 dB
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H2935

- Motor: ½ HP, 110V, single-phase, open capacitor start induction, 5.2A
- Table surface area: 23½" x 31½"
- Air suction cap.: 1040 CFM
- Approx. shipping weight: 208 lbs.

QUIET
OPERATION



H2936

- Motor: ½ HP, 110V, single-phase, open capacitor start induction, 6.5A
- Table surface area: 28" x 37"
- Air suction capacity: 1300 CFM
- Approx. shipping weight: 252 lbs.

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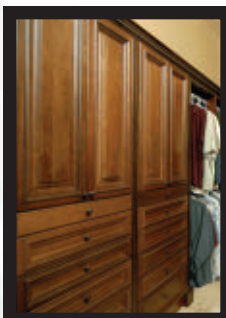
*To maintain machine warranty, 440V operation requires additional conversion time and a \$250 fee. Please contact technical service for complete information before ordering.



18



44



On the Cover:
Designers Choice
makes cabinets
and closets for the
dealer market. **30**

74
Products

88
Literature

93
Classified

94
Advertisers'
index

**8 William Sampson: How far
can we legislate safety?**

**8 Karl Forth: Cutting out the
middleman in large orders**

**18 Jim Lewis: Smoothing
bumps on the road to lean**
It's normal for companies to encounter
obstacles in the lean journey.

**28 Book review:
A book for bookkeeping**

**30 Designing a niche in the
cabinet dealer market**
Florida cabinet manufacturer offers wide
selection 100 percent for dealer market.

**36 Lightweight panel usage,
acceptance grow: Survey**
2012 study quizzes North American
wood products manufacturers.

42 IWF 2012 is almost here
Make sure that the biggest woodworking
tradeshow is on your August calendar.

**44 How would you
price these jobs?**
Help give the industry a more realistic
picture of pricing custom work.

**46 California moves to
regulate table saw safety**
Bill would require saws be equipped
with flesh-sensing technology.

**50 Four things to know about
wood waste processing**
Strategy and planning are involved for
efficient wood waste processing.

96 In the Shop: WorkSharp
Sharpener expands capabilities.

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For more information, contact Stephan Waltman at **616.698.7500** or **swaltman@stilesmachinery.com**. Or visit **www.stilesmachinery.com**

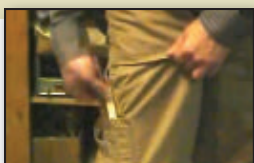


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+ SawdustSoup: If a tree falls in the city...
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+ Webinars: Free online wood technology seminars
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www.CabinetMakerFDM.com/webinars.aspx



Snap it!



+ Video: California considers table saw safety

Watch a video from the California Assembly about proposed table saw safety legislation.
www.sawdustsoup.com/video/state-assembly-considers-table-saw-safety-legislation



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How far can we legislate safety?

When SawStop burst on the scene some years ago with its amazing hot dog demonstrations of its flesh-sensing table saw safety technology, it drew plenty of crowds at the trade shows. But manufacturers didn't rush to license the new technology developed by Stephen Gass, a patent attorney, physicist and amateur woodworker. Manufacturers were concerned about the cost of the device, both for the manufacturer and for the consumer, since it is a single-use technology and has to be replaced after it deploys. Privately, some of them said they were also worried about liability if someone were injured despite the device or if it deployed unexpectedly.

So, Gass became a manufacturer himself, developing a line of table saws that incorporated the SawStop blade-braking system. The saws have sold well, showing up in thousands of shops, large and small across the country despite the saws costing more than competitors' comparable models without the patented safety system. But that wasn't good enough for Gass. He embarked on efforts to convince the federal Consumer Product Safety Commission to require the technology, and more recently, he lobbied strenuously for legislation in California that would effectively ban the sale of any saw without flesh-sensing technology. Since his patented system is currently the only one that meets the standards, the bill, now headed for passage, would effectively give Gass a monopoly on table saw sales in the state.

Full disclosure: I once came close to cutting off my left thumb in a table saw accident. After I tested the SawStop saw in my own shop, I didn't hesitate to buy it. I love the saw, and the only time the blade brake has activated is when I did the hot dog test myself to show how it works (www.CabinetMakerFDM.com/5583.html). Also, SawStop has been a regular advertiser in this magazine.

But all that said, it makes me just a little squeamish when a manufacturer spends thousands of dollars lobbying government organizations to have his product required by law. I have no doubt that expanded use of SawStop-equipped saws would prevent more serious injuries from accidents, but is it the role of government to order people to buy one product over another? Let individuals and the market vote with their checkbooks. Many of them, like me, have decided the safety technology is worth the price, but many more have not. Woodworkers should be free to choose without legislative interference. ◀



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

Cutting out the middleman in large orders

MakeDirect is a new furniture manufacturer based in New York, Singapore and Vietnam.

The company intends to sell factory-direct furniture to customers at prices of as much as 90 percent off what similar items would cost in a traditional retail store.

In MakeDirect's view, furniture is taken from its original makers to the market by a chain of agents, importers, wholesalers and retailers. Everyone adds their own markup, and consumers pay a much higher price than they have to.

MakeDirect says that it cuts out the middleman (or woman), so no more importers, exporters, distributors, and even no more retailers.

The idea isn't new. There are other web sites that offer furniture and other custom items, but these are generally high-end, low-volume handcrafted items. The idea is to link a custom furniture manufacturer in, say, Maine, with a buyer in Florida. The buyer and seller would never have connected by accident or even by design.

One of my favorite sites like this is www.etsy.com, which casts a wider net that includes all kinds of manufactured and crafted items, collectibles and housewares. A recent search for "wood" returned 428,000 items.

MakeDirect is a little different in that it is based on volume manufacturing and keeping prices low.

A recent check of the web site, www.makedirect.com, showed many outdoor wood items: an outdoor wood bench for \$89, a small outdoor wood table for \$61, a curving rocking chaise lounge for \$137, and an outdoor hardwood armchair for \$36. There were also indoor wood furniture pieces such as a wood bedroom nightstand for \$253, and a hardwood queen bed for \$215.

Weekly orders

According to the company, MakeDirect's founders have a strong background in manufacturing with such well-known names as Target, SkyMall, Amazon, Costco and Overstock.

Production for MakeDirect works like this: every seven days all orders received by the group are put into production. Only products that have been ordered in quantity will be manufactured. The goal is to ensure consistency and lower manufacturing costs.

The group reports that it will also work with small retailers to import directly from overseas sources.

For more information, see www.makedirect.com. ▶



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



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QUICK CUTS

Thermwood creates YouBuild business model for cabinetmakers

Thermwood Corp. (www.thermwood.com) has created a new program called "YouBuild," a business model that provides a path for cabinetmakers with Thermwood CNC routers to easily address the huge home and office furniture market.

On the new website, www.YouBuild.com, customers can view unique designs for home and office furniture and closets that can be customized, available in four real wood species, finished or unfinished: walnut, maple, oak and cherry. The wood, specially made for YouBuild by Columbia Forest Products, is formaldehyde-free and available in any quantity through local Home Depot stores under a special order program.

Manufacturing is done locally by cabinet shops or "YouBuild Cut Centers" who participate in YouBuild. Each Cut Center has its own area within the YouBuild website to quote and accept



The YouBuild program helps customers create custom cabinetry with designs like the EZ Closet.

orders online. YouBuild Cut Centers access CNC programs online, using their CNC machined control, and then cut and edgeband parts that were ordered. Customers can assemble themselves, using unique joinery, or they can have the Cut Center assemble for them.



YouBuild designs like the Man Cave model can be customized in four wood species.

Because Cut Centers are not required to do any design or programming, the Cut Centers can establish Retail Dealers and Retail Design Centers, independent individuals and businesses to promote and sell YouBuild products, receiving a commission on orders sold.

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QUICK CUTS

Biesse to exhibit woodworking machinery at IWF 2012

Biesse S.p.A., a producer of machinery and systems for processing wood, glass, stone and other materials, with its North American subsidiaries Biesse America and Biesse Canada, announced that the

companies will participate in IWF 2012 in Atlanta, taking place August 22-25.

"Biesse has decided to exhibit at this edition of IWF due to the tangible signs of recovery we see in our industry," said

Federico Broccoli, President and CEO of Biesse America and Canada.

Biesse will showcase many new product ranges focused on flexibility, productivity and lower operating costs, as well as innovative "green solutions" that benefit customers by reducing energy cost and consumption. Product specialists will be in the Biesse exhibition booths to educate and explain the latest trends and technology designed to reduce set up time and increase productivity in a low-batch environment.

"Our booth will be ready with many 'all new' CNC machines," said Broccoli, "as it's important for our customers to get reconnected with the latest flexible and technologically advanced solutions required to become more competitive and generate more profit in this totally new market."

For more information about Biesse at IWF, contact marketing@biesseamerica.com or call 704.357.3131.

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WMMA hires new management, moves offices

The Wood Machinery Manufacturers of America (www.wmma.org), a national trade association for makers of machinery, cutting tools and supplies for the woodworking industry, will now be managed by Stringfellow Management Group.

Stringfellow Management Group staff who will be serving WMMA are: Fred Stringfellow, executive director; Diane Schafer, director of meetings; Laura Izzo, member services coordinator; Mary Helen Sprecher, director of marketing & communications; Amy Chetelat, director of finance; and Barb Signorelli, finance manager.

New contact information for WMMA headquarters is: 2105 Laurel Bush Road, Suite 201, Bel Air, MD 21015, phone 443.640.1052.

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

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Allergic reactions to wood; building a large tabletop

Choosing a non-destructive, non-pin moisture meter to measure walnut

Q. We have some concern about allergic reactions in wood. Can you perhaps tell us more about this?

A. Wood consists of cellulose (cotton), hemicellulose and lignin (the glue and stiffener that holds the wood together). These probably are not cause for concern when it comes to allergies. However, most woods also have a variety of chemicals within the wood cell, such as the root beer odor from sassafras, the cedar smell (gerbil aroma) from eastern red cedar, the resinous smell from pine, and the chemicals that give white oak, cedar and cypress its natural decay resistance. It is these chemicals that may cause some allergic problems.

Technically speaking, many species of wood have chemicals called quinones or lapachols. The amount of chemical varies from tree to tree. As an example, a 1956 report by Sandman and Barghoorn about teak allergies states, "Local races of teak and even individual trees vary greatly in desoxylapachol content. Indonesian natives have long distinguished three grades of the wood, the poorest being liable to cause skin irritation." So, an allergy from one species may show up over time or at random times, as the chemical composition of wood does apparently vary from tree to tree.

In general, it is the dust of many North American species of wood, as well as many foreign woods and especially foreign woods that have silica in them, that can cause breathing problems and also contact dermatitis (especially in sweaty

areas of the body). Further, a few woods have a reaction similar to poison ivy, probably caused by chemicals in the sap.

As different people have different allergic reactions to an allergen, it is possible to see a variety of reactions, although the "far out" reactions would be extremely rare. Obviously, with a wood contact issue similar to poison ivy, if one touched the wood and picked up some noxious oils and then touches other sensitive areas on one's body, the reaction could show up in those areas that were touched. In the case of a severe reaction, the body will become so confused that medical attention will be needed.

As different people have different allergic reactions, it is possible to see a variety of reactions.

Q. I am planning to build a large dining room table, about 10 x 3.5 foot. I have some 2 inches x 8 inches x 12 feet Honduras mahogany (beautiful pieces) I plan to use. I will glue them up, edge to edge. I have questions:

1. Is this project feasible or advisable?
2. What adhesive should I use?
3. What about the table frame?
4. How much will the table top expand or contract in width?
5. How do I finish the ends and top to prevent cracking and warping?

A. You have certainly asked some key questions. My answers would be best given over a cup or two of coffee,



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as there are many fine points I could discuss and even follow-up questions that you might have. Here is a start.

- 1 and 3.** The project is certainly feasible, but if you have any moisture change, especially if top and bottom of the table change differently due to unequal finishes and moisture properties, you can expect warping. Further, it is very important to have a frame for the tabletop that allows the top to move as some moisture change is unavoidable. We can expect moisture from 6 percent MC in the wintertime to 9 percent MC in the summertime in many locations (that is 30 percent RH to 50 percent RH). Depending on the mahogany that you have, shrinkage and swelling with moisture changes is half as much as oak; true mahogany is indeed quite stable.
- 4.** As an example of the amount of movement, if we assume that the wood changes by 3 percent MC and that it is flatsawn Honduras or true mahogany, then the wood will move about 0.4 percent, which is under 1/4 of an inch for a 3.5 foot wide table. The length will not change at all.
- 2.** You need to use a top-of-the-line adhesive. If you properly prepare the wood, the joint will be 1.5 times stronger than the wood. I would use a quality pva or pur adhesive. You do not need the more expensive versions that are designed for outdoor

exposure. You need to follow proper procedures, which is true even for the most expensive adhesives, to achieve strength greater than wood.

- 5.** The key to a finish, in addition to looking good and being non-polluting, is that it have good resistance to moisture vapor movement. Today, we might consider several coats of polyurethane. In any case, avoid a permeable finish—one that does not form a film or thick coating. I cannot give you more information on finishing, as that is not my field of expertise.

Let me know what further questions you may have.

The key to a finish is
that it have good
resistance to moisture
vapor movement.

Q. Can you please suggest a non destructive/non pin moisture meter to check walnut core moisture, the thickness of walnut would be 10/4 or 60 mm?

A. I do not know of any practical technique for measuring the core MC except for the pin meter or the destructive oven-drying tests. Note that you can use nails instead of pins with the meter and you will get the wettest MC along the length of the pin.

If you are concerned about the needle holes, you might try putting a few drops of water in the hole after you withdraw the needles. As you squished the fibers when you drove the pins, the water will cause the squished fibers to swell back to their original shape and fill the hole almost perfectly. ◀

Gene Wengert, "The Wood Doctor," is president of **The Wood Doctor's Rx**, offering on-site training and manufacturing analysis. He has over 40 years of experience in our industry. E-mail questions welcome.



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Smoothing bumps along the road to lean

It's normal for companies to encounter obstacles in the lean journey.

I want to share more of the lean transformation process at the cabinet shop in Canada described in the last article. Rather than continuing to refer to the owner as the CEO, I will call him Brad for the remainder of this series within a series. Brad sent me an email before the second visit stating that the business had been experiencing some major peaks and valleys since I left and that they were woefully behind in completing the list of tasks I expected the staff to work on during my absence. He wanted to know if their situation was unique or if I had encountered bumpy starts before. I smiled as I read his impassioned note because their situation was indeed normal. Smoothing out the periodic bumps in the road to a successful lean transformation is one of my jobs as the coach, mentor, and Sensei for change.

Based on what Brad shared in the email, I wasn't expecting to see much progress so I was pleasantly surprised upon arrival. One of the tasks that should have been completed was implementation of the first three steps of the first 3Ss of the Goal Line Sheet from The 5S Pocket Guide by Jim Peterson and Roland Smith, Ph.D.

Organizing tools

It was obvious that the assembly area, although not yet complete, had been improved significantly through the initial 5S effort. I didn't get the camera out fast enough to capture the "before" picture of the assembly area, but you can see by the before and after pictures of the shadow board that



After the organization was done, the shadow board for tools is much less crowded and contains just the tools necessary for that area.

+ Online only:

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



Bottom up change

In this case, Brad set-up the "before" shadow board in the assembly area and included every tool that was in the shop rather than just those required in assembly. That resulted in needed items being stored in locations farther from their intended point of use, and it imposed a requirement on the assembly staff to maintain and account for tools and accessories that someone else might be using elsewhere in the plant. Note that the case clamps are stored on a wall some distance from the bench. Since every cabinet requires several clamps the assembly person had to make multiple long-distance trips to obtain them and then return them.

In contrast, the new shadow board was developed by the two assembly people with an emphasis on retaining only those tools, etc. that are needed in assembly with locations based on frequency of use. As you can see in the during picture, the assembly staff not only removed excess tools, but a

a significant number of unnecessary items were removed from the area. The main difference behind the elimination of so many tools from the work area is explained below, but basically it boils down to the level of involvement in defining what tools, fixtures, equipment, etc. are necessary to successfully perform the assigned tasks.

It isn't unusual for a CEO to micro-manage the initial attempt to implement lean principles in a vacuum and impose his perception of change on the staff while thinking that he is doing the right thing by improving the process without interrupting production. However, the CEO is the least qualified person to implement change in areas outside of his own workplace because he is too far removed from the target process.

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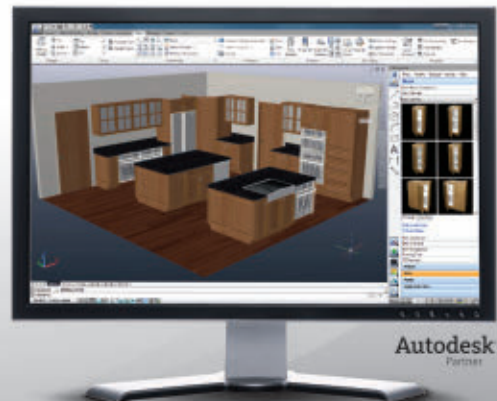
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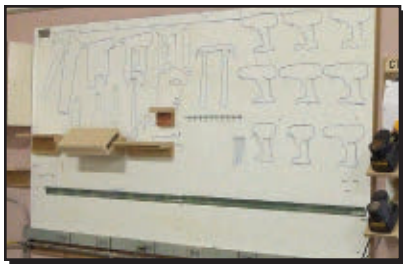
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+ ROAD TO LEAN



Before the initial 5S Workplace Organization effort, the CEO had created a shadow board in the assembly area that held every tool, whether it was needed for that area or not.



During the organization process, the actual assembly team culled the tools to just those they actually need at their work station.

number of the items that were removed were malfunctioning so they served no useful purpose anyway.

Team-based approach

There were two barrier-breaking outcomes from the initial Workplace Organization initiative in the assembly area that are worthy of highlighting because they demonstrate how Extreme 5S – Workplace Organization on Steroids applies to the broader scheme of things. By documenting the current assembly process we were able to sort through all of the steps and separate necessary tasks from unnecessary tasks and also assess how two disconnected steps – door and drawer assembly – could be blended into the existing steps to create a team-based assembly operation. The dynamics of a team-based process that captures the synergy and energy of two people working together disproves the equation that $1 + 1 = 2$. In a team-based process the

real output is $1 + 1 = 3$.

For instance, when one person was assembling cabinets using bar clamps he was continually walking from one side of the lift table to the other side fitting parts together and getting and setting clamps. With two people working together one person is working on one

side of the cabinet while the other person works on the other. They also assist each other clamping and unclamping the cabinets. Co-locating door and drawer assembly with the cabinet assembly process creates continuous flow and eliminates excess material movement and operator motions.



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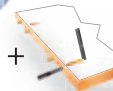
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Improving throughput

After separating the necessary steps from the unnecessary ones, we looked at the process prior to assembly to see if any of the unnecessary steps could be blended into that operation to better balance the work content and improve throughput. We discovered one of the Seven Deadly Wastes - Waste Arising from Time on Hand, or Waste of Waiting on an Automated Process - at the CNC operation, which is the internal supplier to assembly. Some of the cabinet parts require lengthy machine cycles at the CNC, so the operator experienced recurring idle time. Among the assembly steps that were deemed unnecessary were doweling and drawer slide attachment.

Although those steps are necessary for building a quality cabinet, they both required additional part handling and interrupted the smooth flow of work through assembly. Both of those process steps were rolled back to the CNC operation and are now done during the time the operator is waiting on the machine.

The two improvements that were implemented as a result of applying 5S thinking on a wider perspective have resulted in more than doubling the average output from assembly without increasing staff or adding any new technology. The two-person assembly team believes that they will continue to increase throughput as they meld together and fine-tune their operation. ◀

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

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QUICK CUTS

Cabinet Makers Association elects 2012-13 officers

The Cabinet Makers Association (www.cabinetmakers.org) has announced its new officers for the 2012-13 year, selecting Tracy Yarborough of Maple River Woodworks in Coward, S.C., to serve as president.

Yarborough has been a longstanding volunteer member on the CMA board and received a Wood Diamond award in 2011. Charles Kurak, of C. Kurak Custom Woodworking Inc. in Amelia Island, Fla., was elected as vice president. Kurak has served as an at-large member of the board for several years and as CMA's webmaster.



Joe Knobbe, of Exclusive Woodworking in Waukegan, Ill., and immediate past CMA president, will serve as CMA secretary; and Brian Dirks, of Cabinet Designs LLC in Jamesport, Mo., was elected to serve as treasurer.

Also serving on the CMA's volunteer board of directors as members at large for 2012-13 are the following CMA members: Frank Cmejla, C&C Millworks Co. Inc.; Scott Comstock, Woodperfect Custom Cabinetry; Keith Kreppein, Olde Saratoga Millwork; and Dave Grulke, executive director, who will continue in his role as managing day-to-day operations.

Superfici America offers paint robot models for finishing

Superfici America, through a partnership with Kawasaki Robotics, now offers seven explosion-proof painting robot models for any robotic painting line, from a one-robot paint cell to complete multi-robot integrated finishing systems. All models in the K-Series line are suited for hazardous environments, such as spray painting.

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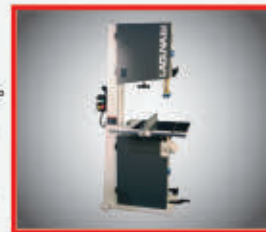
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According to John Schultz, of Super Thin Saws and other members of the board of directors of the Wood Machinery Manufacturers of America (WMMA), the timing is ideal to invest in American ingenuity and technology. And the opportunities to view the latest 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 www.wmma.org/productguide/producthome.cfm.**



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BOOK REVIEW

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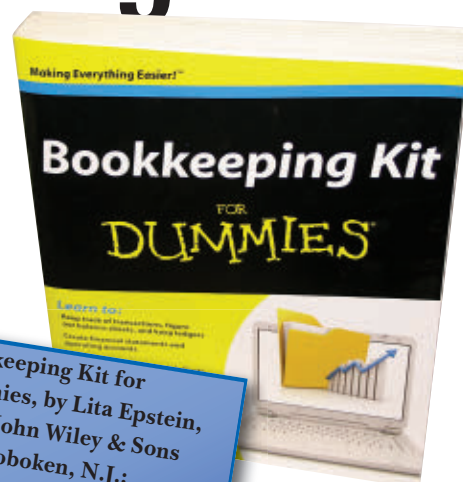
by William Sampson
will.sampson@ccimedia.net

I've always thought the For Dummies series of books was just an insulting concept to begin with, no matter how valuable the information under the bright yellow cover. So, when I was offered a chance to review Bookkeeping Kit for Dummies, I almost gave it a pass, but I'm glad I didn't.

Written by Lita Epstein, MBA, this thorough book provides a great introduction to bookkeeping targeted specifically at what a small business owner would want to know. The book speaks to both the business owners who want to do their own books as well as the ones who want to hire a bookkeeper but want to have a better understanding of the process than just turning information over to the bookkeeper.

Right from the start, the author talks directly to the kind of small business entrepreneur I know so well from custom woodworking operations all across the country. These people typically got into woodworking because they like making things out of wood, not because they had plans to get rich quick. And most of them have little or no formal business training and less interest in that than in what they can do with a new saw blade. Epstein sets the tone for that kind of reader right away:

"Like most business people, you probably have great ideas for running your own business and just want to get started. ... Well, slow down there – this isn't a race! If you don't carefully plan your bookkeeping operation and figure out exactly how and what financial detail you want to track, you'll have absolutely no way to measure the success (or failure, unfortunately) of



Bookkeeping Kit for Dummies, by Lita Epstein, MBA; John Wiley & Sons Inc., Hoboken, N.J.; paperback, 416pp plus CD, 2012.

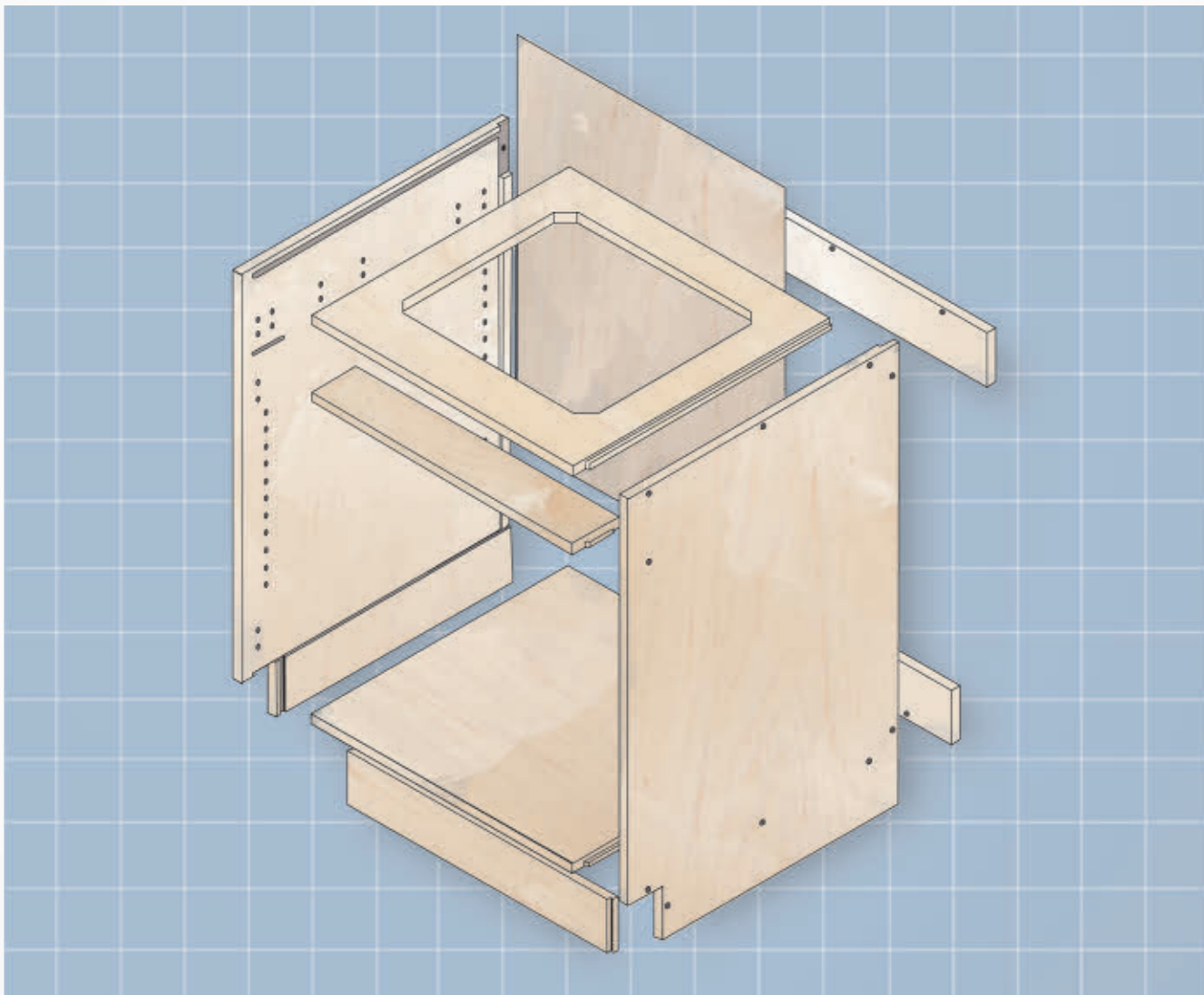
your business efforts."

She goes on to cover bookkeeping basics, choosing accounting methods, and understanding basic accounting terms such as assets and liabilities. There are sections on keeping records and instituting internal controls, how to use bookkeeping tools to manage better, and how to check your work. Of course, there's a good discussion of preparing financial reports and basic tax filings. Finally, there is a CD included with free software and files to help with your bookkeeping and accounting.

Much of the book is based on use of QuickBooks Pro, which is by far the most commonly used bookkeeping software program in small businesses, including woodworking shops. That should make the information in the book even more accessible. For some, this will be too basic and for others it will be a lot more than they were prepared for, but it serves as a great general reference especially for the business training impaired woodworker. <

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niche in the cabinet dealer market

Florida cabinet manufacturer offers quality and a wide selection of colors and styles at affordable prices, 100 percent for the dealer market.

Designers Choice Cabinetry's niche is quality and affordability. "We build a beautiful cabinet, and you get a lot of bang for your buck", says company CEO Jim Murfin.

The Rockledge, Fla., company makes kitchen cabinets, vanities, and closet cabinets for the dealer market.

"In working with the dealers, an order is received, we then send them a confirmation," Murfin says. "The confirmation is returned, then the job is scheduled, built, and shipped."

Murfin started the business in Central Florida more than 30 years ago with a partner. It was called Atlantic



One of three Biesse Rover point-to-point machines in the Florida cabinet plant.



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Cabinets. The business model today was built from Atlantic Cabinets by selling to dealers.

"The difference is that we manufacture over 50 percent of our cabinets here at our manufacturing facility but like our dealers, we also sold wood cabinets made by major manufacturers at that time," he says. "We also sold directly to builders and homeowners through a dealer/customer base."

Designers Choice Cabinetry evolved as its own manufacturer serving Florida 18 years ago, growing so fast that Atlantic Cabinets was sold within a few years.

"Today, the smaller mom-and-pop cabinet shops that manufacture cabinets are selling cabinets made by others," Murfin says. "The major manufacturers came to them and convinced them to sell their cabinets already made at a cheaper cost than they could manufacture them for."



Preparing parts for the custom-built miter machine in the shop.



Auction action

"We had a lot of good retired equipment that we did not use anymore, and we sold it through Ex-Factory Auctions this year and got \$40,000 for it," Jim Murfin says. "It went through an online bid process and we were able to get top dollar for it."

At a glance

Who: Designers Choice Cabinetry

Where: Rockledge, Fla.

What: Cabinets, vanities, closets for the dealer market

Employees: 92

Plant size: 93,000 square feet

Website: www.dccabinetry.com

+ *DESIGNING A NICHE*+ **Fire warning**

Designers Choice is outfitted with a Disa dust collection system. A fire accident in July 2011 burned a portion of the building. A machine operator on the Komo router had set the parameters wrong, causing embers. The operator tried to put it out without telling anyone, but the embers had already made their way into the dust collection system. The dust collection system has since been outfitted with Flamex spark detection equipment which is designed to put out fires before they reach the baghouse. Sprinklers were installed inside the baghouse to cover any embers or sparks that may have traveled that far.



Providence Sundance Cherry black glaze is shown to good effect in this attractive closet design offered by Designers Choice.

"Today, the large majority of our dealers offer a line of cabinets made in China. I know of seven different companies in Florida that import containers of "knocked down" cabinets made in China," says Murfin.

Door styles

At Designers Choice Cabinetry, 85 percent of doors are solid wood with maple, cherry and oak as the most common species, and 15 percent are veneer. In addition, an Almex Thermolaminator is

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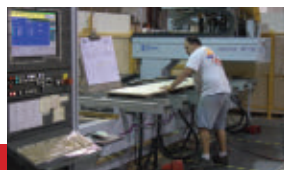


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producing an average of 100 foil doors a day on an MDF core.

Production is tied to assembly. The face frame and wood door departments are scheduled to work four days in advance of assembly, prep department three days, and finishing department two days. The company buys mouldings outside, but makes rails in house. There are 92 employees working in the Rockledge operation, with a total square footage of 93,000.

The company has two Biesse Selco panel saws, one an EB100 and the other a WN600, Holzma Optimat HPP 380 panel saw, one Rover 321, two 322s, and a 346 point-to-point machines built by Biesse, a Weeke 350-SP point-to-point, Komo router, Homag edgebander, and Brandt Optimat KD94 edgebander. Also here is a Diehl rip saw, Mereen Johnson gang rip saw, two Koch dowel insertion machines and Doucet clamp carrier. The company developed a Miter-Mite VN4

custom made machine for miter door assembly.

Programming easier

For programming and optimization products, Kacy Sindel, director of quality and engineering, says that Cim-Tech software has made programming easier.

Router-Cim is used on the Komo router to optimize MDF sheets that are later used in the thermofoil process. Any cabinet components that could be cut on a saw can now be cut and drilled on the Komo.

Cim-Tech is used to program door styles, cabinet components, and foil

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+ DESIGNING A NICHE

doors. Komo is the only machine used for nested-based manufacturing. Using Cim-Tech's specific software and g-code optimizes use of this machine. Pattern Systems is also used for optimizing on the saws.

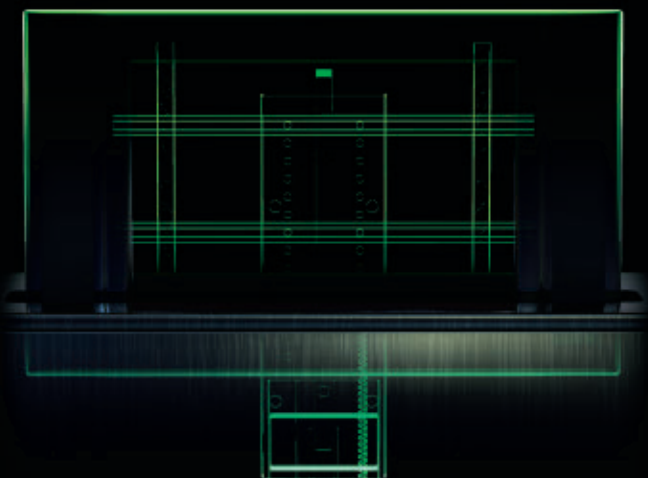


Komo router used to cut MDF pieces for foil doors benefits from Router-Cim software.

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The finishing room can produce more than 1,200 pieces a day with four finishing booths and two Cefla Falcioni Kleenspray flatline finishing systems.

"We are using regular conversion varnish, priming, painting, sealing, and topcoat," Murfin says. "Our finish department supports a second shift, while other departments run on a split shift."

"Our recent machine purchase of a point-to-point has increased our horizontal drilling capability. We will be adding a new dust collection system soon. We are in the process of moving our door department to the rear of the building to ensure more linear flow in our process. "We have made quality control our number one issue. We were having color matching issues. With the addition of a chemist to our production staff, it's no longer an issue."

"We are constantly introducing new products, adding 20 new foil colors, five new decorative melamines, and a dimensional board from Sweden. We always want to keep improving. You're never to the point you want to be," Murfin says. <

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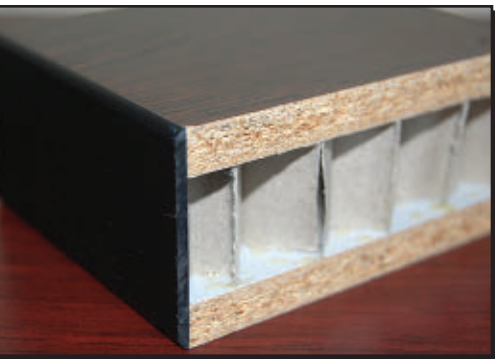
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New study followed up an initial survey on lightweight panel use and perceptions in 2008.

Lightweight panels (panels made of two thin panels on the outside and a lightweight material in the core) can offer enhanced performance, reduced material use, and new design opportunities over traditional types of panels. Opportunities exist for the adoption of lightweight panels by the secondary wood industry in North America, as 62 percent of respondents to a recent survey described here indicated that they would seriously consider using such panels in their products.

Products such as RTA furniture, store fixtures, and office/hospitality/contract furniture seem to hold the most promise for lightweight panels according to survey respondents. Overall, respondents remained somewhat neutral in their perceptions of lightweight panels, although there was somewhat strong agreement with the notion that companies could experiment to work with lightweight panels using current machinery and with current personnel.

Compared to the results of a similar survey in 2008, some of the greatest challenges for wider adoption of lightweight panels continued to be negative attitudes associated with the strength of hardware and component attachments. However, lightweight panels performed relatively well on the important attributes of machineability, consistent dimensions, and ability to take surface materials.

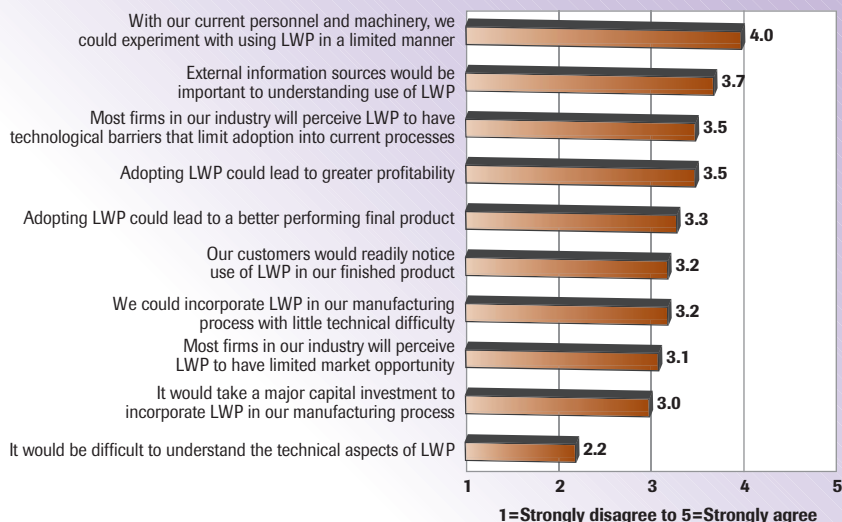
About the study

This Internet-based survey was conducted in February and March of 2012

Lightweight panel usage,

Lightweight Panel Study 2012: Perceptions and usage by North

Figure 1. Perceptions of lightweight panels (LWP).



Respondents were asked to indicate their level of agreement with several statements assessing their perceptions of lightweight panels.

with **CabinetMaker+FDM** subscribers, including an initial invitation and two follow-up reminder emails. A total of 81 responses were received, although the number of responses for some individual questions was lower (the lowest number was 50). Responses were received from companies in 31 states (California, Indiana and Virginia had five or more responses each) and four provinces. The questionnaire was nearly identical to one administered in a similar study with *FDM* subscribers in 2008.

Most respondents held positions in corporate or operating management within their respective firms (34 percent), or were company owners (22 percent). Responses came primarily from the kitchen/bath cabinets industry (21 percent), the furniture (household, office, hospitality, and contract) industry (27 percent), and the architectural fixtures industry (14 percent).

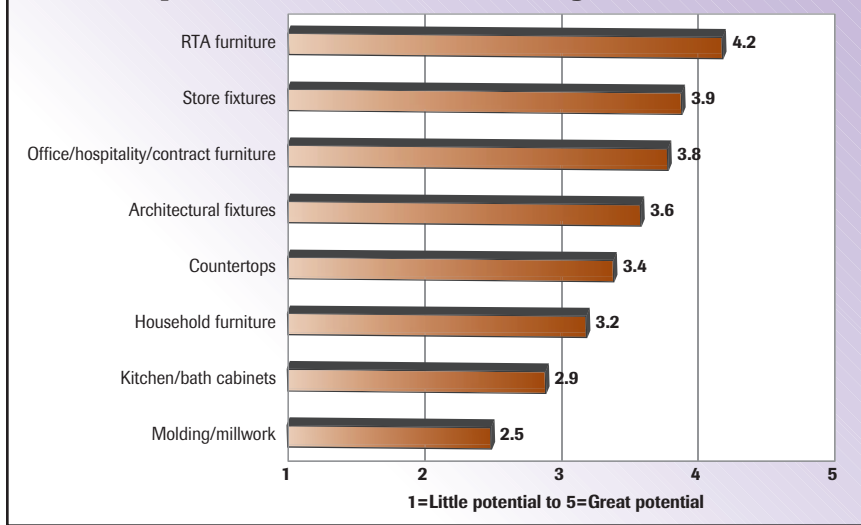
For the 2012 study, another segment with significant representation was store fixtures (11 percent). Compared to the 2008 study, companies producing store fixtures were relatively more numerous, and cabinet companies were less numerous. About 59 percent produced products at a medium-to-high to high price point, while another 33 percent produced at a medium price point. Almost half of respondents (47 percent) used a combination of solid wood and wood composite materials to manufacture their products, while another 39 percent used mostly wood composites or engineered materials in their manufacturing processes. Nearly 23 percent produced RTA (ready-to-assemble) products.

Over 40 percent of the respondents had 1-19 employees, and another 17 percent had 20-49 employees. However, 31 percent had 100 employees or more (this represented a difference from the

acceptance grow: Survey

American wood products manufacturers.

Figure 2. Potential applications for lightweight panels in different industry sectors.



RTA furniture, store fixtures and office/contract furniture topped the potential applications for lightweight panels, according to the survey.

2008 study, where just 22 percent of respondents had 100 employees or more). Most respondents (54 percent) had sales between \$1 and \$10 million in 2011, and 8 percent had sales of less than \$1 million. This is somewhat different from the 2008 study, when 44 percent of respondents had sales of less than \$1 million and 34 percent had sales of \$1 million-\$10 million.

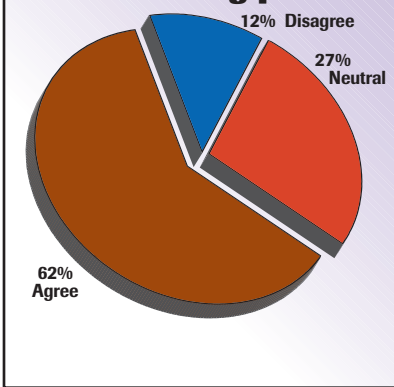
Lastly, 39 percent of respondents reported that their companies currently use lightweight panels in at least some of their products, which was an increase over the 22 percent indicating lightweight panel use in the 2008 study; this is perhaps a function, in part, of the greater number of larger-sized companies participating in the 2012 study, as well as the higher proportion of store fixture companies represented. It also might indicate increased interest in lightweight panel technology.

Perceptions and usage of lightweight panels

Respondents were asked to indicate their level of agreement with several statements assessing their perceptions of lightweight panels, and the results are shown in Figure 1. For many of the statements listed, respondents were somewhat neutral as indicated by mean responses at or slightly above the scale mid-point of 3.0. The strongest agreement came for the statements that companies could use lightweight panels in a limited capacity with current personnel and machinery, and that external information sources (for example, suppliers, other firms, universities, and consultants) would be important to understanding the use of lightweight panels. These two statements also were the highest rated statements in the 2008 study.

The only statement for which there

Figure 3. Overall, our company would seriously consider using lightweight panels in our manufacturing process.



Most respondents would consider using lightweight panels while only 12 percent did not see an application.

Potential applications for lightweight panels (Scale of 1 to 5)

Moulding/millwork	2.5
Kitchen/bath cabinets	2.9
Household furniture	3.2
Countertops	3.4
Architectural fixtures	3.6
Office/hospitality/contract furniture	3.8
Store fixtures	3.9
RTA furniture	4.2

was broad disagreement was that it would be difficult to understand the technical aspects of lightweight panels, which also was the lowest

+ LIGHTWEIGHT PANEL USAGE

rated statement in 2008.

Analysis of specific attributes associated with lightweight panels revealed several perceived strengths and weaknesses for the product. As shown in Table 1, respondents were first asked to rate the importance of several attributes to their purchasing decisions for composite panel products generally, such as particleboard and MDF. This way, a baseline was established as to the importance of the attributes for more traditional panel products. Then, respondents were asked to rate the extent to which they perceived lightweight panels to possess those same attributes.

Respondents rated the attributes: light in weight – lighter finished product for consumers/installers; light in weight – easier handling for production workers; ability to take veneer/other surface materials; and consistent dimensions as the four attributes most highly associated with lightweight panels. Competitive price was rated the lowest, suggesting that lightweight panels are perceived to be relatively expensive.

When ranked to show relative importance (Table 2), the results show how lightweight panels are perceived to perform on the most important attributes. Lightweight panels were perceived to perform well on the important attributes of: ability to take veneer/other surfaces; consistent dimensions; machineability; availability of full-sized panel sheets; and consistent quality between orders. Several of these attributes also scored favorably in the 2008 study.

Conversely, lightweight panels exhibit less favorable perceptions by secondary wood products manufacturers in terms of the important attributes of strength of connection to other components, strength of hardware connection to panel, ease of attaching hardware, and to a lesser extent ease of connecting panels to other components. Relative rankings on these attributes emerged as similar con-

Respondents reported what they perceived as positive and negative characteristics of lightweight panels.

Table 1. Importance of attributes to purchasing decisions for composite panel products (particleboard, MDF, etc.) and extent to which lightweight panels are perceived to possess those same attributes.

Attribute	Importance to composite panel purchases (average) ¹	(rank)	Lightweight panels possess (average) ²	(rank)
Important attributes				
Strength of connection to other components	4.51	1	3.15	12
Consistent quality between orders	4.46	2	3.58	7.5
Machineability	4.45	3	3.67	6
Strength of hardware connection to panel	4.41	4	2.96	16
Availability of full-sized panel sheets	4.34	5	3.58	7.5
Consistent dimensions	4.30	6	3.92	4
Ability to take veneer/other surface materials	4.29	7	4.02	3
Ease of connecting panels to other components	4.26	8.5	3.19	11
Ease of attaching hardware	4.26	8.5	3.02	15
Less important attributes				
Strength of panel	4.21	10	3.48	9
Competitive price	4.19	11	2.82	17
Ease of edgebanding	4.13	12	3.12	13
Consistent density	4.04	13	3.69	5
Light in weight – easier handling for production workers	3.36	14.5	4.27	2
Light in weight – lighter finished product for consumers/installers	3.36	14.5	4.29	1
“Greenness” or environmental friendliness	3.35	16	3.37	10
Availability of pre-cut panel sizes according to cut lists	2.21	17	3.06	14

¹ Scale anchored by 1=Not at all important to 5=Critically important.

² Scale anchored by 1=Possess to a small extent to 5=Possess to a great extent.

Survey respondents indicated criteria for purchasing lightweight panels and if they were perceived to have those traits.

Table 2. Perceived performance of lightweight panels on attributes important to purchasing decisions for composite panels.

Possession by lightweight panels			
High		Low	
Importance	High	Ability to take veneer/other surfaces	
		Consistent dimensions	
		Machineability	
		Availability of full-sized panel sheets	
		Consistent quality between orders	Strength of hardware connection to panel
		Strength of connection to other components	
		Ease of attaching hardware	
		Ease of connecting panels to other components	
	Low	Light in weight for consumers/installers	
		Light in weight for production workers	
		Consistent density	
		Strength of panel	Competitive price
		Availability of pre-cut panel sizes	
		Ease of edgebanding	
"Greenness" or environmental friendliness			

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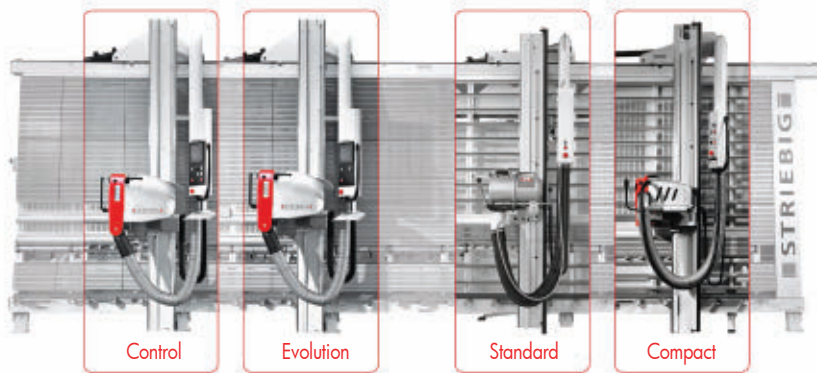
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cerns in the previous study and suggest perceptual hurdles remain for lightweight panels in these areas, particularly in terms of connection strength.

Lightweight panels were perceived favorably in terms of weight (not surprisingly) and consistent density, even though these were not rated as important for composite panels generally. However, as noted below, lightness can be an important advantage in many applications, and this attribute might not be directly comparable to traditional composite panels generally.

Respondents were asked to indicate the potential for use of lightweight panels in several specific industry sectors, and results are shown in Figure 2. RTA furniture showed the greatest potential, followed closely by store fixtures and office/hospitality/contract furniture. The lowest potential was indicated for moulding/millwork, which scored well below the scale mid-point. Kitchen/bath cabinets scoring just slightly below the scale mid-point.

In a write-in follow-up question asking for other potential applications for lightweight panels, some respondents mentioned ceiling panels and transportation-related uses such as aircraft, marine and RV. Others indicated trade show fixtures due to the advantages associated with lighter weight when transporting such products frequently and over long distances. Such advantages also likely help explain the high rating for RTA furniture, while design considerations (e.g., thick dimensions) likely play an important role in the high rating for store fixtures.

Lastly, respondents were asked to indicate their level of agreement with the following question: "Overall, our company would seriously consider using lightweight panels in our manufacturing process." As shown in Figure 3, a sizable majority was in agreement (62 percent) which was higher than indicated in the 2008 study (54 percent). Only about 1 out of 10 respondents disagreed with the statement.

Survey summary

Based on the results of this study, the use of lightweight panels increased compared to a similar study conducted

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+ Perceptions of Lightweight panels

It would be difficult to understand the technical aspects of LWP.....**2.2**

It would take a major capital investment to incorporate LWP in our manufacturing process.....**3**

Most firms in our industry will perceive LWP to have limited market opportunity.....**3.1**

We could incorporate LWP in our manufacturing process with little technical difficulty.....**3.2**

Our customers would readily notice use of LWP in our finished product.....**3.2**

Adopting LWP could lead to a better performing final product.....**3.3**

Adopting LWP could lead to greater profitability.....**3.5**

Most firms in our industry will perceive LWP to have technological barriers that limit adoption into current processes.....**3.5**

External information sources would be important to understanding use of LWP.....**3.7**

With our current personnel and machinery, we could experiment with using LWP in a limited manner.....**4**

in 2008. However, it is not clear whether this reflects a real increase in use or if this is a function of different survey samples as compared to the study in 2008. The current study was comprised of larger companies and more companies producing products favorable for use of lightweight panels (e.g., store fixtures). A higher proportion of respondents also indicated that their companies would seriously consider using lightweight panels in their manufacturing processes compared to the previous study. However, some of the concerns expressed in 2008 remained in 2012; in particular, attitudes were not favorable concerning the strength of

Urs Buehlmann is with the Dept. of Sustainable Biomaterials, Virginia Tech. Matt Bumgardner is with the USDA Forest Service.

hardware and component connections. There are opportunities for companies to experiment with using lightweight panels, as there was general agreement among respondents that this would be feasible with existing machinery and personnel. While respondents indicated that external information sources are important to

understand the use of lightweight panels, respondents did not think it would be difficult to understand the technical aspects of lightweight panels. Respondents also indicated that the greatest industry potential for lightweight panels was in the RTA furniture, store fixtures, and office/hospitality/contract furniture sectors. ◀



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the show floor. For many people, the most important part of the show is the extensive educational 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.

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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

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

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.

Topics include marketing, pricing, insurance, lean manufacturing, sales, wood properties, and more. Additional 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.

Symposiums and stand-alones

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

All of the programs and sessions feature top experts from throughout the woodworking, furniture and cabinet industry. That gives you face-to-face contact with a level of expertise you might not be able to find easily in your home town.

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



Judges will have a hard time deciding among the nearly 50 finalists in the Design Emphasis student furniture design competition. This piece was a winner in 2010.

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

Latest technology

A record 22 finalists have been announced by the IWF Challengers Award judges. Sixty-five companies entered 80 new products for the 2012 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 Azzoni IWF 2012 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 2012 Challengers Award committee chairman.

Student designs compete

Another popular attraction at IWF is the Design Emphasis student competition, which 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. There are a number of new restaurants, including Alma Cocina (Mexican and Latin American specialties) and White Oak Kitchen and Cocktails, (Southern cuisine).

If you bring the family along, check out the expanded Georgia Aquarium, which opened a multi-million dollar dolphin exhibit. Dolphin Tales includes a viewing gallery, interactive displays and a live theatrical show incorporating dolphins and live actors.

Another family-friendly venue is the newly opened Legoland Discovery Center. This highly interactive and educational indoor 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.

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



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

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How would you price these jobs?

Participate in our annual Pricing Survey to help give the industry a more realistic picture of pricing custom work.

All of the upheaval in the economy over the last few years has thrown a huge monkey wrench into the not-so-smooth-running machine that was the process of estimating, pricing, and bidding custom woodworking projects. If custom shops were confused and frustrated about pricing before the economy tanked, they were doubly so as they tried to keep above water in the depths of the recession. That makes participation in this year's Pricing Survey especially important.

How do you make sure your prices are both competitive and profitable? How can you get some idea about what other shops charge for similar work? These are the kinds of questions that the Pricing Survey helps you to answer. And participation also helps inform your own estimating process.

How it works

Since 1997, the Pricing Survey has been the only tool in the industry to try to compare pricing for custom woodworking projects such as kitchens, built-ins, custom furniture, and commercial cabinetry. The survey uses real projects done by real shops and makes the bidding specifications available to professional woodworking businesses all across the country. They "bid" on the projects as if they were real jobs in their own shops. Then we print the itemized results in the magazine so you can compare.

Itemized categories in the survey include shop rates, construction hours, finishing rates, finishing hours, install



Bedroom built-ins and mantle/cabinet project: This project featured an extensive array of built-ins, all done in a white paint finish. They included cabinets, drawers and shelves on adjoining walls of a bedroom plus a mantelpiece with space for a television plus cabinets and display area next to it.

rates, and install hours. We ask about materials costs and design fees. There's also information about software and CNC use that helps you see what technology does to pricing. And all of this information is organized with state or province locations, so you can try to draw some regional conclusions if applicable.

Participation crucial

But all of that information is meaningless unless there is maximum participation from shops across North America. Certainly it takes some time to study the bid package, calculate your numbers

+ Don't delay!

Bid deadline is August 24. Check out the six great projects in this year's survey. You can download the 2012 Pricing Survey Bid Package from www.CabinetMakerFDM.com/86787.html

and submit your bids, but virtually every shop that has participated in the past has reported it was a valuable exercise that further informed their own pricing process.

You can download the 2012 Pricing Survey Bid Package from www.CabinetMakerFDM.com or we are happy to mail a hard copy to you at your request. Just send an email to will.sampson@ccimedia.net or phone 203.207.0025. You can return your bids by email, standard mail or fax. <



Lighted bar cabinet: This nice bar cabinet project brings the new technology of LED lighting to the forefront to provide a distinctive custom look. The original shop made this for an existing customer and did not have to compete in a bidding process, so they anxious to hear what other shops would charge for such work.



Senior center community room: This was an extensive commercial cabinet project involving all four walls of a senior center community room. There are all sorts of built-in cabinets, shelves and even window seats that all are designed to provide an inviting atmosphere for social activities and events. While it's a commercial project, it has more of the feel of a residential library, and shops that do residential work might be interested in pricing this job to see how they compare with more commercial-oriented shops.



Dorm furniture: As work for new home construction disappeared in the recession, many shops explored other areas for work. This is one such example involving a project to produce dorm furniture. It involves a desk, wardrobe and captain's bed. And when bidding think about the opportunities for multiples and scaling the work for this and other projects.



Board room table: This is a corporate showpiece project that would challenge many a shop. The circular sectioned table was designed for corporate board room and was built in maple solids and veneer. Figure the angles while you figure your price.

Contemporary kitchen:

Kitchens are always popular in the pricing survey, and this one has a lot of interesting features that we hope attract bidders. The contemporary design was done as a frameless project, but face-frame shops could achieve a similar look with full-overlay doors. A very interesting feature is a pass-through section that has cabinets and counters on both sides as sort of a butler's service area.



California moves to regulate table saw safety

Bill proposes to ban the sale of most table saws unless they are equipped with flesh-sensing technology.

Lawmakers in California are scheduled to vote later this month on final passage of a bill that would require most table saws sold in the state to have flesh-sensing safety technology. Currently only the SawStop brand saws meet the standards set forth in the bill.

Invented by Stephen Gass of SD3 in Tualatin, Ore., the SawStop saw was developed to prevent workers from suffering serious injury or amputation from their saws. A bill introduced by California State Assemblyman Das Williams (D-Santa Barbara) would mandate that this technology be used on all saws with blades of 12 inches and smaller that are sold in California.

"Active injury mitigation"

The Table Saw Safety Act, AB 2218, introduced February 24 would ban manufacturers from selling new table saws in California unless "equipped with active injury mitigation technology," such as SawStop. The bill passed the State Assembly by a 64-4 margin and moved ahead in the State Senate on July 3 on a 3-to-2 vote from the Senate Judiciary Committee. The bill is expected to go before the full Senate in late August.

When SawStop introduced its groundbreaking technology some years ago, woodworkers were amazed to see how the unit works. The blade carries an electrical signal that changes when flesh is detected. Within milliseconds, the blade stops, and an aluminum brake springs into the spinning blade, which



To see a video from the California Assembly about the table saw safety bill, go to <http://www.sawdustsoup.com/video/state-assembly-considers-table-saw-safety-legislation>. If your phone has a Web browser and camera, download the free app at <http://qrcode.kaywa.com/> and scan over this barcode.



Snap it!



Assemblyman Das Williams introduced a bill to require flesh-sensing safety technology on table saws sold in California.



What do you think?

We want to hear what *CabinetMaker+FDM* readers think of this issue. Do you own a SawStop? Has it saved you from injury? Is it worth spending a couple hundred extra to avoid the potential pain, suffering and medical expense of a serious injury or amputation? Should state or federal regulations require this technology? Go to this story at www.CabinetMakerFDM.com to add your comments or join the discussion at www.sawdustsoup.com.

dives below the table, and power to the motor is shut off. Proponents of the device say a lot of injuries could be prevented. But major retailers like Home Depot, Lowe's, and Sears, and manufacturers such as Stanley Black & Decker Inc., Makita USA Inc. and Skil Power Tools have announced opposition, joining forces with The California Chamber of Commerce in the fight.

Opponents object to the cost to install the technology and the cost to users if the device is falsely triggered. The blade brake is a single-use device and costs \$69 to replace, not to mention the cost of the saw blade, which is typically ruined by the braking action.

"We feel that (cost) is more than made up for by the medical costs we would

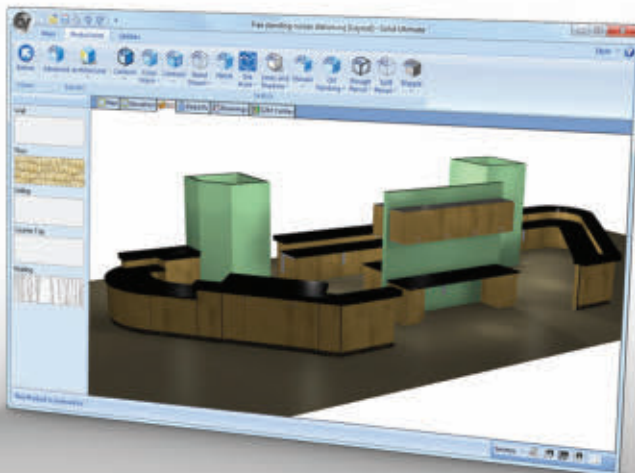
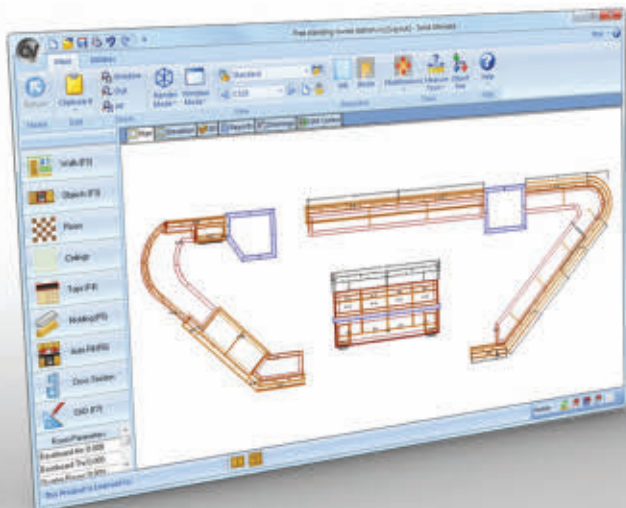
save by not having tens of thousands of fingers cut off," Assemblyman Williams said. The other issue with the bill is that since this is only mandated in California, saws without the technology could still be sold in 49 out of 50 states. However, the common perception is that if California requires it, manufacturers will change their products to meet the California standard rather than selling two products or abandoning the California market.

Lobbying effort

The *LA Times* reports Gass paid thousands of dollars to lobbyists and politicians in an effort to get the bill passed. In the last couple of months, Gass' company has given political contributions of \$46,400 to 21 Democrats and

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half a dozen key Republicans, according to the *LA Times*. In May, he gave Williams, the bill's author, \$2,500.

"It seemed like a long shot, but it seemed like the right thing to do," Gass said.

While lawmakers claim that there is

no mention of a specific brand of "active injury mitigation technology" to use when complying with AB 2218, Gass has put in place so many patents on his technology, 37 to be exact, that the cost of manufacturers to replicate it would put their businesses at risk.

"This is about legislating market

+ Want more?

To see a review of the SawStop saw and demonstration of its technology go to www.CabinetMakerFDM.com/5582.html and www.CabinetMakerFDM.com/5583.

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share and attempting to create a monopoly," said a spokesman for the Power Tool Institute, a Cleveland trade group, in a letter to the members of the Senate Judiciary Committee and Assemblyman Williams. "What's more, adding finger-saving sensors could boost table-saw prices by hundreds of dollars per unit."

SawStop's contractor saw starts at \$1,599. Lowe's in Southern California sells contractor saws from other manufacturers starting at \$149.

Compared to car air bags

Many woodworkers are strong advocates for the SawStop technology. John Bueti, a woodworking instructor at Thacher School in Ojai, Calif., has had a saw with this technology in his classroom for the past 8 years, according to a press release from Williams' website.

"I can walk away from the saw and leave the students to work independently on it and can be assured that they won't be injured," he said. "I could not do this previously because of the inherent risk posed by conventional saws. This provides my students with a much richer experience and frees me up to work with other students, making my time much more efficient," Bueti said.

"It's like having an airbag in your car," said Steve Sligh, owner of Sligh Cabinets in Paso Robles. "You don't treat the saw any different, but it's something that should be standard in manufacturing."

Sligh knows firsthand the cost of a saw accident. About 20 years ago an employee of his lost several fingers in his shop. After learning of the table saw safety technology at a trade show he was among the first to use the advancement.

"I just think it is wonderful technology," Sligh said. ◀

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Four things to know about wood waste processing

Strategy and planning are involved for efficient wood waste processing.

You know the saying: One man's trash is another man's treasure. We are of the opinion that your trash should not be another man's treasure. It should be yours! Wood waste processing can be a profitable and an environmentally sound venture, but a certain amount of strategy and planning is involved. Here are four things to consider when choosing the best option for your operation.

1 Shredder size matters

The shredder that best meets the needs of your operation should take into account the amount of scrap, the time frame in which it's produced, as well as the size and shape of the wood waste itself. If your operation produces waste like nested-based skeletons or rippings, it is likely that you could benefit from a horizontal shredder. In the event that you produce scrap in the form of drop-offs, cut-offs, end cuts, from a continuous operation or a batch fed operation, a hopper-fed shredder is likely the machine for you.

It's also important to know how small you'd like your grindings to be. Choosing an appropriate screen size makes all the difference in how finely your wood is shredded. If your goal is to briquette your wood waste or create animal bedding, you could opt for a smaller screen. If you intend to air convey, a 1-inch screen is ideal.

2 Location, location, location

A shredder is a huge investment for even the largest of operations. But what if we told you that the location alone of a shredder can pay for itself? Locating a



Weima shredders were used to process wood waste generated at AWFS Fair in Las Vegas.

shredder near the waste stream can help eliminate labor costs and create a commodity that can put money back in your bank account. If the distance between the waste stream and the shredder is too great, the potential for profitability decreases.

A lumber producer in rural Pennsylvania has assembled a system that feeds directly from their waste stream. A combination of end-cuts and drop-off are conveyed through their operation directly to a Weima WLK6S, where the scrap is shredded continuously throughout the day. This hands-off approach to wood processing is efficient, economical, and environmental.

3 Set realistic goals

Selecting the shredder that is right for your operation really comes down to this: It is important to have set goals and to know them well.

Ask yourself these important questions:

- Do you handle your waste multiple times before discarding it?
- In the process of waste removal, are you charged by weight or do you pay by the truckload?
- What if you could reduce the number of loads you send out in a month by half? Or maybe more?
- Do you have the capabilities to use your

waste for fuel (boiler, furnace, etc)?

- Do you plan on selling your ground wood waste?
- Do you have a buyer that requires a specific size of wood grindings in order for them to purchase from you?

It is important to ensure the company supplying your size reduction machinery knows your goals and is able to help you reach them in the best way possible.

4 A little maintenance goes a long way

Shredders are heavy-duty machines designed to process some of the toughest applications. It would be easy to consider them large and self-sustaining beasts, and this is almost true. Shredders require very little maintenance in the grand scheme of things. But like any machine, they still require a bit of time and attention to keep them performing optimally.

For example, a shredder will still perform with dull knives, but not as well. Rotating and replacing a shredder's knives will yield more consistent throughput over time, and routinely changing the oil every two thousand hours will help you maintain this long-term investment. ◀

Information provided by Weima America Inc.



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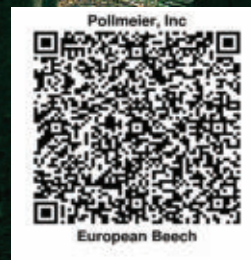
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WoodLINKS is now able to accept donations from eBay Auctions through the eBay Giving section of any Ebay auction.

"This started when WoodLINKS tried to raffle off a "Dream Shop" for wood-

workers on a nationwide raffle," says WoodLINKS's Rick Hill. "We soon found out that the varying state laws on raffles made it impossible to do a nationwide approach. Now we can broaden our auction

items and times from a one-time raffle to a percentage of sale of any eBay auction."

A percentage of money designated from the auction goes to WoodLINKS, which allows them to continue with their programs. Any company or person that wants to auction off products can designate a portion of their proceeds to be donated to WoodLINKS under the eBay Giving section of the auction, Hill says. When placing an item for sale on eBay, the seller is asked if they would like to donate a portion of their sale to a charity. The seller picks WoodLINKS from the list of charities on the eBay Giving section and then chooses what percentage they want to donate, from 1 to 100 percent. When the auction ends the total amount of the proceeds (minus the donated percentage) is sent directly to the seller. See www.woodlinksusa.org/ for more information.

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HGTV designers unveil their

Designers Samantha Pynn and Laura Fowler renovated a 40-year-old cottage for HGTV's Summer Home. Pynn revealed to the National Post and Canada.com her and her partner's dos and don'ts for kitchens.

She said it drives them both crazy when cabinets do not extend to the ceiling. "Fill them in," says Laura. She said that cabinets look built-in when they extend to the ceiling.

"There's no reason to suffer with a dust-bunny-collecting space," she said, "nor the cluttered look of baskets and books. Plus, the custom look is easy to get, even big-box stores sell filler."

Pynn also said that you don't have to spend a fortune renovating a kitchen if it is extremely outdated and unavoidable. The custom cabinets in the cottage kitchen were spray painted and installed for less than \$6,000 by Cartier Kitchens (cartierkitchens.com).

More advice she gave in the article was when pulling together your cabin-

Cabinet demand to reach \$15.3 billion in 2016, new study finds

U.S. demand for cabinets is forecast to rise 8.2 percent annually to \$15.3 billion in 2016, according to a new study from the Freedonia Group.

Growth in cabinet demand will be driven by a rebound in housing completions from a depressed 2011 base. Although housing completions will remain below the level reached at their cyclical peak in 2006, the expected recovery will fuel gains in the residential market, which accounts for the largest share of cabinet demand, the study notes.

Kitchen cabinets, which accounted for more than four-fifths of 2011 demand, will see the fastest growth, with demand boosted by design trends that call for homes with more and larger cabinets.

Demand for bathroom cabinets is forecast to grow 6.5 percent per year to \$1.8 billion in 2016. Demand for other

cabinets, such as those found in home theaters, laundry rooms, home offices and other areas, is expected to reach \$950 million.

Through 2016, demand for cabinets

in the nonresidential market is anticipated to advance 6.5 percent annually to \$2.8 billion. A full copy of the study may be obtained at www.freedonia-group.com.

tips for renovating kitchens

etry plan, remember to gable the fridge.

"Inexpensive stainless steel fridges have black bodies - they're not meant to be seen," Laura says. These small details will give you a luxe look."

For the kitchen, they removed a cabinet under the stairs to make room for the fridge. Pynn said a fridge butted against the stove does not look luxe. Moreover, the heat from the stove can force your fridge to work harder, decreasing energy efficiency.

Cartier Kitchens suggested they double the size of the peninsula by adding cabinets to the work side and the public side of the kitchen. The large peninsula not only has double the storage space, but also double the work and serving space.

They are also big believers in using the same type of flooring throughout an open-concept space or keeping different flooring materials like ceramic, vinyl and wood, the same color.

This is especially true when you're short on space.



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LaMar Lighting offers a line of LED troffers. Powered by two, 1,800-lumen LED light engines, these fixtures provide more than 3,000 lumens at 45 watts with a standard color temperature of 4,000k and a CRI > 80 percent, according to the company. The units are UL and DLC listed, ideal for commercial applications such as offices, hospitals and schools.

631.777.7700

www.lamarlighting.com



Illinois Lock Co. plastic cam lock PC634

Illinois Lock Co. offers a plastic cam lock (PC634) featuring a glass-filled nylon barrel and plug. The lock is available in black and includes eight tumbler double-bitted keying, offering 50 codes. Either nut or clip mounting is available, in a range of straight, formed or hook cams.

800.733.3907

www.illinoislock.com

Nora Lighting LED Lightbar Plus

Nora Lighting's LED Lightbar Plus is a 24V LED linear fixture



with 400+ lumen output per foot. Designed for a range of applications, including kitchen counter tops, retail displays, furniture cabinetry, ceiling coves and commercial lighting, available finishes include bronze or aluminum, and cool white (4200K) and warm white (3000K). The lightbar measures .5 inches deep by .75 inches wide, available in five lengths: 6, 12, 24, 36 and 48 inches.

800.686.6672

www.noralighting.com



Grass America Inc. Tiomos hinge system

Grass America Inc. offers the Tiomos hinge system. Divided into three movement dimensions, the hinge system has a depth adjustment in the range of +3 to -2 mm, a height adjustment range of +/-2.5 mm, and an overlay range of +/-2 mm, with limit stop. The hinges have an integrated soft-close function.

800.334.3512

www.grassusa.com

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+ HARDWARE PRODUCTS**Doug Mockett & Co. casters**

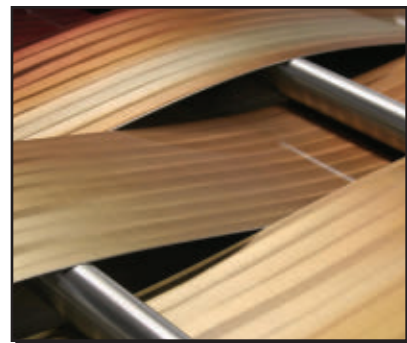
Doug Mockett & Co. casters, models CA56 and CA57, are available in eight colors: white, black, blue, gray, blue, red, green, fuchsia and orange. Casters are available on either a polished chrome or



metallic silver base with plate or stem mounting options. CA56 has a brake and CA57 has no brake.

800.523.1269

www.mockett.com

**Moz Designs Weave Wall**

Moz Designs' Weave Wall, part of the Easy-To-Assemble Series, is a series of undulating metal ribbons in a versatile array of sizes, patterns and colors. Fabricated from 80 percent post-industrial recycled aluminum with clear finished aluminum metal cross bars, Weave Wall earns LEED credits (2.0 MR Credit 4 – Recycled Content). Weave Wall ribbons are available in four standard widths from 20 inches to 36 inches wide and four standard lengths from 42 inches to 144 inches long.

510.632.0853

www.mozdesigns.com

**Millennia Technologies Inc. LED lighting**

Millennia Technologies Inc. offers a variety of LED lighting products for kitchens, cabinets and more. Downlights, inner cabinet light bars, larger LED light bars, LED puck lights, connectors and more are available.

574.830.5161

www.millenniatechnologies.com




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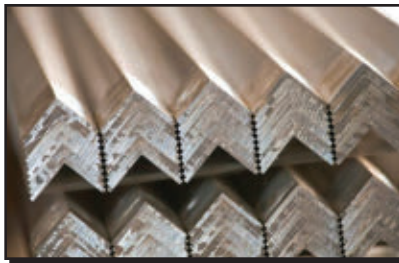
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**FJM Security Products dust shutter cam locks**

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

**Brooklyn Hardware LLC Panelclip SE**

Brooklyn Hardware LLC says its second-edition, Panelclip SE, was redesigned to be lighter-weight. Customers save costs by removing 1/4-inch of aluminum from the non-locking edge of the Classic Panelclip. Panelclip SE has the same connection, hole placement and clip thickness of the Classic Panelclip hanging system.

503.232.1151

www.panelclip.com

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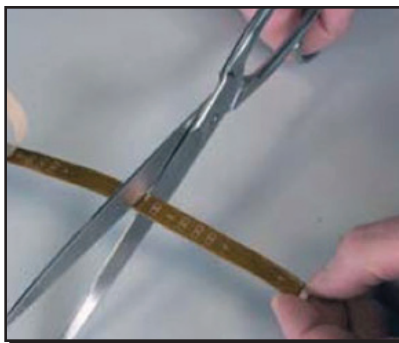
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+ HARDWARE PRODUCTS**Hera Lighting TapeVE-LED**

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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800.631.8375

www.outwater.com

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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



www.Roseburg.com

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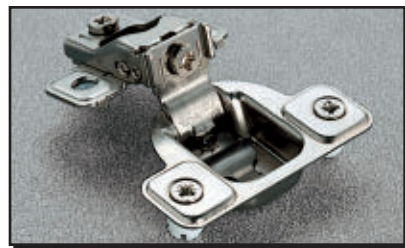
+ HARDWARE PRODUCTS**Samet functional kitchen hardware**

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, SMARTBOX 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

**Salice America Inc. adjustable hinges**

Salice America offers a face-frame hinge with three cam adjustments. The CSR3799XR hinge allows vertical, frontal and lateral adjustments to correct warped doors without shims or spacers. It is available in popular overlays, and features one-piece construction with two-screw fixing on any frame.

704.841.7810

www.saliceamerica.com

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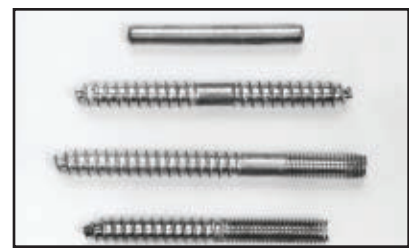
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E-mail: swsmachine@aol.com

See us at IWF, booth 5752

**Hanger Bolt and Stud Co. hanger bolts**

Hanger Bolt & Stud has expanded its line of hanger bolts, dowel screws, bed pins and rail bolts. Items that previously had lead times of two to four weeks can now be shipped in one to two days. The minimum purchase requirement of stock items is one box, ranging from 100 to 5,000 pieces.

317.462.4477

www.hangerbolt.com

Rev-A-Shelf LLC 4WT-SC Series accessory drawer

Rev-A-Shelf LLC's 4WT-SC Series tiered accessory drawer comes pre-assembled with two tiers for storage and can come complete with accessories to meet customers' needs. The drawers have Blumotion under-mount soft-close runners. The drawers are offered in five different models and replacement accessories for each are available.

800.626.1126

www.rev-a-shelf.com



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Hardware Resources offers a pre-assembled, push-to-open double cutlery drawer. The drawers have 1/2-inch prefinished solid maple dovetail drawer



sides and 1/4-inch prefinished birch ply bottoms. The drawer is 21 inches deep, 4 6/13 inches high and available in three widths: 11 1/2 inches, 14 1/2 inches, 17 1/8 inches and 20 1/2 inches.

800.463.0660

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**Blum Inc. Compact Blumotion
concealed face frame hinges**

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

**Boker's Inc.
non-standard star washers**

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

800.927.4377

www.bokers.com



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+ HARDWARE PRODUCTS**Rockler Woodworking and Hardware shop stand drawer kits**

Rockler Woodworking and Hardware shop stand drawer kits, part of the company's steel shop stand product line, convert previously unused or cluttered



space beneath shop stands into a full bank of neatly organized drawers or pullouts. Each kit is installed using only a few basic tools and includes all the hardware necessary for one drawer. The kit has four vertical pilasters and two horizontal slide brackets, enough to install one drawer, and they are available in either 18-inch or 24-inch depths to fit 32-inch Rockler adjustable multi-function shop stands (60749).

763.478.8201
www.rockler.com

**Custom Service Hardware Inc. InvisiDoor**

Custom Service Hardware Inc. says its production hidden door, the InvisiDoor, can be used to conceal a seldom used room, create a hidden safe room or turn a door into a functional storage and display area. The door is made from premium plywood and domestic hardwoods, the company says. InvisiDoor is sized to fit standard 36-inch door openings and can be hinged left or right, as an inswing or outswing. It has one fixed shelf and three adjustable shelves with a recommended weight limit not to exceed 50 pounds.

262.375.7960
www.cshardware.com

Panelert Expansion Inserts

Expansion Inserts from Panelert are made in the USA, won't stain doors and are silicone-free, the company says. Customers can order online for free shipping and will find sizes for every door, according to Panelert.

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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

**Woodcraft Supply LLC stylus kits**

The Wall Street II Ballpoint Pen and Stubby Soft Touch Stylus kits from Woodcraft Supply LLC feature a soft-touch silicon stylus tip to protect touchscreen products. Both kits come in either gold or chrome, and offer body choices of wood, acrylic, mokume metal, laser-cut inlay and deer antler blanks for turning.

800.535.4482

www.woodcraft.com

**Colonial Saw Lamello Clamex P detachable connector**

The Lamello Clamex P biscuit shaped connector system from Colonial Saw Inc. allows users to quickly create nearly invisible ready-to-assemble connections. Made from rugged fiberglass reinforced plastic, with a metal cam lever, Clamex P can join any miter angle without the use of glue or screws, according to the company. The fastening system provides a strong interlocking connection for more frequent installations and disassemblies, the company says.

781.585.4364

www.csaw.com

Quickscrews International Corp. Brass Hinge Screws

Quickscrews International Corp. offers Brass Hinge Screws in Antique (5867) and Bright Brass (6088) finishes. The screws are a #6-by-5/8 Phillips Flat. They are sold in packs of 1,000.

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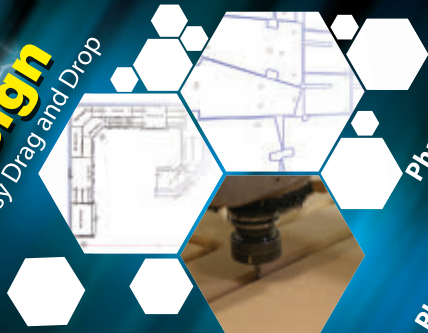
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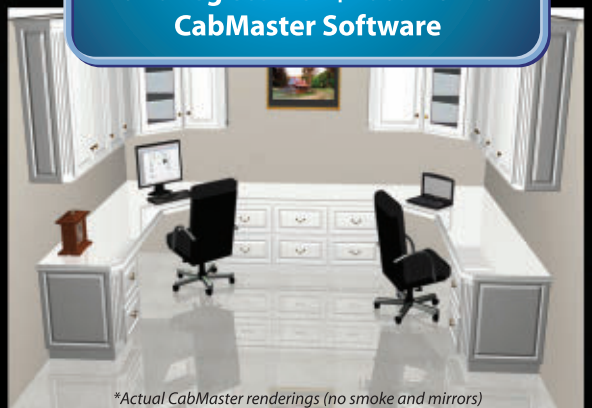


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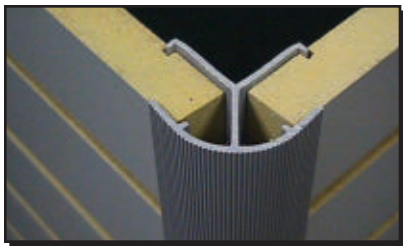


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+ HARDWARE PRODUCTS



Walls and Forms Inc. CubeConnects

CubeConnects from Walls and Forms are offered in matte black, designer white, natural almond and dove gray colors. CubeConnects are offered in 72-inch and 96-inch lengths, in 180-, 135-, 45-, 90- and sharp 90-degree angles. The company says the connectors are ideal for assembling 3/4-inch panels into cubes of various shapes.

972.745.0800

www.wallsforms.com



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

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



Hettich America L.P. ball bearing runners

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

Amba Products SLICK stainless steel sliding door system

Amba Products says its SLICK sliding door system has stainless steel components with a smooth, quiet movement and smooth-gliding Barn door hardware. Each door has a capacity of 220 pounds. Designs are available for both glass and wood doors.

404.350.9738

www.ambaproducts.com

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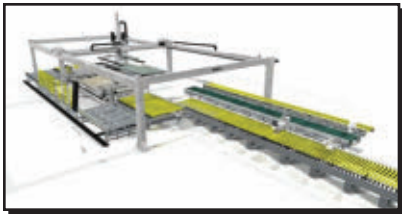
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Charlotte, NC

Photos: Karonia Door | Caledonia, MI
www.karonia-door.com





SCM Group North America Gabbiani CUBO panel saw

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

770.813.8818

www.scmgroupna.com



Stiles Machinery Inc. Holzma panel labeling system

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

616.698.7500

www.stilesmachinery.com

Laguna Tools IQ CNC router

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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traditional and CNC manufacturing, Doors Plus' technology allows for more product diversity, customization and efficiency with order entry, product entry and specification capabilities. A SMART Template Generator can also create custom templates, tool paths and more.

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Rockler Woodworking and Hardware Click-N-Carve CNC routing machine

The Click-N-Carve from Rockler Woodworking and Hardware is a user-friendly, compact CNC routing machine that turns digital input into detailed carvings. Two models are available: the base model, BE2015, dimensions of 8.7-by-6.3-by-2.5 inches, and the BE3030 model with dimensions of 11.8-by-11.8-by-4 inches and a more powerful motor. Both models come with accessories including a USB cable and controller, silicone work mat, four clamps, two tungsten carbide carving bits, eight sample acrylic workpieces and a how-to video.

763.478.8201

www.rockler.com

Sata Spray Equipment SATAminijet 1000 K

Sata Spray Equipment offers the SATAminijet 1000 K pressure-fed gun for spray finishing. This lightweight pressure/siphon-fed gun designed for the wood industry can be connected via double diaphragm pumps, pressure pots



or plural component systems, and can also be adapted to a new vented RPS Siphon Cup System for use as a siphon gun. The SATAminijet 1000 K is available in HVLV (high volume low pressure) and RP (Reduced Pressure).

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www.sylka.ca**Grizzly Industrial Inc. T10499, T10500 portable blade welders**

Models T10499 and T10500 portable blade welders from Grizzly Industrial Inc. are capable of cuts, welds, anneals and



grinds for bandsaw blades .02 inches to .035 inches thick. These blade welders are ideal for creating your own blades from bulk stock or, if cutting enclosed, making internal cuts. Model T10499 operates on 115V power and model T10500 operates on 230V power.

630.647.0801

www.grizzly.com**Lean Enterprise Institute lean manufacturing app**

Lean Enterprise Institute offers a lean manufacturing app for iPad and Android tablet. The app lets users draw A3s, type and insert pictures from the shop or office floor, and has a built-in email feature for sharing A3s with colleagues. A lite version of the app comes with one A3

template or a full version of the app comes with all templates available as well as added templates.

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www.lean.org**Oliver Machinery edgebanders**

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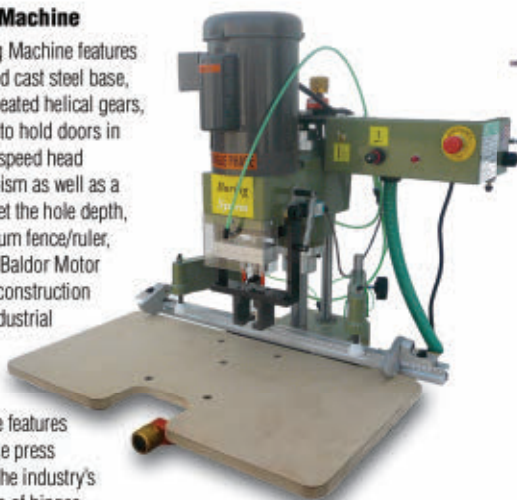
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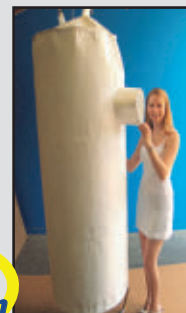


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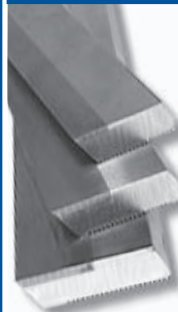
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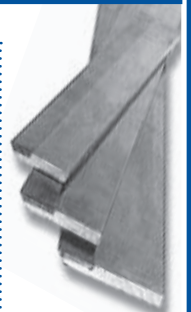
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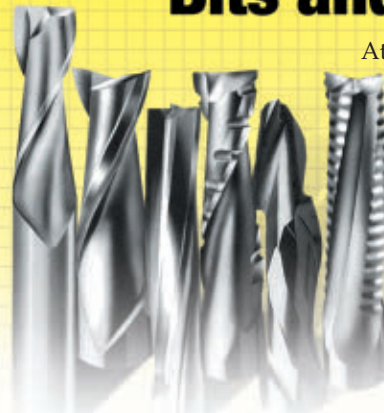
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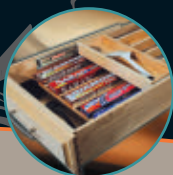
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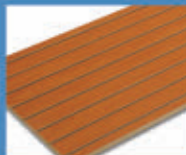
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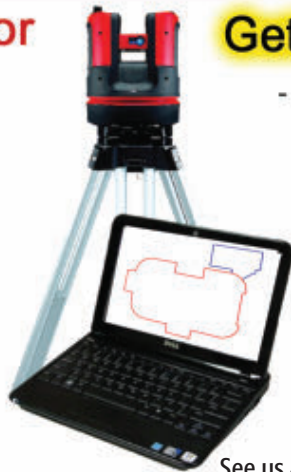
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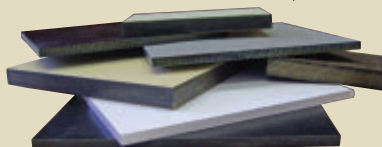


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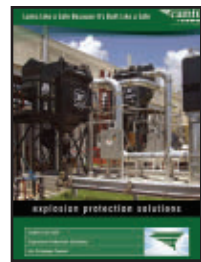
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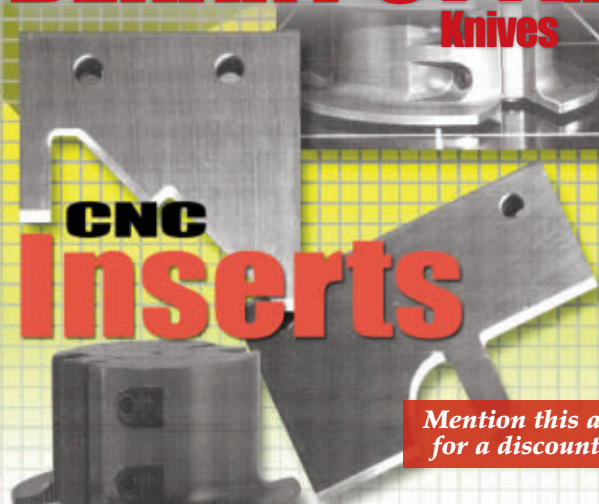
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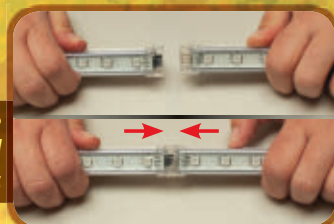
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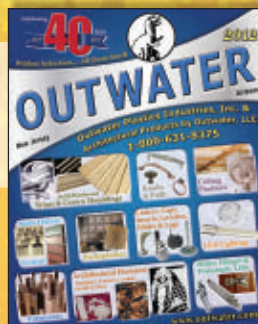
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New attachment allows WorkSharp WS3000 sharpener to accept Tormek and JET sharpening jigs.

The new WorkSharp WS3000 sharpening system with tool bar attachment now accepts jigs from Tormek and JET sharpening systems.



I've been a big fan of the WorkSharp WS3000 sharpening machine since it was introduced some years ago. Invented by Darex LLC, the same company that makes the Drill Doctor bit sharpeners, the WorkSharp unit is by far the fastest, most precise, cleanest, and most economical sharpening machine I've used, and the company just keeps making it better with new attachments. Now they've come out with an attachment that not only expands the versatility of the machine's own features, but also allows it to use attachments from other popular sharpening rigs.

What it is

Before we go into the new attachment, it's worth taking a minute to talk about the WorkSharp WS3000 by itself. This compact unit uses pressure sensitive abrasives on tempered glass disks to precisely sharpen common woodworking tools without the need for messy water or oil lubricants. The basic kit comes with two two-sided glass disks, so you can mount different grit abrasives on all sides, giving you four grits to work with in a standard sharpening regimen.

For chisels up to 2 inches wide, there is an adjustable angle platform with a built-in heat sink to sharpen bevels quickly and precisely on the bottom side of the disk. You can work on the flat backs of chisels on the top of the disk. For tools such as turning gouges,



Using a Tormek jig to sharpen a turning gouge on the top of the abrasive disk seems upside down at first, but you get used to the angle and it gives great results.

you can use the included Edge Vision slotted plastic disk with matching slotted abrasive paper that allows you to actually see through the disk while it is turning. That way you can see exactly what you are doing as you sharpen the edge of a gouge from underneath the disk.

What's new

New this year is a tool bar attachment that provides extra options for both free-hand sharpening and use of jigs. You can use it to sharpen freehanded on top of the disk or on the underside. The sturdy tool bar assembly attaches to existing accessory mounts on the machine. A micro-adjusting elevation wheel makes it

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possible to achieve just about any angle you'd need.

But the best part about the new attachment is it accepts the jigs from Tormek and JET sharpening machines. That greatly expands the versatility. For those who have previously used these jigs on their native vertical wet wheels, using them on the WorkSharp takes just a little getting used to. For example, to sharpen a gouge on the horizontal WorkSharp disk requires pointing the gouge handle up in the air instead of holding it low. But it takes no time at all to get used to the change and the precisely repeatable results are worth it.

At less than \$200 for the WS3000 unit and about another \$50 for the tool bar attachment, the WorkSharp system is still very cost effective. I haven't used anything else regularly for sharpening for a very long time. For more information, visit www.worksharptools.com. <

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- 6 If you don't go, you won't know**
We've talked to many woodworkers who have made a late-day "discovery" at IWF.
- 8 IWF reports high registration, exhibit sales**
- 10 WMIA, WMMA sign deal to buy IWF**
- 12 Connect with IWF**
- 14 IWF 2012: Tips for attendees**
How do you get the most out of IWF 2012? Here are a few ideas.
- 16 Updated IWF Exhibitor list**
Alphabetical list of exhibiting companies with booth location.
- 20 Floor plan—IWF show map**
- 30 Educational opportunities abound at IWF**
Plan to attend the sessions that will best help your business
- 34 Updated: News about IWF**
Biesse exhibit, Daily Deals, ISFA seminar, IMA-Schelling exhibit, Combustible Dust seminar.
- 42 IWF Challenger finalists announced for 2012**
- 44 New technology showcase**
New products, new ideas to be shown at IWF 2012
- 48 New Atlanta attractions**
What's changed in the southern hub since 2010? Find out here.
- 52 Design Emphasis finalists announced by IWF**
- 56 IWF show products**
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If you don't go, you won't know

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.

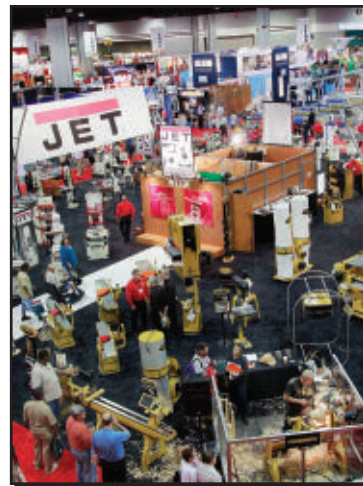
In addition to increases in advanced registration IWF is seeing a surge in exhibit sales. IWF is pacing ahead of 2010 and will be a larger event compared to 2010 with 792 exhibits currently. The top manufacturers of machinery, supplies & services will be displaying the most innovative products available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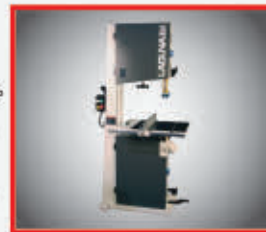
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WMIA, WMMA sign deal to own IWF

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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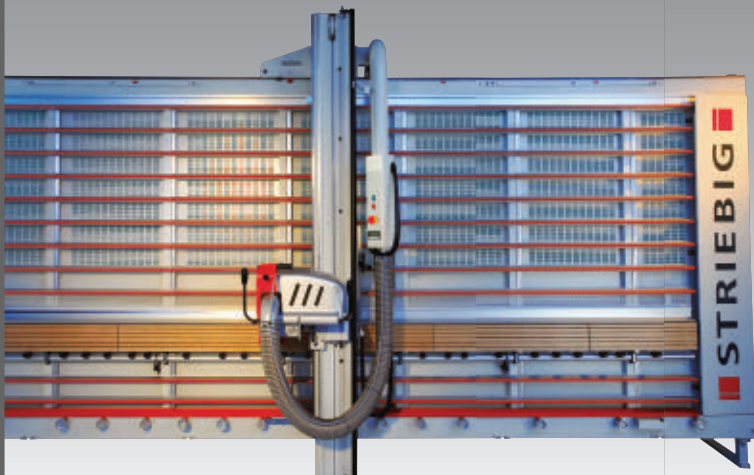


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UPDATED IWF 2012 Exhibitor List

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
A.A.C 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
All*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
Amos-Hill Associates Inc.	1740
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 Company	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 Water Technologies	3223
Asia Plastics Industrial Co.	3258
Asora	4320
Association of Woodworking and Furnishings Suppliers	4135
Atlanta Hardwood Corp.	4500
Atlas Copco Compressors LLC	7328
Audubon Block Co.	2014
Autodesk / Widom Associates	4545
AWED Corp.	7585
AWI Quality Certification Corp.	1575
AWMV / Wood-Mizer Products, Inc.	7591
Axiom Industries, Inc.	5374

»»»» B ««««

Bad Dog Tools	5068, 7352
Baker Products	5135
Baltic-American Concord	1426, 7263
Banks Hardwoods, Inc.	4235
Barberan/Production Systems	5513
Bardo Abrasives	6421
Barker Metalcraft, Inc.	4459
Bartimaeus by Design	2324
BauschLinnemann North America, Inc.	1737
Becca Inc.	6264
Becker Acroma, Inc.	1855
Becker Pumps Corp.	5459
Beijing Bangjia Wooden Products Co., Ltd.	1358
Beijing Joining International Fair Co., Ltd.	3329
Beland Forest Products, Ltd.	4416
Belwith Products, LLC	2520
Benz Inc.	6040
Berenson Corp.	2855
Bessey Tools North America	4534
Better Vacuum Cups, Inc.	4727
Betterley Industries, Inc.	5261
BHK of America	1406
Biele S.A.	5847
Biesse America	6769, 6735
Big Horn Corp.	5920
Big on Dry SRL	7271
Bingaman & Son Lumber, Inc.	4452

Bishop-Wisecarver Corp.	4412
Blum, Inc.	2637
Boeshield T-9	5435
Bohlke Veneer Corp., M.	2337
Boise Cascade, LLC	2010
Bond Corp.	4245
Bosch Power Tool Co.	5334
Bosch Rexroth Corp.	7168
Box on Demand	5047
Brookside Veneers Ltd.	1500
Brown Wood Inc, Co.	1411
Brunner Hildebrand Lumber Dry Kiln	4742
Brunswick Custom Wood Finishing	4217
Brushy Creek Custom Doors, LLC	1524
BS & B Pressure Safety Management, LLC	3268

»»»» C ««««

C.A. Technologies	3215
Cabinet Makers Association	1336
Cabinet Pro	4723
CabinetMaker+FDm / CabinetMakerFDm.com	4253
Cabinotch	4513
CabParts, Inc.	4956
Camaster CNC Inc.	5153
Campbell Moulding	1821
CAMWorks / Access Mfg. Systems	4417
Cantek America, Inc.	5559
Carbide Cutting Tools SC, Inc.	4121
Cards of Wood, Inc.	4649
Caron Industries	4434
Carter Products Co., Inc.	5501
Castle, Inc.	7100
CCF Industries	4575
Cebi Kilit Ve Mobilya Aksesuarlari San Tic As	2545
Cedan	1527
Cefla North America	7121
Cemar Electro, Inc.	3111
Centric, Inc.	5455
Century Hardware	2727
Century Plyboards (I) Ltd.	1515
Ceratizit	5747
Certainly Wood Inc.	1841
Chemetal	1700
Chengdu Yibai Cutting Tools Co., Ltd.	7365
Ching Hwa Advertisement Co., Ltd.	4347
Chiyoda America, Inc.	2625
Choice Brands Adhesives	4444
Chongqing Changhong Woods Co. Ltd.	1354
Cim-Tech.com, Inc.	5820
Cixi Yushun Electric Appliance Co. Ltd.	3355
Clarke's International, Inc.	5861
CLN of South Florida, Inc.	7056



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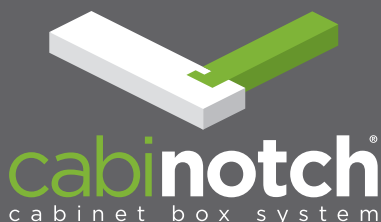
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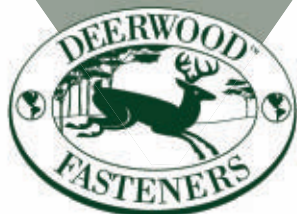
IWF EXHIBITOR LIST

CMS North America, Inc.....	7229	Colovos Co.....	5942
CMT USA, Inc.....	5262	Columbia Forest Products.....	4401
CNC Technology, Inc.....	6057	Co-Matic Machinery Co., Ltd.....	4365
Collins Companies.....	4853	Compass Stair Software Inc.....	4342
Col-Met Spray Booths, Inc.....	3106	Composite Panel Association.....	1670
Colonial Saw Co., Inc.....	6713	CompX International.....	1931
		ComSurge Tooling, Inc.....	7237
		Comtrad Strategic Sourcing.....	2347
		Convi Enterprise Co., Ltd.....	1900

Consun Furniture Hardware Factory.....	1449
Continental Fiber LLC.....	4835
Cooper Enterprises, Inc.....	1963
Cooper Machine Company, Inc. / Incomac.....	4321
Costa & Grissom Machinery Co., Inc.....	5535
CounterBalance Corporation.....	1626
Coveright Surfaces.....	A307
Crabtree's Wood Turnings & Tools, LLC.....	4262
Craftsman Leather / Piel, Inc.....	4229
Cresswood Shredding Machinery.....	5428
CRIQ.....	5762
CRP Industries Inc. / Perske.....	6912
CSE Automation, LLC.....	6177
Custom Accents / Handisolutions.....	1636
Cut-N-Crown.....	7369
CWB, Wood & Wood Products and Closets, Vance Pub.....	2429



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»»»» D ««««

Danver Stainless Steel Cabinetry.....	1317
Danzer Veneer.....	1755
Darlington Veneer Co., Inc.....	1512
Daubert Chemical Co., Inc.....	4413
DCT Leathers.....	1911
Decoral System USA Corp.....	6459
Decotone Surfaces.....	1337
Dehua TB New Decoration Material Co., Ltd.....	1344
Deimco Finishing Equipment.....	4865
Delmhorst Instrument Co.....	1916
DELTA Power Equipment Corp.....	6729
Denray Machine, Inc.....	5466
Deulen Tools.....	4564
DI PIU.....	7577
Dieffenbacher USA, Inc.....	2500
Dimensions in Tooling, Inc.....	7462
Direct Lighting.....	3144
Diversified Machine Systems.....	7012
Dixon Enterprises, Inc.....	6770
Dodds Company, Alexander.....	5813
Dongguan Hoone Furniture Hardware Factory Co., Ltd.....	3045
Doucet Machineries, Inc.....	5035
Drawer Connection, Inc.....	3163
Dubois Equipment Company, Inc.....	6935
Dun-Rite Tooling.....	7519
Durkopp Adler America.....	5040
Dustek, Division of Boshco, Inc.....	5544
DVUV, LLC.....	3319
Dynabrade, Inc.....	3123
Dynaric Inc.....	4642

»»»» E ««««

Eagle Superabrasives, Inc.....	6059
EAM-Mosca Corp.....	4852
Earlex, Inc.....	6266
East Grace Corp.....	4839
Ebner Vyncke.....	7448
EdgeCo, Inc.....	5062
EFS International Holding Ltd.....	3262

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Electronic Wood Systems GmbH.....	1761
Element Designs.....	3031
Elias Woodwork.....	3119
Epilog Laser.....	5961
Equipment, Ltd.....	6969
Era Architectural Hardware Factory.....	3157
ETemplate Systems.....	4149
Eterna Lighting.....	1725
ETP Transmission, Inc.....	6564
European Woodworking Machinery Co.....	6734
Eurosoft, Inc.....	4335

EuroVinyl Plus USA LLC.....	1812
Eveready Hardware.....	2606
Everglow Furniture Components, Inc.....	2711
Excel Dowel & Wood Products, LLC.....	1910
Exco Colombiana S.A.....	1913
Ex-Factory Inc.....	5843
Expo AMPIMM.....	4326
E-Z Mix.....	4424
EZE-LAP Diamond Products, Inc.....	2723

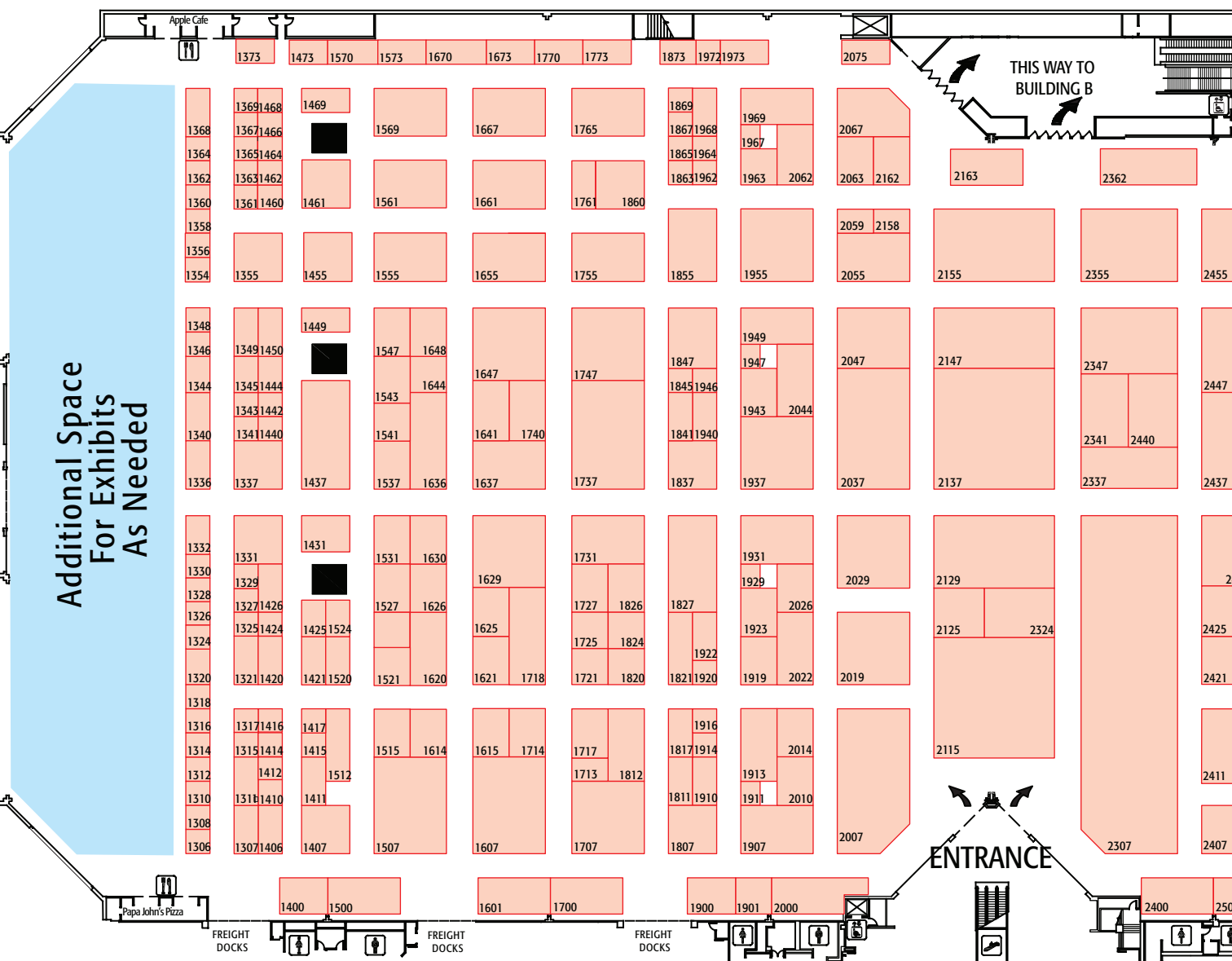


Fagor Automation Corp.....	5829
Fandell International Corp.....	3126

FDM Asia / FDM China.....	4339
FDSE Inc.....	1867
Felder Group USA.....	6752
Felins USA, Inc.....	5701
Ferrari America, Inc.....	1707
Ferro Industries, Inc.....	1308
FIMMA Brasil.....	4317
Finish Tech Corp.....	2059
Finishing Brands.....	2411
Fischer Precision Spindles, Inc.....	7364
FJM Security Products.....	1721
Flakeboard.....	2037
Flamex, Inc.....	5323

Building A Exhibit Hall Level

Supplies / Services: Booths 1300 - 3399



Fletcher Machine Co., Inc.....	5168
Flexaust Co.	5938
Flexible Materials, Inc.....	1431
Flex-Trim® U.S.A. Inc.....	5941
Flying Dutchman, Inc.....	5441
Forezienne Mfls.....	5144
Formiline Industria De Laminados Ltda.....	1625
Forward Wisconsin, Inc.....	4752
Foshan Shunde Huatai Metal Goods, Ltd.....	2447
Foshan Shunde Junaobao Hardware Co., Ltd.....	3323

Foshan Shunde Lovely Family Metal Products Co., Ltd.	3112
Foshan Tianan Plastics Co., Ltd.	2613
Foust Metal Works, Inc.	6417
Franklin Furniture Institute, Miss. State Univ.	4942
Franklin International	2022, 2026
Franmar Chemical, Inc.	4228
Freeborn Tool Co.	5437
Freeman Corp., The	1641
Freud America, Inc.	6549
Friedman Corp.	4535
FS Tool Corporation / FS Cruing	5452
Fulterer USA	2654
Funder America, Inc.	3036
Furnlite, Inc.	3200
Future Lighting	1773

		
Gannomat / Trittec.....		7153
Gaosheng (Kaochuan) Woodwork Co., Ltd.....		3100
Gardner Denver		5258
Gau Wei Super Hard Tool Co., Ltd.....		6457
GEM Industries		5461
Gemini Industries.....		1555
General Finishes.....		3149
General International Mfg. Co. Ltd.....		5053
General Tools & Instruments.....		4556
Georgia Forestry Commission		4641
German Woodworking Machinery Manufacturers		
Assn/VDMA/LIGNA Hannover		4323
Gesong Enterprises Co., Ltd.....		2621
Giardina USA, Inc.		6963
Giben America, Inc.		6712



IWF EXHIBITOR LIST

Gibraltar, Inc.	1940
Gilmore Furniture Inc.	1444
Gingrich Woodcraft, Inc.	4814
GL Enterprises, LLC.	3317
Global Finishing Solutions	4738
Global Plywood & Lumber, Inc.	4520
Global Shop Solutions	4657
Global Tooling & Supply Co.	5974
GO Packaging	5960
Goff's Enterprises, Inc.	4122
Golden Vantage (HK) Ltd.	5439
Goodspeed - Intorex s/a.	6029
Graco, Inc.	1607
Grass America Inc.	2137
Great Lake Woods, Inc.	2162
Great Lakes Custom Tool Mfg., Inc.	5422
GreCon, Inc.	5518
Greenline Industries	1537
GreX Power Tools	4746

GRK Fasteners	1318
Grupo Alvic / Lioher Enterprise Corp.	2341
Guangzhou Huadu Lusterful Hardware Work Factory	1442
Guangzhou Vase Hardware & Electric Co., Ltd.	1348
Guhdo-USA Inc.	5534
Guilin Gemred Sensor Technology Co., Ltd.	4667
Gyokucho Trading Co., Ltd., Japan	4238



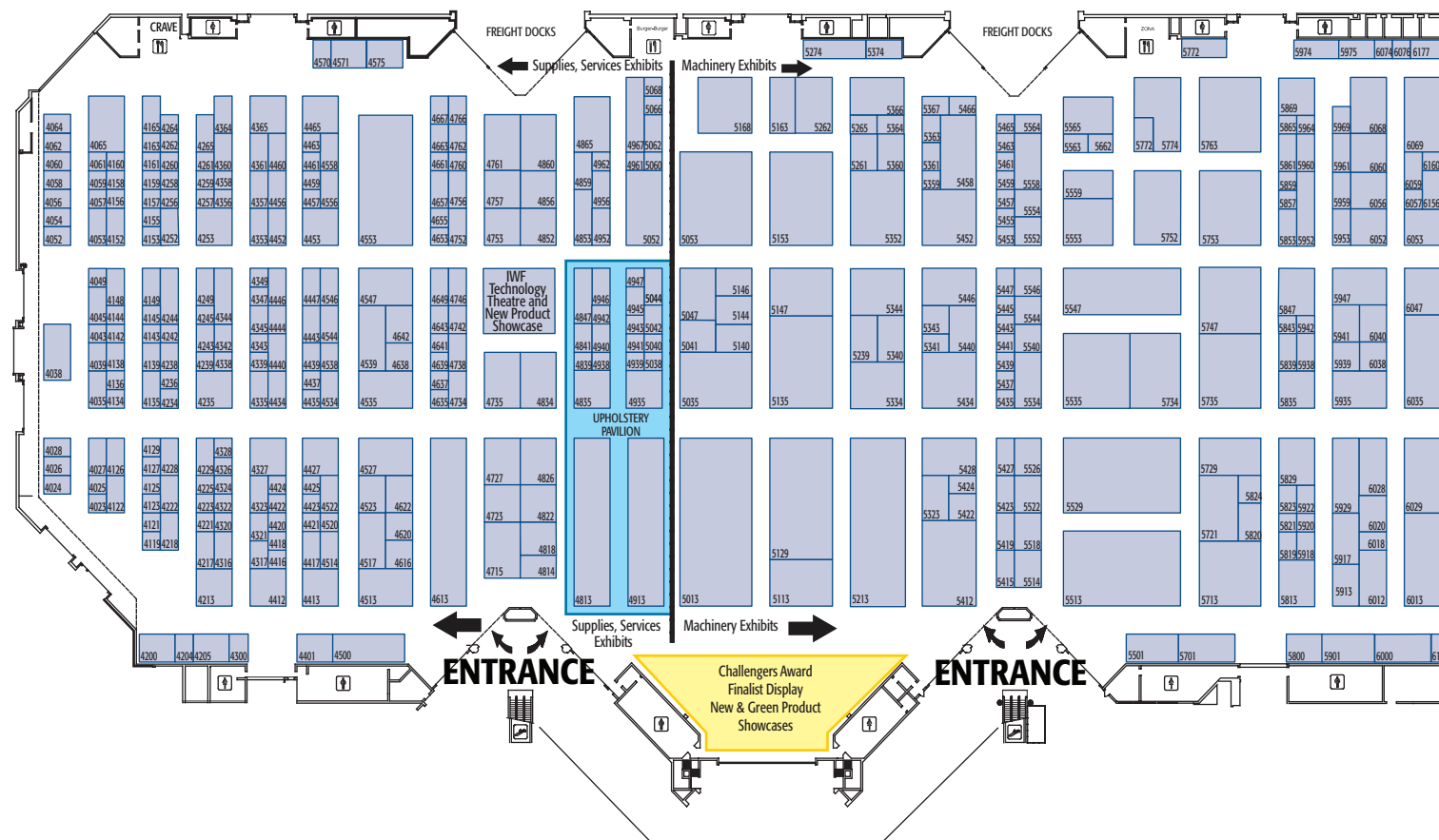
H+H System, Inc.	3222
H3D Tool Corp.	6435
Hafele America Co.	2307
Haiyan Ganbiao Hardware Co., Ltd.	1361
Hangzhou Advance Hardware Manufacturing Corp.	3114
Hans Weber Sales & Service Corp.	6147
Hansentek	4859
Hanstar Hardware Asia Co., Ltd.	2125
Harbin Hi-Tech Machinery Co. Ltd.	6074
Hardware Concepts, Inc.	2421

Hardwoods Specialty Products	1824
Hasko Machines	6069
Hatton-Brown Publisher's Inc.	4265
Heartland Fasteners, LLC	3113
Heico Fasteners, Inc.	4847
Helmitin Adhesives	4344
Hengcheng Tools	4756
Henkel Corp.	2721
Hera Lighting, L.P.	2837
Heritage Finishes Inc.	1432
Hettich America	2115
Hickory Saw & Tool, Inc.	4264
Highland Industries Inc.	1316
Highstar Inc.	1430
Hi-Tech Duravent	6060
Hiwin Corp.	7907
HMT Manufacturing Inc.	7149
Hoffmann Machine Company, Inc.	5344
Holland Southwest International, Inc.	1547
Honeyville Metal, Inc.	7368
Hood Distribution	1765
Horizon Wood Products	1644

Building B Exhibit Hall Level

Supplies / Services / Upholstery Pavilion / Machinery

Booths 4000 - 7399



Hot Melt Technologies, Inc.....	6953
HPVA - Hardwood Plywood & Veneer Association.....	1341
HSD USA	7451
Huifeng Furniture Hardware Factory.....	2440
Hunt Country Components	1718
Hurst Boiler & Welding Co., Inc.	5427
Hurst Engineering.....	6771
Hymmen Industrieanlagen GmbH	4558

»»» I «««

ICA North America	3019
IKO International, Inc.....	7340
ILVA-USA	1969
IMA America Corp.....	6434
Imal PAL.....	2063
Imperial Blades LLC.....	4446
IMS USA LLC.....	6975
Indaux.....	2515
Indiana Architectural Plywood, Inc.....	1673
Indiana Dimension, Inc.....	4225

Industrial Molded Rubber Products.....	7239
Industrial Timber & Lumber Co.....	4622
Interlam, Inc.....	1355
Inter-Mares Trading Co. Inc.	2715
International Saw & Knife Assn.....	4345
International Wood Products Assn. 1343	
Interprint, Inc.....	A309
Intertek Industrial Corp.....	1416
Interzum 2013 - Koelnmesse GmbH.....	1420
Invis (North America), Inc.	1417
ISFA - International Surface Fabricators Association.....	4423
IST / Eco Industry.....	1307
Italpresse USA, Inc.	5446
ITW Industrial Fastening.....	6053
ITW TACC	2725

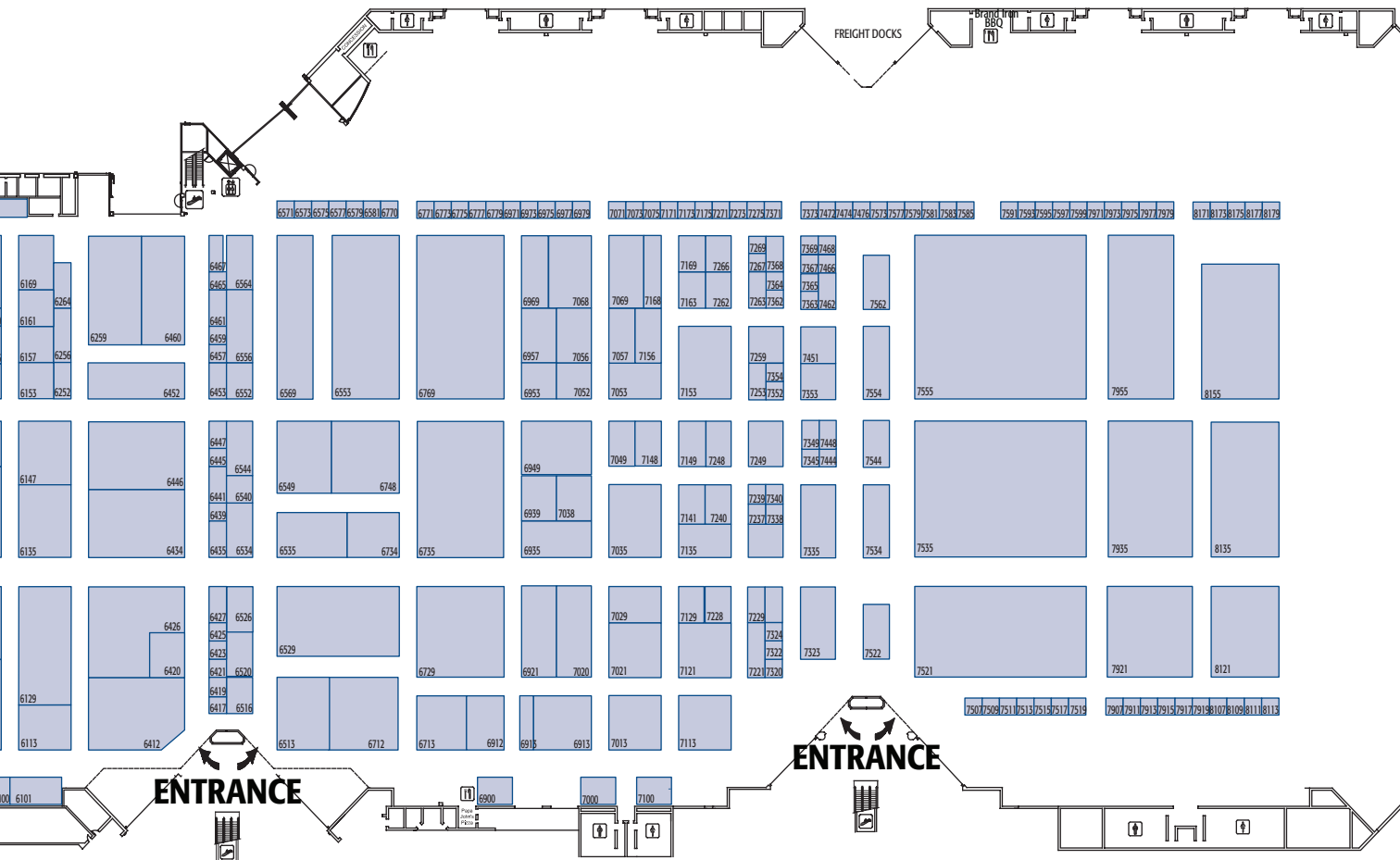
»»» J «««

James L. Taylor Mfg / JLT Clamps / Cameron Automation.....	6412
Jamieson Laser LLC.....	7253
JCT Products.....	1414

JDS Co.	7353
Jenp Jou Enterprise Co. Ltd.....	3115
Jet - Powermatic	5213
Jiangyin Diamond Tools Co., Ltd.....	7468
Jiashan Far Plan Imp & Exp Co., Ltd.....	3240
Jieyang Biaozhi Hardware Co. Ltd.	3321
Jieyang Canhuang Hardware Products Co. Ltd.	3145
Joos USA, Inc.	7053
Jowat Corp.	6047
Just Normlicht, Inc.	1973

»»» K «««

Kaeser Compressors, Inc.....	7249
Kanefusa USA Inc.	5140
Kay Industries, Inc.....	5359
KCD Software.....	2854
Keen Products / Euro Limited.com.....	5865
Keith Mfg. Co.....	6020
Keller & Co.....	5453
Kendrick Forest Products.....	4223



IWF EXHIBITOR LIST

Kentec, Inc.....	7579	Keytrix Data Systems, Inc.....	4514
Kenwood Milling.....	4222	King Plastic Corp.....	1321
Kerfkore Co.....	2863	King Slide Works Co., Ltd.....	2455
Kern Lasers, Inc.....	7029	Kings Mountain International.....	1437
Keystone Laminates, Inc.....	1412	Kleiberit Adhesives USA, Inc.....	6460
Keystone Wood Specialties, Inc.....	4244	Klingspor Abrasives, Inc.....	2029
		Koch Ltd. Machinery & Systems.....	6135
		Komo Machine, Inc.....	6949
		Konig North America.....	1817

Koppe Timber Trading GmbH.....	4129
Kreg Tool Co.....	5947
Kremlin Rexson Inc.....	1407
Kubor Machinery and Custom Tooling.....	7162
Kval, Inc.....	5835

>>>> L <<<<

Lacey Harmer Co.....	6526
Laguna Tools, Inc.....	5547
Lamigraf, S. A.....	1629
Lamin-Art.....	1731
Laminate Technologies, Inc.....	2362
Lamitech S.A.....	1811
Langboard, Inc.....	1520
Langdon, Inc.....	3141
Larick Machinery Inc.....	5952
Laser Products Industries.....	4126
Lauderdale-Hamilton, Inc.....	5901
Laurey div. Strategic Brands, Inc.....	2600
LCH Products, Inc.....	3007
Leadermac Machinery Co., Ltd.....	5553
Leasing Resources, Inc.....	4234
Lee Valley & Veritas Tools.....	4213
Lee's Decorative Showcase.....	5038
Legacy Woodworking Machinery.....	4818
Leitz Tooling Systems, Inc.....	7544, 7534
Lenderink Technologies, Inc.....	4643
Lenmar - a Benjamin Moore Co.....	1770
Leuco Tool Corp.....	5735
Lewis Lumber Products, Inc.....	4834
Liberty Woods International.....	1919
Lico Machinery, Inc.....	6269
Lignomat USA, Ltd.....	3333
Lignum Consulting.....	7507
Limab North America, Inc.....	1450
LimTech Industries.....	6939
Linbide Tools.....	4457
Line Design.....	4661
Loewer, J. Maschinenfabrik / Millspec Machine.....	7052
Losorea Packaging, Inc.....	4437
LP Building Products.....	1826
Luli Group Co. Ltd.....	3331

>>>> M <<<<

M.L. Campbell.....	3207
Machine Tool Camp.....	6971
Mannix Company LLC.....	4761
Manufacturing Applications Inc/Pade USA.....	7262
Martin Woodworking Machines Corp.....	6748
Marwood, Inc.....	1373
Massaging Insoles by Healthy Feet, Inc.....	4538
Master Magnetics, Inc.....	4639
Mastercam / CNC Software, Inc.....	4715
Mastercut Tool Corp.....	5424
Masterduct, Inc.....	7322
Maximum, LLC.....	1466
Maya Positioning Equipment Mfg. Co., Inc.....	5953
MB-Maschinenbau GmbH.....	7069
MD Dario.....	5159



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Medi Mall, Inc.	4460
Mereen-Johnson Machine Co.	5565
Metalway Hardware Manufacturer Limited.....	1333
Micro Jig.....	4300
Microvellum, Inc.....	4553
Middle Tennessee Lumber Co., Inc.	4420
Midwest Hardwood Corporation.....	2615
Milesi USA.....	2044
Miltec UV.....	6534
Mion & Mosole I.A.I. SpA.....	6157
Misenheimer, Inc.	4826
Missler Software / Topsolid.....	4523
MJB Wood Group, Inc.	2631
Modeling and Advanced Manufacturing, Coatings Coalition	4148
Modern Woodwork India and Gulf.....	1346
Modular Systems, Inc. (Mod-eez)	1320
Mohawk Finishing Products.....	2663
Moon's Saw & Tool, Inc.	7248
Mozaik Software, Inc.....	6101
Mullet Door	1962
MultiCam, Inc.....	7020
Murphy Plywood.....	2712

»»»» **N** ««««

N.R. Murphy Ltd	5526
NAP Gladu.....	5113
National Hardwood Lumber Assn.....	4338
NBMDA.....	1863
Nederman, Inc. (formerly Dantherm Filtration).....	6161
Newexaktsaw	6018
Newman Machine Co., Inc.....	5352
Newport Specialty Machinery.....	7169
Ningbo Aicretec New Material Technology Co., Ltd.....	1330
Nordfab Ducting.....	6052
Nordson Corp.....	6028
Nordson Corporation Industrial Coatings Group.....	6024
North American Plywood	2714
Northern Apex Corp.....	5824
Northern Contours.....	3037
Northland Corp.....	1949
Northtech Industrial Machinery.....	5523
Northway Industries, Inc.....	1648
Northwest Hardwoods, Inc.....	5052
Novaflex Hose.....	6461
Nuova S.I.V.A.M. SpA.....	1425
Nyle Systems LLC	5423

»»»» **O** ««««

O2 Filtration.....	6420
Ogden Group.....	8121
OKE Carbide Co., Ltd.....	5922
Oliver Machinery Co.....	4913
Olon Industries, Inc.....	1847
Olympus Lock, Inc.....	2720
Omega National Products.....	1621
OmegaCube Technologies	4422

Omga, Inc.....	5129
Omnova Solutions Inc.	2055
Oneida Air Systems, Inc.	6038
Onsrud, C.R., Inc.....	5013
Onsrud, LMT LP.....	5434
Opti-Sand Inc.....	7221
Original Saw Company, The	6056
OSAI, a division of Prima Electro	7141
Osborne Wood Products, Inc.	3054

OSI Machinerie.....	5774
OTB Machinery, Inc.	7070
Outwater Plastics Industries, Inc.....	1569

»»»» **P** ««««

Packsize, LLC.....	5729
Pan American Screw / Deerwood Fasteners Int'l.....	2731

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Panel Processing	3131
Panoram Industries International, Inc.....	1507
Paramount Extrusions Company.....	6425
Parson Adhesives, Inc.....	3214

Parton Lumber Co.....	4762
Patrick Industries, Inc.....	1345
Peerless Saw Company	6900
Pennsylvania Hardwoods	
Development Council	2824
Pennsylvania Lumbermens	
Mutual Insurance Co.....	4418
Pentec International, Inc.....	4961
Planit Solutions, Inc.....	4613

Plastix USA LLC	1312
Plum Creek MDF, Inc.....	3227
Plummer Forest Products.....	3137
PMK Machinery LLC.....	7148
PNC Korea Ltd.	2722
Pollmeier Inc.....	4249
PolyBak by Richwood Industries	2400
Polystone Solid Surface -	
By Worldwide Surfaces, Inc.....	1310
PopLite Specialty Panels	3226
Popular Machinery and Tools, Inc.....	7324
Porta Door Co., Inc.	4760
Prazi U.S.A. Inc.....	7371
Precision Drive Systems	6035
Presto Lifts Inc.	7163
Preval.....	1462
Prevost Corp.	4637
Prime Estimating & Software Services, LLC ...	4439
Prime Lumber Co.....	4544
Prodin USA LLC.....	5341
ProEdge, Inc.....	5463
Professional Machinery Group.....	7474
ProTech Group.....	2528
PS Wood Machines.....	5363
Putsch & Company.....	7522

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Qingdao Sunshine International Co., Ltd.....	3147
Quail Leasing Corporation.....	7362
Quanzhou Shuangyang	
Diamond Tool Co., Ltd.....	5445
Quart International Company Ltd.....	4153
QuickScrews International Corp.....	3254
Quietaire Corp.....	7444



R&D Coatings, Inc.....	1845
R. S. Hughes.....	3143
Ram Group, Inc., The.....	6447
RazorGage, Technical Services, Inc.....	7013
Rees-Memphis, Inc.....	6453
Rehau Inc.....	2655
Renner Wood Coatings.....	3055
Rhodes Systems International, Inc.....	5415
Richelieu Hardware.....	2007
Richmond International Forest Products	1968
Riken USA Corp.....	1946
Riverside Tool Corp.....	7129
RKO Saw	7363
Rockler / Benchdog.....	6153
Ron Jones Hardwood Sales, Inc.....	4252
Roseburg Forest Products.....	3023
Rotool Manufacturing	7267
Roura Material Handling	4425
RouterCAD Inc.....	7975
Royce//Ayr Cutting Tools, Inc.	7554
RT Machine Co. Inc.	5917
RUF Briquetting Systems.....	7135

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»»» S «««

SA International.....	5440
Saber Diamond Tools, Inc.	6012
Safety Speed Manufacturing.....	6013
Safranek Enterprises, Inc.	5060
Salice America, Inc.	2829
Samet Kalip ve Madeni Esya San ve Tic A.S.....	2849
SandMan Products, LLC.....	5959
SATA Spray Equipment.....	4527
Saw Systems.....	5540
Saw Trax Manufacturing Co., Inc.	5447
SawStop.....	5412
Sawtooth Shelf System.....	3216
Sawyer Bentwood, Inc.....	4766
Schattdecor, Inc.....	1914
Schelling America, Inc.	6446
Schmalz, Inc.	5340
Schmidt Co., Inc., Charles G.G.	5514
Schneeberger Corp., J.	5869
Scientific Dust Collectors.....	6439
Scilm America.....	3118
SCM Group North America.....	7068, 7521, 7921
Sealeze, A Unit of Jason Inc.....	4620
Seemac, Inc.....	1306
Selby Furniture Hardware Co., Inc.	1907
Sell Well Trading Limited.....	3361
Senoplast.....	3011
SF Diamond Co., Ltd.....	7515
SFR Industries, Inc.	1531
Shanghai Liming International Trading Co., Ltd.....	3242
Shanghai Meaton Trade Co., Ltd.....	2555
Shapes Unlimited, Inc.	2158
Sharp Tool Company, Inc.....	7000
Shelter Forest International.....	1570
Shenzhen Aimei Jintaiyuan Hardware Co., Ltd.....	3327
Sherwin-Williams Co., The.....	1955
Shopbot Tools, Inc.....	7156
Shopcarts/adapa, Inc.....	5163
Sia Abrasives, Inc. USA.....	1964
Siempelkamp L.P.....	1860
SieraaPine.....	1637
Sigma Tool & Machine.....	1807
SigmaTEK Systems, LLC.....	5343
SII Dry Kilns.....	4546
Sikai Hardware Co., Ltd.....	2607
Silky Saws.....	4663
Silver Machine, Inc.....	7323
Simon Lussier Ltd.....	4123
Sindmoveis / Orchestra Brasil.....	2521
Sino Tungsten Carbide Corp., Ltd.	5265
Sinowolf Plastic Dekor Co., Ltd.....	1521
Skarpaz Tooling Systems, Inc.	5367
SKF USA Inc.....	4638
SL Laser Systems, LP.....	4328
Slide-Maker Export Corp.....	1967
Smartech International, LP.....	7021
SNX Technologies.....	5722
Solid Wood Systems, Inc.....	5752

SolidSurface.com.....	4224
Somerset Wood Products.....	1820
Southeast Tool, Inc.....	4753
Southern Pneumatics.....	7466
Southworth Products Corp.....	5935
SpecialtyTools.com.....	6419
Spectrum Adhesives, Inc.....	5044
Spotnails.....	4435
Spring Tools.....	7269

SSI/Klockner Pentaplast.....	1615
Stafast Products, Inc.....	1937
Stairway Manufacturers' Association.....	4236
Stanza Machinery, Inc.....	7354
Star Mutfak Ve Mobilya Aksesuarlarisan Tic Ltd Sti.....	2062
Star-M International Ltd.....	4242
States Industries LLC.....	2507
Steel City Tool Works.....	6921

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Stiles Machinery Inc.	7535, 7935, 8135, 8155
Stubai Werkzeugindustrie reg. GmbH	4218
Stylam Industries Ltd.	2163
Sumec International Technology Co. Ltd.	1922
Super Thin Saws Inc.	7562
Superior Veneer & Plywood	1468
SuperMax Tools	6000
Sure Tack Systems, Crist Co., Inc.	5558
Surrey Tool Co. Ltd.	7349
Suzhou Rongxun International Co., Ltd.	1929
Sweed Machinery, Inc.	6252
Syarikat Kayu-Kayan Jayakas Sdn Bhd	3212
Sylka, Inc.	4453
Synergy Thermal Foils	3167, 1661

▶▶▶▶ T ◀◀◀◀

20-20 Technologies, Inc.	4735
3A Composites USA, Inc.	3015
3M - Abrasives Systems Division	3301
Tactic Sampling Product	3027
TAFISA Canada, Inc.	2129
Taiming Enterprise Holding Co., Ltd.	2524
Taiwan Woodworking Machinery Association	4343
Tanos	4119
TAWI USA, Inc.	5772
TECE Dekor Paper Printing & Impregnation A.S.	1717
Tech Mark, Inc.	7071
Techmet Carbides	5364
Techniks	5239
Teknatool	5975
Teknomotor SRL	7509
TeleNotes	5859
TEM Mobilya Aks.San.Tic. LTD STI "System"	1655
Temple-Inland	2355

Tengzhou Tri-Union Machinery Co., Ltd.	7338
Tenn-Tex Plastics, Inc.	2155
Tenryu America, Inc.	6156
Terminus	5821
Termolegno Srl	7164
Teverpan MDF Levha San. Ve Tic A.S.	2407
The Moisture Meter Company, LLC - AB Brookhuis	7259
Thermwood Corp.	5753
Thomco Specialty Products, Inc.	3322
Thompson Forest Products International	4635
TigerStop LLC	5929
Tigra USA Inc.	6113
Timber Products Co.	1620
Timesavers, Inc.	426
Tisfoon Ulterior Systems	6076
Tokyo Automach Co., Ltd.	6445
Tong Fong Cutters Co., Ltd.	5819
Toppan Interamerica, Inc.	2820
Tormek	967
TradeSoft, Inc.	4327
Triple Crown Products, Inc.	1920
T-Tool USA LLC	7228
Tung Tai Handle Ind. Corp. (Dongguan Lin Tai Timber Company Ltd.)	3218
TW Lighting	1947

▶▶▶▶ U ◀◀◀◀

U*C Coatings Corp.	2075
U.S. Futaba, Inc.	2529
U.S. Metal Works, Inc.	7320
Ultimizers, Inc.	6068
Uneeda Enterprises, Inc.	1714
Uniboard	2437
Unicut Sp. J.	4841
Unique Machine & Tool Co.	6452
Unisource Logistics Solutions	4221
United Grinding Technologies, Inc.	6256

Universal Spring Co.	4939
USNR	4653, 4349, 4427
UV Group Plc	1400

▶▶▶▶ V ◀◀◀◀

Vac-U-Clamp	4860
Vaculex USA, LLC	4517
Vacuum Pressing Systems, Inc.	4734
Vacuumpods.com	5823
Valspar	3044
Valuemax Tools Manufacturing Co.	5443
Vauth-Sagel America	2537
VD-Werkstätten GmbH&Co. KG	3049
Vecoplan, LLC	5734
Vectric, Ltd.	5839
Vega Enterprises Inc.	5419
Veneer Systems, Inc.	4952
Veneer Technologies, Inc.	2067
Vetas	1325
Vicwood Group	1614
Virginia Tech, Department of Sustainable Biomaterials	3339
Vits Technology GmbH	6441
Vollmer of America Corp.	6513
Voorwood Co.	5763
Vortex Tool Co., Inc.	6556
Vytek (Vinyl Technologies)	7235

▶▶▶▶ W ◀◀◀◀

W Squared Diamond Tool LLC	4421
Wagner Electronics	1460
Waliton Hardware Maun Co., Ltd.	3155
Wall Lenk Corp.	1410
WalzCraft Industries	2047
Wandres Corp.	7049
Warvel Product - A Division of TRM, Inc.	1349
Weem Abrasive Inc.	4324
Weima America, Inc.	7113

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Weinig / Holz-Her.....	7555, 7955
Wenzhou Heli Synthetic Leather Co., Ltd.....	4947
Wenzhou M&C Foreign Trade Co., Ltd.....	2601
Wenzhou Union Hardware Co., Ltd.....	2627
West Fraser Mills Ltd.....	1923
West Virginia Development Office.....	1943
West Virginia Hardwood Alliance Zone.....	4134
West Wood Products.....	3127
Westech Aerosol Corp.....	1713
Western Pneumatics, Inc.....	5366
Western Pulp Products Co.....	2828
Westwood Heat Treated Lumber Corp.....	4570
Wheeland Lumber Co.....	4447
Whiteside Machine Co.....	6516
Williams & Hussey Machine Co., Inc.....	5913
Williams and White.....	7373
Window & Door Manufacturers Association.....	7511
Wintersteiger, Inc.....	6535
Wood & Panel USA.....	4456
Wood Component Manufacturers Association.....	4465
Wood Industry.....	4962
Wood Machinery	
Manufacturers of America (WMMA).....	6520
Wood Products International BV.....	1455
Wood Products Manufacturers Association.....	1328
Wood Tech Enterprises, Inc.....	5721
Wood Technology, Inc.....	2707
Woodcraft Supply, LLC.....	5939
WoodEye North America, Inc.....	7335
Woodline USA.....	5146
Woodpeckers, Inc.....	6160
Woodshop News.....	4616
WoodStream Services.....	5457
Wood-Tech International, Inc.....	7038
Woodweb, Inc.....	1440
Woodworker's Supply, Inc.....	6169
Woodworking & Furniture Digest.....	4239
Woodworking Machinery	
Industry Assn. (WMA).....	7240

»»»» XYZ ««««

Yadigao Hardware and	
Plastic Rubber Co., Ltd.....	1972
Yan's Industrial Co., Ltd.....	5969
Yichun Xincheng Furniture Co., Ltd.....	1869
Yoder Lumber Company, Inc.....	4316
Youngdale Mfg. Corp.....	1332
Zamma Corp.....	2147
Zhejiang Langchao Precision	
Machinery Co., Ltd.....	4353
Zhejiang Shenghua Yunfeng	
Import & Export Co., Ltd.....	1314
Zhongshan Shengtai Metal Goods, Ltd.....	3256



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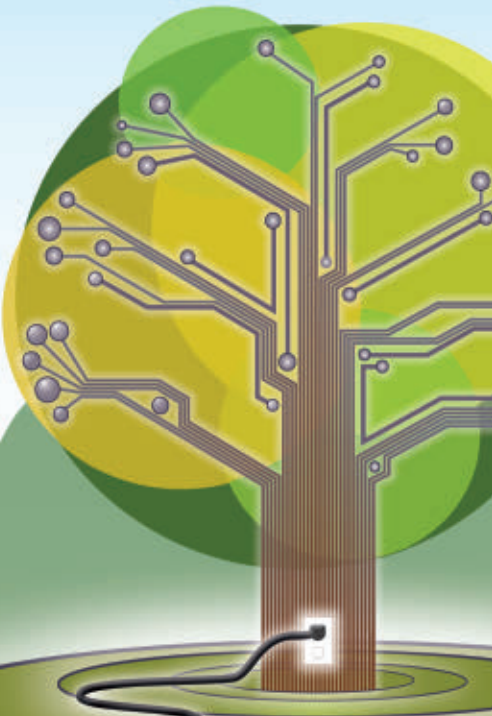
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Educational opportunities abound at IWF

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

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

All of the programs and sessions feature top experts from throughout the industry. That gives you face-to-face con-

Top technical experts share their expertise in IWF 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 IWF. Typically each symposium offers a panel of experts teaching a full day of sessions on a number of related topics. Symposiums are available on finishing, door and window manufacturing, countertop business, and custom closets. The programs are scheduled on Tuesday, August 21.

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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Biesse S.p.A., a producer of machinery and systems for processing wood, glass, stone and other materials, with its North American subsidiaries Biesse America and Biesse Canada, announced that the companies will participate in IWF 2012 in Atlanta, taking place August 22-25.

"Biesse has decided to exhibit at this edition of IWF due to the tangible signs of recovery we see in our industry," said Federico Broccoli, President and CEO of Biesse America and Canada.

Biesse will showcase many new product ranges focused on flexibility, productivity and lower operating costs, as well as innovative "green solutions" that benefit customers by

reducing energy cost and consumption. Product specialists will be in the Biesse exhibition booths to educate and explain the latest trends and technology designed to reduce set up time and increase productivity in a low-batch environment.

"Our booth will be ready with many 'all new' CNC machines," said Broccoli, "as it's important for our customers to get reconnected with the latest flexible and technologically advanced solutions required to become more competitive and generate more profit in this totally new market."

For more information about Biesse at IWF, contact marketing@bies-seamerica.com or call 704.357.3131.

WMMA hires new management, moves offices

The Wood Machinery Manufacturers of America (www.wmma.org), a national trade association for makers of machinery, cutting tools and supplies for the woodworking industry, has moved its management operations to Maryland, and will now be managed by Stringfellow Management Group, an association management company.

Stringfellow Management Group staff who will be serving WMMA are: Fred Stringfellow, executive director; Diane Schafer, director of meetings; Laura Izzo, member services coordinator; Mary Helen Sprecher, director of marketing & communications; Amy Chetelat, director of finance; and Barb Signorelli, finance manager.

New contact information for WMMA is: 2105 Laurel Bush Road, Suite 201, Bel Air, MD 21015, phone 443.640.1052.

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See us at IWF, booth 2520

Dodds to introduce new dovetail machines at IWF

Alexander Dodds will be showcasing new dovetail drawer machinery technology at IWF 2012. The SE-1CNC-D dovetail machine will be introduced for the first time at IWF. This model is a re-designed CNC system with a user-friendly operator interface touch screen. The system is designed to alert the operator of any misalignments or positioning errors prior to cutting any parts. The machine also has the built-in flexibility of being able to cut standard dovetails, multi-width dovetails, box joints, and optional French dovetails, and a production rate of 40-60 drawers an hour.

The SE-1CNC-PS dovetail machine includes everything found in the SE-1CNC-D model but also features fully programmable side stops which automatically move into position once the part description is loaded into the touch

screen. This machine is completely servo motor controlled for precise accuracy time after time. Features include dramatic reductions in user errors, easy to operate, faster set-up times, and consistent quality production.

Dodds will also show and demonstrate the SE-1-A, a single spindle manual machine for the smaller shop that wants control of producing dovetail drawers in-house. This easy-to-use dovetail machine is easily moved around the shop floor and will outperform hand-made dovetail cuts using routers, jigs and fixtures every day of the week. Stop by booth #5813 at IWF and find out more about the entire line of Dodds dovetail equipment including single and multiple-spindle machines, reconditioned multi-spindle machines, gluers, clamps, double-end machines and 'specialty' machines.

Watch for IWF Deals of the Day

From Wednesday to Saturday, during IWF, local attractions, tours and restaurants are offering special deals to

IWF attendees. The best five deals will be featured each day, and include High Velocity, Baja Fresh, City Segway Tours,

Johnny Rockets, CNN Studio Tour, Sway, Thrive and Truva. Check Deals of the Day at www.atlanta.net/iwf.



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See us at IWF, booth 6556

QUICK CUTS**New panel processing technology displayed at IWF by Schelling America/IMA America**

The IWF 2012 exhibition August 20-23 will include the latest in panel processing technology, including the Schelling FH6 Duplus Panel Saw with board inventory-storage system at the Schelling and IMA booth 6446/6434.

In Atlanta, Schelling will demonstrate the new fh6 auto-loading panel saw equipped with Schelling's Duplus2 feeder system for staggered cutting patterns. The machine will also be equipped with Schelling's special Evolution saw carriage, a turning device for head cuts and first-to-the-market fully automatic label printing system. For the first time in the U.S. market, Schelling will also show the VS12 fully automatic board storage and retrieval system supplying the fh6 panel saw with material.

The IMA BIMA 400V will be displayed at IWF. A four-axis CNC machining center with edgebanding capabilities,

this machine shapes, edgebands and finishes irregular-shaped panels automatically. The machine to be displayed in Atlanta will also be able to shape, edgeband and trim lightweight panels by shaping the panels, inserting a support edge and applying the decorative edge.

The IMA Novimat Contour, a CNC-controlled heavy-duty industrial edgebander for edgebanding and finishing of a variety of different products, will also be displayed at the Atlanta exhibition. Edgebands can vary from thin tape to 3 mm PVC or ABS edgeband, HPL strips or solid wood lippings up to a maximum thickness of 20 mm. The machine can process parts at a maximum speed of 30 m/min.

During the show, Schelling and IMA will showcase the capabilities of each of their machines by producing a variety of footstools. Watson Furniture will also be

involved in this effort at the show. At the end of the show, these pieces will be donated to Atlanta's chapter of Habitat for Humanity.

Visitors to booth 6446/6434 will have a chance to win an iPad, iPod Touch, or iPod Nano. Prizes will be mailed to winners after the show. To enter, you must have your badge scanned at the booth.

The booth will be full of Schelling America and IMA America service technicians, engineers and sales managers, all available to answer any questions about the latest technology as well as show attendees' current Schelling and IMA machinery.

Also, a press conference will be held on August 23 at 8:30 a.m. in Schelling and IMA's booth 6446/6434 to discuss recent developments Schelling and IMA have made in the industry. Contact Virginia Hoskins at Virginia.Hoskins@ima.schelling.com for more information.

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See us at IWF, booth 5947

ISFA to host countertops symposium at IWF in Atlanta

The International Surface Fabricators Association will host a countertops symposium at IWF, at the Georgia World Congress Center in Atlanta, on Aug. 21.

The symposium, "Exploring Countertop Options: Turning Opportunity into Profit," will provide information to countertop fabricators, cabinetmakers and casework providers who are exploring best practices for resourcing within the countertop market.

The symposium will cover:

- » Residential and Commercial Operations
- » Information on a Variety of Countertop Materials
- » Discussions on Machinery & Equipment
- » Working with Architects/Specifiers

- » Outsourcing vs. In-house Fabrication
- » New Cutting Edge Materials
- » Gearing Up Your Shop for Fabrication
- » Countertop Trends
- » Industry Forecast Information
- » Differences Between Casework and Countertop Operations

Speakers include Russ Berry, president of ISFA and Allegheny Solid Surface Technologies; Mike Nolan, ISFA director of education and president of Windbound Countertop Co.; Dave Paxton, vice president, Paxton Countertops; and Kevin Cole, ISFA communications director and editor, Countertops & Architectural Surfaces magazine.

For more information, contact iwf@iwfatlanta.com, or ISFA at 301.662.7319 or www.isfanow.org.

Air Handling Systems plans combustible dust, dust collection seminar

Air Handling Systems will be presenting two free seminars as part of the Technology Theatre at IWF.

"Combustible Dust - an Explosive Issue" will cover: What is Combustible Dust? Who's in Charge? Can it Happen in My Facility? and Prevention! Presented by Jamison Scott. Thursday, August 23 from 10:00-10:20 a.m. in Building B.

"Woodshop Dust Collection - How much air do I need?" Will cover - How much CFM (cubic feet per minute) is required for a hood outlet diameter. Additionally, manifold sizing for multi port moulders and multi port wide belt sanders will also be discussed. Presented by Curt Corum. Thursday, August 23 from 10:30-10:50am in Building B.

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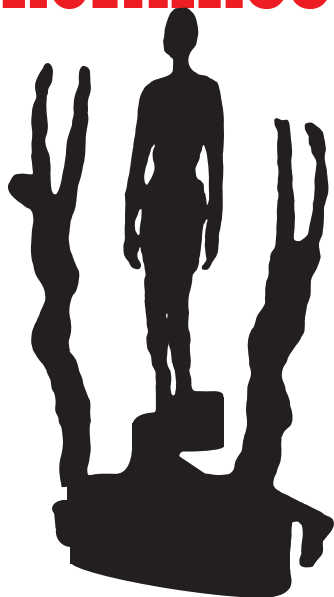


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See us at IWF, booth 6752

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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Sherwin-Williams Co.	Sher-Wood F3 - Formaldehyde Free Finishing
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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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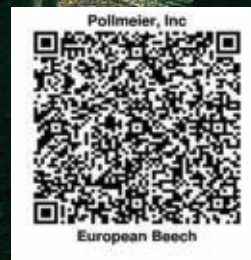
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IWF Challengers finalists announced for 2012

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 Ulterior 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. ◀

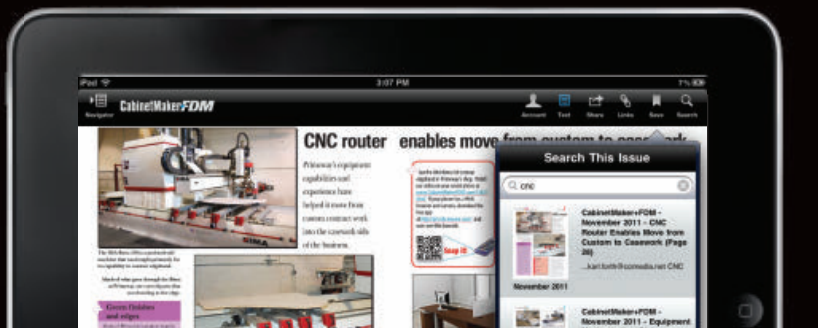
The winners will be selected during the IWF exhibition Aug. 22-25.

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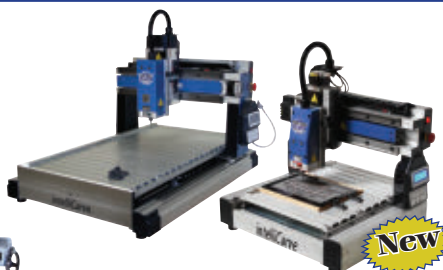
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» **Graco's Merkur bellows pumps** feature an improved bellows seal design that eliminates throat seal leakage and lubrication. The 300 series stainless steel pump construction provides durability and superior handling of shear-sensitive materials,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

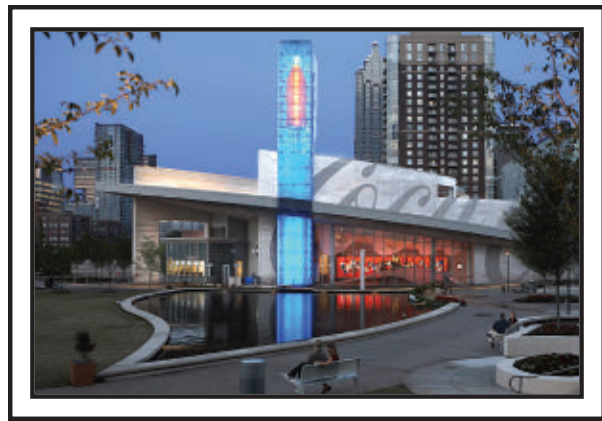
Georgia Aquarium expands with new dolphin exhibit

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

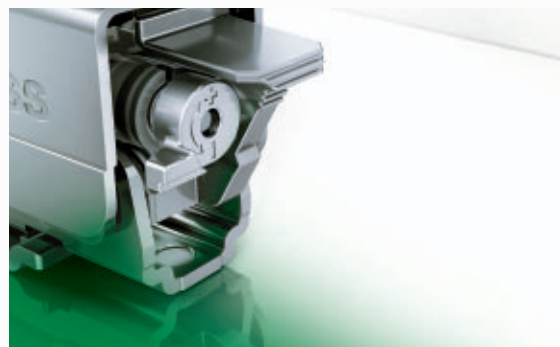


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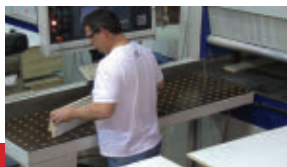


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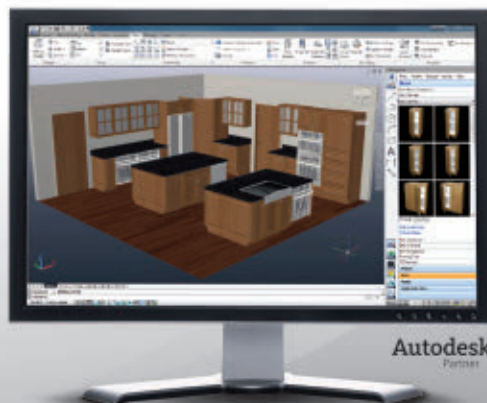
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ATLANTA ATTRACTIONS

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
Apquip Company	5554	FELDER Group USA.....	6752	Klingspor Abrasives, Inc.....	2029
ARMINIUS Tooling, Inc.	5274	Felins USA, Inc.	5701	Komo Machine, Inc.	6949
Axiom Industries, Inc.	5374	Finishing Brands.....	2411	Kreg Tool Company	5947
Baker Products	5135	Flamex, Inc.....	5323	Kremlin Rexson Inc.	1407
Becker Pumps Corp.	5459	Flexible Materials, Inc.	1431	KVAL, Inc.	5835
Black Bros. Co.....	5713	Franklin International.....	2022, 2026	Lacey Harmer Company.....	6526
Box on Demand.....	5047	Freeborn Tool Company	5437	Larick Machinery Inc.....	5952
Carter Products Company, Inc. .	5501	FS Tool Corporation / FS Cruing.....	5452	Lauderdale-Hamilton, Inc. ...	5901
Castle, Inc.....	7100	Goodspeed - Intorex s/a.	6029	M.L. Campbell	3207
CERATIZIT	5747	GRACO, Inc.	1607	Mastercam / CNC Software, Inc.	4715
CLN of South Florida, Inc. ...	7056			Mereen-Johnson Machine Company.....	5565

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Microvellum, Inc.	4553	PS Wood Machines.....	5363	Terminus.....	5821
Miltec UV	6534	RazorGage, Technical Services, Inc.....	7013	Thermwood Corporation.....	5753
Montgomery Industries International, Inc.....	6427	Rees-Memphis, Inc.....	6453	TigerStop LLC.....	5929
MultiCam, Inc.	7020	REHAU Incorporated	2655	TIGRA USA Inc.	6113
NAP GLADU.....	5113	Royce//Ayr Cutting Tools, Inc.....	7554	Timesavers, Inc.....	6426
Newman Machine Company, Inc.	5352	RP Fletcher Machine Company, Inc.	6969	TradeSoft, Inc.	4327
Nordson Corporation.....	6028	SA International.....	5440	Triple Crown Products, Inc. .	1920
Onsrud, C.R., Inc.....	5013	Safety Speed Manufacturing.	6013	T-Tool USA LLC	7228
Onsrud, LMT LP	5434	Safranek Enterprises, Inc.	5060	U*C Coatings Corporation...	2075
Opti-Sand Incorporated.....	7221	SawStop	5412	Ultimizers, Inc.....	6068
Original Saw Company, The	6056	Schmidt Co., Inc., Charles G.G.	5514	Uneeda Enterprizes, Inc.	1714
OSAI, a division of Prima Electro	7141	Schneeberger Corp., J.....	5869	Unique Machine & Tool Co.	6452
Osborne Wood Products, Inc.	3054	Sherwin-Williams Company, The	1955	USNR.....	4349, 4427, 4653
Outwater Plastics Industries, Inc.	1569	Shopbot Tools, Inc.	7156	Vecoplan, LLC.....	5734
Peerless Saw Company	6900	Silver Machine, Inc.....	7323	Vega Enterprises Inc.	5419
Planit Solutions, Inc.	4613	Southeast Tool, Inc.....	4753	Veneer Technologies, Inc.	2067
Plum Creek MDF, Inc.	3227	Stafast Products, Inc.	1937	Voorwood Company	5763
Precision Drive Systems	6035	Super Thin Saws Inc.....	7562	Vortex Tool Co., Inc.....	6556
Presto Lifts Inc.	7163	SuperMax Tools.....	6000	Wagner Electronics	1460
		Tenn-Tex Plastics, Inc.	2155	Western Pneumatics, Inc.	5366
				Williams & Hussey Machine Co., Inc.	5913



C.R. Onsrud, Inc.



Timesavers, Inc.



Delta Power
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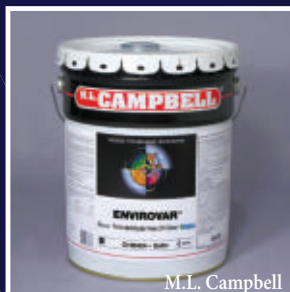
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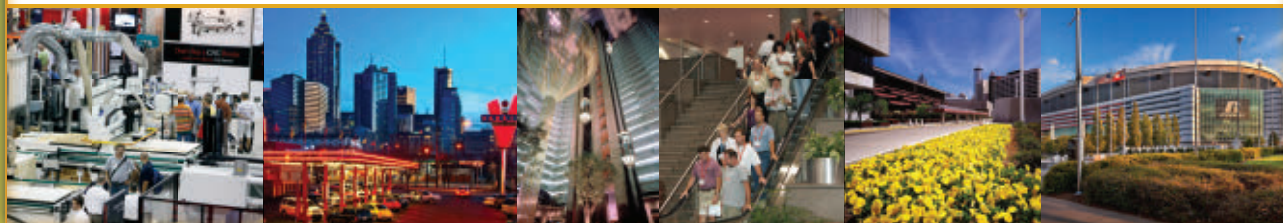
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Williams and Hussey Machine Co. Model 154CE moulder

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.

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Booth #7113



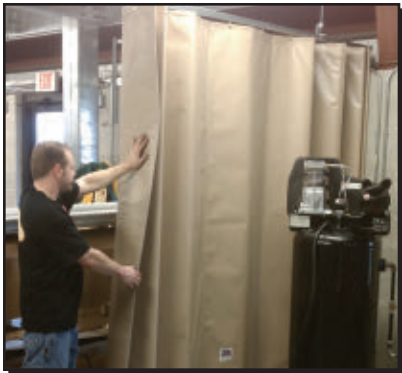
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Booth No 4122

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

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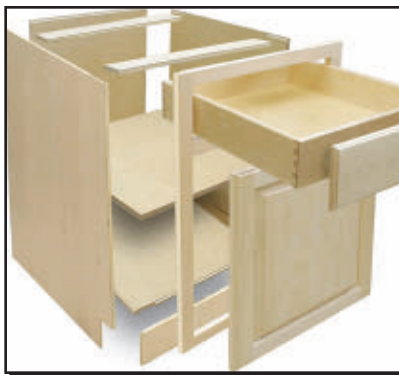
CIM-Tech Router-CIM Automation Suite 2012

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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an iPod Nano
or iPod Touch)



SHOW PRODUCTS



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 LiveLink and 20-20 LiveSpec. 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. LiveSpec is an online product configurator that lets dealers browse manufacturers' products,

while LiveLink 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 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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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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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

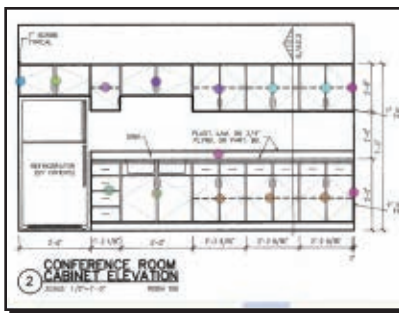
SSI North America Pentadecor 3D laminate films

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

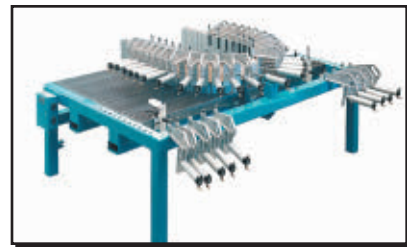
Booth No 4327

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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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



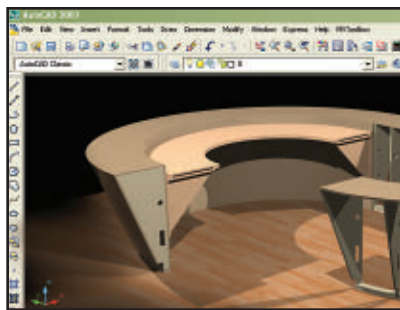
ShopBot Tools Desktop CNC machine

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

Their craftsmanship depends on ours.

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.

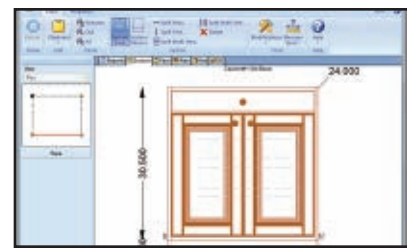


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Planit Solutions Inc. Cab-2-Nest

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

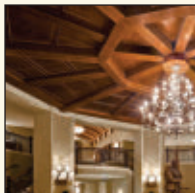
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Veneer Technologies thanks participating designers and craftsmen along with their suppliers, distributors and sales representatives for their enthusiastic reception to the 2012 Craftsman's Challenge. Award winners for the current year's competition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

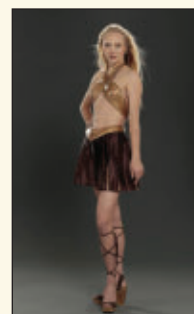
of the industry select winning entries that best use veneer products to achieve stated project goals.

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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SHOW PRODUCTS

Hickory Saw & Tool dedicated insert cutters

Booth No 4264

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



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

800.762.9899

www.hickorysawandtool.com

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Sata Spray Equipment SATAdekor 2000 glazing gun

Booth No 0000

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

507.346.7776

www.satausa.com



Pollmeier Inc. Superior Red Heart beech

Booth No 4249

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

503.452.5800

www.pollmeier.com

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SHOW PRODUCTS

IMA America Corp. Advantage line edgebanders

Booth No 6434

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



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

919.246.0350

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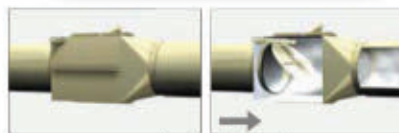
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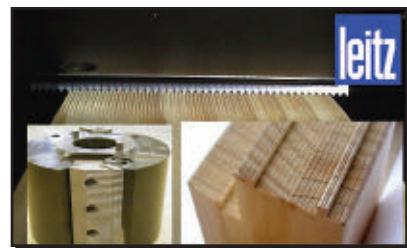
Weima America Inc. Woodwolf pre-crusher

Booth No 7113

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

803.802.7170

www.weimaamerica.com



Leitz Tooling Systems Inc. RipTec Cutting System

Booth No 7544

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

616.698.7010

www.leitztooling.com

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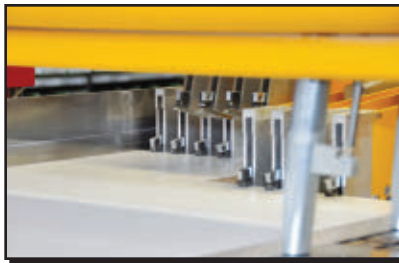


SHOW PRODUCTS

Schelling America Inc. Duplus2 concept

Booth No 6446

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



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

919.544.430

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E-mail: swsmachine@aol.com

See us at IWF, booth 5752



Adwood Corp. Cehisa PRO 11 edgebander

Booth No 6129

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

336.884.1846

www.adwood.com



Oliver Machinery 9000 multi-joint workstation

Booth No 7035

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

800.559.5065

www.olivermachinery.net



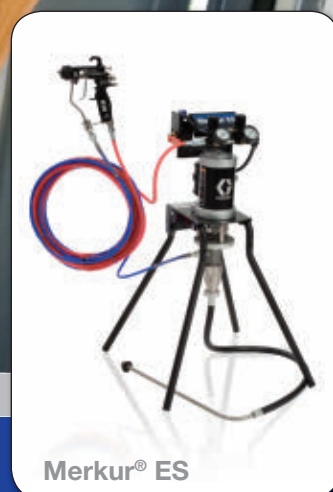
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SHOW PRODUCTS

Panel Processing Inc. panel store

Booth No 3131

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



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

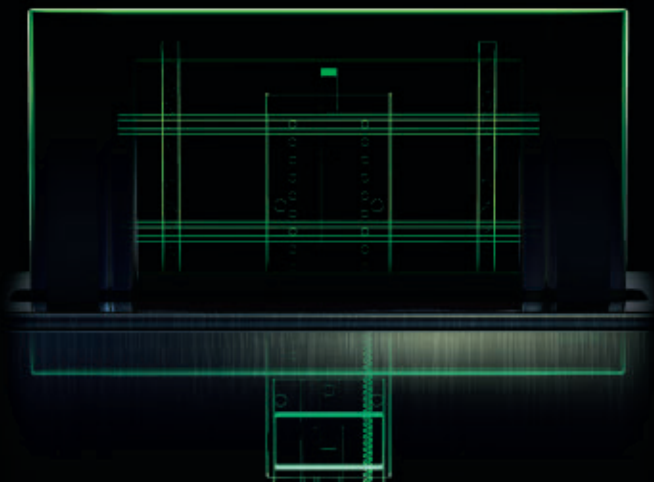
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www.panel.com/ecommerce.php

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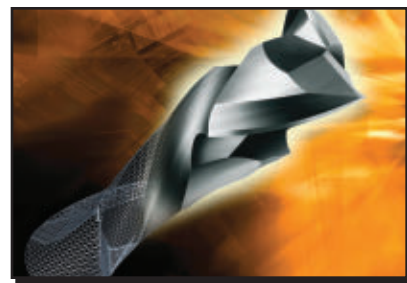
Leuco Tool Corp. P-System jointing system

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

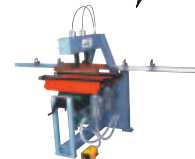
Booth No 6556

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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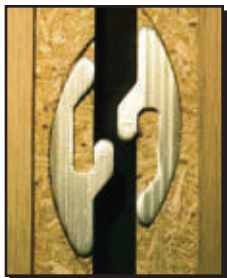


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SHOW PRODUCTS



Colonial Saw Inc. Simplex interlocking plates

Booth No 6713

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

781.585.4364

www.csaw.com



Cefla Finishing America Inc. Aquadry oven

Booth No 7121

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

336.662.9813

www.ceflaamerica.com



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

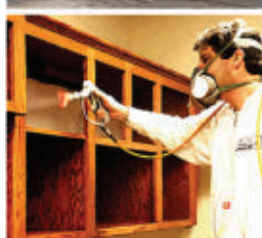
Booth No 2707

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

Both models have a built in reverse function.

919.542.6300

www.woodtechnology.com



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SandMan Products Sand Pro inspection lights

Booth No 5959

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

574.264.7700

www.sandmanproducts.com



Schmalz vacuum handling systems

Booth No 5340

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

919.713.0880

www.schmalz.com



CCF Industries bamboo drawers

Booth No 4575

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

724.727.2045

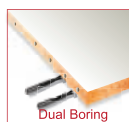
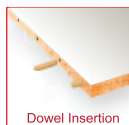
www.ccfdrawers.com

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Booth 7153

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DB-21 Dowel Construction Boring



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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.

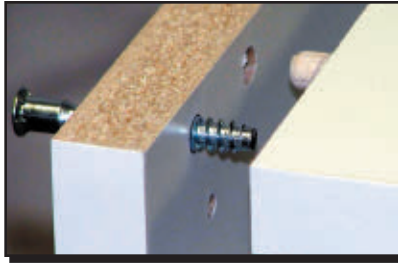
800.482.1809

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

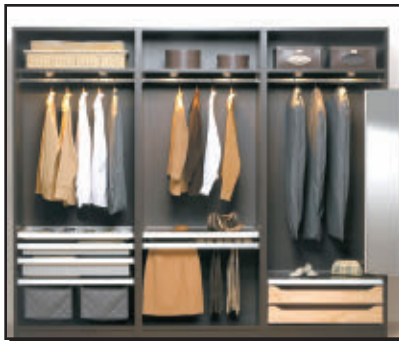
The Contriga edgebander from Holz-Her can glue and machine at feed speeds up to 30 meters per minute and in edge thicknesses up to 30mm. Its slit nozzle technology offers a maximum level of precision for glue application.

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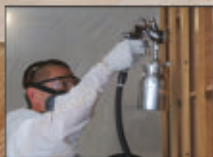
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powered version. The unit features a mechanical hold-down clamp for hands-free drilling. The fence adjusts to center a screw in material from 1/2 to 1-1/2 inches thick.

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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www.leitztooling.com

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

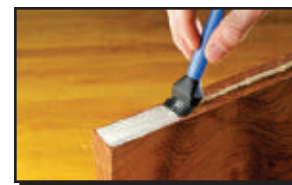
Northway Industries Inc. Contract manufacturing

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

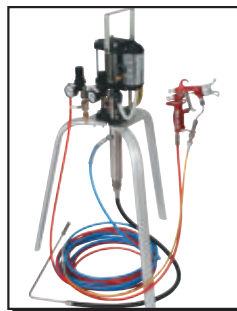
RUF US Inc. briquetting systems

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 waterborne paints in automotive and industrial applications. The filters provide a 99.73 percent removal efficiency and .03-inch wg initial resistance, according to the company. The filters are available in standard pad sizes and multiple roll sizes, as well as in custom sizes.

800.848.8738

www.waveaquafilters.com



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CabMaster Software cabinet software

Booth No 5440

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801-478-1900

www.saintl.biz

Anderson Group America Selexx Spectra CNC router

Booth No 6529

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



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

704.529.8369

www.omnitech-systems.com

Northwest Hardwoods hardwood lumber

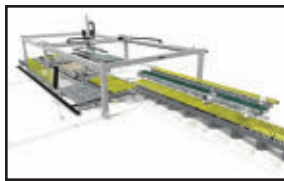
Booth No 5052

Northwest Hardwoods manufacture 15 species of kiln-dried hardwood lumber, as well as pallet shook 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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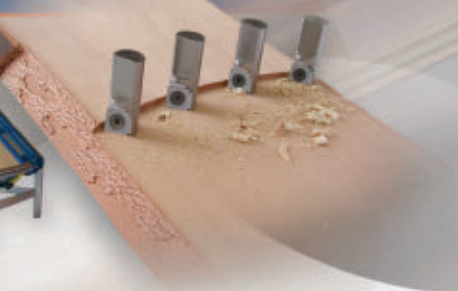
Thin-Cutting Frame Saws

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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www.ogden-group.com



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

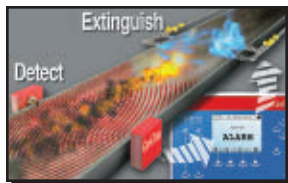
Royce/Ayr Cutting Tools Inc. offers adjustable cutters for the hardwood



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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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



3A Composites Inc. aluminum composite material

Booth No 3015

3A Composites Inc. aluminum composite material (ACM) consists of two sheets of smooth .02 inch aluminum thermobonded to a polyethylene core in a continuous process. It is pre-finished with a premium Kynar 500 PVDF resin-based coil coating that is available in a number of standard and custom colors.

704.658.3520

www.3acompositesusa.com

Lenmar Inc. wood finishes

Booth No 1770

UniLaq from Lenmar is a precatyzed

solvent-borne acrylic lacquer that is ready to spray, self-sealing, non-yellowing and compliant with national VOC and HAP regulations. The high solids formula is designed to build a durable, chemical resistant finish ideal for furniture, cabinets and displays.

386.428.6461

www.lenmar-coatings.com

Hardwoods Specialty Products imported plywood

Booth No 1824

Dragon Ply imported plywood from Hardwoods Specialty Products features thick face and back veneers; machine-dried cores; and multiple core options, including poplar, MDF cross-banded veneer, combination core, lightweight lumber, MDF and particleboard. Also available are veneer-wrapped mouldings, raised panel inserts and engineered veneer.

602.278.5000

www.hardwoods-inc.com

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Boise Wood Products particleboard

Booth No 2010

Boise Select from Boise Wood Products is a high-performance particleboard with a high internal bond, tight core and reduced fiber size to provide added strength and machinability. Designed to fill a niche between regular particleboard and more costly MDF, it can be used for many applications while reducing raw material cost.

208.384.6610

www.bc.com



Anest Iwata USA Inc. spray gun

Booth No 2700

Series LPH-400 center-post gravity-feed spray guns from Anest Iwata USA are HVLP guns designed for obtaining improved control on refinish paints that contain fine metallics and pearls. Their gravity-feed design provides for easy clean-up and reduces material waste.

513.755.3100

www.anestiwata.com

Daubert Chemical Co. Inc. adhesives

Booth No 4413

Daubert Chemical Co. Inc. offers a wide variety of Daubond waterborne and solventborne adhesives for use in woodworking applications, including laminating and membrane pressing. They include contact and hot melt adhesives.

800.688.0459

www.daubertchemical.com



Safety Speed Mfg. compact vertical panel saw

Booth No 6013

The C5 vertical panel saw from Safety Speed is a compact version of its larger models. It measures 5 feet in length and has the ability to cross cut up to 64 inches and rip cut up to 96 inches. It is designed for users who have limited shop space, and can be customized with a wide range of accessories.

763.755.1600

www.safetyspeed.com

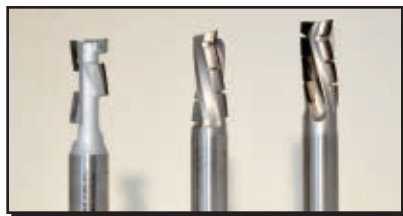
Costa & Grissom Machinery Co. widebelt sanders

Booth No 5535

Series KKA bottom and top widebelt sanders from Costa & Grissom are available with planer units, drum units and sectioned pads. They use sanding belts in 75- and 103-inch lengths, with working widths of 45 and 52 inches.

336.434.6644

www.costagrissom.com



Guhdo-USA 1/2-inch diamond router bit

Booth No 5534

Guhdo-USA says its 1/2-inch diamond router bit, designed for CNC nesting applications, allows feed rates up to 90 ft/min. The bit is available with a one-, two- or three-flute design, and blades can be sharpened many times.

770.592.4766

www.guhdo.com

A. Lewis Mfg. Co. small mouldings

Booth No 3159

A. Lewis Mfg. offers its line of Micro Mouldings, plain or embossed mouldings as small as 1/8 by 3/16 inch. They are available in most domestic hardwoods, including alder and mahogany.

410.467.2212

alewisvmfg.com



Delta Power Equipment Corp. Model 31-484 oscillating spindle floor sander

Booth No 6729

Delta Power Equipment Corp. Model 31-484 is an oscillating spindle floor sander with a 0-degree to 45-degree tilting spindle arbor. Along with adjustable power stops at 45 degrees and 90 degrees, the sander features a 24 5/8-by-24 1/2-inch cast iron table and on-board storage. It has a 1 HP, 110V motor with 1,725 RPM spindle speed and 71 oscillations per minute, the company says.

864.231.5888

www.deltamachinery.com



Delcam International ArtCam Insignia

Booth No 4522

Delcam International's ArtCam Insignia is a design software for creating 3-D shapes and 3-D face profiles and designing 3-D models for rotary machining

and other applications. Features include: the Shape Editor, which can make a selected vector or color into a 3-D shape with chosen shape profile, angle and height; sculpting tools to smooth over blemishes, visible joints or sharp edges; and a Two Rail Sweep tool to create 3-D sweep shapes using vectors to determine a shape's edges and cross sections.

+44.121.766.5544

www.artcam.com

Amana Tool Timberline Goldline thin-kerf saw blades

Booth No 5147

Amana Tool Timberline Goldline thin-kerf saw blades are designed for use in portable circular saws and are ideal for applications in wet lumber, wood and pressure-treated lumber. The line consists of two blades: a 24-tooth framing blade and a 40-tooth finishing blade.

631.752.1300

www.amanatool.com



Hera Lighting TapeVE-LED

Booth No 2837

Hera Lighting's TapeVE-LED is a flexible LED light for larger applications such as accent lighting in retail displays, furniture, cabinets or boats. The tape illuminates with low heat and no UV and can be installed around most angles. The tape, which the Hera says uses 14.4W/m and is rated at 30,000-hour lamp life, is sold in 5-meter rolls with 60 LEDs/m and 300 LEDs per roll.

770.409.8558

www.heralighting.com

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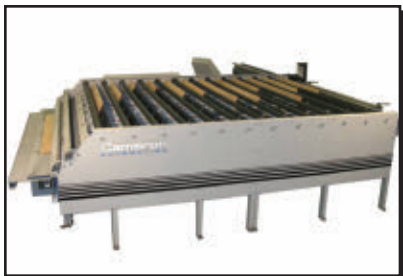
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See us at IWF, booth 7021

SHOW PRODUCTS



James L. Taylor Mfg. Co. Cameron flooring nester

Booth No 6412

James L. Taylor Mfg. Co. offers the Cameron flooring nester. In addition to producing bundles of varying length and width, the Cameron software tracks incoming and outgoing data. According to the company, the machine eliminates repetitive manual labor, controls square footage in each bundle and tallies material automatically.

800.952.13320
www.jamestaylor.com



General Tools & Instruments HT 10/20/50 USB humidity/ temperature data loggers

Booth No 4556

General Tools & Instruments' HT 10/20/50 USB humidity/temperature data loggers can record up to 16,000 data points per unit (up to 8,000 pairs of ambient temperature and relative humidity readings) over a period of days, weeks or months. Each data logger in the HT series has a temperature measurement range of 4 F to 158 F, and an RH range of 10 percent to 90 percent, according to the manufacturer.

212.431.6100
www.generaltools.com



Berenson Corp. Inspired Design series Puritan Collection

Booth No 2855

Berenson Corp.'s Inspired Design series includes the Puritan Collection of decorative hardware, inspired by fashion and shapes that are geometric, folded and draped. The collection consists of twelve pulls and four knobs, available in an assortment of sizes including 69 mm, 128 mm and 3 inches. Finishes include brushed nickel, brushed tin, verona bronze and polished nickel.

716.833.3100
www.berensonhardware.com

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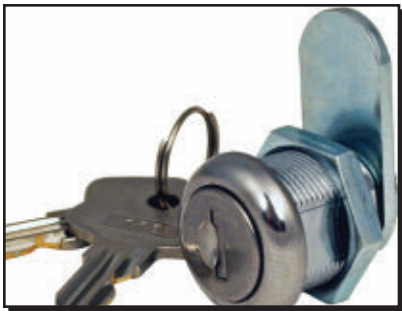
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FJM Security Products dust shutter cam locks

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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905.475.1999

www.fstool/corp.com

Booth No 4859

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905.607.5780

www.hansentek.com



Booth No 1700

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



Booth No 5334

Bosch Power Tools and Accessories Daredevil framing blades are thin-kerf, hard steel plate blades with carbide teeth. A Speed Coat finish provides added speed

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Booth 5466 At The IWF

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and avoids binding in treated or wet lumber, Bosch says. Typical applications include crosscut and rip cut of framing lumber, plywood, synthetic building panels, flooring and siding materials.

224.232.2738

www.boschtools.com



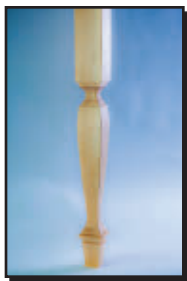
General International cordless precision engraver

Booth No 5053

General International offers a cordless precision engraver with a diamond tip bit and tri-lobe ergonomic grip. The engraver has a 20,000 RPM motor powered by two AAA batteries.

888.949.1161

www.general.ca



Art for Everyday Inc. Square Italianate Posts

Booth No 1421

Art for Everyday Inc. offers Square Italianate Posts. The posts are stocked in sizes of 3 1/2-by-3 1/2, 5-by-5 and 7-by-7, but can also be customized.

416.645.5120

www.artforeveryday.com

Grex Power Tools Green Buddy nailer

Booth No 4746

Grex Power Tools offers the Green Buddy nailer, an 18-gauge, 2-inch brad nailer.

The nailer has a hardened steel nose



piece, one-piece steel driver and extruded aluminum magazine. The kit comes with the brad nailer, plastic carrying case, two no mar tips, bottle of tool lubricant, Allen wrench set and safety goggles.

626.289.7618

www.grexusa.com

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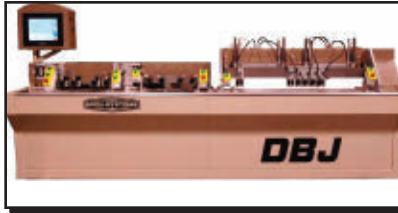
ETP Transmission Inc. ETP Cubit

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



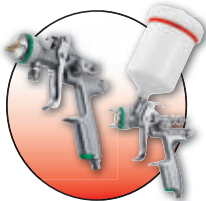
Dubois Equipment Co. Inc. DRC-50 S series differential coater

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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See us at IWF, booth 3333

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.

847.234.1864

www.stealthlock.com

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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.

972.272.3838
www.colmetb.com

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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

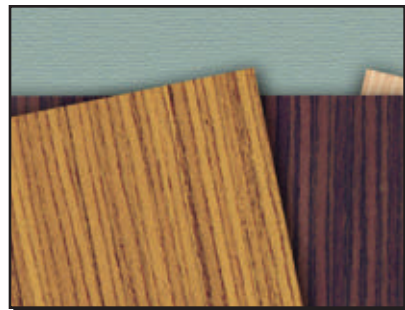
Booth No 4853

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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503.417.7755

www.collinswood.com



Brookside Veneers, Ltd. wood veneers

Booth No 1500

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Invis (North America) Inc. Mini-Mag adapter

Booth No 1417

Invis offers the Mini-Mag, designed to expand capabilities for connections in confined areas. The product can attach directly into cordless or corded drills with variable speed reaching 1,100 rpm. The adapter also can be used on flexible-shaft extensions.

877.867.9019

www.swissinvis.com

Italpresse through-feed hot press

Booth No 5446

The Italpresse V-8/32-16 through-feed hot press can be used for laminating stock-size panels and cut-to-size components with wood veneer or HPL. A panel indexing system allows glued



panels up to 5 feet by 10 feet to be laid on the bottom face material by a single operator. The press features a color graphic, touch-screen controller.

941.639.2100

www.italpresseusa.net

Beland Forest Products panels

Booth No 4416

Beland Forest Products manufactures and distributes a wide variety of products for the furniture and construction industries. Included are melamine panels and tabletops; countertops; doors; hardwood, plywood and MDF panels; treated lumber, etc.

418.831.8860

www.beland.com



Alexander Dodds Co. dovetailer

Booth No 5813

Dodds' redesigned single spindle dovetailer, model SE-1CNC-C, can produce standard English dovetails at 40 to 80 drawers per hour, custom English dovetails and box joints. The type of construction is selected with the touch screen operator. Setup information is then entered into the machine's computer.

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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.

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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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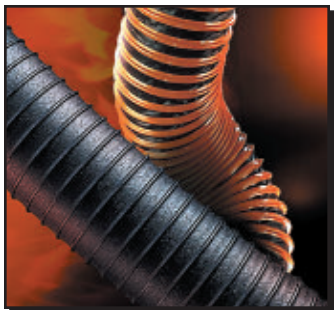
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Delmhorst Instrument Co. thermo-hygrometer

Booth No 1916

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973.334.2557
www.delmhorst.com

Dynaric Inc. strapping machine

Booth No 4642

The DF-20 semi-automatic strapping machine from Dynaric uses 6, 9 or 12mm strapping. Strap feed and tension are externally controlled. It is designed with a limited number of moving parts to minimize maintenance, and it features casters for easy movement within a plant.

800.526.0827
www.dynaric.com

Fischer Precision Spindles Inc. spindles

Booth No 7364

ELTE motors and spindles are available from Fischer Precision Spindles. Applications include routing, drilling, milling, edgebanding, sawing, mortising and engraving. Models are available with power from 0.10 to 20 hp and speeds to 50,000 rpm.

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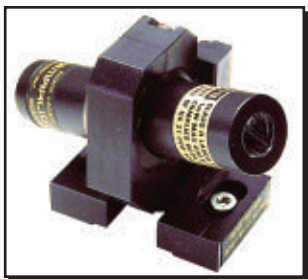
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Cemar Electro Inc. laser

Booth No 3111

The EC-805 or Pico alignment laser from Cemar Electro is designed for light-duty use by woodworkers who need to occasionally project cutting lines. The unit is only 3.15 inches long, and will fit on a wide variety of equipment, including table, radial arm and band saws.

514.631.5807

www.cemarelectro.com

Century Hardware keyboard tray

Booth No 2727

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616.988.4788

www.century-hardware.com



Flexible Materials Inc. flexible veneer sheet

Booth No 1431

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ral finishes or to customer specifications. Flexwood is also available unfinished.

812.2807000

www.flexwood.com



Jamieson Mfg. Co. laser engraving

Booth No 7253

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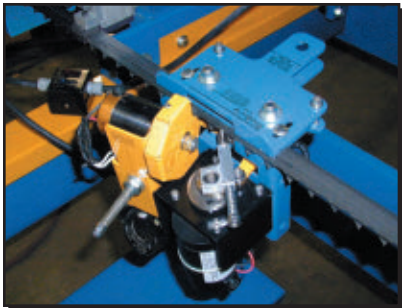
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Baker Products
saw blade sharpener
Booth No 5135

The Quik-Sharp from Baker Products allows blades to be sharpened without altering the original profile of the band. Blades do not have to be removed to sharpen them. The Quik-Sharp is attached to the blade while it is still on the mill. It automatically advances the blade and has it sharpened in a short time.

573.663.7711

www.baker-online.com

Inter-Mares Trading Co., Inc.
cane furniture components
Booth No 2715

Inter-Mares Trading offers all types of custom furniture components, including sofa arms, sofa side arms, custom woven rush seats, Hemmingway cane webbing patterns and custom woven cane patterns. Types include chair cane, binding cane, flat reed, flat oval reed, round reeds, rattan poles, bamboo poles, decorative laminates and rush seats.

631.957.3467

www.canefish.com
EdgeCo Inc. edgebanding
Booth No 5062

Edgebanding from EdgeCo is available for same-day shipping with a one-roll minimum order. Products include PVC in 1,400 colors, wood veneer, thick PVC, melamine, polyester, metallic and sheet veneer. Also available are adhesives and edgebanding tools.

631.434.2727

www.edgecoinc.com
Cresswood Shredding Machinery
saw waste grinder
Booth No 5428

Cresswood Shredding Machinery's EF-24A grinder is designed for companies needing to eliminate wood waste generated by small bandsaws and resaws, and blocks from chop saws. It is suitable for small furniture and cabinet shops or can be used as a dedicated grinder for a high-speed panel saw or gang rip saw.

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Hot Melt Technologies Inc. Benchmark 205-LV2 hotmelt system

Booth No 6953

The Benchmark 205-LV2 hotmelt application system from Hot Melt Technologies offers a flow rate of up to 50 pounds per hour for low- and medium-volume applications. It features a 1.25-gallon melt tank, and can be used with one or two hoses and handguns with either bead or spray nozzles.

248.853.2011

www.hotmelt-tech.com



Belwith Products LLC over-sized pulls

Booth No 2510

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877.556.2918

www.belwith.com

Heico Fasteners Inc. custom fasteners

Booth No 4847

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828.261.0184

www.heicofasteners.com

American Adhesive Coatings Co. Hotmelt adhesive

Booth No 2516

American Adhesive Coatings has available a high-temperature-resistant (more than 250 F) hotmelt adhesive for laminating paper, 30 to 300 grams, up to 5 feet wide, to particleboard, MDF and plywood.

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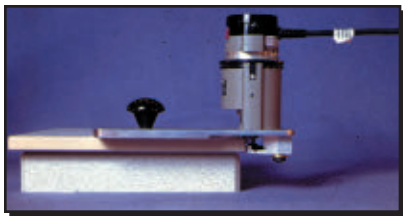
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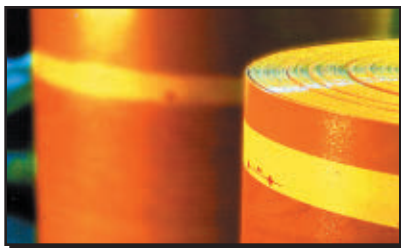
Betterley Industries Inc. trim router

Booth No 5261

A PVC trim router from Betterley Industries Inc. uses a specially designed base and guide system, along with a special cutting bit, to trim 3mm PVC edgebanding flush with the surface of any shape panel and to radius the edge, both in one pass.

763.755.3425

www.betterleytools.com



EuroVinyl Plus USA LLC flexible vinyl

Booth No 1812

EuroVinyl Plus supplies flexible vinyl in a wide range of patterns in solids, woodgrains, metallics and abstracts for surfacing kitchen cabinets, furniture, closets, etc. The vinyls can be used for membrane pressing, edgebanding, profile wrapping, flat laminating and post-forming, and are matched to Formica and Wilsonart laminates.

305.593.1035



Hurst Engineering SN1100 drawer box notcher

Booth No 6771

The SN1100 drawer box notcher from Hurst Engineering automatically cuts the notch and drills the hole for undermount drawer guides. The positioning guide indexes from the inside of the drawer, allowing for variances in material thickness.

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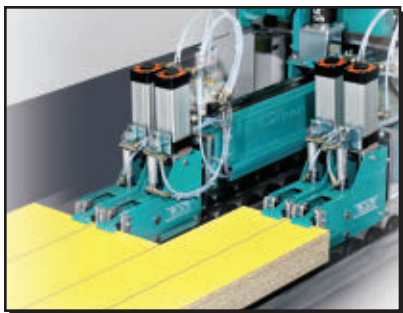
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Giben America Inc. Panel saw gripper system

Booth No 6712

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770.448.9140

www.giben.com



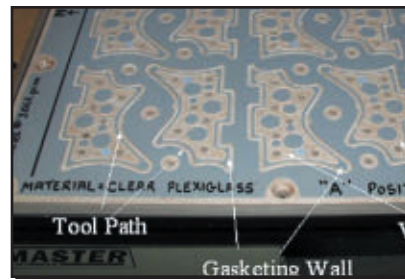
Brown Wood Products Co. columns

Booth No 1411

Designs-of-Distinction by Brown Wood Products offers the Weaved Collection as an island column and as a Create-A-Column split spindle.

847.673.4780

www.brownwoodprod.com



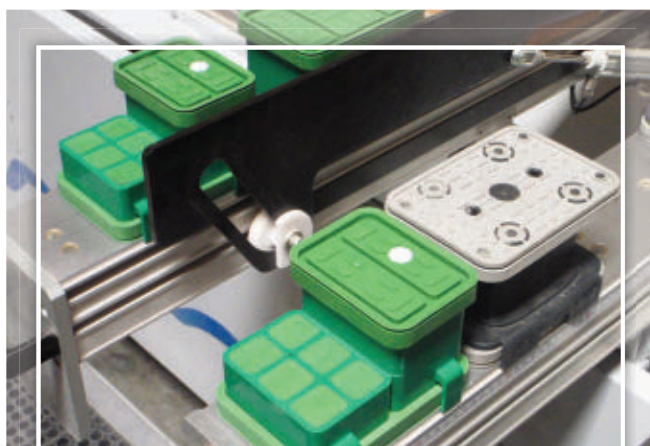
All-Star Adhesive Products Inc. zoneboard cover gasketing

Booth No 5918

Zoneboard cover gasketing from All-Star Adhesive Products is designed to hold down small, narrow or odd-shaped parts on a router without vibration. The cover is a custom-width sheet of adhesive-backed on-board gasketing that users adhere to the spoilboard. Tool paths are then routed through the foam, leaving a custom-shaped gasketing sheet for the particular application.

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Booth No 4865

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Booth No 2000

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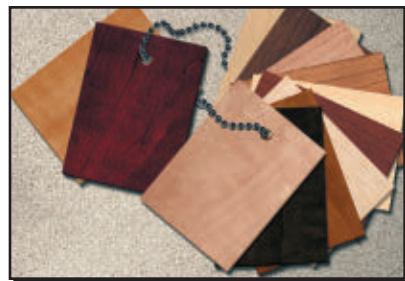
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Booth No 1827

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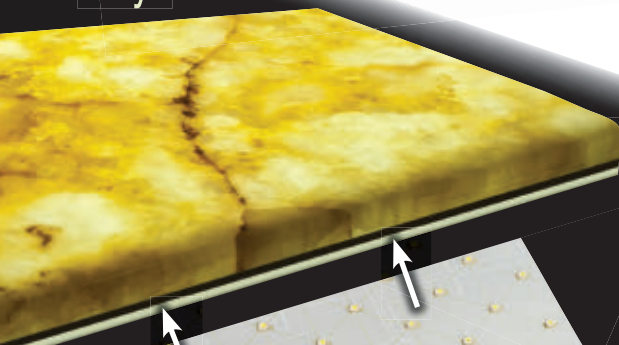
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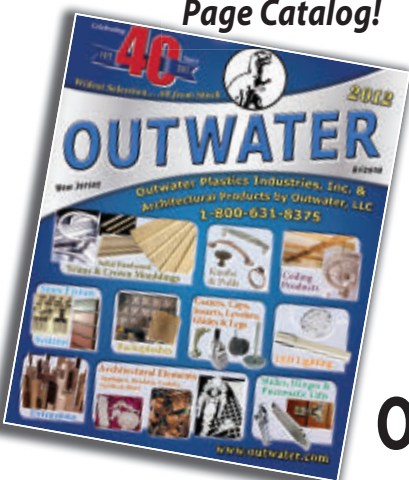
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ADVERTISERS' INDEX

20-20 Technologies.....	19	Keystone Wood Specialties Inc.....	101
Adams Wood Products Inc.....	108	Kreg Tool Co.....	12, 36
Adwood Corp.....	83	Kremlin Rexson EXEL North America.....	118
Air Handling Systems.....	97	Laguna Tools.....	8-9, C4
American Fabric Filter.....	110	Leitz Tooling Systems Inc.....	92
Apollo Sprayers Intl Inc.....	88	Leuco Tool Corp.....	71
Arauco Wood Products.....	63	Lignomat USA Ltd.....	104
Benz Inc.....	114	Microvellum.....	50
Better Vacuum Cups.....	117	MillSpec Machine.....	106
BHK of America.....	109	Mozaik Software Inc.....	97
Biesse America.....	86, 89	NAP GLADU.....	40
Blum Inc.....	7	Nederman.....	25
C R Onsrud Inc.....	73	Nordfab Ducting.....	78
CabMaster Software.....	90	Northway Industries Inc.....	101
CabParts Inc.....	50	Ogden Group.....	94
Caron Industries.....	38	Oliver Machinery.....	46
Carter Products Co.....	107	Oneida Air Systems.....	100
Castle Inc.....	107	Osborne Wood Products Inc.....	65
CCF Industries.....	105	Outwater Plastics Industries Inc.....	119
Cefla Finishing America Inc.....	87	Panel Processing Inc.....	113
Charles G G Schmidt & Co.....	103	Planit Solutions Inc.....	31
Chemcraft Akzo Nobel.....	43	PMK Machinery LLC.....	95
CIM-Tech.....	C2	Pollmeier Inc.....	41
Clarkes International Inc.....	99	RazorGage.....	46
CNC Technology.....	110	Richelieu Hardware.....	93
Colonial Saw.....	15	Roseburg Forest Products.....	45
Columbia Forest Products.....	17	RUF U S Inc.....	115
Deerwood Fasteners International.....	18	Salice America Inc.....	69
Denray Machine.....	102	Samet.....	118
Drawer Connection.....	1	SandMan Products.....	109
Dustek Div. of Boshco, Inc.....	29	Sata Spray Equipment.....	104
Dynabrade Inc.....	79	Schmalz Inc.....	40, 103
ETemplate System.....	116	ShopBot Tools.....	74
Eterna Lighting.....	28	Shopcarts Adapa Inc.....	108
Eurosoft Inc.....	29	Smartech International LP.....	99
Felder USA.....	37	Solid Wood Systems Inc.....	80
Ferrari America Inc.....	113	SSI North America.....	105
Finishing Brands.....	91	States Industries LLC.....	34
Flamex Inc.....	112	Stiles Machinery Inc.....	5
Franklin International.....	77	SuperMax Tools.....	111
Freud America Inc.....	13	Thermwood Corp.....	47
Fulterer USA Inc.....	39	TigerStop LLC.....	C3
Gemini Coatings.....	84	TradeSoft.....	11
Gingrich Woodcraft.....	102	Tritec Associates Inc.....	85
Goffs Enterprises Inc.....	116	Vac-U-Clamp.....	111
Graco Inc.....	81	Veneer Technologies Inc.....	75
Grass America Inc.....	49	Vortex Tool Co Inc.....	35
H3D Diamond.....	51	Wagner Meters.....	33
Hafele America Co.....	67	Weima America Inc.....	59
Hardware Concepts Inc.....	106	Weinig Group.....	27
Hickory Saw & Tool Co Inc.....	115, 117	Williams and Hussey Machine Co.....	100
Holz-Her Inc.....	26	Wintersteiger Engineering.....	24
Honeyville Metal Inc.....	112	Wood Machinery	
IMA Schelling.....	61	Manufacturers of America.....	53-56
International Woodworking Fair.....	57	Wood Technology Inc.....	82
Intertek Industrial Corp.....	76		
KCD Software.....	2, 3		



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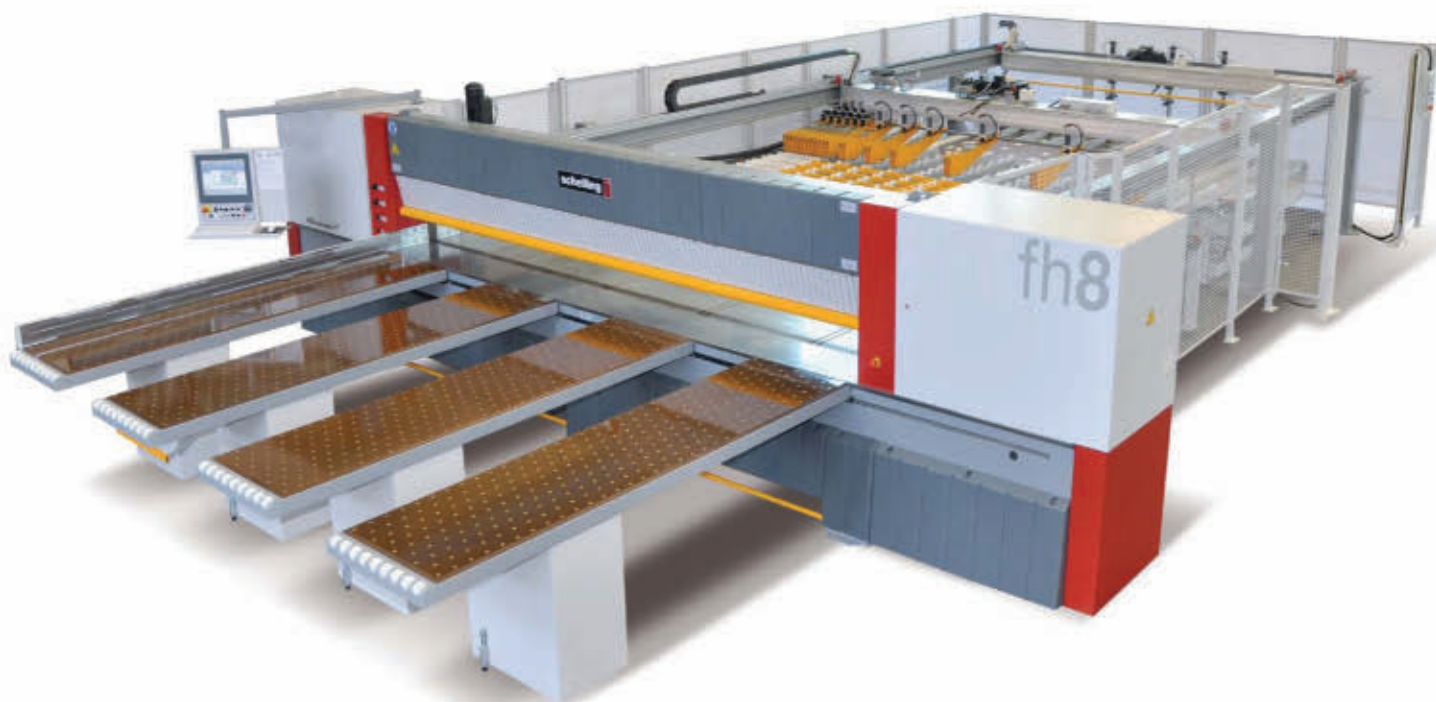
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