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Manufacturing**

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

Post-show Review

**Rethink
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Survey compares pricing** 32



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high-end millwork** 48

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- Spindle size: 1¼" W x 7" L
- Spindle tilt: -5° to +45°
- Spindle capacity: 6"
- Spindle speeds: 3900, 5000, 7200 & 9400 RPM
- Max. cutter dia.: 10"
- Approx. shipping weight: 1096 lbs.

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24" T10464 ~~\$1495.00~~ **SALE \$1350.00**

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3 HP SHAPER

- Motor: 3 HP, 220V, single-phase w/ reversing switch
- Precision-ground cast iron table size with standard wing attached: 30½" x 28¼"
- 3 interchangeable spindles: ½", ¾" & 1"
- Spindle travel: 3"
- 2 spindle speeds: 7000 & 10,000 RPM
- Approx. shipping weight: 392 lbs.



MADE IN TAIWAN

\$99 shipping

G1026 ~~\$1195.00~~ **SALE \$995.00**

PROFESSIONAL SPINDLE SHAPERS

- Motor: 5 HP, 220V, TEFC or 7½ HP, 220V/440V*
- Precision-ground cast iron table: 35½" x 28"
- Spindle sizes: ¾", 1" & 1¼"
- Spindle speeds: 3600, 5100, 8000 & 10,000 RPM
- Spindle travel: 3¼"
- Max. cutter dia.: 5½"
- Approx. shipping weight: 602 lbs.



MADE IN TAIWAN

\$150 shipping

5 HP Single-Phase G5912Z ~~\$2495.00~~ **SALE \$2395.00**
7½ HP 3-Phase G7214Z ~~\$2550.00~~ **SALE \$2395.00**

PROFESSIONAL TILTING SPINDLE SHAPERS

- Motor: 5 HP, 220V, TEFC or 7½ HP, 220V/440V*
- Precision-ground cast iron table: 35½" x 28"
- Spindle sizes: ¾", 1" & 1¼"
- Max. cutter dia.: 5½"
- Spindle speeds: 3600, 5100, 8000 & 10,000 RPM
- Spindle travel: 3¼", tilt: 0-45°
- Approx. shipping weight: 702 lbs.



MADE IN TAIWAN

\$150 shipping

5 HP Single-Phase G5913Z ~~\$2995.00~~ **SALE \$2895.00**
7½ HP 3-Phase G7215Z ~~\$3195.00~~ **SALE \$3095.00**

SLIDING TABLE SHAPER

- Sliding table: 35½" W x 13¼" D
- Table travel: 21½"
- Table fence: 39½" extruded aluminum w/ adjustable stop
- Cast iron miter gauge with 60° angle capability in two directions
- All other specifications same as the G5912Z
- Approx. shipping weight: 757 lbs.

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\$179 shipping

G8621 ~~\$3295.00~~ **SALE \$2995.00**

SLIDING TABLE TILTING SPINDLE SHAPER

- Sliding table: 35½" W x 13¼" D
- Table travel: 21½"
- Table fence: 39½" extruded aluminum
- Cast iron miter gauge w/ 60° angle capability in two directions
- All other specifications same as the G5913Z
- Approx. shipping weight: 834 lbs.

MADE IN TAIWAN



\$179 shipping

G8622 ~~\$3395.00~~ **SALE \$3095.00**

THREE SPINDLE SHAPER

- Motor: 3 HP, 220V, single-phase, TEFC
- Precision-ground cast iron table
- Working table size (each side): 17" x 32" x 13½"
- Spindle travel: 4"
- Spindle size: 1¼"
- Spindle speeds: 7000 & 10,000 RPM
- Max. cutter dia.: 6"
- Approx. shipping weight: 1260 lbs.

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\$255 shipping

G9933 ~~\$4750.00~~ **SALE \$4350.00**

7½ HP SHAPER

MADE IN TAIWAN

- Motor: 7½ HP, 220V/440V*, 3-phase, TEFC
- Precision-ground cast iron table
- Table size: 99¼" x 33¼"
- Spindle travel: 5"
- Spindle size: 1¼"
- Spindle speeds: 5500, 7500 & 10,000 RPM
- Max. cutter dia.: 11¼"
- Approx. shipping weight: 1832 lbs.



\$255 shipping

G9968 ~~\$4995.00~~ **SALE \$4250.00**

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

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- Wheels: 3, synthetic rubber, 1 1/8" W x 3" Dia.
- Rotation: fwd. and rev.
- Max. height of rollers: 6"
- Movement: Vert.: 13", Horiz.: 8 1/2"
- Approx. shipping weight: 27 lbs.

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G4173 ~~\$399⁹⁵~~ **SALE \$375⁰⁰**

1/4 HP POWER FEEDER

- Motor: 1/4 HP, 110V, single-phase, 1.8A
- Speeds: 20, 26, 33, 45 FPM
- Rollers: 3 synthetic rubber, 1 1/8" x 3 1/8" dia.
- Max. roller height: 5"
- Vert. movement: 6 3/4", Horiz.: 9 3/4"
- Approx. shipping weight: 79 lbs.

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G4176 ~~\$555⁰⁰~~ **SALE \$499⁹⁵**

COPY POWER FEEDER

- Motor: 1/2 HP, 220V, single-phase
- Speeds: 7, 9.5, 14.5, 19, 24, 32, 48.5, 64.5 FPM
- Roller size: 1 1/8" x 7" dia.
- Vert. movement: 12 1/4"
- Horiz. movement: 18"
- Roller suspension: 3/4"
- Approx. shipping weight: 130 lbs.

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G1093 ~~\$995⁰⁰~~ **SALE \$795⁰⁰**

1/2 HP POWER FEEDER

- Motor: 1/2 HP, 220V, single-phase, 4A
- Speeds: 9.5, 15, 25, 38 FPM
- Rollers: 3 synthetic rubber, 2" x 4" dia.
- Max. roller height: 7"
- Forward/reverse
- Vert. movement: 9"
- Horiz. movement: 16"
- Approx. shipping weight: 107 lbs.

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G4179 ~~\$875⁰⁰~~ **SALE \$795⁰⁰**

1 HP POWER FEEDERS

- Motor: 1 HP, 220V, single-phase
- Speeds: 13, 26, 33, 66 FPM
- Rollers: 3 synthetic rubber, 2 1/4" x 4 5/8" dia.
- Vert. movement: 9"
- Horiz. movement: 17"
- Approx. shipping weight: 140 lbs.

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G4181 ~~\$950⁰⁰~~ **SALE \$895⁰⁰**

POWER FEEDER 3 ROLLER/VARIABLE SPEED

- Motor: 1 HP, 220V, 3-phase
- Feed speeds: 9.5-51 FPM
- Roller size: 2 3/8" wide x 4 3/4" dia.
- Roller suspension: 3/4"
- Vertical movement: 9 1/2"
- Horizontal movement: 24 1/4"
- Approx. shipping weight: 155 lbs.

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G1134 ~~\$1295⁰⁰~~ **SALE \$1295⁰⁰**

POWER FEEDERS 4 ROLLER/4 SPEED

- Motor: 1 HP, 220V, single-phase
- Feed speeds: 13, 26, 36 and 72 FPM
- Roller size: 4 3/4" x 2 1/4"
- Roller suspension: 3/4"
- Approx. shipping weight: 150 lbs.



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Single-Phase
G1095 ~~\$1475⁰⁰~~ **SALE \$1195⁰⁰**
3-Phase
G1096 ~~\$1095⁰⁰~~ **SALE \$995⁰⁰**

TRACK FEEDER W/ 4 SPEEDS

- Motor: 1 HP, 220V, single-phase
- 4 Speeds: 14.5, 29, 39, 78 FPM, 3-PHASE
- Track size: 44" x 1 1/2", 3 pc.
- Roller suspension: 3/4"
- Min. Workpiece length: 8"
- Vert. Movement: 9 1/2"
- Horiz. Movement: 24 1/4"
- Approx. Shipping Weight: 150 lbs.

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SINGLE-PHASE
G1135 ~~\$1450⁰⁰~~ **SALE \$1195⁰⁰**
3-PHASE
G1168 ~~\$1395⁰⁰~~ **SALE \$1325⁰⁰**

SMART STAND FOR POWER FEEDERS

- Memo lock system
- Fits G1093, G1095, G1096, G1132, G1134, G1135, G1168, G1541, G1542, G4181 and G7873
- 41 1/32" over arm
- Ductile body construction
- Approx. shipping weight: 117 lbs.



G1171 ~~\$695⁰⁰~~ **SALE \$625⁰⁰**

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- Universal quick holder
- Mounts power feeder to machine table without drilling holes
- Sturdy clamping system
- Fits Model G4173, G4176 and H0796.



G4175 **ONLY \$47⁹⁵**

FLANGES WITH ROLLERS

- Roller size: 4 3/4" x 2 1/4"
- Includes flange and roller

Polyurethane Roller

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G1759 **ONLY \$39⁹⁵**



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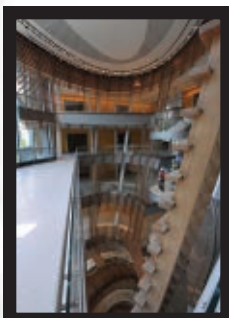




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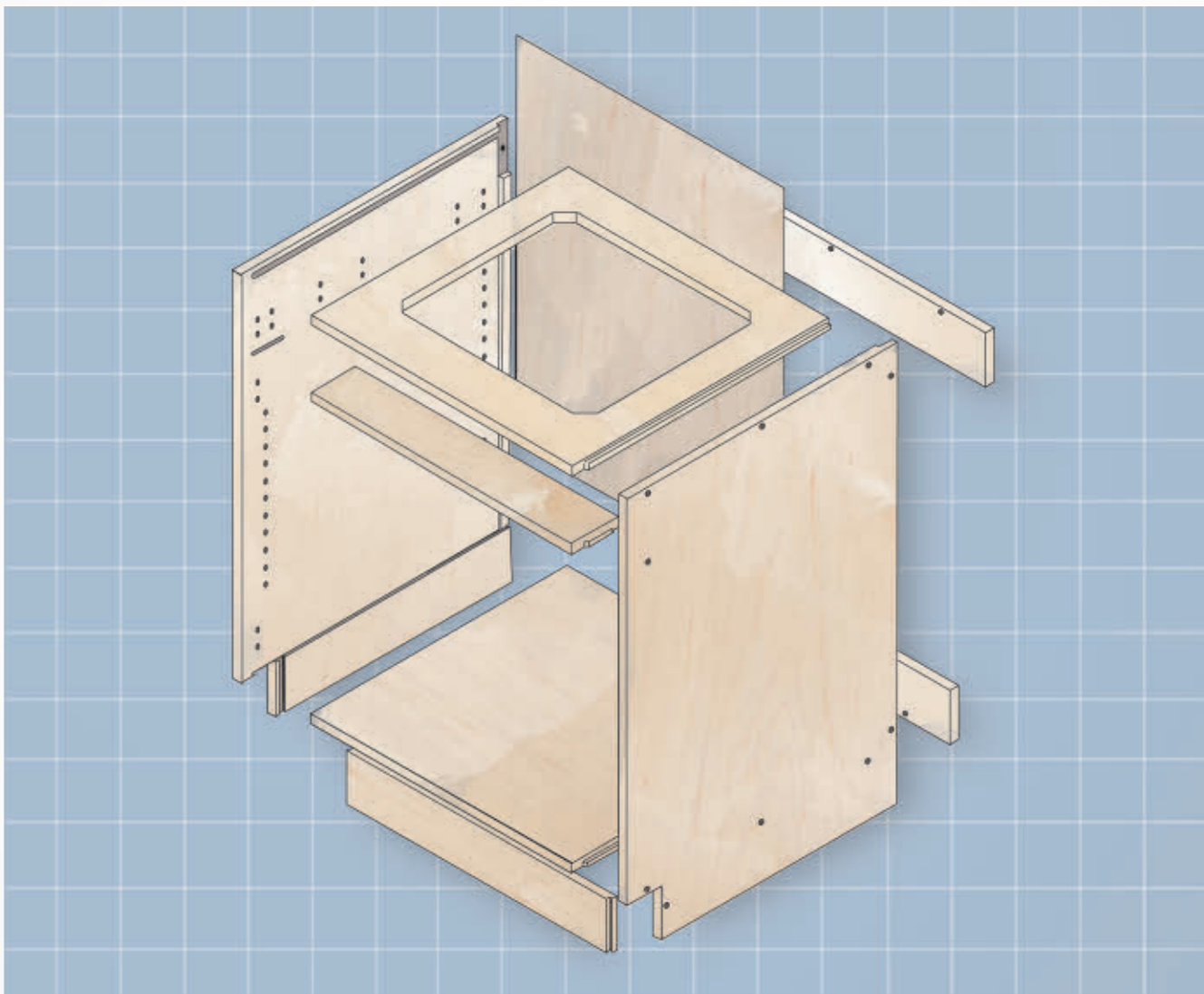
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Traveling through the Twilight Zone of pricing projects

For 15 years, I've embarked on an annual journey that reminds me of the Rod Serling introduction to the classic Twilight Zone television series. Only it goes this way: "You're traveling through another dimension -- a dimension not only of sight and sound but of mind. A journey into a wondrous land whose boundaries are that of imagination. That's a signpost up ahead: your next stop: the Pricing Survey!"

Because the numbers reported in the survey vary so widely, many shops see it as a kind of Twilight Zone story that is fascinating but not exactly of this world. The sad truth is the Pricing Survey is indeed a reflection of the real world and the incredible variances in pricing for custom work.

One of our lowest bidders in the survey this year acknowledged that there was probably room to raise his prices, but then he deferred, noting how much his customers appreciate the extra value he adds to their homes for the comparatively little they pay him. What?! Shouldn't they be paying more for that value? But then maybe some other shop will still offer it for less and take the work.

And I am constantly amazed at the huge variations in materials estimated in the survey. There are regional variables in materials costs, but not by that much. I have to believe the wide variances are as much to do with mathematical errors, omissions and simple miscalculations as they are to do with any real differences in costs. Many shops still don't regularly analyze finished projects and update data for future bids. One bidder noted how some cheaper competitors in his area must not look at the other bids because they often are 20-percent lower. He sees that as 20 percent the low bidder shop is leaving on the table.

Closer, more competitive pricing benefits us all and helps customers, too. More accurate estimating reduces change orders and other surprises. It breeds confidence in repeat customers. Closer pricing makes other factors such as service and guarantees more valuable in establishing a competitive edge. And closer pricing, helps to deter cutthroat low-ball bidding.

For those who still see pricing as an unfathomable dark mystery, listen to Serling: "There is nothing in the dark that isn't there when the lights are on." ◀



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

"My prices are set by my dumbest competitor"

Those words were spoken to me by someone in another industry, but they certainly apply to today's woodworking market.

Pressure on pricing has been relentless for most companies as competitors bid below the cost of materials in some cases, just to get work. And the situation has gotten worse.

A startup company we interviewed recently had to throw away all rules of thumb when encountering this "scary pricing" that pushed prices through the floor. The key was in knowing their own costs and the market, before bidding.

And in this issue, we talked with a millwork company about competing bids so low that the companies making them go out of business. But the too-low bids keep on coming from people formerly employed by these companies, now out on their own.

There isn't much you can do about those low-bid competitors, but the current situation makes knowing your costs and when you should and shouldn't bid more important than ever. For the smaller shop, bidding wrong could lead to disaster. A medium or larger shop has several alternatives.

Fighting back

There are two schools of thought. One is to bid anything for the job to get the work – even if the company loses money on the deal. Another is to reject any work in which a profit cannot be made. The second strategy is admirable, but few companies have been able to follow this to the letter.

Most companies doing good quality work have had to compete with companies that are undercutting prices, just to keep people employed and the doors open.

But what if the prices you are charging are making your own survival impossible? Does getting work make it less likely that a stronger company will survive?

Is there a third way? For some companies that we've spoken with recently that means tearing up the traditional pricing structure and looking at all aspects of their own business to reduce costs. That's the key for these companies: knowing your own costs and cutting them wherever possible. In some cases they are able to compete with the low bidders. ◀



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

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"increased output over 30%"

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

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QUICK CUTS

Design Emphasis winners announced at IWF

The Design Emphasis 2012 winners were announced during the IWF show in late August. The best of show award went to "Wright Bench," by Eugene Duclos of Appalachian State University.

In addition, the casegoods category winner was "Twisted Console," by James Ellis of Western Piedmont College. The merit award in casegoods went to "Dresser," by Jacob Blok of Kendall College of Art and Design. Honorable mention for casegoods went to David Freeman of Herron School of Art and Design for "Zig Your Zag."

The winner in the commercial/office/hospitality furniture category was Samantha Mallard of Haywood Community College for "Courting Chair." In

the same category the merit winner was the "Zwei Desk" by Justin Brown of Columbus College of Art and Design. Honorable mention in the commercial/office/hospitality category was Paige Fruits of the University of Oklahoma for "Buffet Table."

The winner in the design creativity category was Ini Archibong of Art Center College of Design for "Stargazer Lounger." The merit winner for design creativity was Matthew Osborn of Herron School of Art and Design for "Circle Table." Honorable mention in this category was "Cherry Stick Bench" by Steven Sander of Herron School of Art & Design.

To see the accent furniture/accent tables category and other winners go to www.CabinetMakerFDM.com.

IWF Challengers Award winners announced at show

The winners of the IWF Challengers Award have been announced on the show floor at IWF Atlanta:

- **Cim-Tech** Solid-CIM 3D
- **Giben America, Inc.** Prisma6000 ECOtech
- **Hafele Co.,** Frontino
- **James L. Taylor Mfg / JLT Clamps / Cameron Automation** Cameron Flooring Nester
- **Martin Woodworking Machines Corp.** Martin T75 Sliding Table Saw
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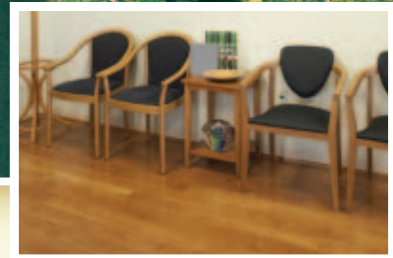
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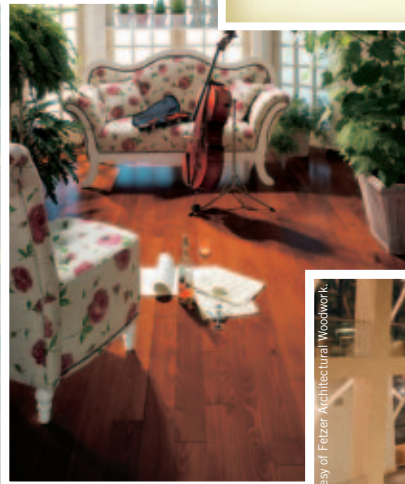


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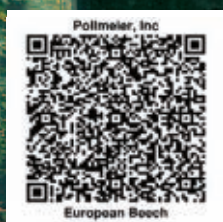
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Effect of relative humidity on edge-glued panels

How to glue a decagon for historical replacement wood columns.

Q. I would like your advice on the effects of relative humidity on edge-glued panels. I would like to know if the RH of the environment in which are kept finished panels (glued and sanded) has an influence on the glue joint's strength and if it can result in a glue joint failure? Do you know of any standard or written recommendation on what relative humidity level to store edge-glued panels?

A. The relative humidity greatly affects the strength of the joint. However, within 24 hours, the strength is completely established, so the storage process has no effect on strength. However, humid storage conditions can cause the wood to gain moisture and swell; dry conditions can cause moisture loss and shrinkage. The stress caused by swelling or shrinkage can stress the joint and cause failure if the joint is not very strong. The problem is not the storage (or even the in-use conditions if the failure occurs later), but that a poor joint was made initially. Many poor joints result because the wood is not glued immediately after machining. The choice of adhesive has little effect, as all adhesives can make a joint that is stronger than the wood itself. To minimize storage related shrinking or swelling, the ideal storage conditions in most cases would be 38 percent RH, as this is close to the average RH of most customers.

Q. I am making replacement wood columns that require, due to historical authenticity, 10 staves that are joined with a spline. The column shape is called a regular decagon...I took geometry and actually learned something that proved to be somewhat useful. We are in serious discussions about the correct adhesive to use to be historically correct. It looks like there was no adhesive used in the original columns, but maybe it was hide glue and it has disappeared over the years. What do you think about adhesives?

Relative humidity greatly affects the strength of the joint, but within 24 hours, the strength is set.

A. If the columns are not structural, but just decorative, you can make them with very little, if any, adhesive. Take the spline and put it in an oven for six hours before you use it. This heating will dry it out and cause it to shrink; so the spline will fit fairly well at first, but will fit very tightly when the moisture is returned to its in-use level. If the spline is also long enough, the geometry of the decagon will maintain its integrity. The only risk is if decay or rot fungi get in and start to weaken the wood itself. Do what you can to limit wetting, as all rot requires high moisture.

Note that the groove for the spline



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will get smaller as the wood dries... actually, the wood around the groove is shrinking which causes the groove to get smaller. (The groove itself does not have any forces to cause it to shrink or swell.) So, if the staves are a bit high in MC (final in-use MC is 12 percent MC in most situations and locations--fine tune this as needed) and if the spline is real dry at the time of assembly, you will have a tight column without an adhesive.

When making chairs in the old days (1800s), we often would have wetter legs and very dry stretchers, which were connected to the legs with a dowel at the ends. Sometimes we would just put the dowel end into hot sand to dry and shrink the end just before insertion. We often use very dry dowel pins even today, counting on their swelling to get a super tight joint, even with adhesive.

If the columns are structural, then you need to be concerned about the strength in the long term. A structural adhesive would be the only way to go.

Q. We are looking to make some legs that need to be as strong as possible. What characteristics should we be looking for?

A. First and foremost, strength in wood is basically a function of the wood's density. The higher the density,

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the stronger the wood. So look for a dense species. (Special note: Within a species, there can be some pieces, such as very slow grown oak, that are low in density and very weak; try to avoid such unusually light wood for the

species.

Other factors that affect strength include moisture content (drier is stronger); knots and holes, especially when near the edge; decay including the early evidence of decay before the wood actually gets soft; and splits, checks or cracks. Also important is the

slope of grain. This slope is determined by noting the direction of a split. Under magnification, the lengthwise direction of the wood fibers that run vertically in the tree should run parallel to the long axis of the wood product. A slope of grain of even 5 degrees can reduce the strength over 25 percent at times.

Of course, if you need a stronger piece, you can make it larger. In some cases, twice as big can mean four times more strength.

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Q. Would there a difference in the deflection or strength of a laminated maple top that is manufactured from 8/4 vs. 4/4 lumber when the top is glued up face grain and the edge grain is up?

As an example, what might be the difference between a 30-inch wide top made of 15 pieces of 8/4 versus the same thickness and width top made of 30 pieces of 4/4?

A. If the glue joint is properly made so its strength is stronger than the wood, then the difference between the two tops will not be a detectable difference in performance--strength or stiffness. The key is gluing properly.

However, the cost of the extra glue with 4/4 will favor using 8/4, but the higher cost of 8/4 (per board foot) versus 4/4 would favor 4/4. <

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



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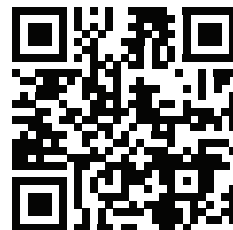
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QUICK CUTS

Stiles donates wood bookcases to Habitat for Humanity

Stiles Machinery Inc. (www.stilesmachinery.com) donated more than 160 multi-functional bookcases to Habitat for Humanity made on its Intellistore demonstration at the end the 2012 International Woodworking Fair in Atlanta.

Stiles' Tetris book cases, named because of their resemblance to the Tetris game, were created during four daily machine demonstrations over the four days of the fair. The book cases were received by Habitat for Humanity's donation center in Atlanta and will be put to immediate use in newly constructed homes in the area.

Roucke Pressing Technologies, Boise Cascade, Hettich and Rehau partnered with Stiles in the creation of the Tetris book cases by donating material and hardware.

"A lot of suppliers demonstrate their equipment at the fair, and then scrap the product at the end of the show," said Steve Waltman, vice president of marketing and communications. "By donating to Habitat for Humanity, we were able to eliminate waste and give back to the community."



Stiles' "Tetris" book cases were created during IWF and donated to Habitat for Humanity in Atlanta after the show.

WoodLINKS RTA contest winners

Students from woodworking technology programs were honored after competing in the WoodLINKS/USA RTA contest in an award ceremony at IWF. Top prize went to a team from Rolla Technical Institute. Team members Zach Ludden, Nikki Look, and Lucas Shelton presented their winning entry called Travolo di Stiles Table. Robert Studdard was teacher for the winning group. Other entries included: 2nd place: Wine Rack Stack, Dale Jackson Career Center; 3rd place: Kazumi, Quinter High School; 4th place: Universal Light Bulb, Southern Virginia Higher Education Center; 5th place: Sub Roza Table, Dale Jackson Career Center.



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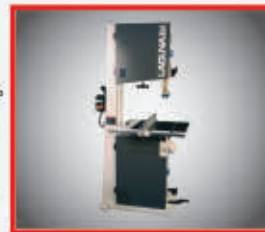
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Improve your marketing ROI



Managers need to measure the performance of their marketing efforts.

Good managers know that they can't manage what they don't measure. Consequently they develop a set of metrics that describes the key drivers of their revenues and costs, enables them to monitor progress, and adjusts the underlying elements to create improvement. Typically these metrics focus on sales, productivity, material yield, and other costs. Most so-called scorecards, however, do not inform managers about the performance of their marketing efforts.

The Chartered Institute of Marketing defines marketing as "the management process responsible for identifying, anticipating and satisfying customer requirements profitably." Key tasks of marketing are, first, determining the products and services to offer, second, targeting the customers to be served, and critically, third, establishing how you will attract them to your offering. Obviously these tasks are essential to business health, keeping the cash flowing in.

Equally as critical is managing the expenditure of cash. Sales and marketing expenses can take up to 10 percent of revenues. Not paying attention to the productivity of this spending is an oversight few can afford.

Let's look at a few examples of marketing-related, customer-focused metrics:

Channel margins: Most companies sell their offerings through multiple distribution channels or customer types. For example, a cabinetmaker may sell direct to builders, through big box retailers, or via kitchen design specialists. Often the cost of servicing these channels differs. You should know the profitability of each channel and allocate

your resources accordingly. To do so you must accurately apportion your various costs – selling, marketing, and costs of goods sold – to each channel. The channel margin is its sales less its allocated costs divided by its sales.

Break-even analysis and contribution margin: Your break-even point is the sales revenue or unit volume at which you cover both variable costs, those that change with the number of units produced, and fixed costs, those that remain constant over a range of volume. Profit occurs above the break-even point where your selling price exceeds your variable costs by a margin that is sufficient to cover your fixed costs. This contribution margin is calculated as a unit's selling price less its variable costs divided by its selling price. Your break-even revenue is your total fixed cost divided by the contribution margin.

Sales and marketing expenses can account for 10 percent of revenue. Productivity of this spending must be monitored.

Knowledge of your contribution margin is useful for back-of-the-envelope analysis of prospective investments in your marketing effort like the expansion of your sales force. Simply divide the new investment by the contribution margin to yield the additional sales revenue needed to break even on that investment.

Gross margin return on inventory: For many companies the dollars tied up in inventory is often their largest investment. It is therefore critical to as-

sess the return on that investment and determine whether sales of a particular item or group justifies that inventory position. Often called GMROI, this metric is computed by dividing the gross profit margin on product sales for a time period by the inventory at cost averaged over that period. With the resulting percentage for each product or group, you can easily rank its ROI and enable decisions on allocation of inventory dollars.

Product line performance:

Pareto's Law states that 80 percent of results are generated by 20 percent of the causes. Experience shows that companies whose top products drive the vast majority of revenues are the most profitable. These companies understand the principle that unit volume is critical to efficiency and profit. They concentrate on developing products that sell in large quantities and satisfactory unit profits.

Other important insights can be found by drilling down further into sales data using Pareto's logic. For example, an analysis of your individual customers by sales volume or, better yet, by profitability, will focus you on the vital few that drive your financial performance.

Customer satisfaction and willingness to recommend: The ultimate analytic to use in assessing your marketing effort is customer satisfaction. Business guru Peter Drucker said that the purpose of a business is to create a customer. For many companies retaining that customer is equally as important. Everyone understands that the cost of developing a customer is many times that of keeping an existing one.

Satisfaction is not only a measure of how you have performed but also a leading indicator of the likelihood that your customers will buy from you in the



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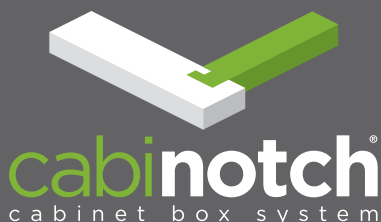


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future, i.e., be loyal to your 'brand.' A key, especially in small businesses, is to develop evangelists for your offering who can push you past the tipping point. Positive word of mouth creates a powerful advantage over competition and, better yet, is virtually free once you have earned it. Any satisfaction survey should always ask if a customer is willing to recommend you to potential buyers.

A regular survey also shows your work force that you value satisfied buyers and are not paying lip service to the idea of customer focus. That alignment concentrates your employees on the key tasks that make for happy customers.

Positive word-of-mouth creates a powerful advantage, and is virtually free once it is earned.

These five metrics are only a tiny portion of those available for measuring your marketing performance. For others refer to Marketing Metrics from Wharton School Publishing.

Bottom Line: Good managers always avail themselves of the best available information, use it to measure performance against expectations, identify operating strengths, and recognize where improvements are necessary. Those responsibilities are as critical in the offices of a company's sales and marketing executives as on the plant floor. ◀

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

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Moving toward lean self-sustainment

Small improvements reap big rewards as Brad moves forward on his lean journey.

There has been a lot written, and there will likely be more written, regarding how successful IWF 2012 was, but I would like to share my perspective from a speaker's point of view.

I have made lean-focused presentations at webinars, seminars, and conferences before, but, unlike other venues, this audience was eager, participative, and passionate about learning all they could about lean. At IWF 2010 there were about 15 attendees for my session, this time there were more than 80. That alone speaks volumes regarding how lean is being aggressively pursued in our industry. A few years ago the lean business philosophy was as foreign to furniture industry leaders as the competition that was eating away at our global market share. That is no longer the case. I am excited about the future of our industry and I hope you are, as well. You and your staff can beat the competition regardless of their wage/benefit structure or whether their government is subsidizing their inability to profitably manage operations. We have the expertise, experience, skills, abilities, equipment, facilities, people, and now the passion to not only survive, but to thrive.

Speaking of thriving, I want to get back to the story of the lean transformation that is underway at Brad's company. I spent a few days there this month to help smooth out some more bumps and, like the perspective I shared above, I was very impressed with how the staff is moving toward self-sustainment of a lean thinking culture. Unfortunately, there are no pictures to share with you of the assembly



The CNC operator improved his process by eliminating a work station that he recognized was accumulating clutter and causing him to travel a greater distance as he worked around an unnecessary object.

You and your staff can
beat the competition
regardless of their wage/
benefit structure.

process, but I would like to describe a couple of changes in individual work areas that represent a direct result of Brad authorizing (Empowering from the 6Es – see the archives for more detail on the 6Es) each employee to make positive change happen in their area of control.

Mobile tool carts

The assembly team had previously organized all of their tools onto a shadow board for easier access and control. They took that thinking a step further and designed and built two small, identical, mobile carts to hold all of the tools, hardware, glue, etc. that they use on a recurring basis.

The two carts allow each person to float from one end of the assembly bench to the other without having to carry tools with them and the carts keep all of the clutter off of the bench so more productive work can be accomplished. Since the carts are mobile they can be moved out of the way as necessary to accommodate any size cabinet that might be next in line. The team has increased their capacity another 20 percent simply by removing the waste of unnecessary motion and movement.

Flow between stations

Meanwhile, the CNC operator has continued to improve his process by eliminating a work station that he recognized was accumulating clutter and causing him to travel a greater distance as he worked around an unnecessary object. By removing the work station he was able to shrink the footprint of his work area and get closer to his internal customer, the edgebander. CNC, edge-

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band, and the panel saw processes have evolved into a cross-functional team focusing on creating flow that is balanced to takt time. One of the communication devices they put in place is a board that is placed between jobs. The board origi-

nates at the panel saw and alerts each subsequent process when one job ends and the next one starts.

This simple device flows through CNC and then is recycled to the panel saw. The team has also defined the proper sequence of parts, and arranges them in that prescribed order,



A simple communication device is a board that is placed between jobs. The board originates at the panel saw and alerts each subsequent process when one job ends and the next one starts.



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so the next operator doesn't have to rearrange parts before starting the job. Plant-wide throughput has already been increased by a factor of three and the parts processing team believes the new improvements will increase their capacity another 40 percent.

Tracking goals

Brad's initial goals for the lean transformation were:

1. Find a lean coach to lead the initial implementation.
2. Eliminate "Muda" (waste).
3. Clean up the working environment.
4. Reduce inventory, WIP (work in progress), and batch sizes.
5. Work towards one-piece flow through the shop.
6. Decrease lead time.
7. Increase employee satisfaction.
8. Create a more secure job environment for all.
9. Achieve greater accuracy in job estimates through better control of production and cost.
10. Become more profitable.

I like where he placed becoming more profitable in the list of goals. Brad understands enough about lean to know that if all of the other goals are achieved, enhanced profit will be a natural result. So far, the first seven goals are tracking along very well. Number eight cannot be guaranteed, but it should also be a natural result of successfully achieving each of the other goals while systematically applying the

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other tools and techniques of lean as the journey reaches greater levels of maturity.

As this article was being prepared, Brad sent an email indicating that July was a record sales month and indicators were that August would surpass July. Brad didn't specifically have increased throughput as one of his goals, but sales is now at a pace three times the historical average.

Next steps

The next two steps in the lean transformation are to move Workplace Organization and 5S Thinking beyond the individual workstation, and to train the leadership team in the skills that are required to effectively lead in a lean environment.

Both the plant manager and the engineering manager have developed executable plans to organize the entire enterprise with an emphasis on connecting all of the internal customer and supplier relationships to eliminate gaps and create seamless flow of materials and information. To enhance their ability to lead in a lean environment, I will be working one-on-one with both of those managers to ensure they understand how to identify improvement opportunities in the gemba and then help them challenge their staffs to turn those

opportunities into achievements that will attain and sustain company objectives.

You may have just been introduced to a new word – gemba. Basically it is a Japanese term that means “where the work gets done.” So, when you hear someone say they are “going to gemba” that means they are not relying on

memory or hearsay to determine what the current state of affairs is, they are going out to where the work is done and observe the situation first-hand. The plant manager and I will be spending a lot of time in gemba as part of his coaching. I will share the results of those discoveries in future articles. ◀



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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

QUICK CUTS

WMIA, WMMA report IWF 15,000 registered, 23,000 overall attendance

IWF sponsoring associations the Woodworking Machinery Industry Association and the Wood Machinery Manufacturers Association reported that the 2012 International Woodworking Fair, held in

Atlanta in August, saw more than 15,000 registered attendees, which was a significant increase over the 2010 show. The show management is reporting attendance as 23,000-plus, including

8,000 exhibitors.

Additionally, IWF 2012 had more than 8,000 exhibitor representatives in booths that occupied 389,000 square feet. IWF registrants came from all 50 states and more than 60 countries, with registrations in 45 states up from the 2010.

"Industry professionals wanted to see what's new and what's next for the industry," said Michael Burdis, IWF 2012 chairman and president of James L. Taylor Mfg. Co. "The future of the industry was showcased at IWF with over 850 exhibits."

Pre-registration showed a 40 percent increase over that of 2010, and those numbers carried throughout the meeting.

WMMA members were able to participate as both exhibitors and attendees at the show, and many also spent time in meetings, including WMMA's Strategic Visioning Session, the Wood Industry Leadership Forum, and more.

IWF also had a strong international representation. Executive Director Fred Stringfellow was able to welcome a delegation from China on behalf of WMMA. The delegation was sponsored by the U.S. Department of Commerce in cooperation with China's National Hardwood Council.

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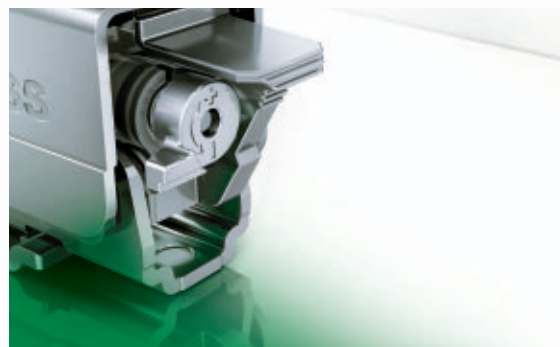


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Exclusive report: Survey compares pricing

Annual *CabinetMakerFDM* Pricing Survey shows tightening up for some pricing in custom work.

+ How to use the survey

Even if you didn't participate directly in the Pricing Survey, you can use it as a tool to better inform your bidding and estimate process in your shop. Download the bid package from www.CabinetMakerFDM.com and look at the detailed bidding specifications for projects that are like the work you do in your shop. That will help you better understand the variances in pricing these jobs as reported in the survey. Take the next step and bid the jobs yourself the way you would if they represented a request for proposal from a real customer. Then compare your results with the published bidders and see where you stand.

Another way to use the survey applies to shops with more than one person doing bids and estimates. Give the bid package to all your estimators and have them bid the same jobs without talking to each other. Compare their results and explore variations to make sure all of your people are on the same page.

Like the economy, the 2012 *CabinetMakerFDM* Pricing Survey appears to be in transition. Overall participation is similar to last year, but the closer pricing of 2011 is gone although some of the categories that historically have shown the widest variances, such as kitchens, are more competitive.

For 15 years, the Pricing Survey has been the only vehicle to try to track pricing in custom woodworking. It does so by taking real jobs done by real shops and sharing the original bidding specifications. Shops all across North America are asked to volunteer bids on these jobs, and the itemized results are printed here in *CabinetMakerFDM* and online at CabinetMakerFDM.com. The survey is an attempt to obtain an "apples to apples" comparison of pricing in the industry, but what it really does is provide insight into why pricing is so frustratingly variable for custom work. It helps answer that age-old question: How can he possibly bid that like that?

Kitchens and competition

While wide variances in total price are common in the survey, reflecting differences in regional markets, overhead, shop experience and technology, as well as simple mistakes in calculations, the one category in this year's survey where that is not the case is surprisingly the custom kitchen project.

Yes, the low bid of \$12,584 is less than half the high bid of \$29,000, but many of the contributing numbers, such as materials estimates and shop rates are closer together this year. With higher price pressure in the much-reduced custom kitchen market, it looks like shops have sharpened their pencils and revisited their calculators to improve their competitiveness. Average shop rate is down from

\$66 last year to \$54 this year, but the experience level of participating shops is up from 21 years last year to 28 years this year.

And one bid shows the potential price pressure and opportunity of out-sourced cabinets. The lowest bid came from a California company that specializes in providing cabinet boxes for other shops. That company submitted bids to the survey for both flat shipped boxes and assembled boxes. Although the company does not provide finishing or installation services, it did estimate those numbers and add them to its bid for the survey. In the tabular results, we included their price for assembled cabinet boxes; the flat shipped number was even lower.

Kitchen alternatives

There seemed to be more interest this year in work other than kitchens, perhaps reflecting the slow recovery in the construction market. Custom built-in projects won increased participation as shops look for alternative avenues of work. The bedroom built-in and mantle cabinet project attracted bids from coast to coast, and it shows a wide variance in pricing, with the low bid of just \$7,300 from the original shop at about one-fourth of the high bid of \$26,016 from a shop in Wisconsin.

In discussing the results, the original shop owner acknowledged that maybe there is room to raise his prices. However, he also pointed to the value of his low overhead and competitive stance that he feels have stood him well for the dozen years he's been in business. His shop rate is \$12 lower than the average for other bidders. But another contributor to the built-ins project price variance is less subject to factors such as low overhead.



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.

1. Bedroom built-ins and mantle cabinet project

Bidder	State	Design/ Plans	Materials	Shop rate	Const. hrs.	Install rate	Install hrs.	Finish rate	Finish hrs.	Total bid	Software	CNC	YIB	Notes
1	KY	\$0	\$1,750	\$42	40	\$42	30	\$42	32	\$7,300.00	no	no	12	Original bidder.
2	MO	\$250	\$2,850	\$70	16	\$50	10	\$70	15	\$9,050.00	no	no	20	Solid maple drawer boxes, \$550 sales tax included.
3	WA	\$0	\$2,700	\$55	72	\$65	14	\$55	27	\$9,070.00	Cabinet Vision	yes	23	
4	PA	8 hrs.	\$4,000	\$40	15	\$40	20	\$40	12	\$10,558.00	Quick-books	yes	23	
5	CT	\$500	\$7,500	\$68	72	\$68	40	\$68	25	\$17,316.00	no	no	30	
6	NC	\$500	\$9,000	\$50	100	\$50	32	\$50	30	\$23,200.00	yes	yes	25	
7	CA	\$750	\$8,500	\$75	60	\$75	30	\$75	25	\$24,715.00	Excel	no	12	
8	WI	25 hrs.	\$8,100	\$35	80	\$150	120	\$35	27	\$26,016.65	no	yes	35	
Averages		\$333	\$5,550	\$54	57	\$68	37	\$54	24	\$15,903.21			23	Variance factor: 3.56

Analysis: This project garnered a startling wide range of bids from a low of just \$7,300 to a high of nearly four times that at \$26,016. The original bidder, a one-many shop in Kentucky, acknowledges that he probably should raise his prices, but he feels his low overhead and flexibility allow him to price lower and still operate profitably in a highly competitive market. He has no explanation why other bidders have priced materials for the project more than four times higher than his actual costs.

+ PRICING SURVEY

Materials prices quoted for the project ranged widely, from the original shop's \$1,750 all the way up to a \$9,000 estimate from a shop in North Carolina. We suspect the cost of materials doesn't really vary that widely around the country, but mistakes in calculation do. Or perhaps shops with higher materials quotes find that's a good place to load in extra profit in an estimate.

Original bidder reactions

One of the most interesting parts of the survey each year is hearing what original bidders say when told what other shops bid for the work they actually did. They all tend to take the information to heart and re-examine their own pricing processes to ensure they are doing the best job for their companies. And, of course, there is more than a little head shaking as the original bidders are amazed at the pricing variances.

One original bidder this year whose board room table project garnered one of the wider bid ranges seemed comfortable with how his bid came out in the middle of the pack. He notes that he has higher overhead than some shops, but he thinks for good reason. "We pay the best wages and we have health insurance and dental insur-



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.

2. Lighted bar cabinet

Bidder	State	Design/ Plans	Materials	Shop rate	Const. hrs.	Install rate	Install hrs.	Finish rate	Finish hrs.	Total bid	Software	CNC	YIB	Notes
1	WA	\$0	\$1,980	\$55	12	\$65	3	\$55	5	\$3,095.00	Cabinet Vision	yes	23	
2	MO	\$150	\$1,750	\$70	8	\$50	4	\$70	3	\$3,322.00	no	no	20	Includes \$220 sales tax.
3	CT	\$200	\$1,650	\$68	20	\$68	8	\$68	8	\$4,296.00	no	no	30	
4	NC	\$500	\$1,785	\$50	16	\$50	16	\$50	8	\$5,100.00	yes	yes	25	
5	MO	\$620	\$3,960	\$60	8	\$60	16	\$60	9	\$7,200.00	Excel	no	15	"Includes \$1,600 Risk Factor/Profit"
6	WI	12 hrs.	\$2,455	\$35	23	\$150	8	\$35	5	\$7,278.40	no	yes	35	
7	BC	included	\$2,000		40		8		12	\$10,000.00	no	no	30	Original bidder; no standard shop rate.
Averages		\$294	\$2,226	\$56	18	\$74	9	\$56	7.14	\$5,755.91			25	Variance factor: 3.23

Analysis: In this case, the original bidder is a one-man shop, but his bid is at the top of the list at \$10,000. That makes it more than double the lowest bid. The original shop owner thinks other bidders may have overlooked or deleted some of the specialized handwork he includes in such a project.

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.

3. Senior Center Community Room

Bidder	State	Design/ Plans	Materials	Shop rate	Const. hrs.	Install rate	Install hrs.	Finish rate	Finish hrs.	Total bid	Software	CNC	YIB	Notes
1	MO	\$450	\$10,500	\$70	50	\$50	25	\$70	20	\$22,888.00	no	no	20	No MDF or particleboard; \$1,344 sales tax included.
2	WA	\$0	\$8,400	\$55	181	\$65	35	\$55	44	\$23,075.00	Cabinet Vision	yes	23	
3	PA	\$1,400	\$13,693	\$55		\$55		\$55		\$41,493.40				Original bidder.
4	CT	\$500	\$11,250	\$68	320	\$68	80	\$68	80	\$44,390.00	no	no	30	
5	NC	\$500	\$34,000	\$50	500	\$50	200	\$50	200	\$99,000.00	yes	yes	25	
6	WI	45 hrs	\$34,600	\$35	620	\$150	600	\$35	225	\$159,619.43	no	yes	35	
Averages		\$570	\$18,741	\$56	334	\$73	188	\$56	114	\$65,077.64			27	Variance factor: 6.97

Analysis: This project attract the widest range of bidding in the 2012 survey, with the highest bid of a surprising \$159,619 from a Wisconsin shop being nearly seven times the lowest bid of just \$22,888 submitted by a Missouri operation. The original bidder comes in close to the middle at \$41,493 and notes the wide variance in materials and labor estimates for the project.



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4. Dorm Furniture

Bidder	State	Design/ Plans	Materials	Shop rate	Const. hrs.	Install rate	Install hrs.	Finish rate	Finish hrs.	Total bid	Software	CNC	YIB	Notes
1	WA	\$0	\$901	\$55		\$65		\$55		\$2,769.00	Cabinet Vision	yes	23	Original project had 368 units; total \$731,216.
2	MO	100	\$1,400	\$70	6			\$70	4	\$2,825.00	no	no	20	\$2660 if 5 pieces or more done at one time.
3	PA	10 hrs.	\$3,500	\$40	15	\$40	3.0	\$40	12	\$3,987.00	Quick- books	yes	23	
4	NC	\$500	\$1,400	\$50	24	\$50	6.0	\$50	10	\$4,800.00	yes	yes	25	
5	WI	12 hrs.	\$1,545	\$35	47			\$35	6	\$5,767.88	no	yes	35	No installation, just ship.
6	CT	\$500	\$1,600	\$68	40	\$68	8.0	\$68	14	\$6,316.00	no	no	30	
Averages		\$200	\$1,724	\$53	26	\$56	6	\$53	9	\$4,410.81			26	Variance factor: 2.28

Analysis: This project for dorm furniture asks bidders to consider the possibility of pricing for multiples. The original project involved 368 units, and the original shop was able to efficiently produce each room package for just \$2,769, the lowest bid in the survey and less than half of the highest bid, which came from a Connecticut shop. The original bidder thinks other shops have overlooked potential efficiencies and overbudgeted for materials costs.

This is a corporate showpiece project that would challenge many a shop. The circular sectioned table was designed for a corporate board room and was built in maple solids and veneer.



5. Board Room Table

Bidder	State	Design/ Plans	Materials	Shop rate	Const. hrs.	Install rate	Install hrs.	Finish rate	Finish hrs.	Total bid	Software	CNC	YIB	Notes
1	WA	\$0	\$7,000	\$55	160	\$65	0.0	\$55	40	\$18,400.00	Cabinet Vision	yes	23	
2	MO	\$500	\$5,000	\$70		\$50		\$70	4	\$25,000.00	no	no	20	We do furniture like this on time/materials/ profit basis.
3	WI	44 hrs.	\$8,000	\$35	252	\$150	8.0	\$35	65	\$30,944.03	no	yes	35	
4	IN		\$17,800	\$65	220	\$65		\$65	20	\$35,497.00	no	yes	7	Original bidder
5	NC	\$1,500	\$22,500	\$50	650	\$50	30.0	\$50	200	\$91,000.00	yes	yes	25	
Averages		\$667	\$12,060	\$55	321	\$76	13	\$55	66	\$40,168.21			26	Variance factor: 4.95

Analysis: This striking table design attracted a similarly striking wide span of bids from a low of \$18,400 from a Washington state shop to a high of \$91,000 from a shop in North Carolina. The original bidder was solidly in the middle at \$35,497. He found the lowest bid submitted hard to believe as being profitably possible, and he suggests the highest bid would not likely have won the contract in his market. Note the huge variance in construction hours estimates and materials costs.



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. Opportunities for multiples and scaling the work figures into this project.

ance," he explains. "I don't have to worry about guys leaving."

Another original bidder commented that he thought the shop rates were uniformly too low and likely don't account for all the overhead today's shops actually have. He also said the clear factor missing from the survey is the measure of quality in construction. He was the high bidder for his project, and he

suspects other shops cut corners to offer a lower price.

Speaking of which, one shop that regularly participates in competitive bidding noted how important it is to check the final bids after a project is awarded. "Some of these shops are leaving up to 20 percent on the table," he notes. <



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+ PRICING SURVEY**6. Contemporary Kitchen**

Bidder	State	Design/ Plans	Materials	Shop rate	Const. hrs.	Install rate	Install hrs.	Finish rate	Finish hrs.	Total bid	Software	CNC	YIB	Notes
1	CA	\$0								\$12,584.00	n/a	yes		Assembled cabinets, no install or finish, \$5,664.
2	MO	\$300	\$5,200	\$70	40	\$50	16.0	\$70	20	\$13,265.00	no	no	20	Dovetail maple drawer boxes; \$800 sales tax included.
3	WA	\$0	\$4,800	\$55	128	\$65	21.0	\$55	33	\$15,015.00	Cabinet Vision	yes	23	
4	CT	\$500	\$5,400	\$68	120	\$68	40.0	\$68	40	\$19,500.00	n	no	30	
5	MO	\$1,140	\$9,540	\$60	29	\$60	42.0	\$60	20	\$20,580.00	Excel	no	15	Includes \$4,440 Risk Factor/Profit.
6	WA		\$4,500	\$50	80	\$50	30.0	\$50	40	\$20,760.00	no	yes	54	
7	PA	10 hrs.	\$4,000	\$40	100	\$40	25.0	\$40	30	\$20,858.00	Quick-books	yes	23	
8	TX		\$6,000	\$70	80	\$70		\$70		\$21,000.00	Excel	no	40	Original bidder; kitchen part of larger project.
9	WI	\$25	\$5,800	\$35	146	\$150	40.0	\$35	40	\$22,108.66	no	yes	35	Island countertop not included.
10	NC	\$500	\$10,100	\$50	110	\$50	60.0	\$50	60	\$29,000.00	yes	yes	25	
Averages		\$328	\$6,149	\$55	93	\$67	34	\$55	35	\$19,467.07			29	Variance factor: 2.30

Analysis: With the highest bid only a little more than double the lowest bid, this kitchen project was one of the most competitive in this year's survey, perhaps reflecting what recent economic pressures have done to the market for kitchen cabinets. Materials costs are remarkably close together for most of the bids, as are the construction time estimates. Of special note is the low bid, which was submitted by a supplier of custom cabinet boxes, who offered quotes on unfinished flat-shipped boxes and assembled boxes, then suggested additional amounts for installation and finishing. The numbers shown in the spreadsheet are for the assembled cabinets and suggest what savings can be achieved from outsourcing.

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Company seeks to keep ahead of low-budget competitors with high-end work.

At a glance

Who: Luttrell Architectural Woodworks, Inc.

Where: Birmingham, Ala.

What: Architectural millwork, casework

Employees: 27

Plant size: 52,000 square feet

Web site:
www.luttrellwoodworks.com

Despite the drop in the economy, Luttrell Architectural Woodworks has worked to keep busy and keep as many of its employees on the job as possible. This has been difficult, especially with so much pressure on pricing from low-budget competitors.

After a difficult year in 2010, there was a slight pickup in work in 2011, but then business fell off again in February 2012.

"All three years prices have been way down," company president Robert Luttrell says. "I've always felt it's more important to keep the people working. We don't want to lay off anyone, and we want to have people when jobs come in. The thing I don't see yet is the pricing structure coming back to what it was."

Luttrell has seen three companies go out of business in his Birmingham, Ala., area, but others have started up at a much smaller capacity. "That has muddled up the bid market even more," he says. "Either they're using the same pricing structure that ran some out of

business, or they're trying to get their foot in the door with lower prices.

"We've had to widen our scope to keep people working."

Contractor connection

Luttrell works primarily with local contractors and has good relations with them, and has done work internationally through a local contractor.

Most work is commercial, with about 15 percent residential. Luttrell does both custom work and laminate cabinets, and has its own trucks and does its own installation. They sub out stone and solid surface. In the past, Luttrell has produced interiors, commercial offices architectural and specialty work for law firms, banks, boardrooms, and reception areas. When customers in the area want a high end job, especially higher-end stain-grade work, Luttrell would usually be considered.

Most work is in the area between Huntsville and Montgomery, but they do go further than that. "That's the best fit

Birmingham has been a financial center for the region, and the company has done a lot of interior work for these banks.



Onsrud router bought in April has helped the company do more casework in larger quantities.

help control costs

See a video of the new C.R. Onsrud CNC machining center at Luttrell Woodworking. Watch the video on your smart phone or at www.CabinetMakerFDM.com/87110.html. If your phone has a Web browser and camera, download the free app at <http://qrcode.kaywa.com/> and scan over this barcode.



Snap it!



Robert Luttrell in Birmingham office. The company has used TradeSoft software to manage its business and keep track of time and costs.

for us because we do our own installation," Luttrell says.

Birmingham had a large banking business but that area has slowed. Luttrell also does jobs like hospital work including laminate cabinets and nurses stations.

"That's one of the areas we've expanded into, and have set up to compete in," Luttrell says. Today, the company is probably half custom and half casework. One job recently included 300 closets for a high-profile downtown hotel development. Equipment upgrades in the shop have helped them compete for this work.

Software to manage costs

Luttrell has used TradeSoft Project-

PAK, ShopPAK, Data Collection and Scheduler software. ProjectPAK controls the company's customer/supplier database with all contact information. It is also a powerful estimating tool. Estimating is faster and more consistent. Estimates are converted to jobs with all the time and materials tied to the job. ShopPAK has been especially important for its project management abilities. The Data Collection including time clock provides real time job costing and inventory control.

"It's been a tool that's taken a lot of work off the estimator," Luttrell says. "We can carry that through the whole project with footages and hours in each department. ProjectPAK converts jobs

to ShopPAK already broken down into mill, assembly, finish and installation, and sometimes further.

"Once we are awarded the job, we convert that to a job in ShopPAK. It automatically breaks the job down into items and work orders based on how we estimated it. Then I can keep a running, up-to-date real time total of the time we've spent, where we've spent it, and the operations they're doing.

"The data collection is a key part. A touch-screen time clock on the shop floor shows who is working on which job. They clock in and out on the touch screen. They log into what they're working on. I can see what everyone is working on,

+ CONTROL COSTS

based on what they're logged in to."

"When they move to something else, the time they had on the previous item goes to the database, so their hours for that job are recorded. It's a nice seamless system to see what's done and where we are on each item."

The software compares estimated hours in each department to what has been completed. Subcontract monthly billings, regular invoices and scheduling are also functions handled by the Tradesoft software. Many standard reports are also useful for weekly production meetings, and other management functions.

Once a week, the project managers, purchasing agent, estimator, shop manager, and lead installer meet to review information on each job and preview the next week's work.

"We have been impressed with TradeSoft overall," Luttrell says. "We were one of their beta customers for ShopPAK years ago. We've always been pleased."

Birmingham shop

In the Birmingham shop, a new C.R. Onsrud router was bought in April. It has a 5 x 20 foot table and can do pendulum processing so Luttrell can run multiple zones on the vacuum. A moving gantry and stationary table allows one job to be run while setting up a second. When running things like cabinets, the nested-based milling allows the company to come



Residential interior stairs made by Luttrell. The company specializes in high-end stain-grade work and is one of the primary millwork producers in the region.

close to doubling the output to what was done on another router where the operator was waiting for each job to run.

"The thing that really impressed me with Onsrud engineering was the way they designed it, the fact that every part, especially the electrical components, can be bought at Grainger," Luttrell says. "The C.R. Onsrud router and the Weinig 500 Powermat moulder are really our bread and butter in the shop."

Also in the shop are a Komo router, Altendorf C45 sliding table saw, SawStop table saw, Butfering Optimat and Timesavers widebelt sanders. A Holz-Her 1317 Spirit edgebander, Raimann rip saw from Weinig, Gannomat Index Logic drill and dowel machine and Gannomat Concept case clamp are also here. The shop does its own knife

grinding for the moulder on a Weinig Rondamat 960. AutoCAD and Microvellum are also used.

There are two paint booths, and the company can do stain mixing and color matching. They are typically spraying lacquer, sealer and topcoats.

The company's stain-grade items are typically shop finished and installed. Paint-grade items are usually shipped out unfinished and installed. In most jobs, the more visible areas would be stain grade.

Past and future

In 1992, after working in architecture, Robert Luttrell joined Ralph Nichols at Majestic Fixtures, Inc. When Nichols retired two years later, he sold the business to Luttrell. The company moved to its current location near downtown in

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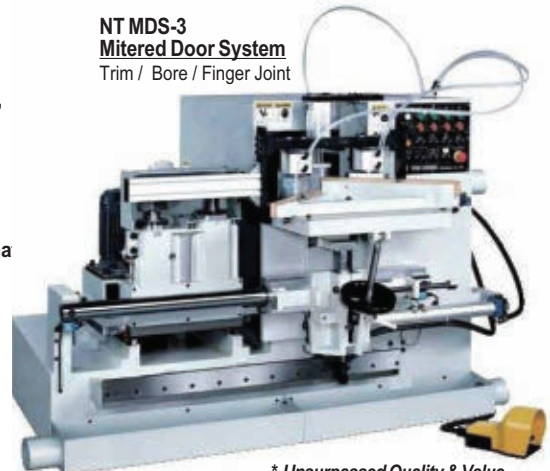
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1999. The company now has 32 employees working in this location with 52,000 square feet.

Luttrell says that, "Everyone here realizes that we're in a different environment. It takes everyone pulling together.

We have a good group of guys here with a lot of experience.

"I tell my guys all the time that I understand we are going to make mistakes, but the earlier they are caught, the cheaper they are."

Luttrell also stresses service. "We're doing something for customers, and



Weinig Powermat 500 moulder is one of the key machines for Luttrell's millwork operation.



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they're paying for it, and we have to give them what they want," he says. "We get praise if we do what we are supposed to do.

"When we are asked to produce a job in a month that should take three months, it just can't be done. We have to communicate realistic expectations of what it takes to do a high-end job correctly. If the job takes a little longer than expected, the owner may be upset for a little while, but they will be upset forever if it's wrong." <

For more info:

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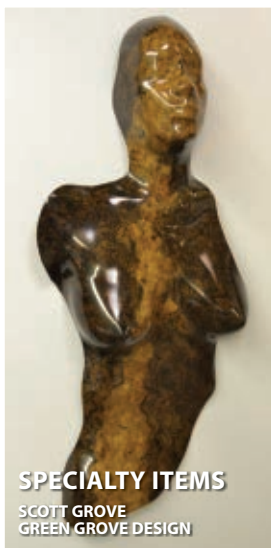
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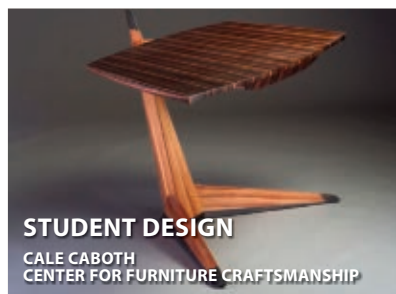
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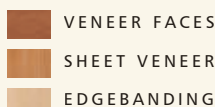
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More than 400 attend CMA educational sessions at IWF

The Cabinet Makers Association announced that nearly 400 custom woodworking shop owners and managers, industry professionals and suppliers attended its inaugural expanded educational sessions at IWF 2012 in Atlanta, which are part of CMA's new professional certification program.

All CMA professional certification program curriculum and CEU sessions delivered at IWF are being converted from live sessions to live webinars that will be scheduled for open participation starting in fall 2012. Once webinars are completed, they will be recorded so that anyone wishing to attend these sessions will have access to them at any time so an enrollee can learn at his or her own pace, while paying for session fees as they go. One is not required to be a CMA member to participate in and earn CMA professional credentials.

"With most of the attendees at our IWF live sessions coming from outside the CMA's membership, it seems the executive level management training we are offering is very much needed and desired by shop owners and managers. Considering this program didn't exist a year ago, we're absolutely elated with the response on this brand new education and credentialing program," said Dave Grulke, CMA executive director.

For more information on CMA's professional certification program, please visit: http://www.cabinetmakers.org/certification.html?utm_source=EliteEmail&utm_campaign=PCP%20IWF%20Results&utm_medium=email.

Woodwork Career Alliance reports early success

The professional woodworkers of North America are recognizing the benefits of the Woodwork Career Alliance Program. Only two years after the official launch, the program reported 150 passport holders in 32 states and provinces, and 57 accredited skill evaluators (ASE).

Also, Kentucky adopted the program as the certification requirement for high school woodworking students, the first state to do so. The program has completed ASE training for North Carolina woodworking teachers, and a significant portion of the woodworking teachers in Michigan.

ASE training is also scheduled for New England, Washington, Oregon and New York this fall. Credential benefits to passport holders include portability, written records, time authentication, career path documentation and exportability from your computer. For more information go to <http://woodworkcareer.org>.

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High-tech for high-end millwork



Eight-level Roosevelt University project features a metal structure with wood ribs that curves around an atrium.

Extensive use of latest technology reins in costs and drives progress for Eastern Millwork in New Jersey.

Eastern Millwork Inc. doesn't make cabinets, or countertops, or staircases. It creates spaces—including memorable multi-story atriums and soaring theater interiors. Like the proverbial stonemason who isn't cutting a stone but building a cathedral, the Jersey City, N.J.-based architectural millwork firm brings vision, artistry, business acumen, and technological knowhow to every project it undertakes.

When Andrew Campbell, then 21, founded the company 20 years ago, he quickly realized that even if he could compete on quality and speed, he would have trouble in the area of price.

"We are located in the New York metropolitan area. Everything is more expensive here—power, real estate, labor," he explains. "We had to do something to change this part of our dynamic."

The answer came during a Stiles tech

At a glance

Who: Eastern Millwork Inc.

Where: Jersey City, N.J.

What: Architectural millwork

Employees: 60

Plant size: 40,000 sq. ft.

Website:
www.eastern-millwork.com



EMI founder Andrew Campbell alongside the Homag KAL310 PC-based fiber optic controlled edgebander.

tour in Europe. Campbell says, "What I saw in Germany in 1998 was an entirely different use of manpower. Virtually all workers there possessed the knowledge and sensibility of traditional cabinetmakers, but they also had a true understanding and appreciation of modern technology."

With the help of a consultant, Eberhard Reyer, the young entrepreneur recruited two engineers from Germany. One went home early on, but the other, Marko Herzig, stayed and is currently EMI's plant manager.

Additional talent was lured from Europe to supplement a number of young and able American workers, so that today the firm boasts a workforce with a decidedly international flavor. At some point, Campbell found that he no longer had to go as far to find good people. "Heiko Sieling, our chief estimator, is from Germany, but he sought us out instead of the other way around," says the owner.

EMI rapidly embraced a new approach to business and production. "We became determined to use technological solutions wherever we could in order to streamline our plant and make our operation as lean and efficient as possible."

High-velocity manufacturing

Campbell says he was intrigued by the concept of "high-velocity manufacturing," as espoused by consultant Dave C.



Eastern Millwork uses high tech to manage special jobs such as Jazz at Lincoln Center in Manhattan.

Grubb. HVM calls for a short cycle time—the time between the moment an order comes in and the fulfillment of that order.

The faster jobs are done, the less material remains in static inventory. Minimizing work in progress (WIP) translates into big savings, Campbell says. "When there is lots of WIP in a big factory, that work is sucking away production time. It's a waste of human capital," he says.

To eliminate this waste and maintain a smooth workflow, Campbell says EMI makes extensive use of AutoCAD and

+ Bridging a gap

Typical of projects tackled by Eastern Millwork Inc. is a \$4.8 million eight-level building that bridges two historic limestone and masonry halls at Manhattan-based Rockefeller University's Collaborative Research Center. Creating the millwork for the atrium took all of the company's resources in working with glass, metal and wood.

When estimates for the design threatened to exceed the budget, EMI summoned its expertise in building information modeling. BIM has been defined as a 3D "digital representation of physical and functional characteristics of a facility." The knowledge obtained from BIM facilitates contractors in making correct decisions from the outset, thereby eliminating costly rework and reengineering in the field.

A key design element at the Rockefeller University jobsite was a metal structure with wood ribs that curves around the atrium, resembling an ascending ladder or an enormous Venetian blind.

The challenge for the architectural millwork company was to keep the wood ribs level around the ellipse, which required precise metal to wood connections with every position representing a different angle. In the old days, EMI would have had to scope out the project using strings and chalk lines, a very time-consuming procedure and prone to error. Instead, the company utilized a Trimble LM80 Layout Solution device, which uses robotic technology to create a digital model.

Andrew Campbell, EMI's president, says, "The industry move to BIM expands the envelope of information control, facilitating greater collaboration and automation of not only the production process, but the information process. Through this improved control, we can rethink the building process and the way we deliver a project."

+ HIGH-END MILLWORK

other 3D design software systems.

The company's management team also is high on BIM, or building information modeling. EMI literature states, "The use of BIM is revolutionizing the construction process by reducing the repetitive development and deployment of information."

One million and counting

EMI estimates that a large remodeling job could involve a million or more parts. This is even more than you'd find in a 747 jetliner. "That's the nature of the full custom work we do," says Campbell.

To get the job done, he says, EMI uses versatile software packages not just for design work but to guide computer-controlled gear to move and machine the parts.

Featured equipment at the Jersey City plant includes the following:

➤ Bargstedt automatic storage and retrieval system to robotically store



EMI founder Andrew Campbell (left) and chief estimator Heiko Sieling (right) discuss a job about to be done on the Homag HPL380 Profi beam saw.

and collate materials for all automated manufacturing operations.

- Homag HPL 380 saw with a production capacity of 300 panels per shift and featuring automatic delivery through a rear load feed system.
- Weeke BHP200 CNC flat panel nesting machine with self-loading functionality, automatic spoil removal and outfeeding to the machine operator.

- Weeke ABD 100 robotic dowel shooter.
- Homag KAL310 PC-based fiber optic controlled multi-function machine that mills all edge surfaces, preheats the board, and applies a wood edge with thermally activated adhesive.
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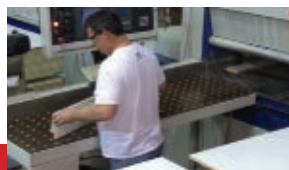


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Dowel shooting is organized as a small cell operation at EMI, with owner Andrew Campbell (center) and Marko Herzig (right), plant manager.

thus eliminating redundant handling).

In one procedure, the Weeke flat-table machining center is used to cut components to size, optimizing board use and minimizing labor to the point where no human hands are involved until it is time to apply labels to the finished parts.

EMI's owner says large-scale professional woodworkers are always chasing cheaper labor. But, he adds, "No matter

how cheap labor may go, it can never beat no labor at all."

Tracking like FedEx

In Campbell's view, controlling parts is the most critical operation EMI performs. This has led the company to develop a proprietary information management system residing on Symbol Technologies handheld devices with a

built-in barcode scanner.

Each part is labeled, and barcodes transfer the fabrication information between machines and functions. Once the machined parts are assembled, each is given a new product label with a barcode that continues the tracking through to installation. All production functions are also tracked electronically: by operator ID; by the type of operation; and by an assigned work order number.

Campbell says, "We extended this to our field operations as well, all on the Symbol platform. It is this advanced system that allows us to maintain tight control over the production and project schedules. This information also is available to our clients." In the near future, he says, Web-based platforms will allow tracking work like a FedEx package.

New home beckons

Home to EMI is a 40,000-square-foot, multistory building in Jersey City, but the firm plans to move in the near future to a



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new location in the vicinity that is yet to be determined. Campbell says EMI hopes to gain about 10,000 square feet of production space and be able to consolidate more of its operations on one level and even better support new technology.

The owner explains, "At the moment, we have production pretty much where we want it, but we can do better with integrating all the steps and putting them into sequence. We are specifically targeting materials handling and finishing."

In addition, Campbell implies, EMI's goal is not simply better performance

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Stiles Machinery Inc., Bargstedt automatic storage and retrieval system, Homag HPL 380 saw, Weeke BHP200 CNC, Weeke ABD100 robotic dowel shooter, Homag KAL310 edging machine 616.698.7500 www.stilesmachinery.com

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today, but to ready itself for technological advances still on drawing boards or percolating in some innovator's head.

And—even though the firm always is looking for ways to save labor—it plans to take on a few new workers, up to a total force of 60. As always, the company will be looking for candidates with superior talent and a desire to learn.

One new wrinkle, says Campbell: "We used to seek people who knew about wood, and we would teach them about technology. Now we are recruiting people who know and understand technology, and we will teach them about wood."

The owner thinks his firm has something of an inside track for signing up top individuals. "We're in a vibrant urban area, within minutes of New York City, the world's greatest cultural center. We're easily accessible by mass transportation, and we're working with cutting-edge concepts, including automation and robotics. All this contributes to make EMI a highly desirable workplace."

The company's sales volume this year is projected at about \$14 million, up from \$13 million in 2011. Nevertheless, volume alone is not the goal, says Campbell. "We want interesting, profitable projects. We don't place a lot of bids, but we will always go after a job where we can bring more value than anyone else." <

Alan Richman, former editor of *Wood Digest* and *Cabinet Manufacturing & Fabricating*, is a New Jersey-based freelance writer specializing in the woodworking industry. He has been a contributor to *CabinetMaker+FDM* since 2007.

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A refacing would normally include new finished panels, veneers on the cabinet frame, new doors and drawers.



Refacing cabinets is less expensive for kitchens not in the current style, like those in this “before” photo.

Showplace Wood Products seeks contractors for refacing program

New cabinet refacing program offers opportunity for workers and homeowners.

Cabinet manufacturer Showplace Wood Products is seeking remodeling contractors or finish carpenters who are interested in becoming certified Refacing & More contractors, according to the Harrisburg, S.D., company. Refacing and More is a new cabinet refacing program the company is introducing that is available to homeowners through independent contractors trained and certified by the company.

“The home construction and remodeling sectors have been hit hard during the recession,” said Scott Korsten, Showplace director of marketing. “Many skilled workers haven’t been able to stay busy with the same work they’ve always done. A good trim carpenter can quickly and easily learn refacing as an additional skill, providing another source of income in a field that is familiar.”

What’s required to learn refacing? “A good candidate for refacing installation is someone with an eye for detail and similar woodworking skills to a trim carpenter or, as they are sometimes known, a finish carpenter,” Korsten told *CabinetMaker+FDM*. “The first step in the process is measuring the existing cabinets; noting opening sizes for doors and drawers, measuring sizes of visible end panels, dimensions needed for trim mouldings etc. Showplace has a training program prepared to teach someone with an aptitude and finish carpentry skills the process.”

What’s included

What tools are needed? “The process we’ve developed uses a laminate splitter, a sharp paper cutter, and an edge trimming tool,” Korsten told *CabinetMaker+FDM*. “In addition, tools typically used in cabinet installation would be used as needed based on the scope of the project. Miter box/saw, table saw, drill, power driver, nail gun.”

Normally, a refacing would include new finished panels that are applied to exposed cabinet ends, finished veneers attached to the cabinet frames, new doors and drawer headers attached, and typically a crown moulding

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+ REFACING PROGRAM

at the top of wall cabinets and a flush moulding at the bottom of the wall cabinets, Korsten told *CabinetMaker+FDM*. "From there, anything goes," he says. "If drawers are not in good shape, or (you) simply would like to improve them, we can build custom sized drawers and supply hardware to install those."

Any style or species available

Anything Showplace offers in its cabinetry line can be included in a refacing project. All styles, wood species, and finishes are available (including higher-end vintage finishes), including exotic species like Lyptus, zebrawood, wenge and red gum. New cabinets can be supplied to change the existing kitchen layout and those new cabinets will match the existing cabinets that are refaced. Interior storage and convenience items can be added by installing completely new cabinets or they can be installed in existing cabi-



Anything Showplace Wood Products offers in its cabinet line can be included in the refacing program, including all styles, wood species and finishes.

nets, Korsten told *CabinetMaker+FDM*. Showplace has 97,230 possible variations of style/species/finish to choose from, in addition to custom paint colors.

Showplace works with independent contractors all over the country. Their products are not available on the web, big

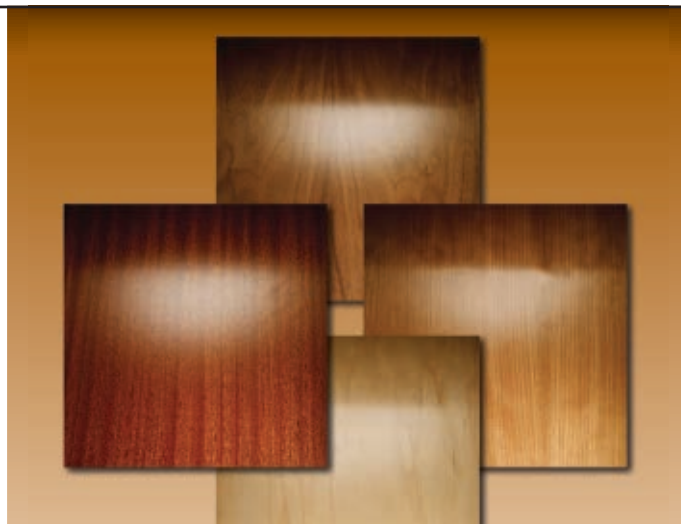
box stores or catalogs. Their new program was developed to address the increasing demand for cabinet refacing, while also providing new business opportunities to small remodeling contractors throughout the country. It is tailored for independent refacing contractors.

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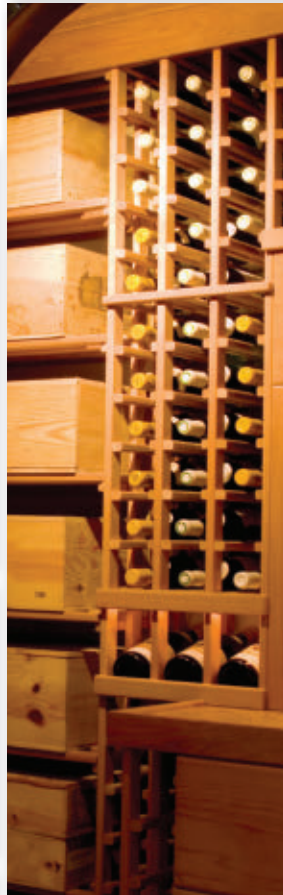
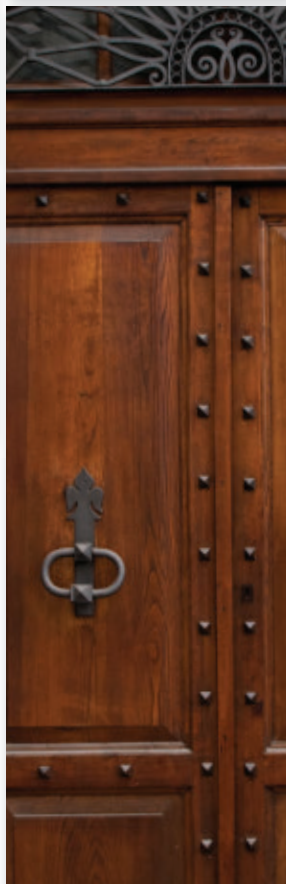
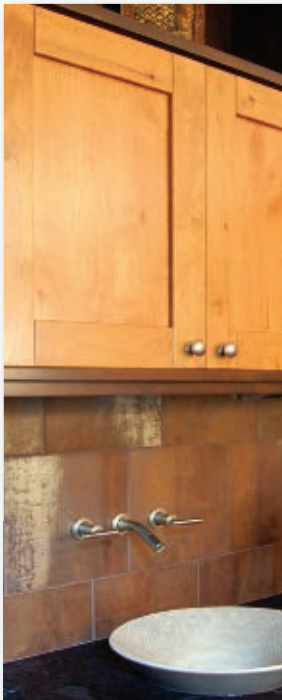
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+ REFACING PROGRAM

"Refacing & More is much like a franchise, but without the fees or royalties," said Jon Bour, director of refacing sales and development at Showplace. "Showplace supports participating contractors with things like training, bid and labor esti-

mation programs and marketing support, allowing them to expand their business opportunities in a tough housing market." While contractors from Refacing & More restore old cabinets, homeowners are able to add new elements that weren't available when their kitchen was first designed. The projects can be a combina-

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Showplace Wood Products developed a five-minute consumer-directed video that shows a good share of the process. <http://youtu.be/pb62k2g0f0l>

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tion of new and refaced cabinetry.

Refacing cabinets is a less expensive route for homeowners whose cabinets are in working condition but simply are not up to the current style. Typically, refacing takes two to three days which adds little disruption to your home life. "The material and labor cost to the homeowner often doesn't improve dramatically with refacing since the most expensive part of the cabinets are being replaced, and there is a bit more labor with refacing vs. many new-cabinet installations," Korsten told *CabinetMaker+FDM*. "The primary cost savers come from not changing the layout much, which means often the countertops, flooring and backsplash do not change.

Less expensive than remodel

"Typically plumbers and electricians don't have to be involved, and often appliances remain the same. From that standpoint the "total cost" of a project can often be quite a bit less expensive than a full-kitchen remodel. Probably the biggest benefit though is the almost total lack of disruption to the homeowner during the project. The installation can occur in two or three days from start to finish, and during the process they can still use their kitchen at night. There is also very little mess so the home doesn't feel like it is being invaded during the installation."

Bour said that custom hoods or islands can easily be built into a kitchen using products that look identical to the refaced cabinetry.

"Once a project is completed, you'd be hard pressed to tell which cabinets are new and which were refaced," he said.

All interested independent contractors who want more information on applying for the program are encouraged to contact Jon Bour at info@RefacingAndMore.com or 877.581.1413. ◀

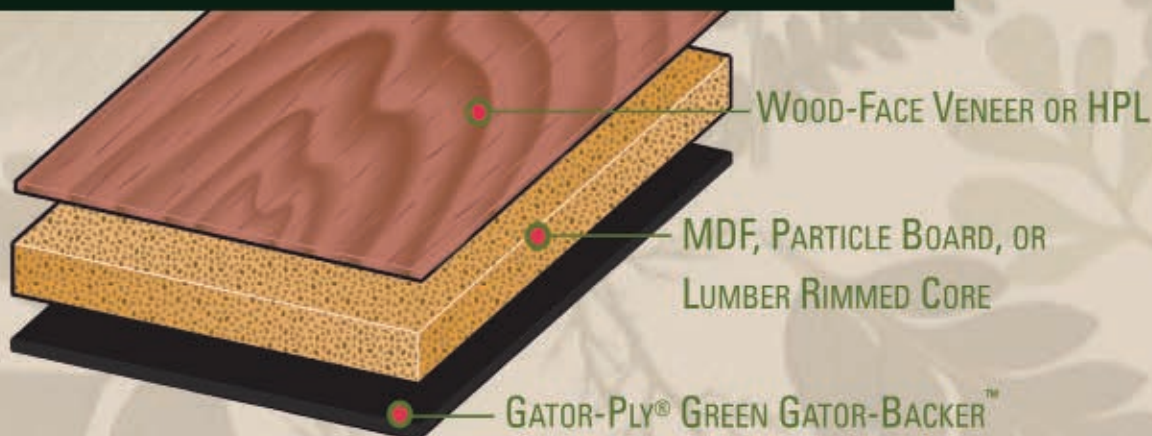
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QUICK CUTS

Pollmeier video shows advantages of beech from Europe

The benefits of beech from Europe are detailed in European Beech: Durable, Sustainable and Versatile, a video and online learning course presented by Pollmeier Inc. The video discusses the benefits of

using more wood, not less, to lower carbon emissions. It identifies which hardwood species are the most abundant and where some of the best managed certified hardwood forests are located.

In addition, the physical and performance properties of European beech are compared to eight other temperate hardwoods, such as hard maple, white oak, red oak, cherry, yellow birch, alder, soft maple and black walnut. The course is approved by the American Institute of Architects and other groups.

The video also covers life cycle assessment of wood, and how it is the only carbon-negative sustainable building material. Characteristics of the world's forests and the beech forests of Europe are also discussed, along with the growth of European beech as the most available and accessible temperate hardwood.

The Forest Stewardship Council (www.fsc.org) and the Programme for the Endorsement of Forest Certification (www.pefc.org) are the most widely used certification programs in Europe and are described here.

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AWFS calls for Fresh Wood student woodworking competition entries

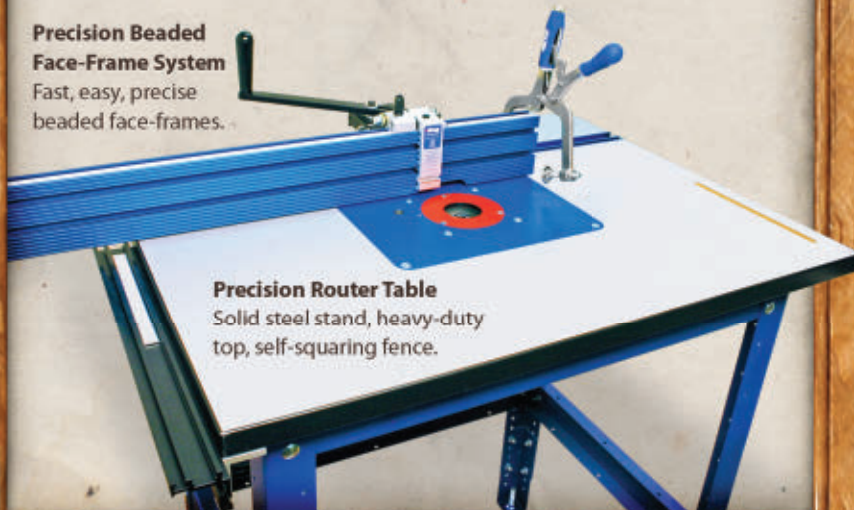
The Association of Woodworking and Furnishings Suppliers is now accepting entries for the 2013 Fresh Wood student woodworking competition, which will be showcased at the 2013 AWFS Fair, July 24-27, in Las Vegas.

The Fresh Wood competition is open to full-time students in an accredited high school or post-secondary woodworking or related program and part-time students in an accredited post-secondary woodworking or related program that are transitioning into a career in woodworking or design. Contact Adria Torrez at AWFS 800.946.2937 or adria@awfs.org.

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QUICK CUTS

California Table Saw Safety Act dies in Senate

Bill to require flesh-sensing safety technology fails to pass but might be revived next year.

by **Rachael Turski**
rachael.turski@gmail.com

California legislation that would have required table-saw manufacturers to install flesh-detecting technology in table saws with blades under 12 inches has died in the State Senate.

But Assemblyman Das Williams (D-Santa Barbara), who introduced the bill, hasn't given up the effort. He says he will be looking at the possibility of introducing similar legislation again next year.

"Right now, we can't continue because what I really want to do is make sure that people know that this is not a one company

bill," Williams said.

The Table Saw Safety Act, AB 2218, was introduced in February by Williams and would have required technology like that used in SawStop saws for any new saw sold in the state. The bill passed the State Assembly by a 64-4 margin and moved ahead in the State Senate on July 3 on a 3-2 vote from the Senate Judiciary Committee. But in August when the bill was brought to full Senate it was quashed at the request of Sen. Robert Dutton (R- Rancho Cucamonga) just before the session adjourned for the year. Attempts to contact Dutton and his staff for comment were unsuccessful.

"I think that's an unfortunate thing for woodworkers in California and the whole nation," says Stephen Gass, who invented the SawStop technology. "There's a lot of people who are going to be injured or suffer devastating injuries that they wouldn't if the bill would have passed legislation."

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California Assemblyman Das Williams, shown earlier with table saw, says he likely will reintroduce his saw safety bill.

Gass lobbied strenuously on behalf of the bill, including making political contributions of \$46,400 to 21 key legislators, including \$2,500 to Williams. That campaign caused the Power Tool Institute, a trade group representing power tool manufacturers, to question whether Gass was attempting to force his technology on the state of California.

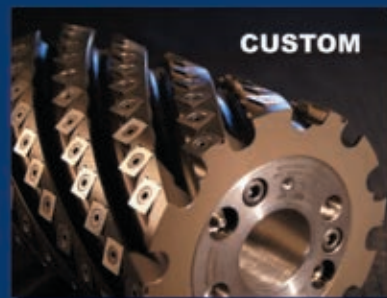
"It's important that there be more than one person in the marketplace," said Williams. "But it's also important that we do set the standard for safety because we have tens of thousands

of injuries a year costing the taxpayer and society at large their insurance rates. There's simply too much money to not use the technology available to reduce injury," he said.

However, opponents of the bill have noted that patents covering the SawStop technology have kept other manufacturers from developing competing systems. Opponents also say the cost of adding the technology might be prohibitive in the lower-price range saws. Big box stores such as Home Depot, Lowe's and Sears, were joined by the California Chamber of Commerce in opposing the bill. The Power Tool institute claims that the bill was about legislating market share and attempting to create a monopoly. But Gass denies those charges.

"That's their justification to keep selling dangerous products," Gass says. "There are customers (hurt) every single day. The truth of the matter is that there are multiple different systems out there that could be implemented to meet the standards that the bill had. But rather than spending their time actually making their products safer for their customers, they're spending their effort hiring lobbyists who oppose customer safety," he said.

"We still support the idea," Gass says, "and I would anticipate that we will continue to be supportive of Das Williams. Hopefully it will move forward. It often takes more than one try to get something like this to actually happen." ◀



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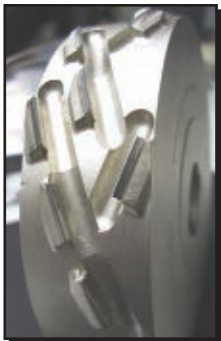
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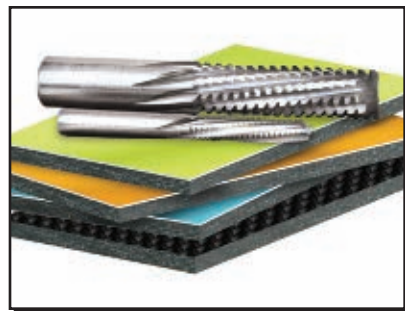
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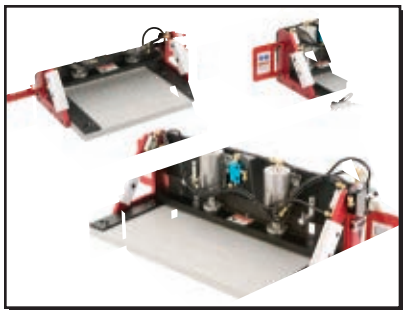
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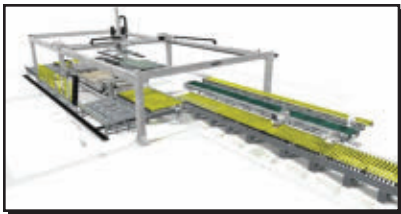
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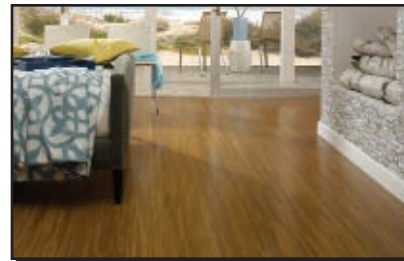
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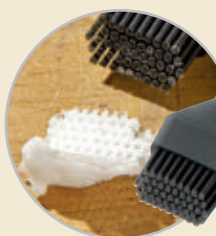


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Biesse America Active 400 sliding table saw is for users looking for quality of cuts and accuracy on solid wood, plywood, MDF board, particleboard and various kinds of laminated panels. This compact machine is equipped with features like precision ground guide ways for smooth and accurate cuts and an industrial saw carriage with separate motors for the main saw and scoring saw. The Biesse Active 400 is easy to use and provides an array of cutting solutions, from straight cuts, to complex miter and cross cuts.

www.biesseamerica.com

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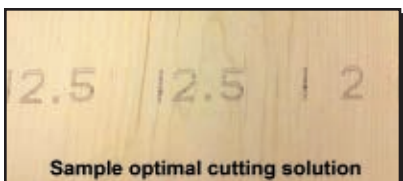


Rockler Woodworking and Hardware Undermount Utility Tray

Rockler Woodworking and Hardware's Undermount Utility Tray is a workbench accessory that attaches to the underside of work surfaces to hold benchtop tools. The bottom panel of the 16-gauge galvanized steel tray is perforated to allow sawdust and other debris to fall through.

763.478.8201

www.rockler.com



Baillie Lumber Co. YieldMAX

Baillie Lumber Co.'s YieldMAX product line features Wood-Eye Scanning Technology to provide consistent lumber across multiple species and thicknesses. YieldMAX helps manufacturers create custom blends to meet specific production requirements, improve overall yield, develop consistent products and reduce inventory of unusable parts by providing the required lumber quantity to produce a guaranteed yield.

716.649.2850

www.baillie.com

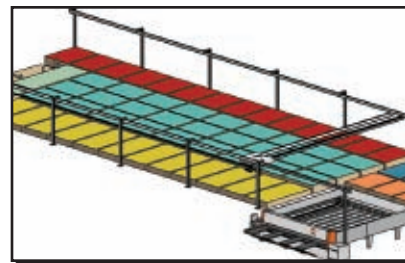
Holz-Her Inc. CSF automatic panel storage system

Holz-Her Inc. offers the CSF automatic panel storage system as well as the model LCV automatic feeding system for CNC Panel saws and CNC centers. The

systems provide an integrated software for connection with machines and design software packages. The company says benefits include automated work flow, improved production efficiency and better utilization of storage space.

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The Passport Collection's Tower Bridge Series of knobs and pulls from Top Knobs was inspired by the London bridge's Victorian Gothic architecture



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800.499.9095

www.topknobs.com

Boker's Inc. washers catalog

Boker's Inc. maintains more than 26,000 stock tools for flat washers, spacers and shims, all of which can be seen in the 2012 washers catalog. Choose from a wide variety of sizes, thicknesses and materials, including non-metallic. With outside diameters of 0.08- to 5.14-inch and a wide variety of inside diameters, there are millions of flat washer possibilities.

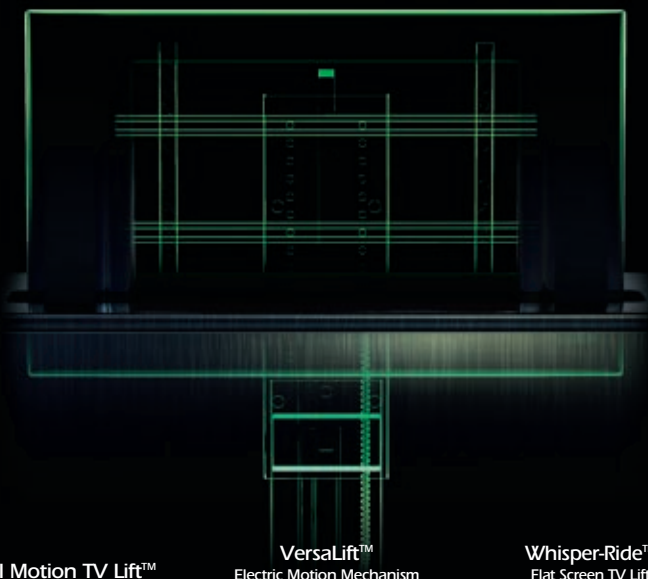
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Fulterer offers pantry pull-out slides in three models: FR771.ECD, FR775.ECD and FR777.ECD. Weight capacities for the pull-out slide are: 275 pounds for model FR771.ECD, 200 pounds for model FR775.ECD and 450 pounds for model FR777.ECD. All slides have an integrated easy close device.

336.431.4646

www.fultererusa.com

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Voorwood Co. Model A11 sliding table shaper shapes all components of a cabinet door and simultaneously sands the profiles as they are being shaped. It also cuts the substrate to the desired finished dimensions and squares the substrate as all four sides are being processed. It also processes straight edges and curved edges using a template system.

530.365.3311

www.voorwood.com



Delta Power Equipment Corp. Model 31-140 12-inch disc sander

Model 31-140 12-inch disc sander from Delta Power Equipment Corp. features a cast iron construction and steel bevel assembly supporting the table. The disc sander has a dual-purpose bevel table adjustment and lock with a 17 1/4-by-6 1/4-inch tilting cast-iron table that has left and right stops at 22.5, 45 and 90 degrees. It also features a top-mounted manual brake, a 1/2 HP, 120V motor, and a dust hose with 2 1/4-inch O.D. connectors that attach to standard shop vacuums.

864.231.5888

www.deltamachinery.com



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Hettich America L.P. InnoTech drawer system provides maximum flexibility for drawers and pull-outs because the same side profile is used for all options. InnoTech DesignSide permits the use of glass, stone and other materials for closing off the sides of pot-and-pan drawers without incorporating a railing above. InnoTech can be used as a partial and full-extension runner with or without Silent System in different loading categories.

800.777.1772

www.hettich.com

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www.hafele.com/us


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Oliver Machinery 4012 Table Saw is equipped with a 3HP Leeson triple V-belt drive motor and massive cabinet mounted trunion. Standard

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206.575.2722

www.olivermachinery.net

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Bessey Tools North America rapid action clamp offers a combination of features and benefits in a single clamp. It can be set up quickly, provides "no-twist" parallel clamping, robust contact surfaces and a heavy duty rail. An internal mechanism allows the clamping bolt to move twice as far per handle

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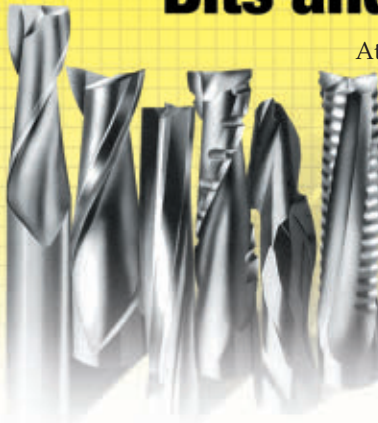
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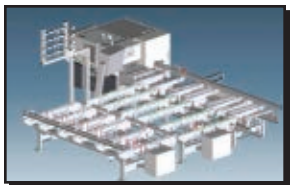
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847.860.4300

www.laminart.com**Grass America Inc. Kinvaro L-80 lifter systems**

Grass America Inc.'s L-80 parallel lifter system offers a smooth quiet action as the lifter opens a single door in parallel to the cabinet. The lifter allows quick



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800.334.3512

www.grassusa.com**General Tools & Instruments crown moulding jig**

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General line catalog

Dynabrade's general line catalog showcases the company's line of industrial power tools, accessories and abrasives. The 316-page color catalog includes more than 800 tools, as well as QR codes that go to Dynabrade's website and tool videos.

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www.dynabrade.com



Veneer in Interior Work brochure

The Veneer in Interior brochure from Initiative Furnier + Natur, IFN, contains 64 pages with information on real wood veneers in interior work. The free brochure provides information in the focus areas of: definitions, properties, veneering and examples of veneer use.

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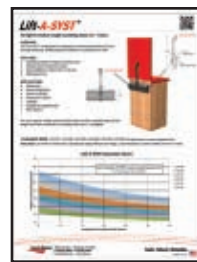
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Rockler 2012 IWF products catalog

Rockler Woodworking and Hardware has a catalog that features new products from the latest IWF exhibition. Products include a silicone glue application system, aluminum ladder step kit, rolling library ladder hardware, cribbage template system, doweling jig, shutter building system, straight-edge dado jig and undermount utility tray.

763.478.8201

www.rockler.com



Lift-A-SYST brochure

The Lift-A-SYST brochure from CounterBalance provides an overview of the system for light- to medium-weight countertop doors. The brochure includes color diagrams and product features and specifications.

215.957.9260

www.cbal.com

Oliver Machinery fall catalog

Oliver Machinery is offering its 2012 fall catalog. Information on table saws, jointers, planers, band saws, shapers, sanders, membrane presses, dust collection, stock feeders, and Intellicarve and IntelliRouter machines and attachments is included.

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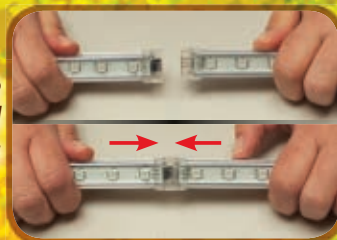
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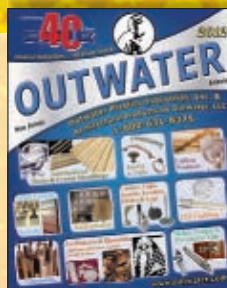


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Sync stereo earmuffs

Howard Leight ear protection system lets you enjoy music while blocking out dangerous machine noise.

Nearly 20 years ago, my eyes and ears were opened to the profound dangers of hearing impairment related to wood-working. I met a tinnitus expert who was also a woodworker and had many patients who were woodworkers. At the time, I tended to take woodworking noise as just a mildly annoying part of working wood.

Key points I learned included that hearing damage from loud noise can be instant and irreversible. Ever since, I've kept hearing protection close at hand, usually in the form of earmuffs hung on all the on/off switches on every machine in my shop. You've got to touch the muffs to turn on the machines, so why not put them on.

Still, as much as I use the muffs in the shop, I also would like to enjoy listening to music or the radio while I work. Cranking up the stereo to blast over the machines seemed counter-productive, especially with noise cancelling ear protection. Then I discovered the Sync stereo earmuffs from Howard Leight and Sperian Hearing Protection LLC.

Not just stereo headphones

These are not just stereo headphones. They are sophisticated hearing protection that offers 25 dB attenuation of dangerous noise. But they also include high-quality stereo speakers and a convenient jack and cord to plug into your iPod or MP3 player.

The muffs themselves are very comfortable, with plenty of sealing pad-



Combining serious ear protection with stereo sound is the mission of the Sync earmuffs from Howard Leight by Sperian Hearing Protection LLC.

ding, and they easily adjust to fit a wide range of head sizes. They can be used just like normal hearing protection muffs without even plugging them into a sound device. But where's the fun in that?

Plugged in and protected

As soon as I plugged these into my iPod Touch, I knew it was going to be hard to go back to conventional earmuffs. The sound was great, and it

made long, tedious and noisy chores like sanding actually enjoyable. One bit of caution: You do have to be careful about routing the cord. I generally tried to put my iPod in a convenient pocket, but pay attention where the cord goes so that it doesn't catch on something as you work. I tried various strategies such as tucking excess cord in a pocket and routing it through shirts and such. See what works for you.

At a street price of less than \$30 from online vendors such as Amazon.com these are a really attractive alternative to conventional ear protection. You can learn more at www.howardleight.com. ◀



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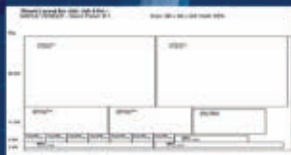


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ATTENDANCE TOPPED 15,000

What's new and what's next: Thoughts on IWF

**This year's
exhibition was a
positive event by
all measures.**

Technology marches on whether times are good or bad, a point made by many. Whether the economy is strong or not there are new developments that any company, large or small, needs to be aware of.

A few weeks after the show, sponsoring associations WMIA and WMMA announced that registered attendance at the 2012 IWF exhibition topped 15,000. Overall attendance, including about 8,000 exhibitor and other personnel, reportedly reached 23,000.

Registered attendees came from 60 countries, and China sent a special delegation.

There was not a discouraging word to be heard from exhibitors I talked to. This group is usually more than willing to share complaints if they feel that traffic isn't what they want it to be.

We also were able to organize a lunch of some of our readers and they provided interesting views on the challenges facing wood products manufacturers today.

The show itself is a good indication of the direction of the wood products industry. A stronger industry leads to a stronger show, which in turn helps the industry.

There are outside issues, such as new regulations, that represent a black cloud on the horizon. Speaking of new technology, the Challenges Awards are a great place to start. We saw all of the winners firsthand, and wanted to see all of the finalists but ran out of time.

"Industry professionals wanted to see what's new and what's next for the industry," said Michael Burdis, IWF 2012 chairman and president of James L. Taylor Mfg. Co. "The future of the industry was showcased at IWF with over 850 exhibits." ◀

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Hafele's Frontino wins IWF Challengers Award

Hafele America's Frontino, which allows sliding doors to operate on a single track rather than on separate tracks, has won a Challengers Award at IWF. Frontino allows doors to sit flush when closed and provides space savings within cabinets.

"Sliding doors are a stylish, functional and practical choice for every kitchen allowing users to more efficiently use their cabinet space," says Mae Holler, product marketing manager for Hafele sliding hardware. "The Frontino takes sliding hardware to the next level by providing increased functionality and even more space savings."

The Frontino is the newest addition to Hafele's portfolio of sliding hardware. Unlike hinged doors, sliding doors maximize available space as doors don't open outwards, which takes up valuable space. The Frontino is specifically a great fit for designs based on the principles of Aging in Place and Universal Design because sliding doors allow easier access to cabinet interiors for those who may have physical constraints. Since the hardware allows for cabinet doors to slide away, rather than open out, it also means doors can stay open while meals are being prepared, increasing the functionality of the kitchen.

Mozaik introduces new woodworking industry software

Mozaik Software Inc. has introduced a new software for the woodworking industry, which the company featured at its booth display during the IWF 2012 in Atlanta.

The new software platform, Sketchup, is designed to be affordable to all shops, the company says.

"Our development team has spent the past five years creating the ultimate product line, from design to manufacture, to nesting, to G-Code. It's all in there," Roger Taylor, a developer, says. "We want to help make a CNC machine as common place as a table saw in the modern cabinet shop. To make that happen, we have to completely change the way software is bought and sold in the woodworking industry."

Taylor said the company develops everything in-house so it does not have to rely on third-party vendors, which can drive up software costs. Along with the new software, the company offers apps and a cloud-based support community. For more information, visit www.mozaiksoftware.com.



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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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LT-16

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QUICK CUTS

Design Emphasis 2012 category winners announced

The Design Emphasis 2012 winners were announced during the IWF show in late August. The best of show award went to "Wright Bench," by Eugene Duclos of Appalachian State University.

In addition, the casegoods category winner was "Twisted Console," by James Ellis of Western Piedmont College.

The merit award in casegoods went to "Dresser," by Jacob Blok of Kendall College of Art and Design. Honorable mention for casegoods went to David Freeman of Herron School of Art and Design for "Zig Your Zag."

The winner in the commercial/office/hospitality furniture category was Samantha Mallard of Haywood Community College for "Courting Chair." In the same category the merit winner was the "Zwei Desk" by Justin Brown of Columbus College of Art and Design. Honorable mention in the commercial/office/hospitality category was Paige Fruits of the University of Oklahoma for "Buffet Table."

The winner in the design creativity category was Ini Archibong of Art Center College of Design for "Stargazer Lounger." The merit winner for design creativity was Matthew Osborn of Herron School of Art and Design for "Circle Table." Honorable mention in this category was "Cherry Stick Bench" by Steven Sander of Herron School of Art & Design.

In the accent furniture/accent tables category the winner was Brandon Skupski of Haywood Community College for "X-Flat Table. The accent furniture/accent tables merit winner was Jacob Blok of Kendall College of Art and Design. Honorable mention in this category was won by Douglas Larson of Jefferson Community and Technical College for "Le Fleche Table."

The seating winner was Josh Goldstein of Kansas State University for "Pivot Chair." Seating merit winner was "Embrace Chair" by Mo Chieng of Art Center College of Design. Seating honorable mention winner was "MA Chair" by Angela Wang of Art Center College of Design.

Design Emphasis Competition: One person's view

by Rachael Turski

In juxtaposition with the machinery and tools at IWF, there was one area specifically dedicated to displaying the latest inventions in furniture design by college students all over the country.

Many of the 16 pieces at The Design Emphasis Student Furniture Design Competition this year fit a theme. Some can be manipulated and turned, stacked, or rolled over, to make a new piece, and some can be used in more ways than one.

I was most impressed by Jake Blok's Texas Ebony Jewelry Cabinet. Designed from a piece of Texas Ebony found in Arizona, the log is split in half to create perfectly symmetrical doors on the front of the floating-top cabinet. The artist used walnut and curly maple, and copper with patina finish. The racks are removable, allowing it to function as a jewelry chest. In the description, the Kendall College student said that "every artists has lucky moments," and that the piece was inspired by Japanese design aesthetics. Among the fifty finalists, Blok was the only student entering seven different projects.

The Kitchen Island with Butcher Block by James A. Ellis from Western Piedmont College had the look of a chessboard, with dark, red, and white

wood grain in alternating blocks.

The piece is designed for small spaces, being that the leaves can be folded out to cut up food, or pushed together for use as a dining table. His company, Twisted Chisel, puts emphasis on both form and function.

The Design Emphasis competition recognizes and rewards advanced level designs in five categories: Seating, Case Goods, Commercial/Office/Hospitality Furniture, Accent Furniture/Accent Tables, and Design Creativity. Students submit their work two months before the show via slides and a written description of their piece. The finalists attend the Fair and ship their furniture art to the Georgia World Congress Center for a final judging the day before IWF by a panel of industry experts. After the judging, a special ceremony takes place where \$12,000 in prize money is given to the winner.

Overall, I thought the pieces in the competition were a testament to the creativity and innovation of students all over the U.S. Each one had its own flair and sense of character, and each one was unlike anything you can find in a mainstream furniture store. IWF is not just a woodworking fair for goods, parts and heavy machinery, but a chance to spotlight creative ideas.

WMIA, WMMA report IWF 15,000 registered, 23,000 overall attendance

IWF sponsoring associations the Woodworking Machinery Industry Association and the Wood Machinery Manufacturers Association reported that the 2012 International Woodworking Fair, held in Atlanta in August, saw more than 15,000 registered attendees, which was a significant increase over the 2010 show. The show management is reporting attendance as 23,000-plus, including 8,000 exhibitors.

Additionally, IWF 2012 had more than 8,000 exhibitor representatives in booths

that occupied 389,000 square feet. IWF registrants came from all 50 states and more than 60 countries, with registrations in 45 states up from the 2010.

"Industry professionals wanted to see what's new and what's next for the industry," said Michael Burdis, IWF 2012 chairman and president of James L. Taylor Mfg. Co. "The future of the industry was showcased at IWF with over 850 exhibits."

Pre-registration showed a 40 percent increase over that of 2010.

Be sure to check us out at IWF, booth #4327

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QUICK CUTS

Vauth-Sagel forms joint venture with PAM Trading

Vauth-Sagel, systems component and storage systems manufacturer for the kitchen and furniture industries, is restructuring its operations within the American market. The company has formed a new joint venture with PAM Trading, a plastics-processing company, to expand its production facilities and sales and distribution system in the U.S.

In addition to manufacturing items like the plastic Lazy Susan, Pam will now function as a national distribution center for kitchen fittings systems produced by Vauth-Sagel in Germany. Key account manager, Frank Fahnenschmidt, will run

the sales and distribution team from a new office in Florida, supported by David Greenkorn along with eight additional members of the sales and distribution team.

"We are looking into the future with great optimism and are anticipating a considerable pickup in the kitchen market in the United States. With our new strategy of focusing more strongly on the customer, we are now very well positioned and will be able to secure ourselves a larger market share. Despite difficult overall economic conditions, this restructuring can only accelerate our market growth," said Claus Sagel.

Woodwork Career Alliance reports early success

North America is recognizing the benefits of the Woodwork Career Alliance Program. Only two years after the official launch, the program reported 150 passport holders in 32 states and provinces, and 57 accredited skill evaluators (ASE).

Also, Kentucky adopted the program

as the certification requirement for high school woodworking students, the first state to do so. The program has completed ASE training for North Carolina woodworking teachers, and a significant portion of the woodworking teachers in Michigan.

ASE training is also scheduled for New

England, Washington, Oregon and New York this fall. Credential benefits to passport holders include portability, written records, time authentication, career path documentation and exportability from your computer. For more information go to <http://woodworkcareer.org>.

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

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QUICK CUTS

CMA announces Wood Diamond winners at IWF

The Cabinet Makers Association has announced the winners of its annual Wood Diamond Awards. Winning entries and their creators were recognized at a press conference in the CMA booth at the IWF show in Atlanta.

"We're very pleased to recognize the accomplishments in these winning entries," Dave Grulke, CMA executive director said. "It's both inspiring and humbling to see the level of talent and execution in these projects."

This annual contest, open to CMA members, is judged by a double blind panel of industry peers. Entries normally open in the early spring, and winners are announced at the big summer woodworking shows.

Here are the winners, with placing, category, company names and location:

First place, Architectural Millwork, over 25K,

Ipswich Cabinetry, Inc., Ipswich, Mass.

First place, Bath, under 25K, Artisan Interiors, Three Bridges, N.J.

First place, Bath, Face Frame, under 25K,

Block and Chisel, Atlanta, Ga.

First place, Bookcase, Face Frame, Creative Solution,

Under 25K, WoodPerfect Custom Cabinetry, Forney, Texas

First place, Closet, Under 25K,

The Closet Designer a division of Colony Imports, Stuart, Fla.

First place, Closet, European, Under 25K,

Olde Saratoga Millwork, South Glens Falls, N.Y.

First place, Commercial, over 25K,

Ipswich Cabinetry, Inc., Ipswich, Mass.

First place, Entertainment Center, Design/Shop Drawings,

J&L Trimworks, Morrison, Colo.

First place, Entertainment Center, European, under 25K,

Elegant Woodworking, Inc, East Setauket, N.Y.

First place, Entertainment Center, Face Frame, under 25K,

Rockwell Diversified Woodworks, Sheridan, Ind.

First place, Furniture Design, under 25K, A

merica's Woodworker, Inc., Fort Worth, Texas

First place, Furniture, under 25K,

America's Woodworker, Inc., Fort Worth, Texas

First place, Green, Kitchen, European, under 25K,

GreenAward Custom Woodworking, Austin, Texas

First place, Kit, Euro, Finish, Under 25,

Symphony Kitchens Inc, Toronto, Ontario

First place, Kitchen, Face Frame, over 25K,

Allgyer Fine Custom Cabinetry, Leola, Pa.

First place, Kitchen, Face Frame, Under 25K,

Baynham Wood Products, Shelburne, Vt.

First place, Kitchen, Creative Solution, under 25K,

Symphony Kitchens Inc, Toronto, Ontario

First place, Kitchen, European, Over 25K,

Symphony Kitchens Inc, Toronto, Ontario

First place, Kitchen, European, Over 25K,

Elegant Woodworking, Inc, East Setauket, N.Y.

First place, Kitchen, European, Under 25K,

The Mills Group, Minesing, Ontario

First place, Kitchen, Face Frame, Creative Solution, under 25K,

WoodPerfect Custom Cabinetry, Forney, Texas

First place, Kitchen, Finish, over 25K,

Ipswich Cabinetry, Inc., Ipswich, Mass.

First place, Library, Creative Solution, under 25K,

Counterpoint Cabinetry, Inc., Wilmette, Ill.

First place, Library, over 25K, J&L Trimworks, Morrison, Colo.

First place, Reception Desk, over 25K,

Elegant Woodworking, Inc, East Setauket, N.Y.

First place, Residential Bar, under 25K, Block and Chisel, Atlanta, Ga.

First place, Store Fixture, Face Frame, Creative Solution,

WoodPerfect Custom Cabinetry, Forney, Texas

First place, Wine Cellar, over 25K, Block and Chisel, Atlanta, Ga.

Second place, Architectural Millwork, over 25K,

Symphony Kitchens Inc, Toronto, Ontario

Second place, Entertainment Center, Face Frame, under 25K,

Allgyer Fine Custom Cabinetry, Leola, Pa.

Second place, Entertainment Center, Face Frame, under 25K,

WoodPerfect Custom Cabinetry, Forney, Texas

Second place, Furniture, under 25K,

America's Woodworker, Inc., Fort Worth, Texas

Second place, Kitchen, Face Frame, over 25K,

Block and Chisel, Atlanta, Ga.

Second place, Kitchen, Face Frame, Under 25K,

Allgyer Fine Custom Cabinetry, Leola, Pa.

Second place, Kitchen, European, Over 25K,

Olde Saratoga Millwork, South Glens Falls, N.Y.

Second place, Kitchen, European, Under 25K,

The Mills Group, Minesing, Ontario

Second place, Kitchen, over 25K,

Patzer Woodworking, Mitchell, S.D.

Third place, Architectural Millwork, over 25K,

J&L Trimworks, Morrison, Colo.

Third place, Kitchen, Face Frame, Under 25K,

Scott Robeson Custom WWkg, Lander, Wyo.

Third place, Kitchen, European, Under 25K,

Symphony Kitchens Inc, Toronto, Ontario

Third place, Kitchen, European, Under 25K,

Coastline Woodworking, Coupeville, Wash.

Honorable Mention, Kitchen, Face Frame, over 25K,

Allgyer Fine Custom Cabinetry, Leola, Pa.

Honorable Mention, Kitchen, Face Frame, over 25K,

Rivendell Woodworks Inc., Concord, Calif.

Honorable Mention, Kitchen, Face Frame, over 25K,

Olde Saratoga Millwork, South Glens Falls, N.Y.

Honorable Mention, Kitchen, Face Frame, over 25K,

Premier Builders, Inc., Georgetown, Mass.

Honorable Mention, Kitchen, European, Over 25K,

Rivendell Woodworks Inc., Concord, Calif.

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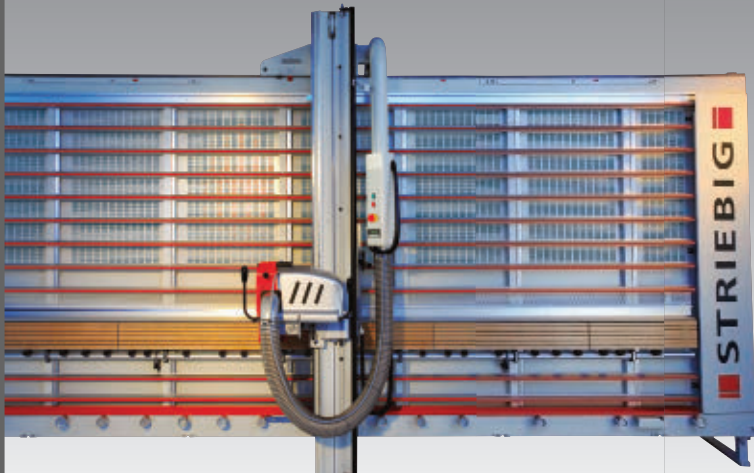


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UPDATED IWF 2012 Exhibitor List

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
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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
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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

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Bardo Abrasives	6421
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Becker Pumps Corp.	5459
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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
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BHK of America	1406
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Big Horn Corp.	5920
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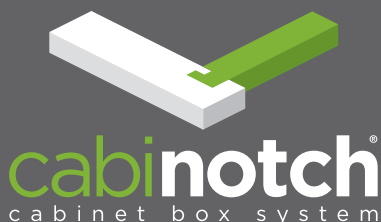
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CNC Technology, Inc.....	6057	Co-Matic Machinery Co., Ltd.....	4365
Collins Companies.....	4853	Compass Stair Software Inc.....	4342
Col-Met Spray Booths, Inc.....	3106	Composite Panel Association.....	1670
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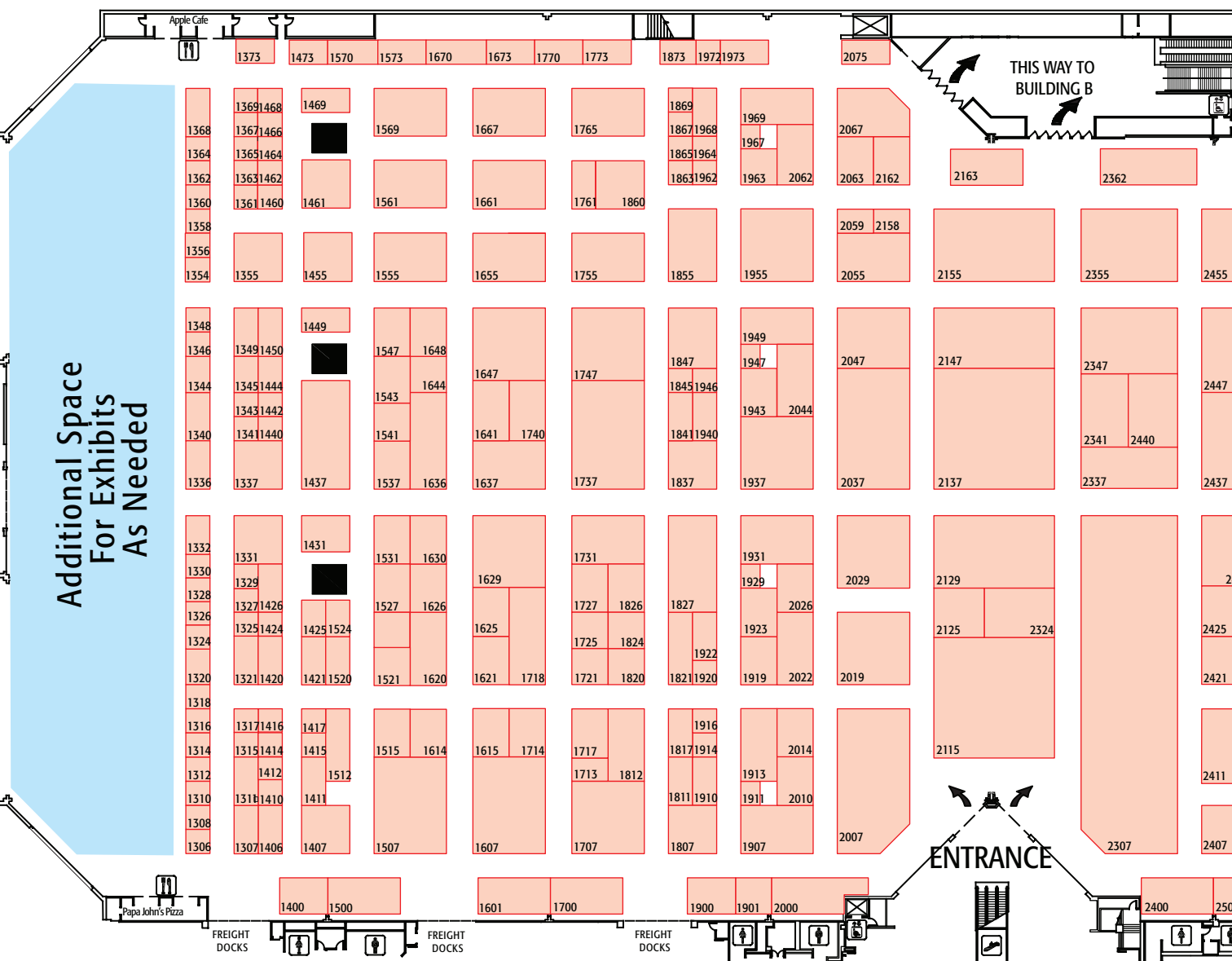
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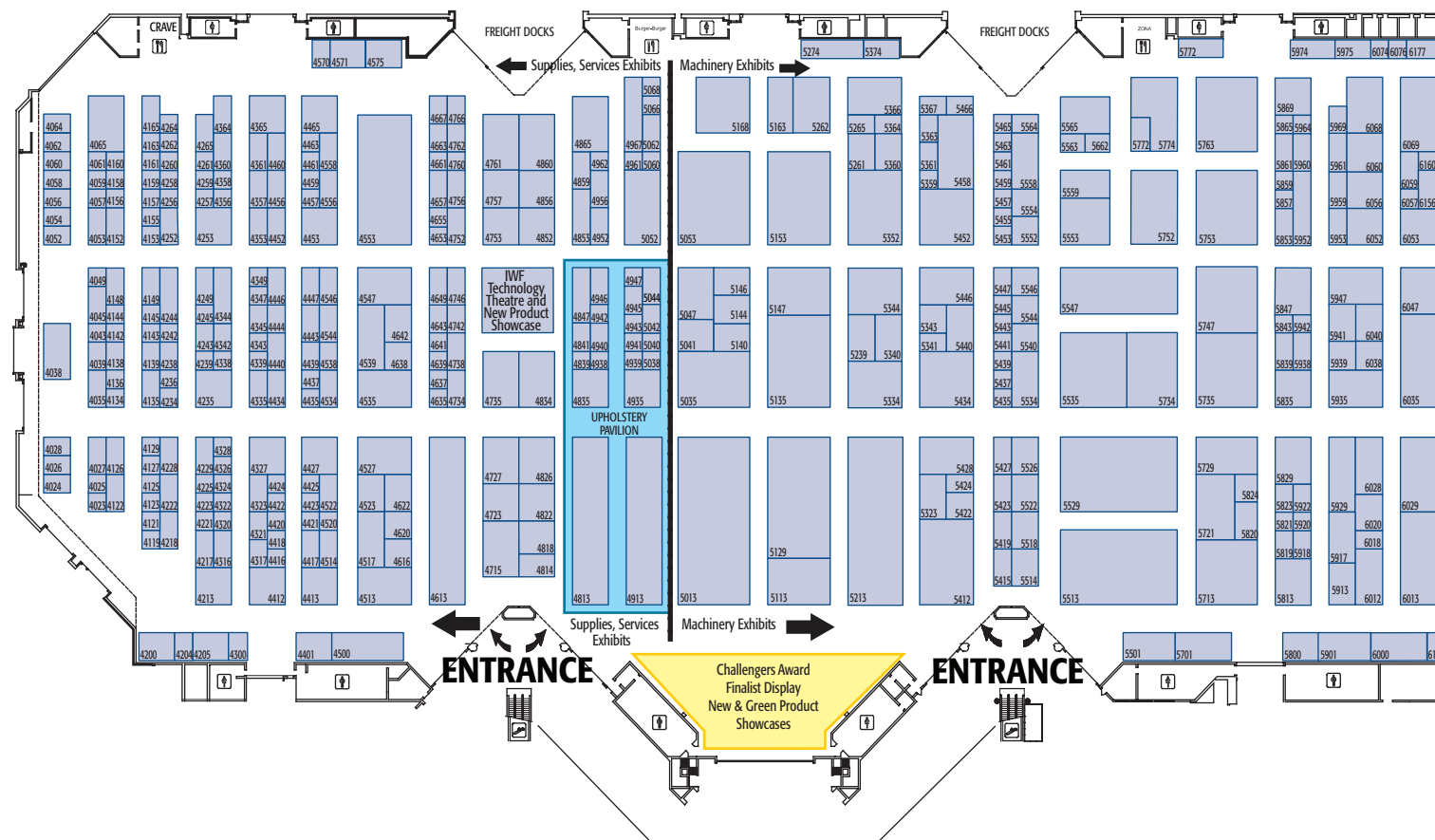
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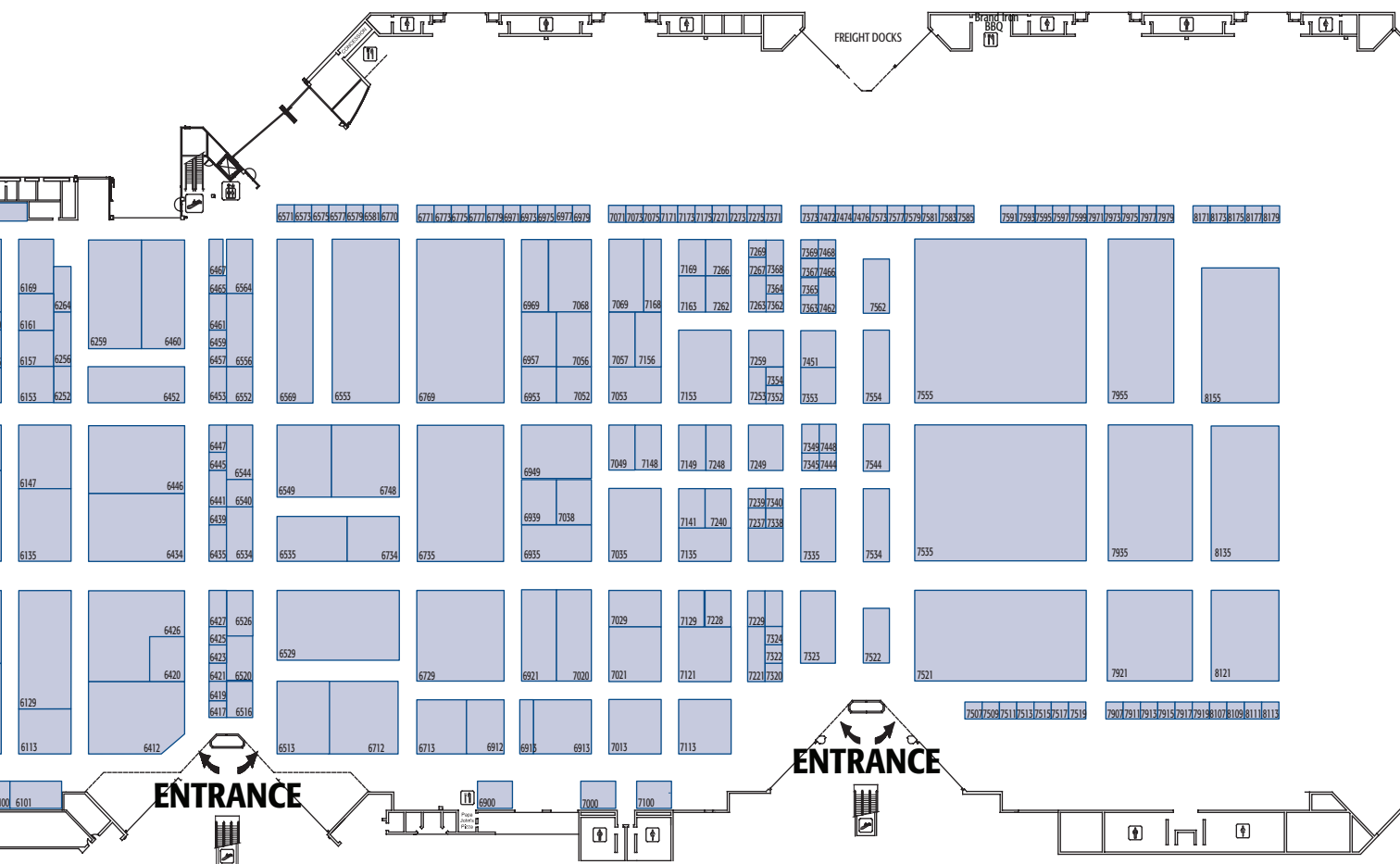
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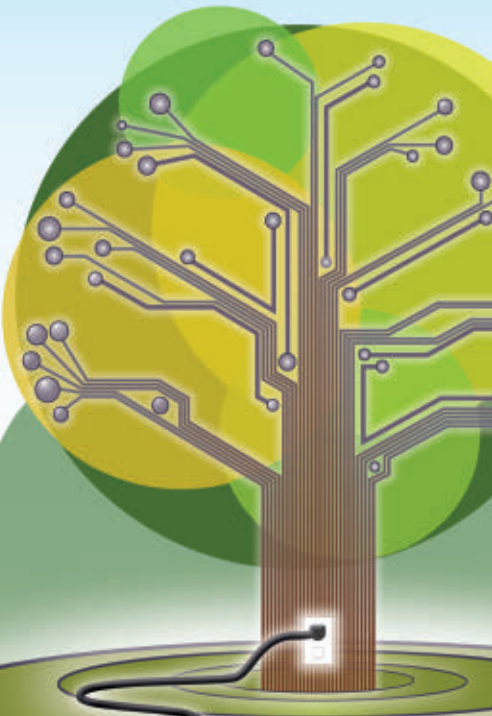
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Yacht-styled interior wins Veneer Tech Craftsman's Challenge

Spectacular veneer work in cabinets, furniture, millwork and art highlights annual Veneer Tech competition.



An architectural millwork firm that frequently does real boat interiors, Jutras Woodworking was well equipped to handle this project, which was designed by Langan Design Partners to make a residence in Newport, R.I., "look like the interior of a classic high end old wooden sailing yacht."

Jutras Woodworking landed the top prize in the annual Veneer Tech Craftsman's Challenge for 2012 with an architectural millwork project styled after a classic yacht interior. The top prize and category winners in cabinetry, furniture, specialty projects and student design were officially announced in a ceremony at the International Woodworking Fair in Atlanta. The competition was co-sponsored by Veneer Technologies and CabinetMaker+FDM of CCI Media.

One of the features of the contest that makes it unique is that prizes are not only awarded to the woodworkers involved but also to the veneer suppliers and salesmen regardless of what company the veneer was sourced from.

"A key purpose of the Craftsman's Challenge is to recognize all the people in the veneer distribution chain as well as the designer," says John Varner, Veneer Tech vice president. "This promotes industry creativity and strengthens supply relationships."

Grand Prize winner

Sumptuous crotch mahogany veneer sourced from Indiana Architectural Plywood, Trafalgar, Ind., provides a rich feel for the Grand Prize winning project done by Jutras Woodworking, Greenville, R.I. An architectural millwork firm that frequently does real boat interiors, Jutras was well equipped to handle this project, which was designed by Langan



Featuring sumptuous crotch mahogany veneer, the Grand Prize winner in the Veneer Tech Craftsman's Challenge was done by Jutras Woodworking, Greenville, R.I.

Design Partners to make a residence in Newport, R.I., "look like the interior of a classic high end old wooden sailing yacht."

Jutras received a prize check of \$3,000. An additional \$2,000 prize went to Architectural Plywood, and veneer sales representative John Wright won \$1,000.

Furniture winner

Top prize in the furniture category went to Ricardo Vasquez of Ricardo Vasquez Custom Furniture in Haiku, Hi. Featuring highly figured Hawaiian koa wood veneer, his elegant sideboard features lava rocks elevating its top and wenge legs supporting the body of the

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»»» CRAFTSMAN CHALLENGE

piece. Two types of koa veneer were used and dark pheasant wood trims the top, leading your eye to hand-crafted pulls.

The veneer was sourced from Certainly Wood, East Aurora, N.Y., and the sales representative was Jim Carroll.

Cabinet winner

Wes Brewer of BenchCraft Custom Woodwork Inc., Fort Collins, Colo., captured the cabinetry prize with a project involving high end residential cabinetry and millwork in an Aspen, Colo., penthouse. Featuring two full logs of camphor wood burl veneer, the project involved a hallway that covers 52 linear feet with seven built-in passage doors on concealed hinges and ¾-inch reveals that are all perfectly matched. Brewer dubbed the project "Burled to Perfection."

Veneer for the project was supplied by Indiana Architectural Plywood, and the sales representative was Mark Dvorak.

Specialty Items winner

Self-taught woodworker Scott Grove captured the Specialty Items prize with "Melissa," a sculpture of a female form completely covered in veneer. Grove said he designed the project to test the limits of compound veneering technique. Grove, who has a degree from the Rochester Institute of Technology in environmental design, also highlighted the environmental value of veneer.

"I am dedicated to sustainability and using veneer adds an ecological consciousness to my work," he says. "Veneer vendors receive the best figured woods, and combined with a 42:1 yield over solid hardwoods, using veneer is dramatically more effective, efficient and environmentally-friendly."

Certainly Wood supplied the veneer for his project, and the sales representative was Greg Ingel.

Student Design winner

Cale Caboth of Mt. Pleasant, Iowa, captured the Student Design category with a striking cantilevered desk he



Top prize in the furniture category went to Ricardo Vasquez of Ricardo Vasquez Custom Furniture in Haiku, Hi., with a contemporary sideboard featuring highly figured Hawaiian koa wood veneer.



Two full logs of camphor wood burl veneer were used in the winning cabinetry entry done by Wes Brewer, BenchCraft Custom Woodwork Inc., Fort Collins, Colo.

built while studying at the Center for Furniture Craftsmanship, Rockport, Me. The piece features an ebony veneer top, which he noted would have been cost prohibitive if attempted in solid wood.

Judges weigh in

Judges for the 2012 contest were Michael Bell, president elect of the Architectural Woodwork Institute and a senior manager with Allegheny Millwork; Tim Fixmer, member of the WoodLINKS USA board of directors and publisher

of CabinetMaker+FDM; and studio furniture maker, Alfred Sharp, current president of The Furniture Society.

"With well over 200 entries, the task to pick a limited number of winners was daunting at best," says Bell. "Mixing the sheer quantity with the high level of quality exhibited in every category made picking the winners a true 'craftsman's challenge.' As far as I am concerned, the majority of the entries deserve tribute. The high level of creativity and workmanship represented was truly amazing."



Self-taught woodworker Scott Grove captured the Specialty Items prize with “Melissa,” a sculpture of a female form completely covered in veneer.

Fixmer echoed Bell’s remarks about the challenge of judging such a large field of quality entries. “There can be no doubt that craftsmanship and creativity abound in today’s woodworking industry,” he says. “This exercise has renewed a deep sense of pride in being part of this creative industry. As a WoodLINKS board member, one of the delightful surprises in the judging experience was to discover that the student entries far exceeded my expectations. It thrills me to think that we have young people with skills of that magnitude preparing to make careers in woodworking and furniture making.”

Sharp also commented about how the caliber entries bodes well for the future of the industry. “As one involved in the early re-invigorating of interest in the realm of fine custom furniture, I’m gratified and amazed at the quantity and quality of work being created today,” he says. “Whether using traditional techniques and designs, or striking out in innovative uses for veneer, each of the winners has created work to be marveled at.”

For more information about this and next year’s Veneer Tech Craftsman’s Challenge, visit www.veneertech.com. ◀



Cale Caboth of Mt. Pleasant, Iowa, won the Student Design category with a striking cantilevered desk he built while studying at the Center for Furniture Craftsmanship, Rockport, Me.

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QUICK CUTS

Techniks aggregate tool wins Challengers Award at IWF

Among this year's seven Challengers Award winners at IWF, Techniks, Inc. displayed a new aggregate tool that significantly reduces machining cycle times for time-consuming deep lock cases and mortise work on CNC routers.

According to a representative at their booth at IWF, the Atemag Extra Plus Aggregate is different than other aggregate tools because, instead of applying a standard back-and-forth cut, the tool oscillates, increasing the material removal rate. This helps to reduce CNC time, and helps control equipment and labor costs.

The tool is best suited for deep pockets, mortise and tenon projects, and anytime a connector is needed

for a doors, stairs, or furniture, for example. It can be used with all CNC routers.

The representative said that there is normally a limited feed rate that can be achieved, since CNC routers only move so fast. The Atemag produces 625 strokes for every 10,000 rotations, and has a feed rate of 156 feet per minute.

"We were able to show the judges that deep pocketing can be done on CNCs," the representative said. "We looked at that big chunk of time. If we knock that down, you can really get a bang for your buck. We have proven that we can increase production without increasing labor costs."

PureBond Quality Award

Columbia Forest Products announced the winners of the first annual PureBond Quality Awards at the International Woodworking Fair in Atlanta. Nine winners in three project categories, Residential Kitchen & Bath, Residential Other, and Commercial, were chosen by a team of expert judges.

The winning selections were made based on use of PureBond hardwood plywood in a project that led to a quality finished product.

"The PureBond Quality Awards is a way for Columbia Forest Products to recognize the world-class work being produced by our PureBond Fabricator Network members," said Director of Marketing Todd Vogelsinger. "We've created a partnership of craftsmen who build quality custom woodwork for residential and commercial clients using our flagship PureBond brand of hardwood

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winners announced at IWF

plywood. For the past several years, we've admired their work so much, we thought a competition would be a great way to spotlight their accomplishments."

The winner of the Residential Kitchen & Bath category is NicoSpacecraft of British Columbia, Canada. The winning design was created in collaboration with S2studio for a waterfront residence in Gibsons, B.C. The design of the open-concept kitchen, dining and living areas was tied together using PureBond Classic Core panels in Douglas fir, creating a flow that would spill into an outdoor space.

The second place winner in the Residential Kitchen & Bath category is Wm. H. Fry Construction Company of Cupertino, Calif. for a residential kitchen featuring anigre-faced PureBond plywood cabinetry. Third place goes to Lewis and Weldon Custom Kitchens of

Hyannis, Mass. for a traditional kitchen design in rich wood tones.

The Residential Other category, which was open to projects like built-ins, furniture and closet systems, was won by d KISER of Omaha, Neb.

Second place in the Residential Other category goes to Lewis and Weldon, for a custom built-in fireplace surround in a clean, white finish. Third place goes to NicoSpacecraft for a mid-century modern-inspired furniture line called "pUre" furniture. The line is made exclusively with PureBond plywood.

The Commercial category was open to any commercial application. As a result, Columbia received a wide range of entries. The winning submission was built by Interior Resources of Canoga Park, Calif. The rosewood veneers showcased in the DISC Sports and Spine Center in

Newport Beach draw the eye up and around sweeping curved expanses.

The second place winner in the Commercial category is the acoustic ceiling of the Sacramento International Airport, designed by 9Wood of Springfield, Ore. Third place goes to Mountain Woodworks of Big Pool, Md. for a cherry console for a commercial recording studio.

Judges included Dave Grulke, the Executive Director of the Cabinet Makers Association, William Sampson, editor of CabinetMaker+FDM Magazine, Eric Pfeiffer, product designer and co-author of "Bent Ply: The Art of Plywood Furniture;" and Ana White, a mother, homemaker and blogger from Alaska, who designs and posts free furniture plans.

First place winners received a \$1,000 cash prize. Second and third place winners received \$500 and \$100.



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QUICK CUTS

More than 400 attend CMA educational sessions at IWF

The Cabinet Makers Association announced that nearly 400 custom woodworking shop owners and managers, industry professionals and suppliers attended its inaugural expanded educational sessions at IWF 2012 in Atlanta, which are part of CMA's new professional certification program.

All CMA professional certification program curriculum and CEU sessions delivered at IWF are being converted from live sessions to live webinars that will be scheduled for open participation starting in fall 2012. Once webinars are completed, they will be recorded so that anyone wishing to attend these sessions will have access to them at any time so an enrollee can learn at his or her own pace, while paying for

session fees as they go. One is not required to be a CMA member to participate in and earn CMA professional credentials.

"With most of the attendees at our IWF live sessions coming from outside the CMA's membership, it seems the executive level management training we are offering is very much needed and desired by shop owners and managers. Considering this program didn't exist a year ago, we're absolutely elated with the response on this brand new education and credentialing program," said Dave Grulke, CMA executive director.

For more information on CMA's professional certification program, please visit: http://www.cabinetmakers.org/certification.html?utm_source=EliteEmail&utm_campaign=PCP%20

Hettich launches smartphone app for cabinetmakers

Hettich launched a new application to gives cabinetmakers, interior fitters, the fittings retail trade, furniture designers, members of the furniture industry and DIYers that is compatible with tablet

PCs and smartphones.

The Hettich app provides catalogs, magazines, instructions and videos that can be viewed online and stored in the bookshelf. Users can find a contact for

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The Hettich app is available with German and English user interfaces for iPhone 3GS, 4 and 4S, and for iPad 1, 2 and 3.

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Tafisa Canada launches new marketing tools

Tafisa Canada, a particleboard and decorative panel manufacturer, has launched a new series of marketing tools that make the product selection process easier for customers.

Launched in honor of its 20th anniversary, Tafisa's new marketing materials include a flip chart that sorts colors by texture, detailed specifications for each texture and color combination suggested, and identification of which products are standard or made-to-order. The marketing materials also include explanations about the differences in panel types, listings of and uses for complimentary products such as doors and mouldings, and directions on where products can be found.

"The goal was to increase



Tafisa Canada launched a new series of marketing tools to aid customers in their product selection process.

understanding about our products, and minimize the effort involved for customers in getting answers to questions that inevitably arise when making panel-purchasing decisions," said Lise LeBreton, marketing director of Tafisa Canada.

IWF Challengers Award winners announced at show

The winners of the IWF Challengers Award have been announced on the show floor at IWF Atlanta:

- **Cim-Tech** Solid-CIM 3D
- **Giben America, Inc.**
Prisma6000 ECOtech
- **Hafele Co.,** Frontino
- **James L. Taylor Mfg/JLT Clamps/**
Cameron Automation
Cameron Flooring Nester
- **Martin Woodworking Machines Corp.** Martin T75 Sliding Table Saw
- **Miltec UV** Gloss Control UV Finishing
- **Techniks, Inc.**
Atemag Extra Plus Aggregate

Seven winners named during show floor announcement.

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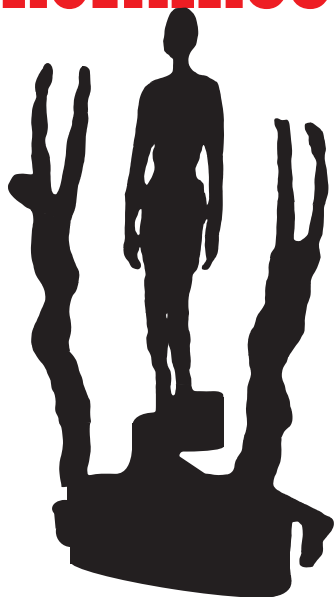


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2012 IWF Challengers nominees announced



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

Accu-Systems, Inc. Panel Sizing & Squaring Machine
 Allmoxy The Wood Marketplace
 Benz Inc. Turbo Floating Aggregate Head
 Bessey Tools North America Bessey Auto-Adjust Toggle clamp
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 Invis (North America), Inc. Invis Mx Minimag
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 Cameron Automation Cameron Flooring Nester
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 Cameron Automation The Skew
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 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
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TigerStop LLC.....	SawGear with Crown+MiterPro
Timesavers, Inc.....	CNC Profile Sander
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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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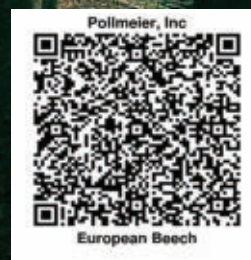
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IWF Challengers finalists announced for 2012

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

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Martin T75 Sliding Table Saw.....6748

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

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Stiles Machinery Inc.: Venjakob automatic coating change system..... 7535, 7935, 8135, 8156

Stiles Machinery Inc.: Weeke

vertical machining center..... 7535, 7935, 8135, 8156

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

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

Timesavers, Inc.: CNC Profile Sander6426

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

Voorwood Co.: A11 Table Shaper/Sander 5763

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

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

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

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

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Find new technology at IWF 2012

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

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

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

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

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

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

FIND NEW TECHNOLOGY AT IWF



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

» MPI-400 UV curing system

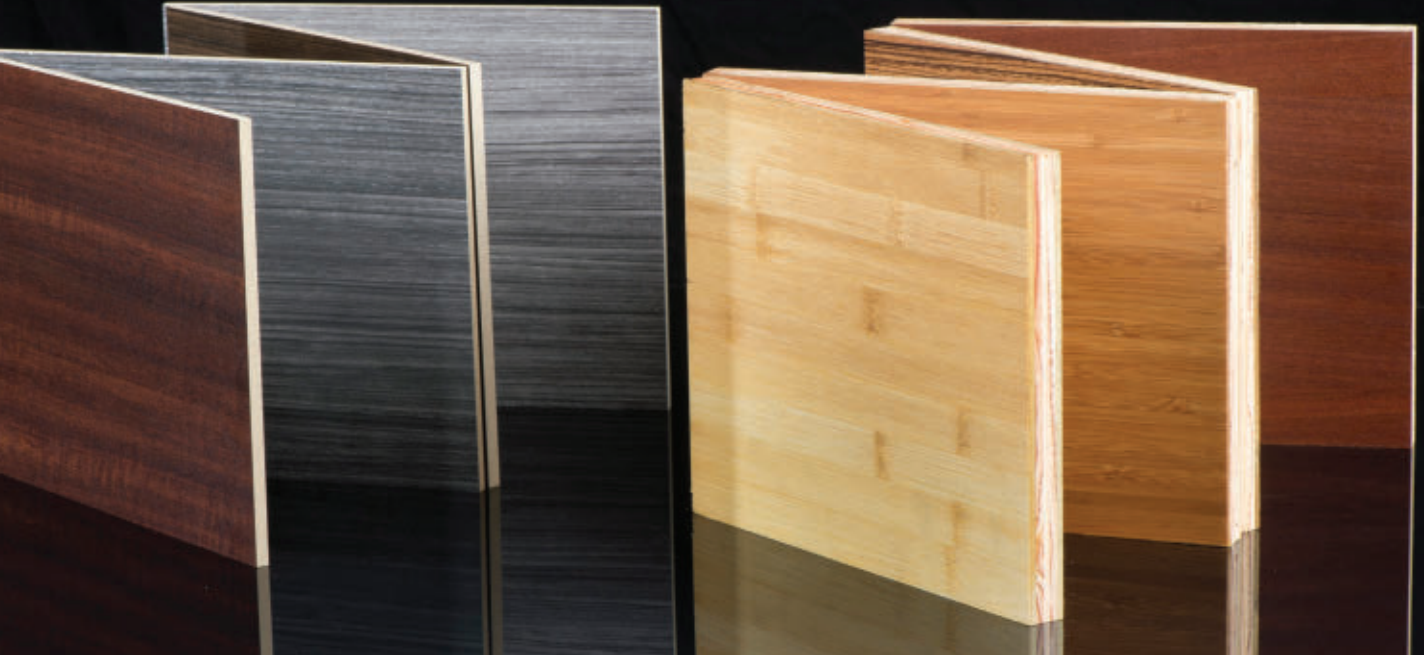
is Miltec's new 400 watt-per-inch electrodeless UV system designed for maximum UV cure efficiency. It can be used for high speed curing processes that require high peak irradiance. A major benefit of Miltec's new MPI-400 is the ability to operate several different types of bulbs, each with different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

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

» Magswitch workholding system

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

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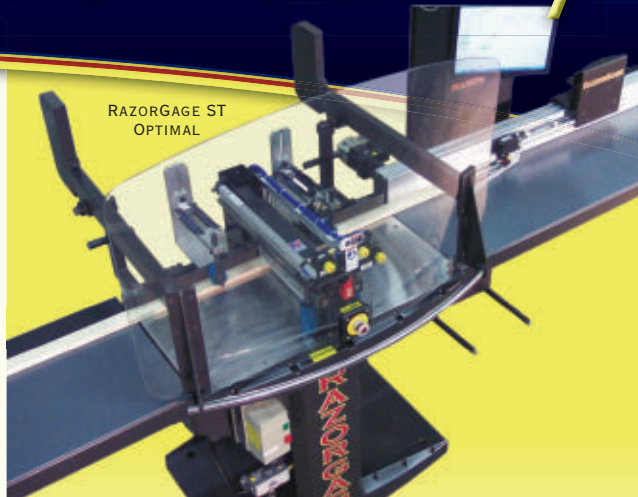
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NEW TECHNOLOGY

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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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QUICK CUTS

CPA expands Eco-Certified Composite program

The Composite Panel Association has expanded its Eco-Certified Composite (ECC) certification program to include manufacturers of finished products, components and laminated panels. The ECC program was launched this year for North American manufacturers of composite panels. Forty-seven plants representing almost two-thirds of industry production are certified in the program.

CPA expects many fabricators and laminators to seek ECC certification this year. The ECC standard applies to manufacturers of MDF, hardboard and engineered wood siding and trim, and permits use of wood or agricultural fiber and highlights the responsible use of fiber by composite panel manufacturers. For more information and to find composite panel products made by ECC-certified producers, see www.eccproduct.org.

Ligna, Interzum coordinate marketing for May 2013 shows

The Ligna and Interzum trade shows are coordinating marketing activities for their 2013 events. The two fairs are staged in succession so international visitors can attend both events in a single trip. The two shows will provide an overview of materials, design developments and technology for wood processing, woodworking and furniture.

In 2013, the two shows will switch places on the calendar, with Ligna going first. Ligna will be held in Hanover from May 6 to 10, 2013. Interzum will be held in Cologne May 13 to 16. For more information see www.interzum.com and www.ligna.

WoodLINKS RTA contest winners announced

Students from woodworking technology programs around the country were honored after competing in the WoodLINKS/USA RTA contest in an award ceremony at the IWF show in Atlanta.

Top prize went to a team from Rolla Technical Institute. Team members Zach Ludden, Nikki Look, and Lucas Shelton presented their winning entry called Travolo di Stiles Table. Other entries included:

2nd place: Wine Rack Stack, Dale Jackson Career Center

3rd place: Kazumi, Quinter High School

4th place: Universal Light Bulb, Southern Virginia Higher Education Center

5th place: Sub Roza Table, Dale Jackson Career Center

Some \$30,000 in prizes were awarded to benefit the woodworking training programs at the participating students' schools. Prize donors included Custom Service Hardware, FastCap, Graco, Stiles, Tiger Stop, and Valspar.

Industry sponsors who helped pay for students and teachers to travel to the IWF show included Accurate Custom Cabinets, C. R. Onsrud, Inc., Great Lake Woods, IWF 2012, KCD Software, Kerfkore Company, Kremlin Rexson, Inc./Exel North America, Master Magnetics, Inc./Mod eez, Modular Systems, Inc., ShopBot Tools, Inc., Stiles, Vortex Tool Company, Woodcraft Supply, LLC and Accurate Technology.



3rd place: Kazumi, Quinter High School



4th place: Universal Light Bulb, Southern Virginia Higher Education Center



5th place: Sub Roza Table, Dale Jackson Career Center

Pollmeier video shows advantages of beech from Europe

The benefits of beech from Europe are detailed in European Beech: Durable, Sustainable and Versatile, a video and online learning course presented by Pollmeier Inc. The video discusses the benefits of using more wood, not less, to lower carbon emissions. It identifies which hardwood species are the most abundant and where some of the best managed certified hardwood forests are located.

The Forest Stewardship Council

(www.fsc.org) and the Programme for the Endorsement of Forest Certification (www.pefc.org) are the most widely used certification programs in Europe and are described here.

Applications described for European beech include flooring, cabinets, doors and millwork, ceiling panels and trim, furniture. Surface treatments for European beech are covered. For more information, contact Pollmeier Inc., 503-452-5800, www.pollmeier.com.

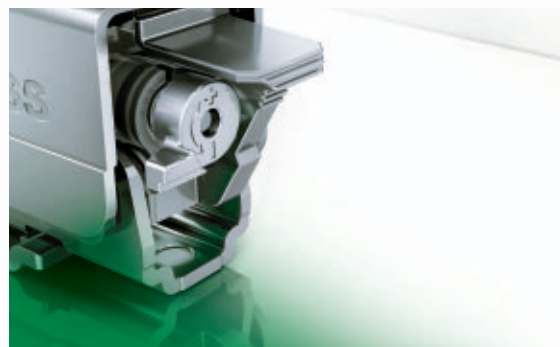


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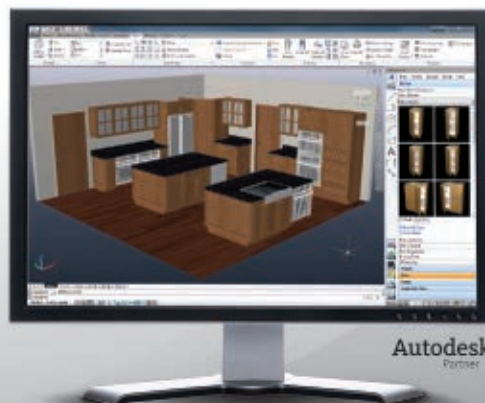
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QUICK CUTS

Wright Bench named Design Emphasis best of show winner

Eugene Duclos won the IWF Design Emphasis competition "best of show" for a piece he titled the "Wright Bench," an outdoor park-type bench with a built-in bike rack. Duclos was one of two design students from Appalachian State University that were finalists competing in the Design Emphasis Showcase at the International Woodworking Fair in Atlanta.

Duclos and Derek Elliott, both from Cary, N.C., displayed furniture they designed and built as part of the Perennial Wood Appalachian State Design Studio. The furniture is made of a new Perennial Wood material (www.perennialwood.com), which is sourced in the U.S. and modified on the molecular level to provide a physical barrier against rot, decay and movement.

Elliott's piece, "Patio Chaise," won the People's Choice award in the competition phase of the Perennial Wood Appalachian State Design Studio.

The Design Emphasis Showcase student furniture design competition offered students a chance to have their work judged by a panel of furniture industry designers, manufacturing and retail executives, and members of the trade media. Students competed for \$12,000 in prize money, awarded for advanced designs in five different categories

The "Wright Bench" was designed by Eugene Duclos, who will compete in the Design Emphasis Showcase at IWF



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Stiles IntelliStore demonstrated on IWF show floor for attendees

Stiles Machinery Inc. demonstrated the Bargstedt IntelliStore panel and storage system on the show floor at IWF. The IntelliStore storage retrieval system provides an opportunity for an increase in productivity. The system optimizes material flow and enables efficient use of resources. The system allows high flexibility and efficiency with low personnel effort. See www.stilesmachinery.com.

See us at IWF, booth 6435

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
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C.R. Onsrud, Inc.



Timesavers, Inc.



Delta Power
Equipment Corporation



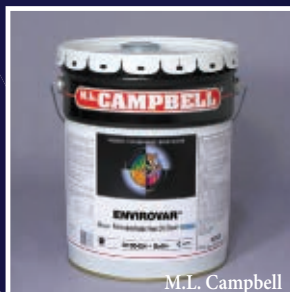
Klingspor Abrasives, Inc.



SawStop



Franklin International



M.L. Campbell



Super Thin Saws Inc.



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Cameron Automation



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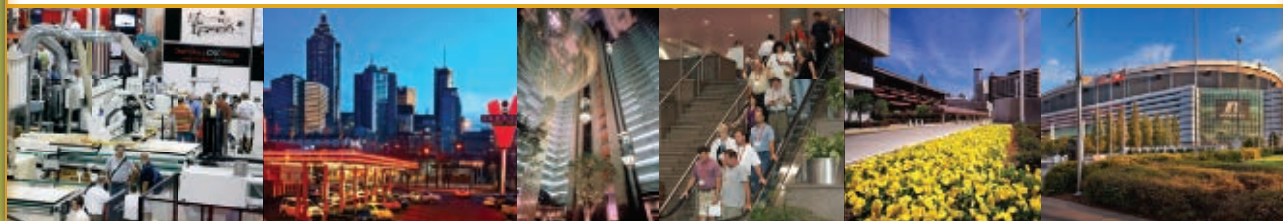
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www.iwfatlanta.com



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Holz-Her Inc. Arcus CNC edgebanders

Arcus CNC edgebanders from Holz-Her Inc. are designed and built for every level of production. These machines feature servo-controlled programmable adjustments for working units, which allow for easy programming and repeatable setups in seconds. The edgebanders also have a PowerPC control system with color graphics and hybrid "GluJet" technology.

704.587.3400

www.holzher.com



Fulterer pantry pull-out slides

Fulterer offers pantry pull-out slides in three models: FR771.ECD, FR775.ECD and FR777.ECD. Weight capacities for the pull-out slide are: 275 pounds for model FR771.ECD, 200 pounds for model FR775.ECD and 450 pounds for model FR777.ECD. All slides have an integrated easy close device.

336.431.4646

www.fultererusa.com

Leitz Tooling Systems VariPlan Plus planer head

Leitz Tooling Systems VariPlan Plus planer head can be used to increase

quality and decrease waste by using it for pre-planing or integrating with smooth knives. It is designed to increase smoothness of rustic and difficult-to-machine woods while reducing chipping. Solid HS or carbide knives are reversible and can be sharpened up to six times without changing diameter.

616-698-7010

www.leitztooling.com



Outwater Plastics Industries Inc. CastStone columns

Outwater Plastics Industries Inc. offers CastStone columns that are manufactured using nonporous inorganic composite fiberglass reinforced resins, marble dust and fade-resistant color that is made to look like real stone. CastStone columns are available in round, non-tapered plain and square, non-tapered plain, fluted and raised panel formats in a variety of sizes and colors. The columns include Tuscan caps and bases, and come ready to be cut to size and installed.

800.631.8375

www.outwater.com

Smartech International LP VersaTrim trimming knife

Smartech International LP's VersaTrim is a 3D laminate trimming knife. Its compact size allows for trimming



of multiple openings, even in close proximity to each other. The handle is designed to hold the blade at an angle that assures a flush trim in a single pass, the company says.

704.362.1922

www.smartechonline.com



Carter Products Co. MultiRest Workpiece Support System

The MultiRest Workpiece Support System from Carter Products Co. provides adjustable support of workpieces and fits machines from mini-lathes up to those with a 20-inch swing, with no additional hardware required. A two-piece design enables the system's support ring to be opened without removing the MultiRest from the lathe bed. The system's base attaches to beds with way sizes from 1 inch to 4.5 inches in width.

616.647.3380

www.carterproducts.com

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Franklin International Advantage Emulsion Polymer Isocyanate adhesives line

Franklin International's Advantage Emulsion Polymer Isocyanate adhesives line can be applied as a one-part adhesive and also eliminates direct handling of isocyanate. The Advantage EPI line features pneumatic controls and requires no electricity, and allows for user control via an electronic shot-size controller, a manual thumb button, a foot pedal or an automated machine interface. Equipment can be tailored to specific applications, from finger jointers and extruders to roll coaters.

614.443.0241

www.franklinadhesives.com



KCD Software Door Plus software

KCD Software's Door Plus software is a design and manufacturing software especially for door and drawer box manufacturers. Created for both 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 parametric templates, tool paths and more.

508.760.1140

www.kcdsoftware.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 HVLP (high volume low pressure) and RP (Reduced Pressure).

507.346.7776

www.satausa.com



Cefla Finishing Group Prima automated spray system

Prima from Cefla Finishing Group is a reciprocating spray system for water- or solvent-based coatings. Prima has a working area up to 1,300 mm wide, with variable process speeds from 1-3 meters/minute. The Prima control includes an automated part detection system to communicate panel size and position, a 6-inch touchscreen, and real-time diagnostics of production speed and output.

704.598.0020

www.cefлаfinishinggroup.com



NAP GLADU diamond tooling

NAP GLADU manufactures diamond tooling for the woodworking industry. The company is vertically integrated from tool design to manufacturing to sharpening and re-work, all focused on achieving the lowest cost per cut.

800.457.7468

www.napgladu.com



American Fabric Filter Co. custom cartridge overbags

American Fabric Filter Co. offers custom-designed cartridge overbags that help prevent dust from bridging across the filter pleats. The custom overbags are manufactured from nylon monofilament. These reusable overbags have custom sizing, free design assistance and quotes.

800.367.3591

www.americanfabricfilter.com

IMA America Corp. Bima Cut machining center

The Bima Cut machining center from IMA America Corp. features the capabilities of a panel saw, table mill, drilling machine, row-hole drilling machine, slot milling machine and edge banding machine combined into one machine. The machine's CNC infeed table accepts panel sizes ranging from 2,800-by-2,700 mm to 4,200-by-2,070 mm. A working area of 2,000-by-1,400 mm is available to the left if the CNC infeed table.

919.246.0350

www.imaamerica.com

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an iPod Nano
or iPod Touch)



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Osborne Wood Products Inc. Fusion leg

Osborne Wood Products Inc. offers the Fusion leg line. The Fusion leg design has both classical and contemporary aesthetics. Metal feet are also available for several Fusion legs to be used in bathrooms or kitchens.

706.886.1065

www.osbornewood.com



20-20 Technologies 20-20 Design software Version 10

20-20 Technologies offers Version 10 of its 20-20 Design software for the design and furniture manufacturing industries. Features include photorealistic renderings, an intuitive user interface, and the ability to browse and import 3D models from Google SketchUp warehouse or from a disk for SketchUp and AutoCAD. 20-20 Design software version 10 can be used with 20-20 LiveOrder, as well.

866.698.2020

www.2020technologies.com

Goff's Enterprises Inc. G-2 Lite door

The G-2 Lite door from Goff's Enterprises Inc. is a fully customizable high speed door designed for low usage internal vinyl doors and bug blocking mesh dock doors. Replaceable, exchangeable panels are available in vinyl, mesh and clear PVC, with fiberglass extrusions and custom extruded aluminum side beams. Op-



eration options include: manual chain hoist, 18 inches per second motorized and 30 inches per second motorized.

800.234.0337

www.goffdoors.com



Columbia Forest Products Columbia Radius bending plywood

Columbia Forest Products offers Columbia Radius bending plywood that flexes at a minimum radius of 12 inches for curved contour surface applications such as columns, arches, cabinetry and furniture. It comes in 2- or 3-ply construction types, made from rotary peeled tropical hardwood outer backs (plies) and a veneer face or inner ply. The panels are available in 4-by-8-foot long-grain plus 8-by-4-foot cross-grain styles, in standard thicknesses ranging from 1/8-inch to 16 mm.

800.637.1609

www.cfpwood.com

Mozaik Software Inc. InControl software

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

619-752-5910

www.mozaiksoftware.com

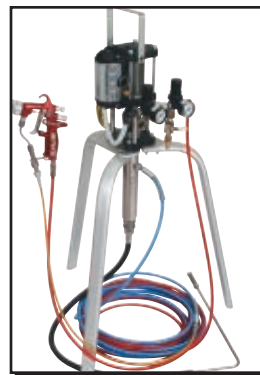


Thermwood Corp. MTR30 DT CNC router

The MTR30 DT CNC router from Thermwood Corp. is designed for machining jobs that require multiple tools and dual tables for nonstop machine production. The machine is configured with two stationary 61-by-121-inch high flow vacuum tables with dual programmable part locators. It is equipped with a 12 HP spindle with an automatic tool changing system as well as a drill bank with both horizontal and vertical drills, available up to 25 spindles. The QCore control has a dxf convertor for accepting dxf files for automatic nesting.

812.937.4476

www.thermwood.com



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

Binks/DeVilbiss' MX Lite Pump/Gun 12:1 Package is an air-assisted airless spray package. Available as a tripod or wall mounted spray package, the MX Lite features Binks' stainless steel MX412 pump with the Binks AA1600M air-assisted airless spray gun. According to the company, the magnetic detent design creates a quick stroke changeover with no pulse or surge.

630.237.5000

www.binks.com



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Keystone Wood Specialties Inc. RTA cabinets

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



States Industries Elemental hardwood veneered panels

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

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

905-738-8886

www.samet.com.tr

TigerStop LLC Crown+MiterPro

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



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

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

877.872.2821

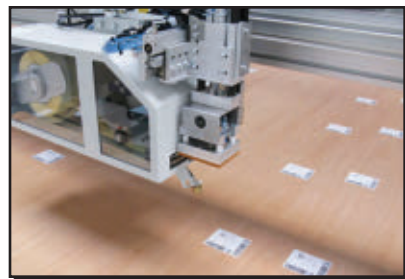
www.GreenBVC.com

Lignomat USA Ltd. Ligno-Scanner SDM

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



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 retrofitted.

616.698.7500

www.stilesmachinery.com

Roseburg Forest Products Co. Duramine decorative melamine

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



Oliver Machinery 4012 Table Saw

Oliver Machinery 4012 Table Saw is equipped with a 3HP Leeson triple V-belt drive motor and massive cabinet mounted trunion. Standard features are a quick change device for the guard/ripping knife and a 30" rip capacity using a well-designed and accurate fence system. Also included are a mitre gauge, as well as a regular and dado insert.

206.575.2722

www.olivermachinery.net

www.buycorbels.com

800.603.4557

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Williams and Hussey Machine

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

RUF US Inc. briquetting systems

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

CabMaster Software cabinet software

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

801.478.1900

www.saintl.biz

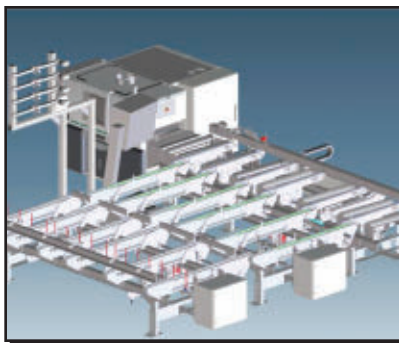


Hafele America Co. SmartCab storage system

Hafele America Co. SmartCab storage system provides new functionality for base cabinets. A cabinet organization system which can be custom-configured to store a variety of household items into a standard base cabinet. This unit was specifically designed to fit into a 15” or 18” cabinet with a drawer above the door, a foundation of most home kitchens. SmartCab is the only interchangeable storage system on the market and is fully customizable without requiring a full height door.

800.423.3531

www.hafele.com/us



Weinig Group Valu-Rip Pro and VarioRip 310

Weinig Group's Valu-Rip Pro and VarioRip 310 2 Moving Blade Ripsaw measure board width at 16 points and determine board shape and crook. The system displays the optimized rip solution on the board via laser lights and allows the operator to override the solution using a simple touch screen. Newly designed material handling allows for complete customization.

704.799.0100

www.weinigusa.com

Arauco USA sanded panels

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.araucopy.com



Grass America Inc. Kinvaro L-80 lifter systems

Grass America Inc.'s L-80 parallel lifter system offers a smooth quiet action as the lifter opens a single door in parallel to the cabinet. The lifter allows quick access to cabinet interiors as the door is pulled up and out, and away from the cabinet. Doors lift up and hold firm in any position. It can also be used for large wall cabinets.

800.334.3512

www.grassusa.com

CIM-Tech Router-CIM Automation Suite 2012

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



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AkzoNobel Chemcraft Airguard

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



Tritec Associates Inc. Gannomat Trend Index PSU

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



Colonial Saw Inc. Lamello Top 21 biscuit joiner

Colonial Saw Inc.'s Lamello Top 21 biscuit joiner features a flush base plate and an electronically controlled, 800-Watt SMART motor. The swiveling front stop and the front stop square are designed to be Other features include a height-adjustable cutter, the capability to do 0-to-135-degree miters, precision groove cutter with scoring teeth, optimized fan, dust bag and a wooden Lamello case.

781.585.4364

www.csaw.com

Biesse America Rover J router

Biesse America Rover J CNC router is the answer to increased production for growing shops processing plastic, non ferrous metals, composites and wood. It is said to be affordable, flexible and user friendly, combining strength and quality.

www.biesseamerica.com



Gingrich Woodcraft cutting board insert

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

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

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



Dynabrade Inc. random orbital sanding pads

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



Adams Wood Products Inc. unfinished split cabinet onlays

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

423.587.2942

www.adamswoodproducts.com

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Gemini Coatings white conversion primer surfacers

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



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



C.R. Onsrud Inc. No Sweat Nesting

C.R. Onsrud Inc.'s No Sweat Nesting is a fully-automated nested-based manufacturing solution that is available on any

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

704.508.7000

www.cronsrud.com



Castle Inc. CSI-Next

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

Eurosoft Inc. OnCORE Veneer

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

919.468.3003

www.eurosoftinc.com



Apollo Sprayers Intl. Inc. 1050VR HVLV turbine system

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



Blum Inc. Tandem/Tandembox waste-recycle sets

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

704.827.1345

www.blum.com

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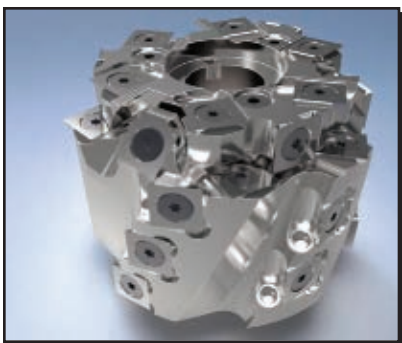


Wintersteiger Inc. DSB Twinhead NG thin cutting band saw

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

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

Graco Inc. agitator speed controller

The agitator speed controller from Graco Inc. uses a closed-loop control that monitors agitator rotational speed

and adjusts air flow to maintain constant speed. Applications include drum and tote mixing, batch mixing and storage tank agitation. The controller can be installed on Graco and other competitive agitators.

877.844.7226

www.graco.com/finishing



RazorGage Cyclone-600 up-cut saw

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



Dustek Div. of Boshco Inc. plastic collection bags

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

978.667.1911

www.dustek.com

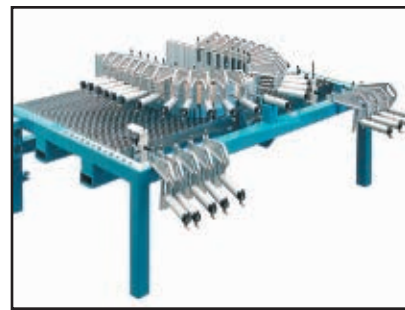


TradeSoft PlanSwift Takeoff ProjectPAK plug-in

TradeSoft and PlanSwift offer Takeoff ProjectPAK plug-in software. Using the embedded plug-in, items are pulled directly from the ProjectPAK database, eliminating the need for maintenance on two takeoff databases, the company says. As items are taken off, they are color-coded and accounted for, with automatic highlighting of differences in the original and revised plans. When finished, the plug-in automatically sends the takeoff from PlanSwift back to ProjectPAK.

770.579.9096

www.tradesoftinc.com



Ogden Group PT Veneer Forming systems

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

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Flamex Inc. hot particle detector

Flamex Inc. offers a hot particle detector to sense hot particles traveling through a material stream that could be a potential ignition source. It is suitable for drop chutes, conveyors, and



certain ductwork applications where some ambient light is present. It is a mid-IR Detector responding to the 1.3 to 2.7 micron range and has the ability to sense IR at lower temperatures than the standard spark detector, according to the company. See video at <http://youtu.be/5LhzEK3MZeU>.

336.299.2933

www.sparkdetection.com/products_detectors.html

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



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

Over the years Fletcher has found that the ShopBot's easy interface is a boon because it's easy to train employees in the software.



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See us at IWF, booth 7156



Oneida Air Systems SmartPro dust collector

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

315.476.5151

www.oneida-air.com



Adwood Corp. Cehisa PRO 11 edgebander

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

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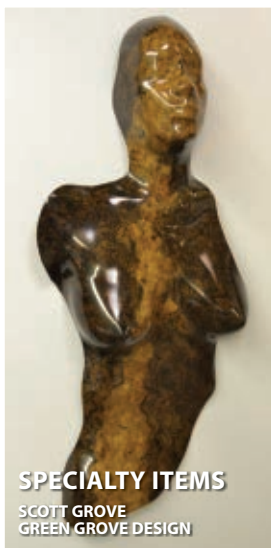
nautical dream room. Visit veneertech.com to view the category winners, honorable mentions and all entries in the 2012 competition. Congratulations to the winners, and thanks to all who entered. Remember, the Challenge is not about the amount or source of the veneer—only the quality of skill and application, and recognition of the entire supply chain. Get ready for the 2013 competition to be awarded at AWFS-Las Vegas!

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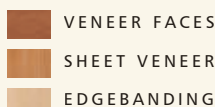
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Hickory Saw & Tool offers dedicated insert cutters. They are less expensive than carbide tipped cutters, and their shape remains true because of the ability



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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Nordfab Inc. Quick-Fit with Tuff Shield

Nordfab Inc. offers Quick-Fit with Tuff Shield. This abrasion-resistant ducting comes with a flame-sprayed RC60 abrasion coating on the inside. Quick-Fit TS is available on all QF parts but is primarily designed for use on elbows, branches, reducers, and "extender" pieces that clamp on downstream of elbows to provide even more protection, Nordfab says.

800.532.0830

www.nordfab.com



Caron Industries tropical style doors

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

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Pollmeier Inc. Superior Red Heart beech

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

Benz Inc. Solidfix tool system

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



Weima America Inc. Woodwolf pre-crusher

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

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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.

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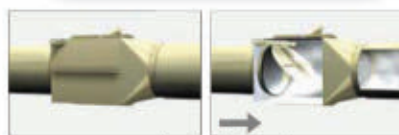
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Nederman USA Inc. SmartFlow

Nederman USA Inc. offers SmartFlow "on-demand" dust collection technology. By retrofitting existing dust collection systems with SmartFlow, the company says utility costs could be reduced up

to 80 percent, and system capacity and workstation flow can be improved. SmartFlow can also reduce system size by up to 40 percent, according to the company. SmartFlow technology offers remote monitoring of system operation.

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See us at IWF, booth 5752



Leuco Tool Corp. P-System jointing system

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



Panel Processing Inc. panel store

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

219.736.0330

www.panel.com/ecommp.php

Drawer Connection Inc. Drawer Shelf

Drawer Connection Inc.'s Drawer Shelf can transform the inside of a cabinet into a sliding storage drawer. Six different sizes are offered. The Drawer Shelf is ready to ship same day and has one fee with shipping included, the company says.

480.917.4887

www.dcdrawers.com



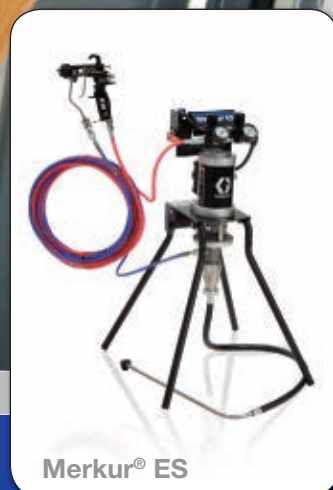
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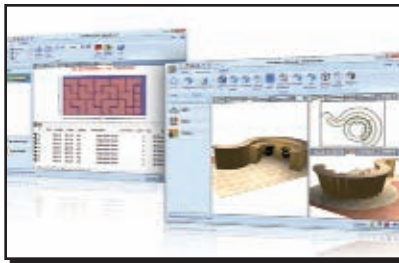
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Planit Solutions Inc. Cabinet Vision full line design software

Planit Solutions Inc.'s Cabinet Vision software offers a full line of design to CNC (Screen-to-Machine) software systems right-sized to meet the needs



of every shop size. Small shops can take advantage of technology that allows them to easily engineer jobs on screen and send the necessary data straight from the software to their CNC machinery, according to the company.

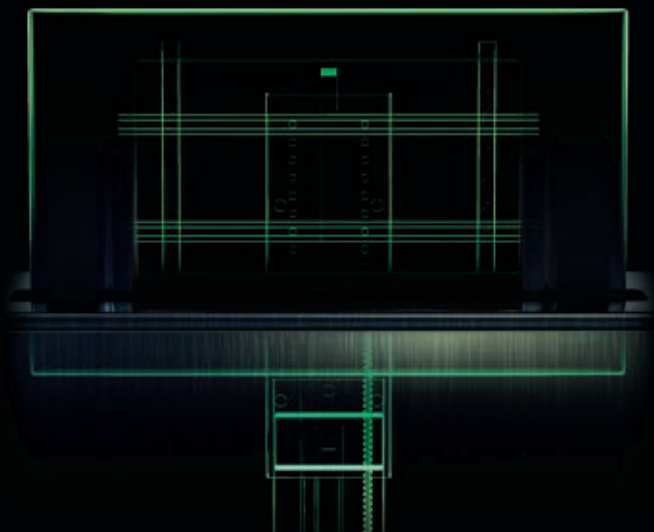
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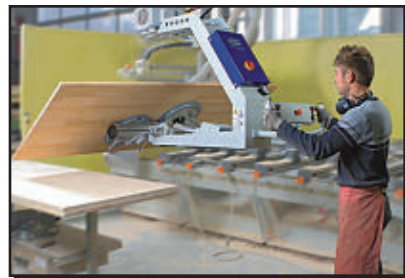
See us at IWF, booth 2707



Vortex Tool Co. Inc. XP tooling

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



Schmalz Inc. vacuum handling systems

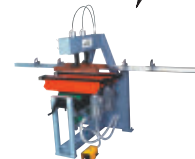
Schmalz offers two product series: the vacuum tube lifter Jumbo with single tube design, and the vacuum lifting device VacuMaster. Jumbo is suited for frequent and rapid lifting and moving of wood products of all types, up to a weight of 660 lbs. VacuMaster is ideal for heavy wooden boards weighing up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

919.713.0880

www.schmalz.com

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

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

SandMan Products
Sand Pro inspection lights

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
Microvellum estimating software

Microvellum Inc. offers MicroManager, a single system used to collect and main-



tain information for the entire production process. It provides you with the tools to take projects from the design stage, create an accurate estimate, determine when the project will best fit into production, create factory-wide schedules and more.

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www.microvellum.com
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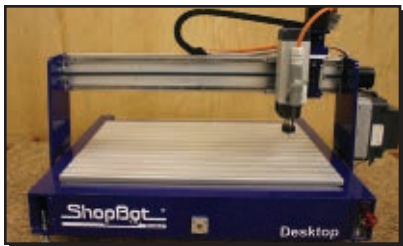
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models have a 130 mm working height (z-axis) and up to 50 tool stations. The long version of the machines has a 1,390 mm working surface. Units include 25 vertical drill heads, 10 horizontal drills, and grooving saws in the "x" and "y" directions.

302.322.7732

www.feldergroupusa.com



ShopBot Tools Desktop CNC machine

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



Richelieu Hardware appliance pulls

Richelieu offers a collection of appliance pulls for sub-zero refrigerators, pantry doors, wide drawers, tall doors and architectural single or double swinging doors with the option of back-to-back installations. The pulls include the use of such materials as solid bronze, brass, forged iron and recycled brass materials. The collection includes contemporary, French country and Federal styles.

800.619.5446

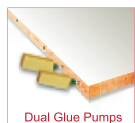
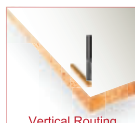
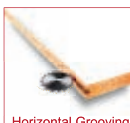
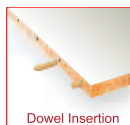
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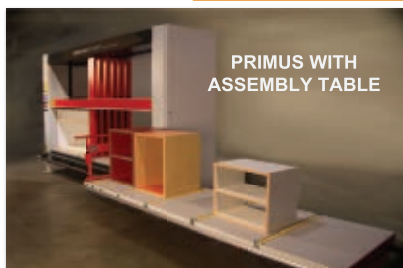
**INDEX
TREND 130-330**



**INDEX
PRO 130-330**



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Express s2 Hinge Insertion



DB-21 Dowel Construction Boring



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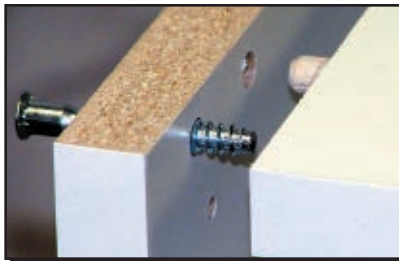
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CabParts, Inc. cabinet boxes

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970.241.7682

www.cabparts.com



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800.482.1809

www.exelind.com



PMK Machinery LLC coping machine/end matcher

PMK Machinery LLC's Model 1203 provides chip-free coping of either square or profiled parts, even if profiled on both sides, and is also an end matcher for custom flooring. 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 for proper alignment.

865.385.0779

www.pmksystems.com



Shopcart's Adapa drying tower

Shopcart's offers the DT-50 drying tower. It contains 50 adjustable shelves, and each shelf has a 20 pound capacity. The panels can be loaded, moved to a booth and rolled to a drying area.

785.862.2060

www.shopcartusa.com



Ferrari America Inc. soft-close hinge

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

SSI North America Pentadecor 3D laminate films

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

Veneer Technologies Inc. thick edgebanding

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



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CCF Industries bamboo drawers

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

724.727.2045

www.ccfdrawers.com

Intertek Industrial Corp wood screws

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



Mill Spec Machine LLC brush-belt sander

The Loewer MultiMaster DC sander from Mill Spec Machine features a brush-belt sanding system that allows it to sand at high feed speeds or to be aggressive at lower feed speeds. It provides a high-end finish to lineal profiles without profiled heads or changeovers, and is available in many configurations.

715.355.0534

www.millspecmachine.com



Freud America Inc. anti-vibration blade

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

SuperMax Tools 19-38 combo drum/brush sander

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

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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

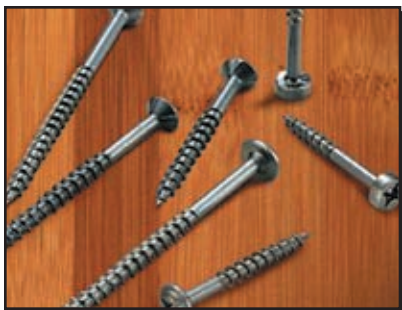


Kreg Tool Co. Foreman pocket machine

The Foreman pocket machine from Kreg Tool Co. is available in an electric-powered version. The unit features a mechanical hold-down clamp for hands-free drilling. The fence adjusts to center a screw in material from 1/2 to 1-1/2 inches thick.

515.597.2234

www.kregtool.com



Deerwood Fasteners International wood screws

WoodMax screws from Deerwood feature serrated tooth threads for faster starting, easier driving, less splitting, better breaking torque and more holding power than Type 17 screws.

828.469.1075

www.deerwood.com

BHK of America assembled drawers

BHK of America has added assembled drawers to its line of ready-to-assemble drawers systems and components.

845.928.6200

www.bhkofamerica.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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CNC Technology template maker

The A0812CR system from CNC Technology for template making includes a CNC router, Windows-compatible driver and specially designed CAD program. The system is specifically designed for quickly generating accurate templates for custom millwork producers. It also can produce pressure shoes, which reduce chatter and snipe.

828.431.2205

www.template-makers.com

Clarkes International Inc. spark detection

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



Solid Wood Systems Inc. CNC machining

The Balestrini Idea CNC machining center, from Solid Wood Systems, is designed for both small and large

production runs and features fully digital controls. Applications include moulding, mortising, boring and other operations required in the manufacture of chair, table and other 3-D wood components.

336.884.0700

www.solidwoodsyste.ms.com



Eterna Lighting lighting

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

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Vac-U-Clamp vacuum frame presses

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 sanding tables

Model 3672 downdraft sanding table from Denray Machine features a new tube filtration system, which cleans with a 99 percent capture rate at 1 micron. It can be used in small and medium-size shops and in large shops as dedicated sanding stations for small items. The tables are available in sizes from 28 x 48 inches to 96 x 48 inches.

417.466.4046

www.denray.com

Northway Industries Inc. Contract manufacturing

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

Wagner Meters L609 meter

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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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



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



Salice America Inc. soft-close hinge

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



Air Handling Systems dust collection

Air Handling Systems has available dust collection and pollution control equipment and systems for virtually any application. Complete systems or individual parts can be designed and fabricated.

203.389.9595

www.airhand.com

Honeyville Metal Inc. dust collectors

Honeyville Metal manufactures dust collection



Micro Fence Micro Plunge Base

Micro Fence offers the Micro Plunge Base tool for close-tolerance jobs like installing hinges, fine detailing, inlay work, guitar building, scale model or miniature making, and smaller routing requirements. The Micro Plunge Base can be made to accept a number of different high-speed rotary tools and pencil die grinders. It can be fit with the Dremel 8200 Cordless 12V.

818.683.0330

www.microfence.com



Rockler Woodworking and Hardware Undermount Utility Tray

Rockler Woodworking and Hardware's Undermount Utility Tray is a workbench accessory that attaches to the underside of work surfaces to hold benchtop tools. The bottom panel of the 16-gauge galvanized steel tray is perforated to allow sawdust and other debris to fall through.

763.478.8201

www.rockler.com



Hettich America L.P. InnoTech drawer system

Hettich America L.P. InnoTech drawer system provides maximum flexibility for drawers and pull-outs because the same side profile is used for all options. InnoTech DesignSide permits the use of glass, stone and other materials for closing off the sides of pot-and-pan drawers without incorporating a railing above. InnoTech can be used as a partial and full-extension runner with or without Silent System in different loading categories.

800.777.1772

www.hettich.com



Holz-Her Inc. CSF automatic panel storage system

Holz-Her Inc. offers the CSF automatic panel storage system as well as the model LCV automatic feeding system for CNC Panel saws and CNC centers. The systems provide an integrated software for connection with machines and design software packages. The company says benefits include automated work flow, improved production efficiency and better utilization of storage space.

704.587.3400

www.holzher.com



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Vecoplan LLC VPM 250 pellet mill

The VPM 250 pellet mill from Vecoplan LLC has a production capacity of 200 pounds per hour and is designed for small to medium commercial scale producers. Fixed on a table, the VPM 250 measures 37.75 inches long by 31.5 inches wide by 25.5 inches high and weighs 1,560 pounds. It comes

equipped with a 25-horsepower press, 2-horsepower mixer and 1/2-horsepower feeder drive motors.

812.923.4992

www.vecoplanmidwest.com



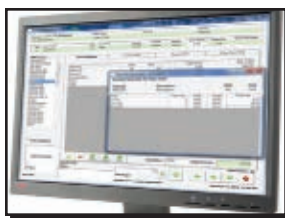
Omega Inc. T 2006 OPT cross-cut saw system

The T 2006 OPT automatic cross-cut saw system from Omega Inc. is equipped with a CNC programmable pusher to position board to selected lengths and an onboard PC that can perform seven different work cycles of optimized

and defect cutting. The system is capable of cutting material up to 5 inches thick and 10 inches wide at a maximum feed speed of 800 feet per minute. Available in 13- or 20-foot useable infeed lengths, the system can cut and handle up to three different grades within the same cutting list.

574.243.0120

www.omgainc.com



Prime Estimating & Software Services LLC Prime6400 V3.8.8

Prime Estimating & Software

Services LLC Prime6400 V3.8.8 specializes in special/custom assemblies for the architectural woodwork, millwork and casework industry. Designed for estimators, no programming is required for fast setup, training and estimating. A separate library can be added for special/custom items that are too difficult for formulas and parametric pricing functions in addition to the 6 original ways to complete pricing.

239.213.1237

www.prime6400.com

Voorwood Co. Model A11 sliding table shaper

Voorwood Co. Model A11 sliding table shaper shapes all components of a cabinet door and simultaneously sands the profiles as they are being

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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.

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shaped. It also cuts the substrate to the desired finished dimensions and squares the substrate as all four sides are being processed. It also processes straight edges and curved edges using a template system.

530-365-3311

www.voorwood.com



Mereen-Johnson Machine Co. Chop Navigator cross cut optimizing system

Mereen-Johnson Machine Co. offers the Chop Navigator cross cut optimizing system. This push-feed system features a touchscreen interface and cut list download capability from most major design software.

612.529.7791

www.mereen-johnson.com



Sylka Inc. wood furniture

Sylka Inc.'s unfinished wood furniture can be matched to the color of kitchen cabinets. The company has no minimum order requirement. Sylka Inc.'s furniture can serve the needs of both the residential and contract furniture industries.

877.990.8254

www.sylka.ca



Alexander Dodds Co. SE-1CNC-D dovetail machine

Alexander Dodds Co. offers model SE-1CNC-D dovetail machine with a user-friendly operator interface touchscreen and the ability to cut standard dovetails, multi-width dovetails, box joints and optional French dovetails. The SE-1CNC-PS dovetail machine includes everything found in the SE-1CNC-D model but also features fully programmable side stops that automatically move into position once the part description is loaded into the touchscreen.

616.784.6000

www.dodds.com



Techniks Inc. Extra Plus Aggregate Head

Techniks Inc. offers the Extra Plus Aggregate Head. According to Techniks, the Extra Plus Aggregate Head's oscillating cutting action reduces the time it takes to cut a mortised lock pocket from 51 seconds to 11 seconds. A YouTube video of the head can be viewed online: <http://www.youtube.com/watch?v=uaftbzlu8j4>.

800.597.3921

www.techniksusa.com



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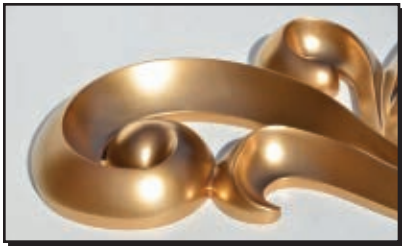
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SA International EnRoute 5 CAD/CAM software

SA International's EnRoute 5 CAD/CAM software delivers creative tools and accurate toolpathing for wood carving and engraving needs. EnRoute is designed to facilitate integration with three-axis CNC machines in the CNC woodworking, signmaking, and manufacturing and fabrication industries. EnRoute 5 is a fully equipped interface containing enhanced nesting options, expanded relief creation and editing capabilities, and more.

801.478.1900

www.saintl.biz



Elias Woodwork Decorative Laminate Veneer products

Elias Woodwork manufactures a full line of Decorative Laminate Veneer products including cabinet doors, molding and refacing materials using environmentally friendly Nexgen laminates. Available in five door styles and eight colors, these products have a wood-like, fade-resistant appearance. It also contains an antimicrobial additive to help protect against bacteria.

800.665.0623

www.eliaswoodwork.com



Hoffman Machine Co. Inc. PP2-NC dovetail routing, dowel boring machine

Hoffman Machine Co. Inc. offers a PP2-NC automatic dovetail routing and dowel boring machine for the production of furniture frames for sofas, beds and recliners as well as large millwork, trim components and handrail joinery. The machine is designed to rout dovetail keyways for Hoffmann Key fasteners and drill dowel holes in one machining cycle. A user-friendly color touchscreen allows the operator to enter all relevant data right on the machine panel.

866.248.0100

www.Hoffmann-USA.com



Tisfoon Ulterior Systems SmartSaws Optimizer Retrofit

The SmartSaws Optimizer Retrofit software assures more accurate sorting, better grade merging, establishes production-based optimization, and typically increases run speed by at least 20 percent, Tisfoon Ulterior Systems says. SmartSaws OR is compatible with existing scanning systems from Tisfoon, WoodEye, Luxscan, Lucidyne and others.

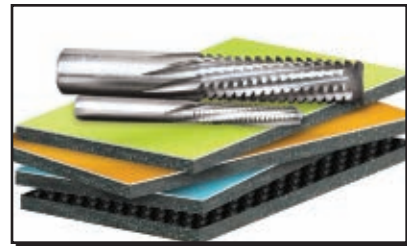
919.677.3060

www.tisfoon.com

Kanefusa USA Inc. UFormer Cutter planer head

Kanefusa USA Inc. UFormer Cutter planer head has U-formed (curved) cutting edges. The thin HSS knife is 0.5 mm (0.02 inch) thick. Special hard coating is used on the rake face. It reportedly has low cutting noise, offers a better cut surface and no tearout due to the shear angle in both ends.

www.kanefusa.co.jp



Amana Tool solid carbide roughing spiral multi-flute router bits

Solid carbide roughing spiral multi-flute router bits from Amana Tool can cut abrasive materials such as carbon fiber, Trespa and fiberglass, making them ideal for industrial applications like CNC and table-mounted router machines. Amana says the multi-flute router bit geometry helps prevent chip out on the top of the material by pushing chips down during the cutting pass. These bits are available in 1/4-inch and 1/2-inch diameters.

631.752.1300

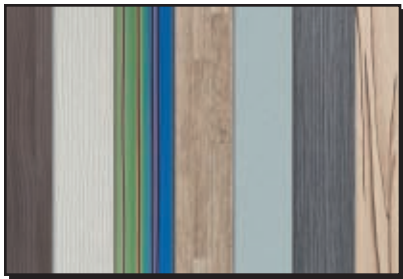
www.amanatool.com

Bessey Tools North America rapid action clamp

Bessey Tools North America rapid action clamp offers a combination of features and benefits in a single clamp. It can be set up quickly, provides "no-twist" parallel clamping, robust contact surfaces and a heavy duty rail. An internal mechanism allows the clamping bolt to move twice as far per handle turn as compared to a normal acme-threaded spindle. Clamping contact surface does not rotate during the tightening process.

519-621-7240

www.besseytools.com



Chemetal Treefrog InteriorArts

InteriorArts is an hpl laminate collection from Chemetal and Treefrog. The collection features 74 design laminates in 4-by-8-foot sizes and 13 surface textures with dimensional relief, exotic wood looks and high-gloss finishes. InteriorArts is scratch-resistant and GreenGuard-certified.

800.807.7341

www.chemetal.com

General Tools & Instruments crown moulding jig

General Tools & Instruments crown moulding jig makes accurately cutting

crown mouldings easier, eliminating trial and error, and saving time. The Crown King requires no assembly and is designed for ease of use. It enables the user to produce inside and outside corners with the three most common crown moulding spring angles (38, 45 and 52 degrees). In combination with a miter saw, it can create precise joining angles every time.

800-697-8665

www.generaltools.com

Lamin-Art Inc. Veneer-Art oak series laminates

Lamin-Art Inc. Veneer-Art oak series laminates combines features of wood and high-pressure laminate. Designers and fabricators can choose from golden oak, vintage oak, ashened oak, prairie oak, limed oak and the already popular bog oak. All oak options are available in a weathered grain finish.

847-860-4300

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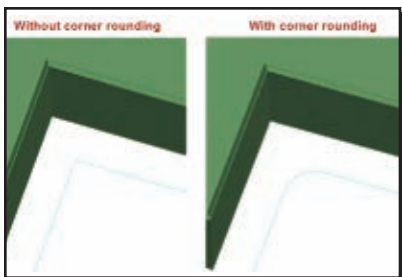


Hera Lighting TapeVE-LED

Hera Lighting's TapeVE-LED is a flexible LED light that features a solderless quick-connect system 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 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



Mastercam/CNC Software Inc. X6 router

Mastercam/CNC Software Inc.'s X6 router has a 2D Contour toolpath that creates smooth motion in sharp corners and supports multi passes. Other features include a 64-bit application; the ability to take .DWFX files from Autodesk; an OptiRest toolpath that performs Rest Milling operations; and variable toolpath radius.

800.228.2877

www.mastercam.com

Bench Dog Tools Inc. Strap-Loc

Strap-Loc from Bench Dog Tools Inc. is a device to wrap, secure and store lengths of strap from tie-downs, strap clamps, woodworking band clamps and



more. The butterfly-shaped body has slots for a strap up to 1 inch wide and wings to help keep the strap on center while winding it around the body. After the strap is completely wound, an adjustable rubber cord with three tension stops snaps into a built-in hook to secure straps of varying lengths.

800.786.8902

www.benchdog.com

Drawer Connection Inc. Drawer Shelf

Drawer Connection Inc.'s Drawer Shelf can transform the inside of a cabinet into a sliding storage drawer. Six different sizes are offered. The Drawer Shelf is ready to ship same day and has one fee with shipping included, the company says.

480.917.4887

www.dcdrawers.com



Safety Speed Mfg. 7400 Series vertical panel saw

The 7400 Series vertical panel saw from Safety Speed Mfg. accepts SawGear and TigerStop automatic length-measuring systems. The user enters a dimension on a keypad and the stop device moves to the selected position for vertical cuts. Multiple cut lists can be stored in the optional measuring systems, to be used with the saw.

800.772.2327

www.safetyspeed.com

Vauth-Sagel Slide corner

Vauth-Sagel's Slide corner enables comfortable access to cabinet contents, available in base cabinet through tall cabinet versions. Available for 15-, 18- and 21-inch door openings, the wooden shelf comes in a maple-look finish, while the rail comes in RAL 9006.

www.vauth-sagel.de



MultiCam Inc. 8000 Series CNC router

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

972.929.4070

www.multicam.com



GUHDO-USA 1/2-inch diamond router bit

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



James L. Taylor Mfg. Co. Cameron flooring nester

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

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.

800.743.6916

www.quickscrews.com



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

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



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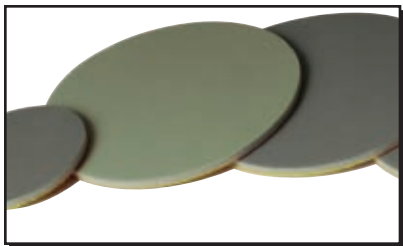
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Klingspor Abrasives Inc. Fusion Foam Pads

Klingspor Abrasives Inc. offers Fusion Foam Pads for surface preparation. The company says Fusion Foam Pads are ideal for final finishing of solid surface materials, marble and granite surfaces, sanding filler, primer, orange peel, fiberglass, clear coats and fine finish restoration. The company says they are also ideal for scuff sanding lacquer sealers, conversion varnish sealers and vinyl sealers.

800.645.5555
www.klingspor.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

Berenson Corp. Inspired Design series Puritan Collection

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

Fletcher Machine feed chains

Fletcher Machine manufactures feed chains to fit many machines, including the Challoner Double End Tenoner links. Chains are 4-inch pitch, and are available as blank links, flip-up dogs and snap-in dogs.

336.249.6101
www.fletcher-machine.com

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Southworth Products Corp. Stack-n-Go stackers

Southworth Products Corp.'s Stack-n-Go stackers are ideal for use in light manufacturing, warehousing, assembly and retail facilities. The company says its stackers are designed for transporting loads on pallets and stacking loads up to 7 1/2 feet high. They feature 62-inch high masts, offset control handles, power via two 12-volt batteries and a 110-volt built-in charger.

207.878.0700

www.southworthproducts.com

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

Vollmer of America Corp. QXD200

The QXD200 from Vollmer of America Corp. features ExLevel design and simulation software. It also features fully automatic PCD finish-grinding and polishing functions.

412.278.0655

www.vollmer-us.com



Anderson Group America Selexx Spectra CNC router

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

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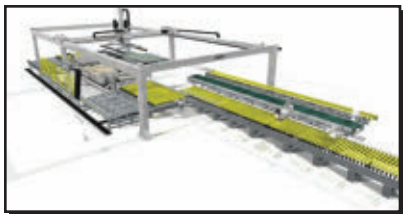
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SCM Group North America Gabbiani CUBO panel saw

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



Delcam International ArtCam Insignia

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



Saw Trax Mfg. Inc. Panel Express Single Worker Panel Cart

Saw Trax Mfg. Inc. makes the Panel Express Single Worker Panel Cart for one-man loading and unloading of materials like sheets of wood. The cart has 13-inch pneumatic tires and a self-adjusting brace. The cart is constructed of 2.75-inch thick steel and has a carrying capacity exceeding 500 pounds, the company says.

770.974.0021

www.sawtrax.com

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Global Finishing Solutions' WAVE Aqua filters are designed for use with water-borne paints in automotive and industrial

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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



Nordson Corp. nitrogen generation system

Nitrogen generation systems create a continuous supply of 95 percent to 99.5 percent pure nitrogen gas, Nordson Corp. says. The inert nitrogen gas can be used with Nordson foaming systems to

produce a closed-cell foam that reduces volume of adhesives and sealants. The nitrogen gas can also be used with most Nordson tank melters or extruders to create a nitrogen blanket to preserve reactive material integrity. The nitrogen generation system is a self-contained, wall-mount system that installs without electrical connections.

800.683.2314

www.nordson.com



Dynabrade Inc. random orbital sanding pads

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

RouterCAD CAM/CAD Express software

RouterCAD offers a number of different CAM/CAD Express software options for CNC routers. RouterCAD Express has built-in SmartCAD tools and nesting with the Automatic Tool Path feature. Cabs-to-Go is a customizable order entry CNC program that includes g-code and nesting. AutoCabinets Express is a cabinet design program that creates g-codes for CNC routers.

888.549.3203

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Bosch Power Tools and Accessories Daredevil framing blades

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 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



M.L. Campbell EnviroVar

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 Clean-Cure 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

Brookhuis Micro-Electronics Timber Grader MTG

Brookhuis Micro-Electronics' Timber Grader MTG is a handheld machine stress grading device. Timber Grader performs the grading with the customer on-location, and is ideal for sorting smaller batches. The device estimates the strengths class of timber immediately after drying and the extension, with normal hammer, measures the top layer of a stack or grades individual planks.

31.0.53.480.3636

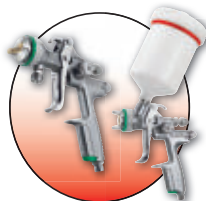
www.brookhuis.com

Cabinet Pro SimplyPowerful cabinet software

Cabinet Pro's SimplyPowerful software is for both the small cabinet shop and the large manufacturer of cabinets, entertainment centers, doors, desks and closets. It produces detailed shop and finished drawings, floor plans, elevations, 3D perspectives, user-defined cutlists, material reports, door reports, bidding, financial

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charts and reports, panel optimization, and direct CNC machining code. Because it produces the g-code directly from the panel optimized parts, there is no need for additional CAD/CAM software.

541.776.9133

www.cabinetpro.com

General International 90-290M1 bandsaw

General International offers the model 90-290M1 bandsaw, which is capable of cuts up to 12 3/8 inches deep. The saw features a one-piece, steel frame with 18-inch cast-iron wheels. The saw is equipped with a 3 HP, 220 V single phase TEFC motor. The 24-by-20-inch

cast iron table tilts 45 degrees to the right guided by a one-piece full cast-iron trunnion. The blade guide system consists of upper and lower Bakelite blocks and a 5-bearing assembly.

888.949.1161

www.general.ca



Sherwin-Williams Sher-Wood F3 Kemvar Varnish

Sher-Wood F3 Kemvar Varnish from Sherwin-Williams is a line of F3 Formaldehyde Hazard-Free Finishes for wood industrial finishing applications. The product serves as a drop-in replacement for traditional conversion varnishes. The

varnish is formulated formaldehyde-free and free of any ingredients that may admit formaldehyde, the company says.

800-524-5979

oem.sherwin-williams.com



Royce/Ayr Cutting Tools Inc. adjustable cutters

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

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Martin Woodworking Machines Corp. TP300 machine

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

704.921.0360

www.martin-usa.com

Keystone Laminates Inc. high pressure laminates

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

215-443-8651

www.keystonelaminatesinc.com



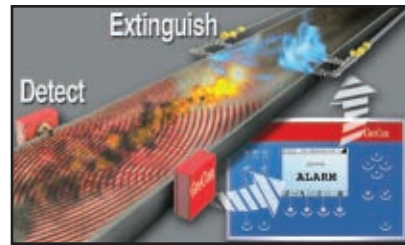
Dustek Div. of Boshco Inc. plastic collection bags

Dustek Div. of Boshco Inc. offers plastic collection bags. These 6-mil extruded,

heavy-duty bags have ultra tough seams and measure 38-by-72 inches, according to the company. The bags are sold in rolls of 50.

978.667.1911

www.dustek.com



GreCon Inc. spark detection and extinguishing systems

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

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503.641.7731

www.grecon-us.com

SigmaTEK Systems SigmaNEST V9.1 with VoluMill

SigmaTEK Systems offers SigmaNEST V9.1 with VoluMill. The combined system has the capability to optimize nesting and generate smooth machining toolpaths, according to the company.

513.674.0005

www.sigmanest.com

Art for Everyday Inc. Square Italianate Posts

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



Youngdale Mfg. Corp. Mighty-Mite cabinet hinge

Youngdale Mfg. Corp. offers Mighty-Mite cabinet hinge. The Mighty-Mite hinge has a 180-degree opening range, a single pivot point with two nylon washers, a Delrin latching clip, locating tabs and adjustment slots. Mighty-Mite hinges have a smaller foot print, allowing for a better fit on glass

panel cabinet doors, the company says. Available finishes include: antique brass, bright brass and nickel.

888.446.4363

www.youngdale.com



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Walzcrafft 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.

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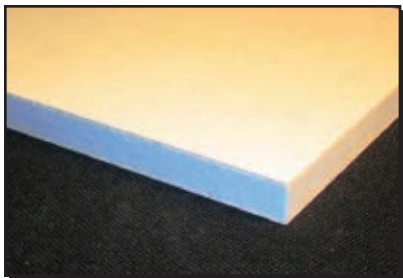
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Kerfkore Co. Foamkore Fire Rated

Kerfkore Co. offers Foamkore Fire Rated. This product is a class "A" lightweight panel that meets ASTM E84 certifications, according to the company. This product consists of a 1/8-inch, non flame-spreading material face and a polystyrene core, Kerfkore says. The panel is available in 4-by-8-foot and 4-by-10-foot panel sizes, in thicknesses from 3/4 inches to 3 inches.

800.637.3539

www.kerfkore.com



Freeborn Tool Co. cutters

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

Unique Machine & Tool Co. SI-100, TI-100 inserters

Unique Machine & Tool Co. offers the SI-100 round ball inserter and the TI-100 tube spacer inserter in its Unique Tools product line. The pneumatic spacer inserters for five-piece door manufacturing are designed to improve the assembly efficiency of medium and large manufacturers.

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Mohawk Finishing Products Exact Match Wood Touch Up Kit

Exact Match Wood Touch Up Kit from Mohawk Finishing Products is designed to replace color due to scratches, nicks, dings, rub marks and other damage to wood finishes. Color cards included in the kit make it easy to match any color wood surface, the company says. Activate the color card with the activating solution and apply the correct stain onto the repair with the artist brush. Exact Match Wood Touch Up Kit provides long-lasting repairs for wood floors, kitchen cabinets, wood furniture or other wood items.

828.261.0325

www.mohawk-finishing.com

Jet-WMH Tool Group JC-3BF dust collector

The JC-3BF by Jet-WMH Tool Group features a 3 hp cyclone with five micron bag filter. Cyclonic action separates the heavier chips and particles and disposes of them into the 55 gallon drum. A large eight fin,



14 inch steel impeller creates high velocity air flow and lets lighter dust particles pass through and be trapped in the filter.

888.804.7129

Accurate Technology Inc. ProCAB QC

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



Epilog Laser Legend Elite Series desktop laser systems

The Laser Legend Elite Series by Epilog Laser features Super Silent cooling fans that provide a 10-decibel drop in most of the systems, a vector cutting table that is over an inch thick and removable from the system, a removable crumb tray for easy disposal of debris, and an enhanced drop down front access door with Easy-Open Struts for increased door strength and stability.

303.277.1188

www.epiloglaser.com

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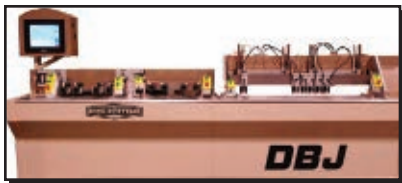
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SHOW PRODUCTS



Accu-Systems Inc. DBJ drawer machine

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 fronts, and route for under mount drawer glides and drawer bottom grooves.

801.965.1900

www.accu-systems.com

Walcraft Industries Inc. Rigid Cabinotch cabinet box system

The Cabinotch system incorporates nested manufacturing and CNC operations to

produce a quality, interlocking cabinet box. Cabinotch's construction process features wood to wood glue joints which provide strength and durability. Cabinotch offers a broad range of sizes and species.

270.685.0803

www.cabinotch.com



Packsize International LLC EM7 packaging system

Packsize International LLC has released its EM7 packaging system. The EM7 has only an 88 ft² footprint and is capable of producing more than 5,000 custom die cut boxes or inserts per shift, the

company says. This makes it possible for those companies with extremely high volumes or very little floor space to have perfect fitting packaging. Packsize is still providing the equipment while the customer purchases only the consumable of corrugated.

801.944.4814

www.packsize.com/



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The product is water repellent, weather resistant and lasts 25 years in outdoor use, according to the company.

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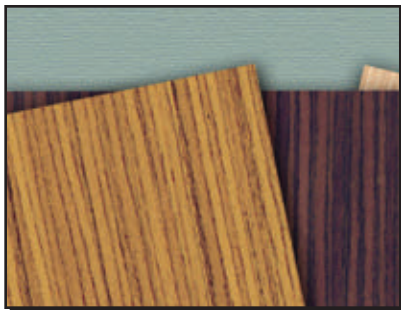


The Collins Companies' Pine FreeForm particleboard now meets the moisture resistant specifications for ANSI MR-10 per the ASTM D 1037-06a for 24-hour water absorption. The particleboard is certified under the California Air Resources Board CARB Phase 2. In addition, Collins Pine FreeForm contains 100 percent recycled post-industrial fibers, using a formaldehyde-free polymeric adhesive, is FSC-certified and LEED

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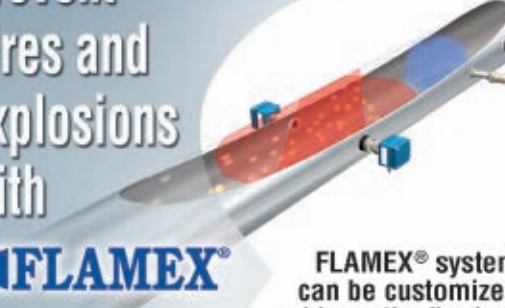
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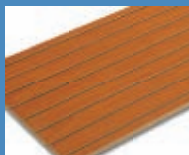


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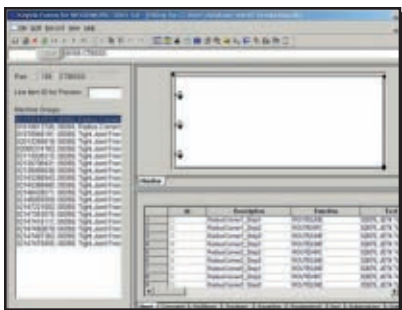


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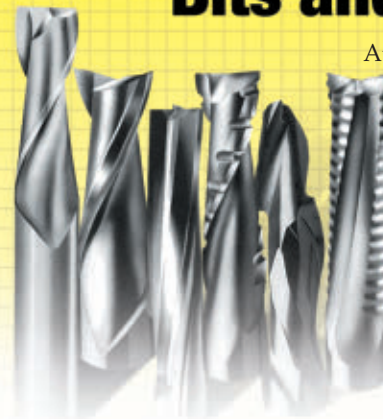
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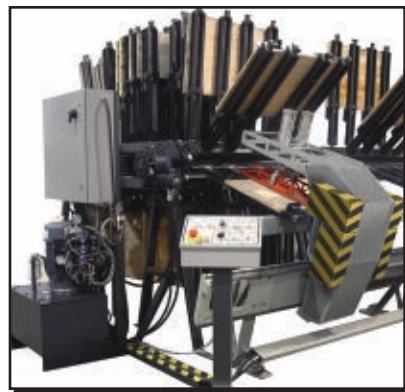
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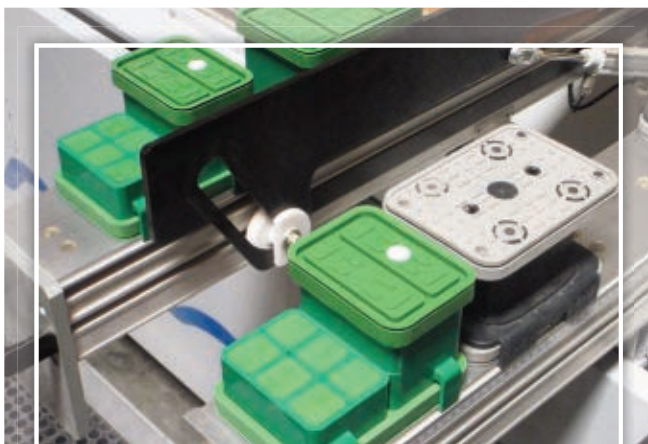
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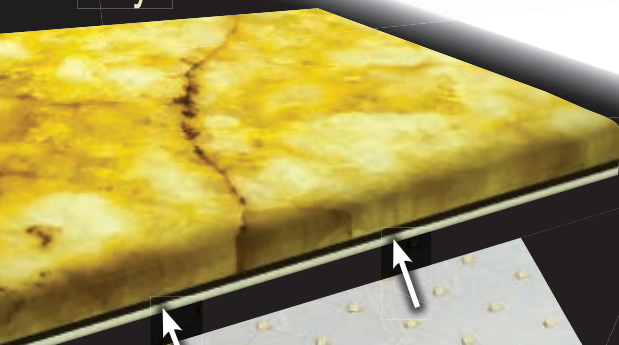
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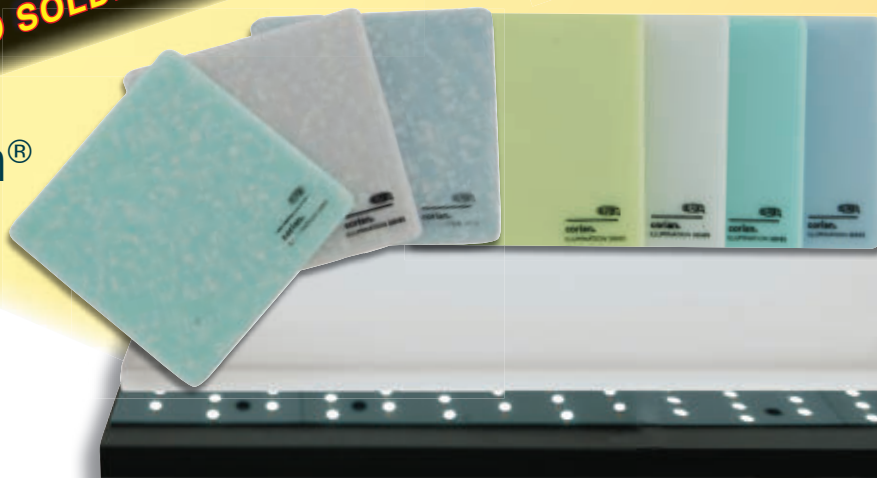
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