

WOODSHOP

Shaping the Successful Shop™

www.woodshopnews.com January 2013

NEWS®

Where values matter

Merrill Woodworking gains an edge with its reputation

The many faces of mahogany

In finishing, 'half-right' rules

NEW TOOLS

- Weeke CNC
- Oliver intelliCarve
- General router tables

\$3.95 (Canada, \$5.95)





INNOVATIVE PRODUCTS SINCE 1989!



SHOP FOX® machines are backed by a 2 Year Warranty!

TRACK SAW

- Motor: 120V, 9A, 1100 watt, 5500 RPM
- Blade diameter: 160mm (6¼")
- Cutting capacity:
With track: 1³¹/₃₂" @ 90°, 1⁷/₁₆" @ 45°
Without track: 2⁵/₃₂" @ 90°, 1⁵/₈" @ 45°



W1832 Track Saw
Track not included

D4362 Guide Rails **D4363** Accessory Pack

14" BANDSAW

- 1 HP, 110V/220V
- Precision ground cast iron table measures 14" x 14" x 1½"
- Blade Size: 93½" (⅛" to ¾" wide)
- Cutting capacity 13½" (throat)
- Cast iron frame and wheels
- Ball bearing blade guides
- Includes fence and mitre gauge

Feature packed, and an incredible value

W1706 14" Bandsaw



5 HP SPINDLE SHAPER

- Motor: 5 HP, 220V, single-phase, 25A, 3450 RPM
- Precision ground cast iron table measures 35½" x 28" x 2⁵/₁₆"
- Spindle travel: 3¼"
- Spindle sizes: ¾", 1", 1¼"
- Spindle capacity: 4¼", 4⁵/₈", 5½"



W1827 5 HP Spindle Shaper

10" TABLE SAWS with Riving Knife

- 3 HP, 220V, single-phase motor
- Cast iron table size:
27" x 40¼" (W1819) 53⁵/₈" w/extension, (W1820) 74" w/extension)
- Max. rip capacity: (W1819) 29½", (W1820) 50"
- Camlock fence with HDPE face

Free 10" Carbide-Tipped Blade

W1819 10" Table Saw

W1820 10" Table Saw w/ Long Ext. Table



SLIDING TABLE and ROUTER TABLE ATTACHMENTS for W1819 & W1820



SAW NOT INCLUDED

W1821
SLIDING TABLE ATTACHMENT

- Industrial grade anodized aluminum table size: 47" x 9"
- Max. cross cut: 48"

W1822
ROUTER TABLE ATTACHMENT

- Precision-ground cast iron table size: 27" x 20"
- Universal router mount

OSCILLATING BENCHTOP SPINDLE SANDER

- ½ HP, 120V, single-phase, 3.5A
- Table size: 15" L x 11½" W
- 58 Oscillations per minute
- Stroke length: 5/8"
- 2000 RPM (½" spindle)



W1831 Oscillating Benchtop Spindle Sander

OUTSTANDING SHOP FOX® DUST COLLECTORS

PORTABLE CYCLONE



Only 70½" Tall!

- Motor: 1½ HP, 110V/220V, pre-wired 110V, single-phase
- CFM: 806
- Filter: 2.0 micron, pleated
- 20 gal. steel collection drum with casters
- Inlet: 6" (or 4" x 2" with included Y)
- Maximum static pressure: 10.4"
- Includes remote control

W1823 1½ HP Portable Cyclone Dust Collector



WALL DUST COLLECTOR



- Motor: 1 HP, 110V/220V, single-phase
- Air suction capacity: 537 CFM
- Bag capacity: 2 cubic feet
- Standard bag filtration: 2.5 micron
- Static pressure: 7.2"

W1826 Wall Dust Collector



3-SPEED HANGING AIR FILTER



- Motor: ⅓ HP, 120V, 60Hz, 1A single-phase
- Air flow: 260, 362, and 409 CFM
- Outer filter: 5.0 micron
- Inner filter: 1.0 micron



INCLUDES TIMER AND REMOTE!

W1830 Hanging Air Filter

WOODSTOCK INTERNATIONAL, INC. IS ALSO HOME TO PRO-STICK®, PLANER PAL®, JOINTER PAL®, AND MANY OTHER FINE BRANDS.
PLEASE VISIT OUR WEBSITE OR CALL TOLL FREE TO FIND AN AUTHORIZED DEALER NEAR YOU.

SHOPFOX.BIZ

sales@shopfox.biz WHOLESALE ONLY



1-800-840-8420

SHOP FOX® is a registered trademark of Woodstock International, Inc.



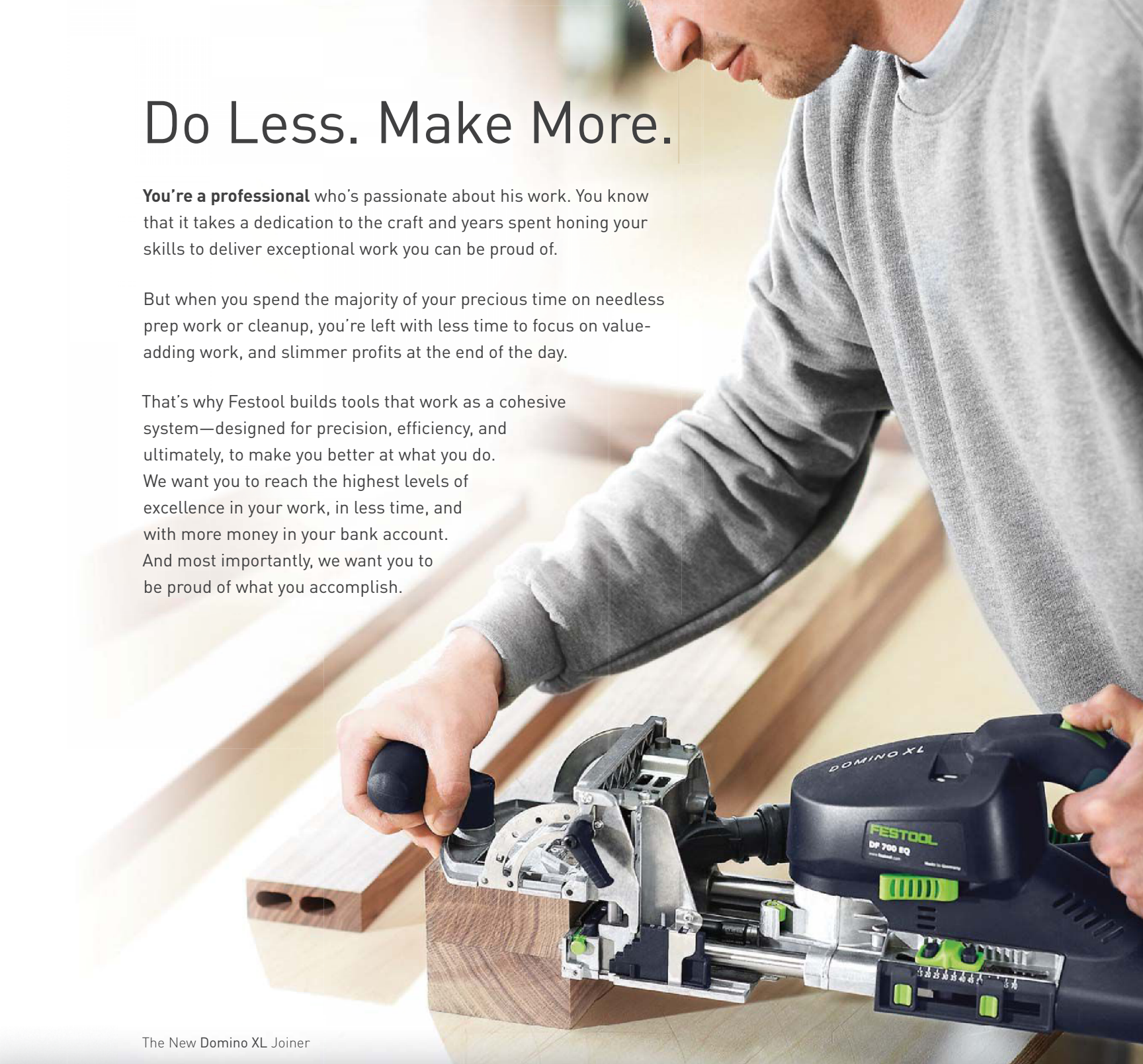
I didn't know...

Stiles offers a full range of dust control solutions.

Stop blowing dust around. Protect the premium quality of your work from dust by equipping your shop with a dust control or cleaning system. Your dust collection system plays a vital role in protecting the quality of your finished product and the efficiency of your machine's operation. Stiles offers economical solutions for any sized shop, from stand-alone units to centralized dust management systems. Let our experts help you choose the best solution for your business.

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

stiles



Do Less. Make More.

You're a professional who's passionate about his work. You know that it takes a dedication to the craft and years spent honing your skills to deliver exceptional work you can be proud of.

But when you spend the majority of your precious time on needless prep work or cleanup, you're left with less time to focus on value-adding work, and slimmer profits at the end of the day.

That's why Festool builds tools that work as a cohesive system—designed for precision, efficiency, and ultimately, to make you better at what you do. We want you to reach the highest levels of excellence in your work, in less time, and with more money in your bank account. And most importantly, we want you to be proud of what you accomplish.

The New Domino XL Joiner

And most importantly, we want you to be proud of what you accomplish.

The New Domino XL Joiner



FESTOOL®
Faster. Easier. Smarter.

Table of Contents



26

Features

- 26 WHERE VALUES MATTER:** Merrill Woodworking and Design serves clients far and wide and prides itself on its honesty and integrity.
- 30 OPEN AND SHUT:** Consumers have made their case for hardware that offers quiet operation, ease of use and convenience.
- 34 PICTURE-PERFECT PLAN:** Rob Grant puts the best of his Virginia woodworking business out there for all to see and it's helping business.

News Desk

- 8** New Jersey furniture maker Frank Pollaro collaborates with actor Brad Pitt.
- 10 WOOD MARKETS:** Genuine mahogany and the alternatives.

Tooling and Accessories Since 1926

For: Tenoners
Moulders
Shapers
Routers
Planers
Saws



For a complete List of our Tooling, Accessories and Machinery ask for our New Catalog

**Specializing in
Moulder & Shaper Knives**
Ordering is as easy as 1-2-3

- 1) Complete Service** We supply completely finished knives and templates from dxf files, wood samples or drawings. 2 to 3 day delivery
- 2) Pre-Roughed knives & Templates.** From a drawing, dxf file or wood sample, we produce pre-roughed knives and templates. Finish grinding is up to the customer. 1 to 2 day delivery.
- 3) Template Service.** Supply us with your special profile and we will send you a 3/16" thick Acrylic template for your knife grinding machine. 1 to 2 day delivery.



We make knives for Corrugated Back Heads, Williams & Hussey, US Concepts, Grizzly, Logosol, Mikron, Woodmaster Moulders & more.

Also Shaper, Moulder, Tenoner & Cope Heads.

**If You Know Our Name
You Know Our Number**

1 800-SCHMIDT

Charles G. G. Schmidt & Co., Inc.

301 West Grand Ave
Montvale, NJ 07645

Fax 201 391-3565
www.cggschmidt.com





**This is what the
biggest, baddest
saw on the market looks like.**

**INDUSTRIAL
GRADE**

Sure, we've built our saws to help eliminate life-changing accidents, but we've also engineered them from the inside out to be the biggest, toughest, and most durable saws on the market. That's why we use more iron and steel, and offer the most power of any 10" industrial table saw.* The result is a heavy industrial tool with the kind of quality you can feel. And it's one of the reasons we sell more industrial cabinet saws than anyone else in North America.

See all the ways the SawStop Industrial Cabinet Saw is better and offers more at
[**SawStop.com/industrial**](http://SawStop.com/industrial)

*Based on comparisons with common 10" cabinet saws. Iron and Steel by weight.





17

15



Tools & Techniques

- 15 General International offers build-your-own router tables.
- 16 Oliver Machinery updates intelliCarve.
- 17 Weeke's BHX 055 CNC machining center is a space saver.

Departments

- 6 Taking Stock
- 22 New Products
- 41 At the Galleries
- 42 Calendar
- 44 Classified
- 48 Out of the Woodwork

Columns

- 18 **PRO SHOP:** Writing off secondary activities.
By Mark E. Battersby
- 20 **FINISHING:** The half-right rule. By Bob Flexner

Visit us online at www.woodshopnews.com

Blogs



Over the Workbench

Talkin' shop with former editor A.J. Hamler



This Business about Woodworking

Share an opinion with David DeCristoforo but don't expect to be right

- **Contact Customer Service**
www.woodshopnews.com/subscribe
- **Tools & Machinery**
www.woodshopnews.com/tools-machines
- **Contact the Staff**
www.woodshopnews.com/contact-us
- **Advertising Information**
www.woodshopnews.com/advertise
- **2013 Online Resource Guide**
<http://resourceguide.woodshopnews.com>

I-877-EXTREMA

18473 FLORIDA BLVD - HAMMOND, LA 70401 - 225-567-3867

WIDE BELT SANDERS REDUCE PRODUCTION COST!

PRODUCTION COST CAN BE REDUCED with proper machinery. Employees spending too much time at the sanding table. A wide belt sander is the best way to minimize that.

37" WIDE BELT SANDER
\$8999.00*

- 37" sanding width
- digital thickness readout
- sanding platen
- four post elevation

* 3 phase
\$9299 for single phase

BALDOR
MOTORS AND DRIVES
on single phase

we're doing it right
EXTREMA
www.extremausa.com

Arch-Master

archmastertool.com

ARCHMASTER
The easiest way to arch panels & rails

FLOATS ON A CUSHION OF AIR

Are you looking for an easy way to arch door panels and rails? Well, you've come to the right place. Archmaster Jigs are easy to use jigs for shaping door panels and rails. Archmaster Jigs float on a cushion of air, have large gripping handles, and pneumatic hold down clamps to assist the operator with repeatable cuts time and time again.

RAILMASTER
Coping Sled

Products and information online
archmastertool.com

DEALERS WANTED

PO Box 1450, Albany, LA 70711 - 877-398-7362 - FX: 225-567-2966



TAKING STOCK

with JENNIFER HICKS

Simple steps can lead to great opportunities

The Providence Fine Furnishings Show has proven to be a pretty reliable marketing platform for custom furniture makers throughout the Northeast, boosting sales for custom shops and opening doors for those with larger plans.

The 17th annual show, held Nov. 2-4, took place at a new venue as the event shifted to the Pawtucket Armory Arts Center in Pawtucket, R.I. Unlike the Rhode Island Convention Center, where the show was previously held, this historic building had a unique architectural character that served well as a backdrop for the custom items exhibited for sale.

While each of the 52 exhibitors knew the risk of participating in a struggling economy, they still had enough confidence to put in the effort required. Clearly, their positive attitudes separate them from their competitors. For example, Geoffrey Warner of Warner Studios in Stonington, Maine, says the six-hour drive was worth his time as he had more than \$13,000 worth of sales recorded two weeks after the show.

The show is also significant in that it played a role in helping launch a certain celebrity woodworker's television career. That individual is Thomas MacDonald, host of "Rough Cut: Woodworking with Tommy Mac," which is currently airing its third season on PBS stations across the country.

MacDonald, who lives in Canton, Mass., graduated from Boston's North Bennet Street School in 2002 and immediately opened his first shop called Thomas J. MacDonald Fine Furniture and Woodworking. A master at reproduction work, he first exhibited pieces at the Providence show in 2006.

There, he was discovered by Woodshop News which ran a feature on him in July 2007. MacDonald had an instant taste for stardom and began promoting himself to national media outlets. In 2010, after learning that Norm Abram was retiring as host of "The New Yankee Workshop," he touted himself as a replacement. He is now realizing his dream.

"After the first two seasons, like anything that's new, we had a few challenges to deal with because we were coming behind 'The New Yankee Workshop,'" MacDonald says. "But people tell me they really enjoy it. I travel all around the country and it's nice that people give me positive feedback about the show."

In our conversation, he emphasized that he had high expectations from Day One and was determined to make the show work, recalling how everything started with a podcast called "Rough Cuts with T Chisel" that was hosted on Bob Vila's website. Vila is the former host of "This Old House." This third season has the most diverse project offerings so far.

"I think what we do on TV is a broader spectrum of woodworking, so it's nice we can demonstrate ball and claw carving, marquetry and inlays, and all different genres, everything from William & Mary to contemporary work and turnings. We try to cast a broad net across the spectrum to involve everybody into the craft. Some of the things I don't like stylistically, but I feel they're important to the show."

It's been years since he's returned to the Providence show, but MacDonald's story serves as a reminder that even the simplest steps can lead to great opportunities. **W**

Working with tools and wood is inherently dangerous. We try to give our readers tips that will enhance their understanding of woodworking. But our best advice is to make safety your first priority. Always read your owner's manuals, work with properly maintained equipment and use safety devices such as blade guards, push sticks and eye protection. Don't do things you're not sure you can do safely, including the techniques described in this publication or in others. Seek proper training if you have questions about woodworking techniques or the functions of power machinery.

WOODSHOP NEWS

Shaping the Successful Shop™

JANUARY 2013 VOL. XXVII, NO. 2

Editor: TOD RIGGIO
Staff Writer: JENNIFER HICKS
Online Editor: MIKE TROCCHI
Art Director: STEVEN JYLKKA
Design Supervisor Print/Web: KELLY A. LEACH
Editorial Assistant: ESTHER POPE

Group Publisher: GARY DeSANCTIS

Group Digital Director: IAN C. BOWEN

Group Circulation Director: STEPHANIE FLANAGAN

ADVERTISING INFORMATION AND OFFICES

Main Office, 10 Bokum Road, Essex, CT 06426

AL, AZ, CA, CO, CT, FL, GA, HI, IL, IN, IA, MN, NJ, NM, NV, OH, OR, PA, TN, WA, & all international

National Sales Manager: RORY BEGLIN
(860) 767-3200 Ext. 242, Fax (860) 767-1048
E-mail: rory@woodshopnews.com

AK, AR, DC, DE, ID, KS, KY, LA, ME, MD, MA, MI, MS, MO, MT, NE, NH, NY, NC, ND, OK, RI, SC, SD, TX, UT, VT, VA, WI, WV, WY

National Account Manager: ALEX ROBERTSON
(860) 767-3200 Ext. 284, Fax (860) 767-1048
E-mail: alex@woodshopnews.com

Classified Marketplace Advertising
(860) 767-3200 Ext. 284, Fax (860) 767-1048
E-mail: marketplace@woodshopnews.com

Business Office Manager: KATHRYN MOISA

Group Circulation Manager: CLAIRE BRAYFIELD
Circulation Marketing Manager: MATTHEW BOYLES
Circulation Assistant: BILL STREETO

IT Manager: ELAINE CIRILLO

Production Manager: SUNITA PATEL
Sr. Production Coordinator: BOB CORTELLINO
Production Coordinators: LAUREN EGAN
JEANNINE McNEIL
BRIANA SMITH

Woodshop News, (ISSN 0894-5403, U.S.P.S. 000-966), Vol. XXVII, No. 2, is published monthly by Cruz Bay Publishing, Inc., an Active Interest Media company. The known office of publication is: 10 Bokum Road, Essex, CT 06426. \$21.95 for one year; \$35.95 for two years (Canadian subscribers add \$12 per year for postage; U.S. funds, foreign subscribers add \$14 per year for postage; U.S. funds). Periodicals postage paid at Essex, CT, and additional mailing offices. Printed in the U.S.A.

POSTMASTER: SEND ADDRESS CHANGES TO:
Woodshop News, PO Box 433211, Palm Coast, FL 32143-3211
CANADA POST RETURN ADDRESS UNDELIVERABLE TO:
DPGM 4960-2 Walker Road, Windsor, ON N9A 6J3
Canada Post Publication Mail Agreement No 40975036.
Subscription Customer Service and Orders:
Call (800) 243-9177, Mon. - Fri. 7:00 am to 12:00 pm Midnight EST.
Sat. - Sun. - 9:00 AM to 6:00 PM EST.
Classifieds (860) 767-3200, Mon. - Fri. 8:30 am - 5:30 pm EST.

Headquarters: 10 Bokum Road, Essex, CT 06426
(860) 767-3200 • Fax (860) 767-0642

Editorial E-mail: editorial@woodshopnews.com
Circulation E-mail: circulation@woodshopnews.com
Advertising E-mail: sales@woodshopnews.com
Website: www.woodshopnews.com
Advertising Billing Questions: (310) 356-4121



ACTIVE INTEREST MEDIA

Chairman & CEO: EFREM ZIMBALIST III
President & COO: ANDREW W. CLURMAN
Senior VP & CFO: BRIAN J. SELLSTROM
Senior VP, Operations: PATRICIA B. FOX
VP, Controller: JOSEPH COHEN
Director of Retail Sales: SUSAN ROSE
Retail Sales Manager: BEV GIACALONE
VP, Research: KRISTY KAUS

Copyright 2013 © Cruz Bay Publishing, Inc.



Grizzly Industrial®

PURVEYORS OF FINE MACHINERY®, SINCE 1983!

- OVER A MILLION SQUARE FEET PACKED TO THE RAFTERS WITH MACHINERY & TOOLS
- 2 OVERSEAS QUALITY CONTROL OFFICES STAFFED WITH QUALIFIED GRIZZLY ENGINEERS
- HUGE PARTS FACILITY WITH OVER 1 MILLION PARTS IN STOCK AT ALL TIMES
- TRAINED SERVICE TECHNICIANS AT ALL 3 LOCATIONS • MOST ORDERS SHIP THE SAME DAY

6" JOINTER

- Motor: 1 HP, 110V, single-phase
- Precision-ground cast iron table size: 7½" x 46"
- Cutterhead diameter: 2½"
- Cutterhead knives: 3
- Cutterhead speed: 4800 RPM
- Approx. shipping weight: 260 lbs.

FREE PAIR OF SAFETY PUSH BLOCKS



WITH BUILT-IN MOBILE BASE

G0452P ONLY \$525⁰⁰

\$79 shipping

ULTIMATE 14" BANDSAW

- Motor: 1 HP, 110V/220V, single-phase, TEFC
- Precision-ground cast iron table size: 14" sq.
- Table tilt: 15° L, 45° R
- Cutting capacity/throat: 13½"
- Max. cutting height: 6"
- Blade speeds: 1500 & 3200 FPM
- Approx. shipping weight: 196 lbs.

See our website for **Reviews & Awards**
grizzly.com

MADE IN ISO 9001 FACTORY!
C US 252923

MADE IN TAIWAN



G0555P ONLY \$525⁰⁰

\$79 shipping

1½ HP SHAPER

- Motor: 1½ HP, 110V/220V, single-phase
- Precision-ground cast iron table size: 20¼" x 18"
- Spindle travel: 3"
- 2 interchangeable spindles: ½" & ¾"
- Spindle speeds: 7000 & 10,000 RPM
- Max. cutter dia.: 5"
- Approx. shipping weight: 240 lbs.

SP®
C US 177335



MADE IN TAIWAN

G1035P ONLY \$560⁰⁰

\$79 shipping

10" HYBRID TABLE SAW with Riving Knife

- Motor: 2 HP, 110V/220V, single-phase
- Precision-ground cast iron table size with wings: 27" x 40" • Arbor: 5/8"
- Arbor speed: 3850 RPM
- Capacity: 3⅝" @ 90°, 2⅜" @ 45°
- Rip capacity: 30" R, 12" L
- Approx. shipping weight: 404 lbs.

CAST IRON TRUNNIONS



SP®
C US 232857

G0715P ONLY \$795⁰⁰

\$99 shipping

CYCLONE DUST COLLECTOR

- Motor: 1½ HP, 110/220V, single-phase, TEFC, 3450 RPM
- Air suction capacity: 775 CFM
- Intake port: 6" with included 5" optional port
- Built-in remote control switch
- Impeller: 13½"
- Height: 65½"
- Approx. shipping weight: 210 lbs.

FULLY MOBILE WITH BUILT-IN CASTERS

MADE IN TAIWAN



G0703P ONLY \$795⁰⁰

\$79 shipping

8" JOINTERS with Built-in Mobile Base

- Motor: 3 HP, 220V, single-phase, TEFC
- Precision-ground cast iron table size: 9" x 72½"
- Max. rabbeting depth: ½"
- Cutterhead dia.: 3"
- Cutterhead speed: 5000 RPM
- Approx. shipping weight: 500 lbs.



G0656P ONLY \$825⁰⁰

WITH SPIRAL CUTTERHEAD

G0656PX ONLY \$1225⁰⁰

\$150 shipping

17" HEAVY-DUTY BANDSAWS

- Motor: 2 HP, 110V/220V, single-phase, TEFC
- Precision-ground cast iron table size: 17" sq.
- Table tilt: 10° L, 45° R
- Cutting capacity/throat: 16¼"
- Max. cutting height: 12⅝"
- Blade size: 131½" long
- Approx. shipping weight: 342 lbs.

TOP VALUE

See our website for **Reviews & Awards**
grizzly.com

MADE IN ISO 9001 FACTORY!

MADE IN TAIWAN

G0513P ONLY \$895⁰⁰
CLASSIC GRIZZLY GREEN

G0513 ONLY \$895⁰⁰



\$99 shipping

15" PLANERS with Built-in Mobile Base

- Motor: 3 HP, 220V, single-phase
- Precision-ground cast iron table size: 15" x 20"
- Max. cutting depth: ⅞"
- Feed rate: 16 & 30 FPM
- Cutterhead speed: 5000 RPM
- Approx. shipping weight: 660 lbs.



G0453P ONLY \$1095⁰⁰

WITH SPIRAL CUTTERHEAD

G0453PX ONLY \$1695⁰⁰

\$150 shipping

3 HP DUST COLLECTOR

- Motor: 3 HP, 240V, single-phase, 12A
- Blower/impeller: 12¾" balanced cast aluminum
- Airflow capacity: 2320 CFM
- Max. static pressure: 16.9"
- Sound rating: 87dB
- 7" inlet has removable "Y" fitting with three 4" inlets
- Canister filter size (dia. x depth): 19⅝" x 23⅝" (2)
- Bag capacity: 11.4 cubic feet
- Overall dimensions: 57⅝" long x 32" wide x 71" high
- Approx. shipping weight: 232 lbs.
- CSA certified

New!

SP®
C US 247570



G0562ZP \$925⁰⁰ ONLY \$675⁰⁰

\$79 shipping

PRICING CODE
13WOODS
MENTION THIS CODE WHEN PLACING YOUR ORDER
15497

FOLLOW US ON



1-800-523-4777 grizzly.com®

3 GREAT SHOWROOMS!

BELLINGHAM, WA • MUNCY, PA • SPRINGFIELD, MO



TECHNICAL SERVICE:
570-546-9663
FAX: 800-438-5901

Brad Pitt-inspired pieces boost business

New Jersey woodworker teams with Hollywood star to produce a high-end line of limited-edition work

By Jennifer Hicks
STAFF WRITER

Last November, Frank Pollaro of Pollaro Custom Furniture in Union, N.J., hosted a private exhibition in New York City where he proudly unveiled 12 new pieces designed by actor Brad Pitt.

"It was exciting. I think the public took the work seriously. They treated it with respect. And the overall feedback I got was all positive," says Pollaro, adding that several of the pieces in the collection have already been sold and are being displayed with the owners' consent.

Contemporary in nature, the line includes a bed, two dining tables, three cocktail tables, two club chairs, an integrated shelf unit, a stone bathtub and a decorative wall installation. Each limited-edition piece took six months to create and all are numbered and signed by Pitt and Pollaro.

Founded in 1988, Pollaro Custom Furniture designs and manufactures custom furniture, cabinetry and architectural woodwork for clients that include architects, interior designers and homeowners. Pollaro has an international clientele and numerous high profile clients, 20 of whom are on the Forbes 400 list, he says.

Dealings with Pitt began in 2008, when the actor commissioned a custom desk through an interior designer in Los Angeles. Pollaro delivered the desk to Pitt's chateau in the South of France. During the installation, Pollaro noticed a design sketchbook filled with hundreds of furniture sketches that Pitt had created during a 10-year period. Pitt revealed that he had a common passion for furniture and design and Pollaro encouraged him to transform his drawings into reality.

"I've always known that [Brad]



was into design. He has a very high public image when it comes to design. It wasn't surprising to me. He views furniture as complete architecture on a miniature scale. He told me that he's been interested in furniture design

since he was young and that he's been sketching furniture for years."

Pollaro invited Pitt to his shop and the two began discussing ways to bring the designs forward. In a four-year period, prototypes were created, revised and re-created until Pitt was satisfied with every detail and Pollaro was confident of the comfort and structural integrity of each piece.

"[Brad's] very serious about it. He's very devoted. We have spent hundreds of hours together and that's no exaggeration. Hundreds of hours, typically at his chateau in France, and we will have marathon meetings typically for 10, 12, 14 hours at a time and we will meet for three or four consecutive days."

The line has already brought a lot of visibility to Pollaro's business and a number of large orders have been placed. The company's backlog is generally about a year. Pollaro has a 36-month expansion plan in the works that will triple the size of his current operation.

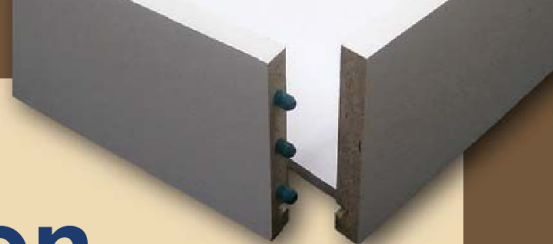
"The plans are to keep releasing new pieces according to Brad's schedule. Obviously this is not his day job; he's an actor. But we spend a lot of time together, and I imagine there's going to be several pieces per year, at least."

For information, visit the website www.pitt-pollaro.com. [W](#)



Frank Pollaro, owner of Pollaro Custom Furniture in Union, N.J., has a business arrangement with Brad Pitt building furniture designed by the actor, including the bed above.

Let Drawer Connection do the work!



*You have better
things to do...*



Streamline your workflow...

- ❖ Quality dovetail drawers in a wide selection of wood species
- ❖ Finely crafted custom doweled drawer boxes that meet all AWI specifications
- ❖ One-hour quote response
- ❖ On-time delivery
- ❖ FSC certified



DRAWER CONNECTION, INC.
"Get Connected With Quality"



877.917.4887 toll free

480.917.5799 fax

DrawerConnection.com



Demand shifts to mahogany substitutes

By Jennifer Hicks
STAFF WRITER

As less expensive and more readily available African hardwoods prove to be sufficient substitutes for genuine mahogany, lumber suppliers are seeing woodworkers' interest in the latter continue to wane.

Genuine mahogany (*Swietenia macrophylla*) grows plentifully in Central and South America, but supplies going to the U.S. have been reduced significantly over the past five years due to export restrictions in certain countries. This lack of availability is driving prices up so high on the small quantities coming in that many long-time fans no longer feel it's a sound purchase. Instead, they are gravitating to African varieties such as Khaya and sapele, species of different genres that share similar properties and have dark, rich tones close to that found in true mahogany, according to suppliers interviewed by Woodshop News.

"Genuine mahogany has always been the mahogany of preference. It's got a more even color across the spectrum than the African mahoganies which come in several subspecies. The genuine is a better option because it has more color and more of an even grain, whereas the African mahogany can vary in color. If it wasn't for the economic aspect of it, I think genuine mahogany will still be the preference because of the overall characteristics of it," says Fabs Corte of Cormark International in Weaverville, N.C.

On a regular basis, Corte keeps about 5,000 to 10,000 bf of African varieties in stock and only about 3,000 to 5,000 bf of genuine. He says a number of key importers bring in hundreds of thousands of board feet in African, and do a pretty good job of keeping the U.S. supplied where genuine mahogany volumes have dropped.

"I think for a lot of diehards, genuine mahogany is still something that they use but the African is one they're using more and more. The African species are priced the way genuine used to be over the last three or four years

and have become the woods that they expect more than the genuine mahogany."

Lou Irion of Irion Lumber Co. in Wellsboro, Pa., says genuine mahogany sales are way off at his facility as quantities from some of the better source countries, such as Peru, have declined.

"We still sell the genuine to people where the quality of the lumber is very important to the outcome of the product, but things have changed. There are an awful lot of export restrictions on the South American countries so the quality of lumber that we really liked is not coming in anymore and most of the people that are using mahogany have switched to some of the African trees, like sapele," says Irion.

Irion says that customers tend to prefer the mahogany coming out of Peru because of its density and darkness, but most of the harvesting operations in that country have been shut down.

"Peru has shut down an awful lot of their export and capacity, so we're no longer seeing the mahogany, even though we get some

out of other South American countries, there are still some differences in it depending on where the species is being grown. We won't even sell the Central American varieties because it is lighter in color, coarser, and not what our customers are looking for.

"They do want the mahogany that's very hard to find. We do get it occasionally. We stockpile it. We brought in 80,000 bf from another supplier in the springtime. Supply is down and demand is down, so we're hurt on both ends."

Irion currently has a fairly decent inventory, about 25,000 bf of genuine mahogany on hand, but is just not experiencing the sale volumes that he used to. He is, however, noticing an increase in walnut sales which he attributes to customers seeking a domestic, dark hardwood alternative the African substitutes. While he doesn't deal with the African species at all because his customers claim they lack the same qualities as genuine mahoganies, he still believes the substitutes are a prudent choice for those looking to complete a project in a cost-effective way.

"They just look like mahogany. That's okay because if all you're looking for is a dark red wood, it doesn't matter whether they are or aren't the real thing. What matters is that they're a reasonable substitute to genuine South American mahogany."

Average prices for African varieties sell between \$5 and \$8/bf, depending on who's stocking it, the size of their operation, and whether it's purchased retail or wholesale. Genuine mahogany slabs sell between \$9.50 and \$12/bf, and more for wider boards. **W**

Unraveling the mysteries of mahogany

By John English

It's gotta be the most confusing wood out there. Mahogany comes in many guises, including genuine, sapele, utile, Philippine, Spanish cedar, African and Fiji. In fact, some woods sold as mahogany aren't even family members. For woodshop buyers, here are some notes that might help clarify the choices.

Genuine mahogany (*Swietenia macrophylla*): The most popular species actually has many other names, too. These include Honduras, Peruvian, Bolivian, American, South American and bigleaf. The "genuine" title comes from the fact that early cabinetmakers and shipwrights used this species exclusively until it began to get a little scarce, after which those industries both turned to African and Asian substitutes.

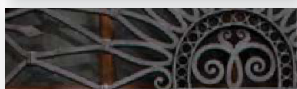
Genuine mahogany is among the most

workable woods available, in part because of its legendary stability. It has relatively even coloring and grain characteristics within the same board, but the color from tree to tree can vary quite a bit. Boards in a bunk can range from gray to red, so check with the warehouse on color or sift through the rack if possible when buying. Hardness can also be an issue: this species roams in specific gravity from about 0.39 to 0.56, so it can be as soft as poplar or harder than hard maple.

Specific gravity is simply the difference between the weight of a cubic foot of a wood species and the weight of a cubic foot of water (62.38 lbs.) To calculate specific gravity, divide the weight of the wood by 62.38. Genuine mahogany, according to most sources, ranges between 24 and 35 lbs.

continued on Page 12

BUSINESS-BUILDING SOLUTIONS



JULY 24-27, 2013

LAS VEGAS CONVENTION CENTER

LAS VEGAS, NEVADA

www.awfsfair.org



EVERYWHERE YOU LOOK.

For leading-edge technology, profit-making solutions and career-advancing education, look no further than the industry's main event. Now more than ever, it pays to attend AWFS®Fair 2013—the one resource focused 100% on helping you take advantage of the new opportunities presented by the strengthening economy.

REGISTER NOW: www.awfsfair.org | 877.303.0711

Find us:     

MAHOGANY from Page 10

That huge variation in both color and hardness lets some suppliers substitute other less valuable species for genuine mahogany. Most notable among these is the relatively bland lauan, which is sold in the U.S. as Philippine mahogany. It is generally a little bit redder than the real thing and, while it is in itself a valuable material, lauan is simply not as attractive.

Genuine mahogany has a long history in both furniture and boatbuilding. It comes from a huge area of Central and South America, ranging from southern Mexico all the way through Brazil. The trees can be immense — up to 150 feet tall and more, with trunk diameters in mature trees at about 6 feet. Because of its stable nature, it can often be found in widths of 12" to 18", and sometimes even wider. For example, wholesaler J. Gibson McIlvain usually stocks boards up to 35" wide.

Restrictions by the Brazilian and Bolivian governments on harvesting and exporting during the last few years have turned buyers' attention to Peru, where a large amount of the native growth has been felled. However, this species is still in good supply at fairly reasonable prices. It is becoming less available, in large part because it doesn't do well as a farmed species. Genuine mahogany grows naturally as individual trees (usually fewer than

five trees to the acre). When concentrated on farms where volume is essential to profit (that is, where trees are planted close together), it becomes very susceptible to insect damage.

Speaking of harvesting, one close cousin of genuine mahogany, commonly known as Cuban mahogany, was harvested so heavily during the last 400 years that it is no longer a viable commercial timber and only rarely appears on the market.

Genuine mahogany carves, cuts and turns beautifully and it is a pleasure to finish, although in some applications it does need a little grain filling. It behaves well with stains and dyes, and the rich color gives furniture and cabinetry a luxurious tone.

African mahogany (*Khaya ivorensis*): This less expensive, but still beautiful, hardwood is found in a natural range that includes the Ivory Coast, Ghana, Nigeria and Cameroon in West Africa. If one thinks of Africa as being shaped like the handle of a pistol, these countries are all around the area where the trigger would be. The climate here is tropical and Cameroon is home to some of the wettest places on the planet with annual rainfall in the neighborhood of 400". For perspective, the wettest spot in the continental U.S. is Aberdeen Reservoir in Washington, with about 130" annually.

All that heat and moisture delivers wood

that has very consistent color and grain, with a light pink to deep red range of pigment. The word most commonly used to describe this species is "lustrous," which dictionaries define as having a sheen, gleam or radiance. These adjectives are usually associated with light and African mahogany does seem to glow when finished, especially as light rakes across a wide surface. The interlocking grain is usually straight, but crotches and other figured areas can be downright dramatic. When working this species, it feels a little heavier and harder than genuine mahogany and its variegated grain can appear as ribbons of light and dark color. There is little aroma and few woodworkers have noted allergies to it, but it does have a reputation for reacting with ferrous (iron-based) metals, so consider your hardware choices carefully. It can leave blackish stains if a reaction takes place.

African mahogany is used in fine furniture and casework, architectural millwork, by luthiers for musical instruments, and also in window and door applications because, like genuine mahogany, it is quite resistant to water damage. In addition to *ivorensis*, the *Khaya* genus also includes several other commercially harvested species. Your wholesaler might offer *anthotheca*, *grandifolia* or

continued on Page 14

BEAVER FREE SHIPPING
INDUSTRIAL SUPPLY REWARDS POINTS
WWW.BEAVERTOOLS.COM



MIRKA CEROS SANDER NO MORE OPERATOR FATIGUE!

- Light Weight
- Smooth Operation



Full Line of Mirka Abrasives In stock and ready to ship.

- Wide Belts
- Abralon
- Abranet
- Mirlon
- Autonet
- And more!

1-800-365-6677 • Free Shipping on orders over \$150

MIRKA-ONLINE.COM

HEARNE HARDWOODS INC

Extraordinary Hardwood Lumber

*~Over 140 species & 1 million Feet of
Inventory in Stock*

~Table Top Slabs & Book Matched Material

~Custom-made Hardwood Flooring

~6' Vertical Bandsaw

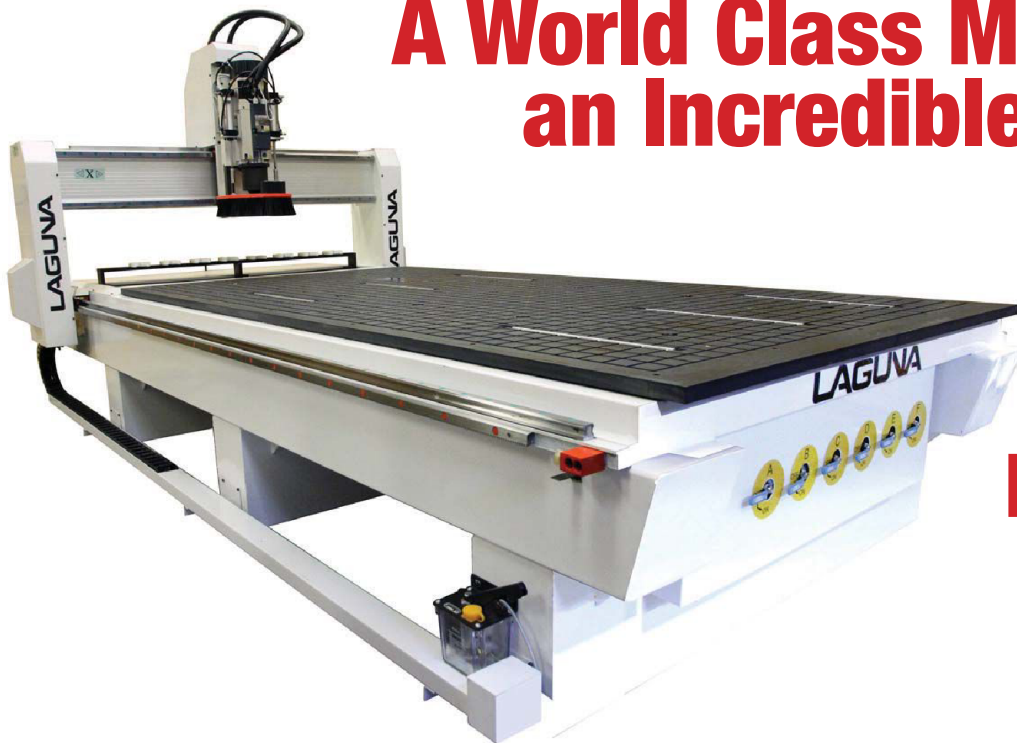
200 Whiteside Drive ~ Oxford, PA 19363

888.814.0007 610.932.7400

Email: info@hearnehardwoods.com

Website: www.hearnehardwoods.com

A World Class Machine at an Incredible Price.



B&R Austrian Industrial Touch-Screen Controller

Smartshop II

The new Laguna SmartShop II is the most popular machine in our line up for flat material processing. This machine is controlled with our Industrial Laguna Controller made by B & R from Austria. It is available with a 7.5 HP liquid cooled or an Italian made 11HP air cooled spindle made by HSD. The one piece welded frame weighs 3,500 Lbs. The motion control systems include precision "helical"

Available in 5' X 10' work envelope plus custom sizes.

LAGUNA TOOLS



Call For Free Demo Today. **800.234.1976**

MAHOGANY from Page 12

senegalensis options, all of which are correctly described as African mahogany.

Sapele (*Entandrophragma cylindricum*): The third most popular option, sapele is a slightly smaller tree with mature diameters at about 4 to 5 feet. It grows right along the equator, from the Congo to Uganda, and also in Ghana and a few other spots in West Africa. Sapele is quite common as a veneer option for architectural millwork because of its dramatic light and dark ribbons when quarter-sawn. Machine dust from this species can be irritating, causing both skin and breathing problems, so a good dust collection system is a must. Despite that, it's very popular because it costs only about half the price of genuine mahogany. It's a relatively soft hardwood, a bit harder than other mahoganies, and it machines well.

Sapele is generally a little darker than other mahogany species, running more to brown than red. Flat-sawn boards are relatively uniform in color and grain, while quartersawn sapele is very distinctly striped. It can distort and move a little more than its cousins, too. The surface at times can be "hairy" because of the interlocked grain, and sanding can often produce better surfacing results than

knives. A variant is pomelle sapele, which has a quilted surface that can reflect light in myriad directions, causing it to have exceptional depth and drama.

Spanish cedar (*Cedrela odorata*): This species is a member of the mahogany family and is most definitely neither a softwood nor a cedar. It grows throughout most of South America and especially in a swath from Bolivia to Colombia and west to Peru.

In color and grain, Spanish cedar looks a lot like genuine mahogany, although they smell very different. The former has an aroma that is decidedly similar to fresh-cut cedar, especially when milled. It is used in casework and millwork and often finds a home as a liner for closets and chests because it repels insects. As it is both lightweight and stable, Spanish cedar is a good choice for canoes, small boat hulls, musical instruments and even carving stock. It works well outdoors and is quite reasonably priced. And even though it doesn't weigh much, it's fairly strong structurally so it can be used in furniture, especially pieces that reside on decks and patios.

Fiji mahogany (*Swietenia macrophylla*): There has been a turbulent and somewhat troubled history of harvesting mahogany in Fiji. Much of it seems to involve allegations

of both government and corporate corruption, with landowners there claiming that questionable leases were used by the government to harvest not just lumber, but also the landowners' profits. Last April, U.S. ambassador to Fiji Frankie Reid and representatives from the hardwoods industry attended the launch of Fiji Pure Mahogany, which is intended to ensure "sustainability, legality and the socially responsible use of this new hardwood brand."

Fiji mahogany looks like a legitimate and sustainable alternative to more expensive native timber from both Africa and South America. There might still be some political issues attached to it that a woodshop might want to research, but for now some eminent U.S. corporations such as Gibson Guitar are already betting on this new brand.

Sipo (*Entandrophragma utile*): Often called simply utile, this species has been used in Europe for a long time as a mahogany substitute and is gaining popularity in the U.S. It is a relative of African mahogany that looks like a plain and somewhat darker version of sapele. It can be hard to dry in a kiln, but woodworkers like it because it behaves well around blades and that makes it a good choice for doors, windows and moldings. Utile has little bright flecks in it that reflect light. **W**

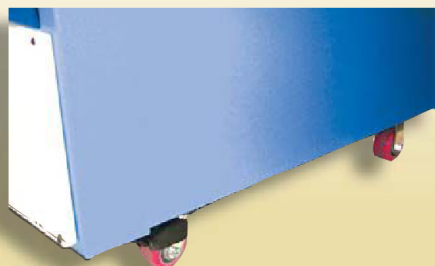
Free sanding belt kit
with purchase



"WIDE-BELT SANDER FOR LIGHT DIMENSIONING & FINISHING"



**Designed & Built
by Timesavers**



Portable



**Quick & Easy
Operation**

Call Timesavers Direct at 877-278-5853 or visit Speedsander.com



TOOLS & TECHNIQUES

General adds options to router table system

By Jennifer Hicks
STAFF WRITER

General International's new interchangeable router table system, model 40-200, offers numerous options that fit the diverse needs of custom woodworkers.

The system offer two table sizes — 16" x 27" with the benchtop 100 series and 24" x 32" with floor 200 series — and cast-iron, phenolic or MDF tabletops.

"Because of their durability, the cast-iron tables are by far our biggest seller so far," says General product manager Norm Frampton says. "We feel that we are offering a level of quality and durability that typical router table users have not previously had access to, and customers have responded favorably. For people who need portability, the MDF and especially the phenolic tops can be an interesting and less expensive option."

The system features a standard router lift with a four-post, lifting-screw design, which Frampton says is the most stable and physically substantial unit available.

"The basic concept of the design is that four posts are mounted to the corners of the top plate. The four-post, lift design prevents the lift from moving out of position when in use."

The router lift will accommodate fixed-base router motors up to 4.2" in diameter. Any smaller diameter fixed-base routers can also be installed by using an optional reducer collar or shim.

Additionally, the router fences for the benchtop and floor models features several advanced dust collection capabilities, according to Frampton. The fences come with adjustable scales, two sized spacer bars for jointing applications and tool-free positioning. The supplied mounting hardware is



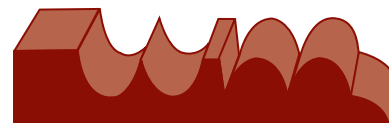
adjustable to accommodate custom-built tables: model 40-065 will fit tops from 24" to 27" long and up to 1-1/2" thick and model 40-080 will fit tops from 24" to 32" long and up to 1-1/2" thick.

Steel stands are offered with the router tables. The stand for the benchtop model 40-060 is made from thick steel plate, while the floor model 40-085 stand is made with a thick-walled tubular steel design. Model 40-085 also comes with a caster set and a one-step foot-lever-controlled engage/disengage system. Both models come with a safety switch and independent levellers.

Finally, a dust containment kit, model 40-130, rounds out the system. The tables are available as kits, but components can be purchased separately. For prices and information, contact General International at 888-949-1161 or go to www.general.ca. 

**MOORE VALUE
MOORE QUALITY**

For Over 20 Years



W. MOORE PROFILES LTD.

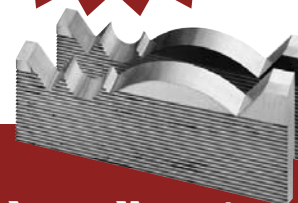


35% OFF

**Freeborn shaper cutters
& Amana router bits
HUGE INVENTORY**



**Precision Ground
Moulding Knives
MADE TO ORDER
IN 2 DAYS**



**Order online at
www.shapertooling.com**

and receive free shipping on orders over \$500⁰⁰

Or Call 800-228-8151

Oliver's updated intelliCarve Pro, model 1015.



Oliver updates its carving machine

By Jennifer Hicks
STAFF WRITER

Oliver Machinery recently introduced the 15" intelliCarve Pro, a 3-axis CNC carving machine capable of transferring 3-D images onto a workpiece.

"It's a small automatic carving machine capable of working with CAD/CAM design programs. It comes with ArtCam Express software, so it's good for small shops making signs, any kind of art craft projects, or prototypes for custom shops," says Oliver's Dan Shaw.

An updated version of the original 1015 intelliCarve, Shaw says this model features a new table design so the hold-down slots run along the X-axis instead of the Y-axis, which helps to hold the material down better. Additionally, upgrades have also been made to the electrical system.

It's good for small shops making signs, any kind of art craft projects, or prototypes for custom shops.

The Pro model features a 500-watt DC brushless motor, providing a spindle speed up to 23,000 rpm and other advantages, according to Shaw.

"DC motors typically have a lot of torque to them so it allows for it to carve well. You can carve on any kind of hardwoods, acrylics, Corian or plastics and the motor won't slow down under load. It keeps the same power output."

The machine has a workpiece capacity of 15" x 20" x 4". Designed for cutting, engraving, etching or routing, it can reproduce a photo or other artwork using the supplied iPicture software, which converts the art to CNC code.

The intelliCarve Pro, model 1015, machine retails for \$4,995.

Contact: Oliver Machinery. Tel: 800-559-5065. www.olivermachinery.net

B
U
I
L
T

F
O
R

T
H
E

P
R
O
F
E
S
S
I
O
N
A
L



MOLDERS
7 YEAR WARRANTY

Why Settle?
Get the BEST.

APPLICATIONS
Straight • Curve • Elliptical



Model 206 Molder
with Optional Mobile Base
PATENTED



Model 154CE Molder
PATENTED

Model 209 Molder
PATENTED



www.williamsnhussey.com
70 Powers Street • Milford, NH 03055
Toll Free 800-258-1380

W&H
CUSTOM & STANDARD
KNIVES

BUILT TO GO THE DISTANCE

Stiles draws a crowd with its Weeke CNC

By Jennifer Hicks
STAFF WRITER

Stiles Machinery had the largest exhibit space at IWF 2012 with truckloads of machinery on display. But while visitors were climbing catwalks to get a better view, they were also consistently huddled around the Weeke BHX 055 CNC machining center, which performs routing, vertical drilling, horizontal drilling and groove-sawing operations.

The center, which debuted in 2010 and has since been redesigned, appeals to makers of custom closets and kitchen cabinets because of its small (6' x 10') footprint and simplicity of operation, according to product manager Jeff Conger.

"There's so little setup in changeover required for machining different parts. Normal machines like this can take from three to 10 minutes to set up and change from one part to the next. This has virtually zero setup required. You basically press the panel up against a positioning stop, hit the foot pedal to lock it in and hit the start button," says Conger.

The center gives shops of all sizes the flexibility to employ multiple router diameters or left- and right-tool rotations. It comes with Wood-Wop, the CNC programming system of the Homag Group, which gives a three-dimensional view of the workpiece. Routing, drilling and sawing operations are programmed by entering the machining parameters, which are then displayed in the 3-D view.

The center can process parts as small as 3" x 8" or as large as 3' x 10', one after another, according to Conger.

The center is available in three standard configurations, all for under \$100,000. Weeke is part of the Homag Group and its products are distributed exclusively by Stiles Machinery in the U.S.

Contact: Stiles Machinery. Tel: 616-698-7500. www.stilesmachinery.com 



The Weeke BHX 055 CNC machining center significantly increases flexibility and productivity, says the company.

BEAVER FREE SHIPPING
INDUSTRIAL SUPPLY REWARDS POINTS
WWW.BEAVERTOOLS.COM

New CMS Router Table

Portable, dust-free,
precision routing.



FREE T-SHIRT or CAP
with any tool order!



New TI-15 Impact Drill

A high-performance
impact driver with
full drill functionality.



1-800-365-6677 • Free Shipping on orders over \$50

FESTOOLS-ONLINE.COM

Dust Collection Made in America

Dust Gorilla Portables! 2 & 3hp

High Quality, Powerful Dust Collection for Small Spaces!

New! Flashing Strobe Dust Level Sensor Pat. Pend.

Never overfill your dust drum again!

■ **GE® HEPA (Certified H-12) Filter Media.** See specs on website. Included most systems.

■ **Filter Flame-Guard Protection** Pat. Pend. Included most systems.

See complete specs at www.oneida-air.com



Pat. Pend.



Ductwork

FREE shipping on ductwork of \$300+ / 48 states / Some restrictions apply

Dust Deputy®

No More Clogged Filters!

The Dust Deputy wins cyclone separator shootout! by "The Wood Whisperer.com"

Deluxe Dust Deputy®
\$89.00



Dust Deputy reviews, videos and other models at www.oneida-air.com

Retrofits to any shop vacuum.



Dust Collection System & Components Since 1993.

Call for **FREE** Catalog!
1.800.732.4065

Buy Direct!
www.oneida-air.com



PRO SHOP

with MARK E. BATTERSBY

Income offsets vital to staying in business

Thanks to today's tough economy, more and more shop owners are seeking additional sources of revenue. Often it's from hobbies and secondary activities. Not only will our tax laws partially underwrite those activities, but the almost inevitable losses can be as beneficial as extra income.

Although the tax laws consider all amounts earned from activities such as hobbies as income, the IRS allows all income to be offset or reduced using the hobby activity's expenses — but only to the extent of that hobby income. If the activity is operated as a business, the tax laws permit even more expense deductions to the point where the activity's losses offset wages, savings and investment income — and the tax bill on that income from other sources.

Hobbies and hobby businesses

The first question is, obviously, how can a woodworking professional avoid the hobby label for a money-losing secondary business activity or for a hobby that it is hoped will eventually generate income? As a general rule, an activity is presumed not to be a hobby if profits (more income than expenses) result in any three of five consecutive tax years ending with the tax year in question.

Fortunately, there is more than one way in which to qualify an activity as a business. Without profitable years, anyone operating any sort of activity can, if asked, prove the intent to show a profit. What's more, that intent can be demonstrated using guidelines established by the courts that are now accepted by the IRS.

Quite simply, in order to be treated as a business for tax purposes, a profit motive must be present and some type of economic activity must be conducted. According to our lawmakers, among the factors which would ordinarily be taken into account are the following:

- The manner in which the activity is conducted
- The expertise of the taxpayer or his or her advisers
- The time and effort expended by the tax-

payer in carrying on the activity

- The expectation that assets used in the activity might appreciate in value
- The success of the taxpayer in carrying on other similar or dissimilar activities
- The taxpayer's history of income or losses with respect to the activity
- The amount of occasional profits, if any, that are earned
- The financial state of the taxpayer
- Elements of personal pleasure or recreation

Grouping businesses

It is quite common for many shop owners or self-employed professionals to have multiple business activities. Consider the situation of John Jones, who has been operating a used-car lot as a sole proprietor for the last five years. He recently opened an auto repair shop near his vacation home in the mountains.

According to the U.S. Tax Court, the used car lot is consistently profitable, while the auto repair business hasn't yet produced a profit. John Jones reports the two operations as one on his tax returns, offsetting the income and losses.

At first glance, this approach might seem an ideal way to circumvent the rules. In this case, however, the IRS viewed the operations as two separate activities and subjected each to the not-for-profit activity (hobby/loss) rules. Whether or not the IRS will challenge similar offset situations will usually depend on the facts and circumstances.

Expenses incurred in expanding an ongoing business are, in general, currently deductible. However, expenses incurred in starting a new business must generally be capitalized and amortized or written off over 15 years. There is, of course, a special exception: the first \$5,000 of expenses can be deducted if the total startup expenses don't exceed \$50,000. Obviously, a significant write-off is available if it can be argued that the new operation is really an extension of the original business.

To illustrate, suppose John Doe operates a custom hardware business and online store. The operation is profitable and he decides to build

a shop at the same location that specializes in cabinets. John Doe's startup expenses amount to \$70,000 and include the cost of hiring skilled craftsmen and other help, setting up bookkeeping and an operations manual, as well as advertising and promoting the operation. If this were an integrated operation, John Doe could deduct the startup costs immediately. If not, the rules require they be capitalized and amortized.

Passive activities

In the case of the used-car dealer using the losses from an auto repair shop operated near his vacation home, the geographic separation of the two operations might indicate to an IRS examiner that they are two separate activities. Even worse, the fact that the repair shop is operated by a manager, while John oversees only the used-car lot hurts, rather than helps the argument for an integrated operation.

Of course John Jones, if asked, might be able to convince an IRS examiner (or a court) that the two operations are integrated since both activities involve autos and if John managed both businesses, if the books and records are kept using a common system, if the repair shop regularly does significant repairs on automobiles sold by the used car lot. The integration argument would be a lot stronger if it could be shown that savings resulted by using the repair shop in the mountains.

Working from home

Just as a woodworking business owner or manager, the operator of a hobby-related, secondary business, even someone with only the "intent" to show a profit from his or her secondary activities, is entitled to a tax deduction for the expense of maintaining an office, shop or studio at home. Naturally, a deduction for the expenses of using a home for business purposes cannot be claimed unless the expenses are attributable to a portion of the home (or separate structure) used exclusively on a regular basis.

The home workspace is also deductible if used as the principal place of a business. Generally, a specific portion of a home must be used solely for the purpose of carrying on a trade or business in order to satisfy the exclusive use test. This requirement is not met if the portion is used for both business and personal purposes.

A word of warning: the home office deduction cannot exceed the gross income from the activity, reduced by the home expenses that would be deductible in the absence of any business use (mortgage, interest, property taxes, etc.) and the business expenses not related to the use of the home.

Caught!

In a surprising number of cases, the IRS has accepted the characterization of two or more undertakings as one activity unless, of course,

the characterization is artificial or unreasonable. The odds of running afoul of the hobby/loss rules also remain long. However, there are situations with which every woodworking professional should be concerned. One such situation involves the so-called "material participation" rules.

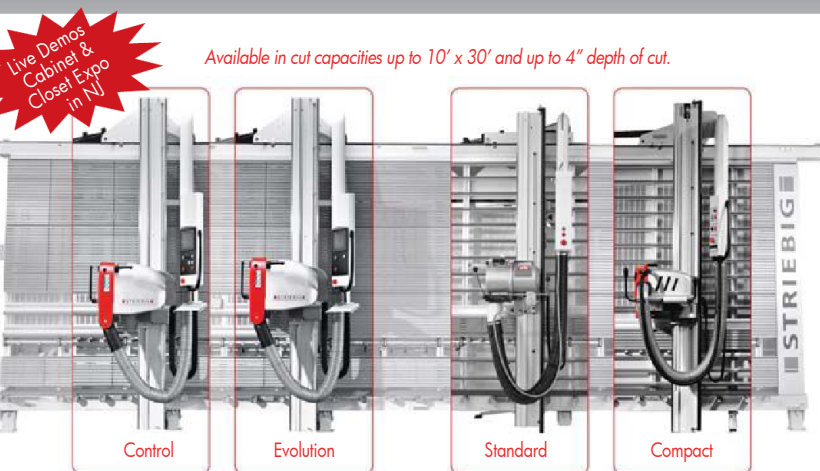
Our voluminous tax rules limit the deduction for losses from so-called "passive activities." Generally, losses from passive activities can't be deducted from non-passive income (for example, wages, interest or dividends).

A passive activity is one that involves the conduct of any trade or business in which the taxpayer does not materially participate. Materially participating can be measured in a number of ways including putting in more than 500 hours each year. Materially participating also occurs when the individual's participation constitutes substantially all of the participation in the activity.

The IRS can both tax and help underwrite a secondary, part-time, or hobby-related activity. On the one hand, they are eager to tax all of an activity's income. On the other hand, many of an activity's expenses can be used to offset "hobby" income. Operate the activity as a "business," however, and the amount by which the activity's expenses exceed its income, the "losses," can be used to offset income from other sources. **W**

Why STRIEBIG?

STRIEBIG focuses on continuous product improvement. Day after day, year after year. For five decades this legendary Swiss-made vertical panel saw has offered fast, accurate, quality cuts—all in a safe, simple, space-saving machine. Whether upgrading your cutting capabilities or as a complement to your CNC machine STRIEBIG is a must-have machine for many shops. More than two dozen new features recently introduced make now a great time to upgrade your old STRIEBIG or buy your first one.



"We cut everything on a STRIEBIG and love it."
(Sartini Woodworking)



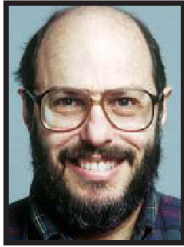
saws@csaw.com • 888-777-2729 • www.csaw.com

STRIEBIG Vertical Panel Saws, the solution for:

- **Small Shops**
Faster and safer than a table saw or slider.
- **Space & Safety Conscious Shops**
Legendary for precision, safety and space savings.
- **Shops Cutting Oversized Panels**
Small investment and easy handling of panels to 10 x 30 ft.
- **Medium & High Volume Shops**
Offline saw for rework, short custom runs, or to free up a CNC for more complicated parts!

Scan for video:





FINISHING

with BOB FLEXNER

Myths, folklore, tall tales and finishing

It is helpful to be skeptical of everything you hear or read and use your experience to question the explanations you are given

Many years ago I coined what I call my half-right rule: Half of what you read or hear about finishing is right, but you just don't know which half.

I could have come up with this rule from reading contradictory information published in woodworking magazines, but I didn't. The rule originated from my experience with the elderly clerk, Glen, at a paint store down the street from my shop where I bought most of my supplies.

I always enjoyed my trips to the paint store because I was greeted warmly and I knew I was going to learn something. Glen had been around paints and finishes all his life and he gave me many tips that helped me raise the quality of my work. He also led me astray just about as often.

He wasn't misleading me about how to hold a brush or pull the trigger on a spray gun. Just as with the various procedures in woodworking, these are mechanical. They are physics.

They are fairly intuitive and you can see them.

The problems were with the finishes, which are chemistry. You can't "see" what's going on inside a finish when it's drying or when you mix two products together. You can't see protection, durability, bonding or a dozen other qualities that separate one finishing product from another. This lack of visual confirmation opens up all sorts of possibilities for mythologies to develop and be spread from person to person, or "expert" to "expert."

Here are a few common examples that might sound familiar:

- Thin the first coat of finish by half for a better bond. On the contrary, full-strength finishes bond perfectly well. The purpose of thinning is to create a thinner build that is easier to sand.
- Don't sand to too fine a grit or you'll close the wood's pores and it won't take stain as well. You don't "close" the pores with finer grits. You create finer scratches that retain less stain when you wipe off the excess.
- Use sandpaper to knock off sharp edges because these will show wear first. Softened edges show wear as well. You should sand edges with a couple of sandpaper passes so the finish doesn't pull away (called a "fat edge") and leave too little build on the edge to be protective.

Custom orders
available!



buyApplePly[®].com



BuyApplePly.com is now online!

America's favorite panel product is now available online! Select from multiple veneer species in 5 different thicknesses, all in convenient shippable sizes.

Visit buyApplePly.com. Your next great project is only a click away.

1.800.203.1686 • States Industries LLC • Eugene, OR



Like ApplePly on Facebook!

STATES
INDUSTRIES

- The longer you leave a stain wet on the wood the more it soaks in and the darker the coloring when you wipe off the excess. This isn't the way it happens. The stain isn't soaking deeper; the thinner is evaporating, which leaves a higher colorant-to-liquid ratio.

Incorrect and misleading explanations circulate in magazines and books, but the primary source is store clerks and manufacturer reps.

Notice in all these examples that the problem with the instruction is not that you should or shouldn't do it. It's the explanation of what's going to happen or why it happens or how it happens that is incorrect.

When the what, why and how explanations are wrong, you are left struggling to understand finishing. You are left with the attitude expressed to me 25 years ago by the editor of a leading woodworking magazine: "Bob, we don't take finishing seriously because no one can understand it."

Clerks and reps

Incorrect and misleading explanations circulate in magazines and books, but the primary source, at least for professionals, is store clerks and manufacturer reps.

Here's the problem: These people get their jobs (and keep them if they're good) because they are good at sales. It's rare that you find a former professional finisher or painter in one of these positions.

Selling, as it has been explained to me, is a talent that can't be easily taught. It's much easier to teach the ins and outs of finishes and finishing than how to sell. But you can't really teach finishing well either, especially if the teacher is steeped in mythologies.

Instead, clerks and reps learn most of what they know from the people to which they are selling. I can remember clearly reps who called on my shop telling me how other shops solved a problem. They were acting as a conduit of information between shops.

And this was great — as far as it went. But just as with Glen, the half-right rule applied. Some of what they were telling me was right on and I really appreciated it. But other solutions — especially the what, why and how — led me astray.

These reps, after all, were struggling just like I was to understand finishing. And it was even harder for them because they weren't actually doing it. They didn't have the personal experience with which to judge the accuracy of what they were saying.

So what's the solution? There is no solution, as far as I know. But it is helpful to be skeptical of everything you hear or read and use your experience to question the explanations you are given.

(I surely don't want any clerks or reps to take these comments personally. I'm just relating my experience and how I think things work. We are all more or less good at what we do and the hope is that we are always trying to get better.)

One more thought

Supply sources for finishing products have changed a lot during the last three or four decades — and, in my opinion, not for the better.

It's not the Internet, which I think is far more positive than negative because of all the technical information made available (though the half-right rule still applies in chat rooms, on message boards and in manufacturers' instructions and explanations). It's the growing disappearance of owner-run paint stores and distributors in favor of chains that's the problem.

The owner of the paint store where Glen worked also worked there. The two of them, along with a couple of other clerks, were fixtures for decades. We became friends. They knew my wife and kids. There were always warm greetings when I went shopping. I felt good going there.

But that store no longer exists. It's been replaced by chain stores, including home centers. The managers and clerks come and go so often I rarely learn their names. Maybe they just move on to other jobs, but if they're good (which is what we want in a clerk), they get promoted to other stores in the chain.

Very often I'm dealing with a new person who I have no relationship with and whose knowledge I have to spend weeks or months trying to figure out.

The trend away from owner-occupied stores is a big loss for all finishers. **W**

Bob Flexner is author of "Understanding Wood Finishing" and "Flexner on Finishing."

ShopBot adds education director

ShopBot Tools has hired Randy Johnson, former editor-in-chief of American Woodworker magazine, as its director of education.

"We're so excited that Randy has chosen to join us," said ShopBot CEO Ted Hall, in a company release. "He's highly respected by fellow woodworkers. He has been a champion of CNC from the beginning, and an inspiration to businesses and schools working to integrate CNC technology into their shops and classrooms."

CAMaster
Price - Performance - Profit

My CNC Router Needs

- ☒ Affordable Price
- ☒ High Quality & Performance
- ☒ Service After the Sale
- ☒ Online Forum
- ☒ 2 Year Warranty
- ☒ Turn Key System
- ☒ Made in the USA !!

CAMaster Has it ALL



Check out our forum at
www.CAMheads.org



www.CAMaster.com

Toll Free
866-405-ROUT

Changing the Shape of Things!



NEW PRODUCTS

OUTWATER has expanded its stair components offerings with traditional handrails and fittings in red oak. Straight and bendable rails are available in 12' lengths. For information, call 800-631-8375 or visit www.outwater.com.



MINI SILICONE GLUE BRUSH, from Rockler Woodworking and Hardware, is a re-usable glue brush made for small projects and detail work. It features a 3/8"-wide head with bristles arranged in a circular shape. The opposite end is a tapered drop-per tip with grooves to hold glue and apply it in narrow, hard-to-reach areas. Wet glue can be rinsed off with warm water, while most cured woodworking glues simply peel and flake off the bristles, according to Rockler. The brush is sold in packs of two for \$7.99. For information, call 877-762-5537 or visit www.rockler.com.

MAKITA introduced a 12-volt cordless jigsaw, model VJ01W, powered with its Lithium-ion battery technology. The tool features variable speed control, three orbital settings, a through-the-body dust port for use with a vacuum, and a built-in dust blower to clear the cut line. It weighs 3.7 lbs., according to the company. For information, call 800-462-5482 or visit www.makitausa.com



It All Starts With The Lumber...

**Retail & Wholesale
Hardwoods**



"Offering a complete inventory of premium quality Northern & Appalachian Hardwoods, Mahogany, Exotics, Hardwood Plywoods... and much more!"



www.highlandhardwoods.com

407 Route 125 • Brentwood, NH

Call
603-679-1230



▼ **CLASSIC DESIGNS** by Matthew Burak now carries three styles of furniture legs for mid-century décor in eight wood species. Along with the McCobb series of straight tapered legs, the company has added the Wegner collection of Danish Modern-style curve-tapering legs and the Lasdun collection of nine short tapered feet specifically for use under case pieces and sofas. All parts are fine-sanded and ready-to-finish, according to the company. For information, call 800-843-7405 or visit www.tablelegs.com.



◀ **THE KREG UNIVERSAL BENCH** is a system of rails and adjustable-height legs — both made from thick, durable steel — that are available in multiple sizes. By combining legs and rails, there are 15 possible square or rectangular sizes — from 14" x 14" to 64" x 64" — and two heights. Both heights are adjustable over a 6" range using the included leg levelers and feet. The taller legs can be set from 29" to 35" tall, while shorter legs adjust from 15-1/4" to 21-1/4" tall. The levelers can also be used to accommodate uneven or sloping floors. Dual-locking 3" casters with rubber wheels are available as an option. Bench tops are also available. Contact: Kreg Tool Co. Tel: 800-447-8638. www.kregtool.com

FREE Ductwork Plan
Plus Save \$100 when you
purchase any S-series
Tempest™ cyclone!
Use Code WSNNAN17
Call 1-800-377-7297 to redeem
Offer expires 3/1/13. Offer not valid
online. Prices subject to change
without notice.

Clean Air! Clean Shop! Clean Tools!

Nanofiber eats the competition's dust!

(FREE with any Tempest Cyclone!)

The best value in dust collection is now the cleanest.

Our Tempest Cyclone Dust Collectors now include Nanofiber filters as a **FREE** upgrade (a \$54 value). Industry leading, MERV 15 rated Nanofiber filters combined with our cyclonic separation process captures 99.98% of wood chips and dust particles to below 1/2 micron. You achieve near surgical quality air and cleaner tools, while practically eliminating dust clean up forever! In addition, TEMPEST™ cyclones never clog and require almost no maintenance.

- 2.5 HP - 1450CFM - \$1095
- 3.5 HP - 1700CFM - \$1295
- 5.0 HP - 1800CFM - \$1495
- 2.0 HP - Portable 1025CFM - \$995

Ask about our solutions for smaller shops starting at only \$295.

SAVE on any system you buy! PSI offers a variety of discounts and offers on dust collectors too numerous to list here. We're your complete resource for everything you need to get the job done right! To get the best deal on the system sized perfectly for your shop and number of tools, call Bill at (215) 676-7606 x16.

Penn State Industries
Top Quality, Great Prices and Expert Advice!

1-800-377-7297 • www.pennstateind.com



Grizzly Industrial

PURVEYORS OF FINE MACHINERY®, SINCE 1983!

- OVER A MILLION SQUARE FEET PACKED TO THE RAFTERS WITH MACHINERY & TOOLS
- 2 OVERSEAS QUALITY CONTROL OFFICES STAFFED WITH QUALIFIED GRIZZLY ENGINEERS
- HUGE PARTS FACILITY WITH OVER 1 MILLION PARTS IN STOCK AT ALL TIMES
- TRAINED SERVICE TECHNICIANS AT ALL 3 LOCATIONS • MOST ORDERS SHIP THE SAME DAY

10" HYBRID TABLE SAW with Riving Knife



- Motor: 2 HP, 110V/220V, single-phase
- Precision-ground cast iron table with wings measures: 27" x 40"
- Arbor: 5/8"
- Arbor speed: 3850 RPM
- Capacity: 3/8" @ 90°, 2 1/8" @ 45°
- Rip capacity: 30" R, 12" L
- Quick change riving knife
- Cast iron trunnions
- Approx. shipping weight: 404 lbs.

BEAUTIFUL WHITE COLOR!



INCLUDES BOTH REGULAR & DADO BLADE INSERTS

G0715P ONLY \$795⁰⁰



17" HEAVY-DUTY BANDSAWS



MADE IN TAIWAN



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

BEAUTIFUL WHITE COLOR!

INCLUDES DELUXE EXTRUDED ALUMINUM FENCE, MITER GAUGE & 1/2" BLADE

G0513P ONLY \$895⁰⁰

ALSO AVAILABLE IN GRIZZLY GREEN

G0513 HEAVY-DUTY 17" BANDSAW

ONLY \$895⁰⁰



10" LEFT-TILTING CONTRACTOR-STYLE TABLE SAW with Riving Knife

- Motor: 1 1/2 HP, 110V/220V, single-phase
- Precision-ground cast iron table with wings
- Table size: 25 1/2" x 40" • Arbor: 5/8"
- Arbor speed: 4000 RPM
- Capacity: 3/8" @ 90°, 2 1/4" @ 45°
- Rip capacity: 30" R, 12" L
- Approx. shipping weight: 221 lbs.

New!



FREE 10" CARBIDE-TIPPED BLADE

MADE IN TAIWAN

MADE IN ISO 9001 FACTORY!

G0732 \$795⁰⁰ SALE \$695⁰⁰



10" LEFT-TILTING TABLE SAWS with Riving Knife & Cast Iron Router Table

MADE IN TAIWAN

- Motor: 3 HP or 5 HP, 240V, single-phase
- Precision-ground cast iron table size with wings: 27" x 48"
- Arbor: 5/8"
- Cutting capacity: 25 1/8" R, 8" L
- Max. depth of cut: 3" @ 90°, 2 1/8" @ 45°
- Approx. shipping weight: 546 lbs.



G1023RLW 3 HP ONLY \$1350⁰⁰

G1023RLWX 5 HP ONLY \$1395⁰⁰



10" CABINET TABLE SAW with Riving Knife & Extension Rails

- Motor: 3 HP, 220V, single-phase
- Precision-ground cast iron table
- Table size with extension: 27" x 74 1/4"
- Arbor: 5/8" • Arbor speed: 4300 RPM
- Max. depth of cut: 3 1/8" @ 90°, 2 1/8" @ 45°
- Max. rip capacity: 50" • Max. dado width: 1 3/16"
- Approx. shipping weight: 572 lbs.



FREE 10" CARBIDE-TIPPED BLADE

3 HP LEESON® MOTOR!

G0691 ONLY \$1425⁰⁰



EXTREME SERIES 14" HEAVY-DUTY BANDSAW



- Motor: 1 1/2 HP, 110V/220V, single-phase, TEFC, 1725 RPM
- Amps: 15/7.5
- Precision-ground cast iron table size: 20 1/2" x 14" x 1 1/2"
- Floor to table height: 44"
- Table tilt: 15° L, 45° R
- Cutting capacity/throat: 13 1/2"
- Max. cutting height: 6"
- Blade size: 92 1/2"-93 1/2" L (1 1/8"-3/4" W)
- Approx. shipping weight: 262 lbs.

MADE IN ISO 9001 FACTORY!

MADE IN TAIWAN



G0555X ONLY \$825⁰⁰



ULTIMATE 14" BANDSAW



- Motor: 1 HP, 110V/220V, single-phase, TEFC
- Precision-ground cast iron table size: 14" sq.
- Table tilt: 45° R, 15° L
- Cutting capacity/throat: 13 1/2"
- Max. cutting height: 6"
- Blade size: 92 1/2"-93 1/2" L (1 1/8"-3/4" W)
- Blade speeds: 1500 & 3200 FPM
- Approx. shipping weight: 196 lbs.



MADE IN TAIWAN

G0555P ONLY \$525⁰⁰



19" HEAVY-DUTY BANDSAWS



- Motor: 3 HP, 220V, single-phase, TEFC
- Precision-ground cast iron table size: 26 1/4" x 19"
- Table tilt: 45° R, 5° L
- Cutting capacity/throat: 18 1/4"
- Max. cutting height: 12"
- Blade size: 143" L (1 1/8"-1 1/4" W)
- Blade speeds: 1700 & 3500 FPM
- Approx. shipping weight: 460 lbs.



DELUXE RE-SAW FENCE INCLUDED

MADE IN TAIWAN

G0514X ONLY \$1495⁰⁰

ALSO AVAILABLE G0514XF W/ FOOT BRAKE

ONLY \$1395⁰⁰



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

PRICING CODE
13WOODS
MENTION THIS CODE
WHEN PLACING YOUR ORDER
15496

FOLLOW US ON



1-800-523-4777

3 GREAT SHOWROOMS!

BELLINGHAM, WA • MUNCY, PA • SPRINGFIELD, MO

TECHNICAL SERVICE:

570-546-9663

FAX: 800-438-5901

30th Anniversary 1983 - 2013



FREE CATALOG
764 PAGES OF HIGH
QUALITY MACHINES & TOOLS
AT INCREDIBLE PRICES

12" JOINTER/PLANER COMBINATION MACHINES

MADE IN TAIWAN



- Motor: 5 HP, 220V, single-phase
- Jointer table size: 14" x 59 1/2"
- Cutterhead dia.: 3 1/8"
- Cutterhead speed: 5034 RPM
- Max. jointer depth of cut: 1/8"
- Max. width of cut: 12"
- Planer feed rate: 22 FPM
- Max. planer depth of cut: 1/8"
- Max. planer cutting height: 8"
- Planer table size: 12 1/4" x 23 1/4"
- Approx. shipping weight: 734 lbs.



CARBIDE INSERT SPIRAL
CUTTERHEAD!



NEW
END-MOUNTED
FENCE



G0634XP ONLY \$2295⁰⁰

ALSO AVAILABLE IN GRIZZLY GREEN

G0633 JOINTER/PLANER ONLY \$1995⁰⁰

G0634Z SPIRAL CUTTERHEAD MODEL ONLY \$2595⁰⁰



CYCLONE DUST COLLECTOR



- Motor: 1 1/2 HP, 110V/220V, single-phase, TEFC, 3450 RPM
- Air suction capacity: 775 CFM
- Static pressure at rated CFM: 1.08"
- Intake port: 6" with included 5" optional port
- Impeller: 13 1/2"
- Height: 65 1/2"
- Built-in remote control switch
- Approx. shipping weight: 210 lbs.

BEAUTIFUL
WHITE
COLOR!

MADE IN TAIWAN



PLEATED FILTER IS
PROTECTED BY A
STEEL CAGE

FULLY MOBILE
WITH BUILT-IN
CASTERS

ONLY
65 1/2"
TALL!



G0703P ONLY \$795⁰⁰



8" JOINTERS



- Motor: 3 HP, 220V, single-phase, TEFC
- Precision-ground cast iron table size: 9" x 72 1/2"
- Max. depth of cut: 1/8"
- Max. rabbeting depth: 1/2"
- Cutterhead dia.: 3"
- Cutterhead speed: 5000 RPM
- Cuts per minute: 20,000
- Approx. shipping weight: 500 lbs.



FREE
SAFETY
PUSH
BLOCKS

CHOOSE EITHER 4 HSS KNIVES
OR SPIRAL CUTTERHEAD
MODEL

4 KNIFE CUTTERHEAD
G0656P ONLY \$825⁰⁰

SPIRAL CUTTERHEAD
G0656PX ONLY \$1225⁰⁰



12" X 60" SHORT BED JOINTER with Spiral Cutterhead

MADE IN
ISO 9001
FACTORY!

- Motor: 3 HP, 220V, single-phase, TEFC
- Precision ground cast iron table size: 13" x 60"
- Fence: 5 1/8" x 31 1/4"
- Cutterhead dia.: 3 3/4"
- Cutterhead speed: 4950 RPM
- Bevel jointing: 45°, 90°, 135°
- Max. depth of cut: 3/8"
- Approx. shipping weight: 832 lbs.



FREE
SAFETY
PUSH
BLOCKS

PARALLELOGRAM TABLE ADJUSTMENT

G0706 ONLY \$2495⁰⁰



15" PLANERS



- Motor: 3 HP, 220V, single-phase
- Precision-ground cast iron table size: 15" x 20"
- Min. stock thickness: 3/16"
- Min. stock length: 8"
- Max. cutting depth: 1/8"
- Feed rate: 16 & 30 FPM
- Cutterhead speed: 5000 RPM
- Approx. shipping weight: 660 lbs.



CHOOSE EITHER 3 KNIFE
OR SPIRAL CUTTERHEAD
MODEL

G0453P ONLY \$1095⁰⁰

WITH SPIRAL CUTTERHEAD
G0453PX ONLY \$1695⁰⁰



18" OPEN END DRUM SANDER

- Sanding motor: 1 1/2 HP, 110V, single-phase, 15A
- Drum surface speed: 4000 FPM
- Conveyor feed rate: Variable, 2-12 FPM
- Max. stock dimensions: 36" W x 4 1/2" H
- Min. board length: 6"
- Min. board thickness: 1/8"
- Sanding drum size: 4"
- 2 1/2" dust collection port
- Overall size: 35" W x 50" H x 24" D
- Approx. shipping weight: 328 lbs.



G0458 ONLY \$895⁰⁰

15" DISC SANDER with Stand

- Motor: 1 1/2 HP, 220V, single-phase, 1720 RPM
- Cast iron sanding disc size: 15"
- Cast iron table size: 12" x 20"
- Table tilt: +15° to -45°
- Floor to table height: 37 1/2"
- Dust port: 2 1/2"
- Approx. shipping weight: 232 lbs.

MADE IN TAIWAN

FEATURES BUILT-IN
MOTOR BRAKE &
STORAGE CABINET
WITH SHELF



INCLUDES
MITER GAUGE



G0719 ONLY \$875⁰⁰

3 HP DUST COLLECTOR



- Motor: 3 HP, 240V, single-phase, 12A
- Blower/impeller: 12 1/4" balanced cast aluminum
- Airflow capacity: 2320 CFM
- Max. static pressure: 16.9"
- Sound rating: 87dB
- 7" inlet has removable "Y" fitting with three 4" inlets
- Canister filter size (dia. x depth): 19 1/8" x 23 1/8" (2)
- Bag capacity: 11.4 cubic feet
- Overall dimensions: 57 1/2" long x 32" wide x 71" high
- Approx. shipping weight: 232 lbs.
- CSA certified



G0562ZP

\$925⁰⁰ SALE \$675⁰⁰



grizzly.com

OVER 15,000 PRODUCTS ONLINE!



WHERE VALUE MATTERS



Merrill Woodworking and Design serves clients far and wide and prides itself on its honesty and integrity

BY JENNIFER HICKS / STAFF WRITER

Established in 2007, Merrill Woodworking and Design in Rigby, Idaho, features a lineup of state-of-the-art machinery, allowing the company to offer a range of cabinetry styles for clients throughout Idaho, Utah, Wyoming and Montana.

Having lived in the rural area all their lives, owner Kent Merrill and his son Kris know integrity is worth its weight in gold when it comes to getting and keeping clients. The company's longstanding reputation in the community has helped it sustain the toughest economic times while competitors have gone under. In addition to

standing by their products and services, Merrill says one of his key attributes is being honest with clients.

"We always try to take care of everybody, take care of every customer, stay ahead of schedule and stay on top. We know not to make promises you can't keep. If you can't follow through, it will hurt you. Don't just tell people what they want to hear. The truth is better," says Merrill.

Being able to keep a proper balance on what to offer clients is equally important. Merrill believes clients have a certain expectation about what the company should bring to the table when it comes to discussing a commission.

PHOTO: BROWN PHOTOGRAPHY

ES



KRIS & KENT MERRILL



PRINCIPALS OF: Merrill Woodworking and Design
LOCATION: Rigby, Idaho
NUMBER OF EMPLOYEES: 9
SHOP SIZE: 10,000 sq. ft.
ABOUT: A family-run custom cabinet shop that serves the residential and commercial markets in southeastern Idaho.

"Sometimes [shops] don't change with the needs of their clients with new products. We always offer new products. We always offer the latest inventions, which include drawer slides, drawer boxes and dovetailed drawers."

Successful start

Though he only formed his company five years ago, Merrill had about three decades of woodworking experience prior to opening his own shop. He was first introduced to the trade at age 17 during a woodworking shop class at Rigby High School. The basic skills he learned there immediately led to an after-school job at his future father-in-law's shop, Upper Valley Cabinet, also located in Rigby.

"He asked me to come to work. He was busy and had just barely started up the shop. I started there, graduated and got married that same year. I just hung around and the next thing I knew I was in charge of installing and finishing."

Merrill worked his way up so quickly that within several years, he and his brother-in-law decided to purchase the business from his father-in-law. The partnership lasted for roughly 25 years, until Merrill parted from the company, which is still in business, and formed his own shop.

"Our kids grew up, times changed and we both had a different outlook on things. I built this building with my son Kris and we started here in July 2007."

Diverse clientele

Clients from both residential and commercial sectors are generally located within a 100-mile radius of the shop. The service area covers a vast range of the mountainous region, going east towards Jackson Hole, Wyo., north towards Yellowstone, Mont., and south towards Salt Lake City.

There is an even split between residential clients who contact the business directly for home renovations and commercial clients obtained through general contractors. Merrill says he prefers commercial work because the major decisions have already been made, meaning the clients have selected the materials, colors and designs they want. When everything is specified before the job goes to a general contractor, he says projects run a lot smoother.

Commercial work generated through builders includes work for local businesses, churches and schools. Merrill easily prefers these over residential jobs.

"I've had some contractors stay with me for 25 years. They never got a set of cabinets from anyone else and I still maintain those relationships today. Since I've started this business, because of our modern machinery, we do a lot more commercial work now."

In the residential sector, there is a 50/50 split between remodel-

continued on next page



The shop's portfolio includes this kitchen with raised seating (above) and home office with an in-house antiqued glaze finish.



A contemporary kitchen and a built-in are all in a day's work for Merrill Woodworking and Design.

MERRILL *from previous page*

ing jobs and new construction. Merrill says remodeling is the company's niche because it works with a number of restoration companies. Though most jobs come by way of referrals, the company does a fair amount of advertising just to keep its name out there with local television and newspaper ads.

"We're one of the few woodworking shops around here that does advertising. It's just about name recognition. The cost you put out doesn't come back immediately, but it sticks in their mind as to who to call when they want work done."

Styles and services

The scope of services includes kitchen cabinets (frameless and face

frame), entertainment centers and millwork packages. All finishing is done in house.

"We offer quite a few different styles. There's a trend coming back more towards the white cabinetry. For this we use a crème-colored toner that we cover the wood with, we burn off the edges and then we glaze over top of that to give it that antique look. Another trend is a kitchen island in a darker shade with light cabinets. Everyone wants it all."

Popular material choices include cherry, maple, oak, walnut, hickory and cedar, as well as several variations of alder.

"Rustic or knotty alder is huge. It comes out of Oregon and Washington. It stains uniformly light or dark whereas the rustic maples have a lot of color differences. Some like clear alder with no knots also."

Merrill meets with clients and prepares the initial designs and bids. Kris manages the shop floor and helps with some of the most essential tasks.

PHOTO: BROWN PHOTOGRAPHY (MIDDLE)

The New Super-Sized DOMINO XL

Save space, time and money.

*Say goodbye to expensive,
heavy equipment.*

Bring the tool to the job.

1-877-TOOLNUT

POWERED BY **TOOLNUT**   



 See the XL
in ACTION!



FESTOOL  **PRODUCTS.COM**

"I hand-sketch and then send it to my son Kris to do the computerized drawings. His drawings are exact and precise. He shows the customer a digital version. This is not only good for the sales portion of our business, it's a must for accuracy and makes sure the customer is on the same page. I sign off or send an email asking for confirmation, and then if there's a problem there's a record of their approval. It eliminates a lot of problems ... a lot of problems."

Merrill keeps his shop equipped with up-to-date machinery. He purchased everything new when the 10,000-sq.-ft. shop and showroom was first built. The equipment includes a Weeke BHP 200 CNC router, Brandt Optimat edgebander, Altendorf sliding table saw, SCMI wide belt sander, SawStop table saw, Unique door machine, Weinig Unimat molder, JLT panel and door clamps, and a Castle pocket screw machine.

Expansion possible

Merrill and his son are very interested in growing the business in the next five years and would like to steer the company toward more commercial work.

"On the commercial end, the more bids you put out to the general contractors, the more work you receive. It builds on itself. We could handle more employees in the shop. We have lots of room here."

He also wants to continue updating the shop's machinery to continue providing the best products possible. He says the only downside to using the most sophisticated and top-of-the-line equipment is that it can be difficult to deal with customers overly concerned with price.



Blair Merrill operates the company's Weeke BHP 200 CNC router.

"In today's economy, it's not like the customers can't find a cabinet shop. They want to get three and four bids out to get the best deal. In our area, there are a lot of small shops, building things with table saws in their shed instead of CNCs and nice edgebanders and things like that. Those guys base their product prices on their low overhead. We need to make our price match our product and it's frustrating when you know you build the best product and give the best service and people want the lowest price."

But there is no client shortage at this time. Merrill says the shop often has more work than it can handle and again attributes this to his reputation. There is currently a six-week backlog and business has improved greatly compared since last year.

"We're definitely still feeling the effects of the economy. We have been since 2008. Our best year was in 2007 and then the economy went bad. It was tough for a long time. I was fortunate to have been able to keep our whole crew. Many of the other shops went down to a one-man crew. But having our name out for many years has helped us." **W**

Contact: Merrill Cabinets, Woodworking and Design, 659 N. 4128 East, Rigby, ID 83442. Tel: (208) 745-7320. www.merrillwoodworking.com

PHOTO: BROWN PHOTOGRAPHY

**IF YOU MANUFACTURE
CABINET DOORS
INTERIOR or
EXTERIOR DOORS
or FLOORING . . .**

**IF YOU HAVE PROBLEMS WITH
BLOW-OUT
SPLINTERING
or CHIPPING . . .**

**WE HAVE THE SOLUTION.
(AVAILABLE IN SINGLE PHASE)**



SINGLE PROFILES



The C-1203 - the smart choice, designed for wood thicknesses up to 2" and widths of up to 9 1/2".

DOUBLE PROFILES



The PMK system is the most efficient method of coping or end-matching available today.



**PROUDLY MADE IN THE USA
PATENTED**



www.pmkmachinery.com 1-865-385-0779

Consumers have made their

OPEN AND SHUT



Rehau's tambour door system includes the Acoustic Line, shown here.

BY JENNIFER HICKS / STAFF WRITER

Kent Merrill, owner of Merrill Woodworking in Rigby, Idaho, and featured in this month's cover story, makes the point that part of his business success depends on how well he keeps up to date with the latest designs and innovations. Merrill puts an emphasis on mentioning the latest hardware products to his clients, which, in turn, makes them appreciative of his knowledge about the various slides and hinges on the market today.

Year after year, trade show after trade show, it seems there are more and more slides, hinges and other functional cabinetry hardware systems that improve the quality of homeowners' lives. Many of the products listed below were found at the recent IWF in August and

more selections will be added in July at the AWFS fair in Las Vegas.

Through the years, Pat Abbe, owner of CabinetParts.com, an Internet-based hardware supplier headquartered in Pompano Beach, Fla., has seen consumer trends fluctuate greatly in this product category. He says that, lately, consumers have been leaning towards soft-close hinges and drawer slides that are designed to keep households quieter. He works with a number of leading manufacturers whom he says do extensive research on consumer preferences, so their latest products usually reflect the current trends. Another recent trend he notices is that many of the newer products are geared towards the aging baby boomer population.

case for hardware that offers quiet operation and convenience



Blum's next-generation Tandem plus Blumotion drawer slide.

"The trends I see in new construction are starting to go towards corner drawers instead of Lazy Susans. Especially as we age as a population, we seem to be getting away from base cabinets; everybody has a corner system tandem box. These manufacturers do a lot of research on who's buying the product and the best use of space. I see that as a trend. Nobody likes to bend in and reach the back of the cabinet. Now everything is coming to us, so rollout drawers work really well," he says.

Accuride International recently introduced model 3600, a new heavy-duty slide option for the woodworking industry. The product offers full extension, includes a hold-in detent and carries loads up to 200 lbs. It is a non-disconnecting slide, which is useful in applications where heavy drawers are not intended to be removed from cabinets as a measure of safety, such as in medical or educational settings. Designed for drawers up to 42" wide, model 3600 is available in even lengths of 12" to 28" in a clear zinc finish. It is designed for wide drawers and trays, bulk storage bins or pullout shelving units in commercial and residential environments.

The company also added models 7950 and 7957 to its heavy-duty slide lineup. These slides offer an alternative for 3/4" side space projects, giving woodworkers additional slide options for drawers with larger loads, says the company. Accommodating drawers up to 42" wide, these products are suitable for applications including kitchen storage for small appliances and cookware; or garage and shed storage of paint and tools. The slides are full extension and carry loads up to 350 lbs. They can be mounted flat at a lesser load capacity of up to 150 lbs. per pair. Both models are available in lengths of 12" to 36" in a clear zinc finish.



Hettich's Sensys hinge.

Blum is launching its next-generation Tandem plus Blumotion drawer runner series this month. Several features have been incorporated into this new series. The company has added a side-adjustable locking device as an option for inset drawer applications, screw holes in the bottom of the runner for bottom mount applications and elongated holes for easy depth adjustment. The series offers users increased stability, the ability to use all the same rear mount brackets and a lateral stabilizer option for wide drawers.

CounterBalance offers a unique spring-loaded device called Lift-A-Syst to balance hinged countertop doors. The product works by using flexible rods that store mechanical energy when twisted. The torsion is applied to the rods as the countertop doors move in an upward or downward motion, neutralizing the weight of the countertop and making it virtually weightless while in motion. The product is available in six different sizes to accommodate different countertop door lengths and weights and can accommodate ranges between 21" and 39", and weights from 22 to 72 lbs.

The company also offers a custom product line for countertop doors called the Counter-A-Syst counterbalance.

continued on next page



Rev-A-Shelf's soft-close tipout hinge.

SOURCE LIST

For products listed in this story, contact the following companies:

- Accuride International. Tel: 562-903-0200. www accuride.com
- Blum Inc. Tel: 800-438-6788. www blum.com
- Cabinetparts.com. Tel: 800-857-8721. www cabinetparts.com
- CounterBalance. Tel: 215-957-9260. www cbal.com
- Häfele America. Tel: 336-434-2322. www hafele.com
- Hettich America. Tel: 800-777-1772. www hettichamerica.net
- Rehau. Tel: 800-247-9445. www rehau.com
- Rev-A-Shelf. Tel: 800-626-1126. www rev-a-shelf.com

Information on hardware suppliers and distributors is also available from the Woodshop News' online resource directory at <http://resourceguide.woodshopnews.com>.

Hettich's
Quadro slides.



OPEN AND SHUT *from previous page*

Hafële offers the new SmartCab Storage System for a wide range of functionality in the kitchen. It is an interchangeable storage system that offers a wide range of inserts that make it fully customizable without requiring a full height door. It can be custom-configured to fit into a standard 15" or 18" base cabinet with a door/drawer configuration.

Hettich America recently launched the Grant E-Series sliding and folding door hardware systems. These products cover solutions for bifold and multifold applications from 25 to 150 lbs. per panel. They also offer sliding solutions for single, pocket, bi-parting and bypassing applications. These systems feature an aluminum box track that hides the hardware for a clean appearance. The carriers feature high-quality precision bearing wheels that deliver a smooth, quiet and long-lasting performance, according to the company.

Hettich also introduced the new full-access Quadro, an updated version of its popular Quadro slide. The slide features a minimized extension loss compared to a full extension slide that provides 15 percent more access than a partial extension slide, making it an attractive option for upgrading furniture lines, the company says.

Hettich has also updated its Sensys hinge with an integrated Silent System that allows for soft closure of furniture doors from an unusually wide opening angle of 35 degrees.

Rehau offers a selection of innovative tambour door systems that suit a wide variety of market applications, with customization options to match size, design and finish preferences and to fit a variety of horizontal and vertical openings. They require minimal space and provide full access to the cabinet contents, unlike sliding doors or hinged doors

The locking device
for Blum's Tandem
plus Bluemotion
drawer runner
series.



A TRADITION OF INNOVATION™

Oliver's 120 year heritage of innovative design and quality goes into every product we sell.

Oliver offers a full line of heavy-duty machinery.

Two-year limited warranty.

ROCK SOLID FINISHERS



OLIVER'S OSCILLATING EDGE
AND SPINDLE SANDERS
PERFECT ADDITIONS TO ANY
WOODWORKING SHOP.



OLIVER NOW OFFERS A FULL LINE
OF 25" - 43" SINGLE AND DOUBLE
HEAD PERFORMANCE SANDERS.

Contact your dealer for more information on these additions to the Oliver line.

WWW.OLIVERMACHINERY.NET | INFO@OLIVERMACHINERY.NET | 800-559-5065



OLIVERMACHINERY



FACEBOOK.COM/OLIVERMACHINERY



YOUTUBE.COM/OLIVERMACHINERY

that open out into the work area. Unlike wooden doors, the durable polymer systems do not swell or stick with humidity.

Rehau's Vetro Line tambour door system addresses modern kitchen design trends that incorporate glass doors and translucent materials. The line combines the tambour door cassette system with 2" heat-tempered security glass slats, offering a sleek, translucent door solution for a wide variety of cabinet applications. The complete line also now includes clear, black and white color options.

Rehau also offers the appliance garage tambour door kit as part of its Express Collection stock program of edgeband, tambour door systems and related accessories. The complete and ready-to-install kit provides visually appealing countertop storage that offers convenient access to frequently used kitchen appliances.

Rev-A-Shelf is offering a new soft-close wall pullout, the 448 WCSC series, to enhance cabinetry accessibility in the home. This adjustable shelf wall pullout features Blumotion Soft-Close slides. Designed for 9" and 12" wall cabinets, these pullouts come complete and ready to install in existing cabinetry. Product highlights include adjustable shelves with stylish chrome rails and removable top rails that provide another shelf for taller 36" or 42" applications.

Another new product illustrates Rev-A-Shelf's many new drawer systems designed for better kitchen organization. The 18" two-tier knife drawer with soft-close, W4T Series, is packaged in a kit with Blumotion soft-close slides for smooth and silent operation. A drawer-front needs to be added to complete the system.

Rev-A-Shelf's soft-close tipout hinge, the LD-0220 Series, is designed for use with all of the company's tipout trays. It features a soft-close piston that eliminates slamming and a 50-degree opening that allows for complete accessibility to items stored within it. [W](#)



Rev-A-Shelf's soft-close wall pullout hardware and 18" two-tier knife drawer.



Vanity Legs

The focal point of the decor for every great bathroom is the vanity.

Osborne Wood Products offers a variety of carved vanity legs in delicate detail, as well as non-carved posts that exude a more simple elegance.



www.osborneparts.com
866.963.5578

 
Scan the code to
visit our homepage



PICTURE-PE



Rob Grant puts the best of his Virginia woodworking business out there for all to see and it's helping business

By Ann Goebel

Though Rob Grant loves his big equipment — Omnitech CNC, Whirlwind saw, Brandt edgebander — there's a smaller tool he uses to run his cabinetmaking business: a multi-lens digital camera. Creating a picture-perfect image is vital for any company and Grant, president of Contemporary Woodcrafts, does it largely with snapshots and labels to match.

Go to www.cwcabinet.com to see hundreds of photos that help motivate prospective customers to make their buying decisions. Step into the company's showroom in Chantilly, Va., to see screens projecting pictures, albums resting on sleek built-in cabinets and walls lined with framed photos. They're all clear, studied, informative shots that chronicle the company's output and 28-year history.

"We offer timeless cabinets for every room of the home — kitchen,

bath, living room, den, family room, closet, bar, mudroom — either built-in or freestanding. One of our mottos is 'build what we sell,' so nothing is premanufactured. Every commission is pre-thought-out to maximize design and production time versus cost and value to the buyer."

His audience lives in an area densely populated with millions of educated, affluent homeowners, mainly in metropolitan Northern Virginia and Washington D.C., where competition lurks around every corner.

The products

The premise behind Grant's video blitz has a lot to do with exposing

ROB GRANT

OWNER OF: Contemporary Woodcrafts Inc.

LOCATION: Chantilly, Va.

SHOP SIZE: 8,000 sq. ft. • **YEARS IN BUSINESS:** 28

EMPLOYEES: 9 (7 on staff, 2 contractors)

QUOTABLE: "If you're not swimming upstream, you're floating downstream ... very fast."



REFLECT PLAN

his company. People tend to remember pictures better than words, especially if they're plentiful and thoughtfully distributed.

Of course, the superiority of any product lies in the details, some of which the camera can't portray. That's where Grant explains what's beneath the surface for his customers and reinforces the pleasing visual aspects of his cabinets. One of the last notations in his sales pitch is always "our cabinets will typically last the life of your home."

The company designs and manufactures two cabinet lines that define the construction methods for all its cabinet products: CW Express bookcases and built-ins are semicustom-tailored to fit to 1/16". Sides, tops and bottoms are 3/4-inch-thick. Shelves are 1-1/2" thick to prevent sagging. Construction style is frameless bases and face-frame inset upper cabinets. There are several finish choices — white or pastel to match existing woodwork or stain and lacquer finish on cherry, maple, oak and mahogany. In addition, there are many hardware, molding and door selections. All cabinets in this line are installed by the company.

The PotomacWest Collection is composed of cabinets for kitchens, closets, baths and bars and installed by unaffiliated building contractors (with the exception of closets). Special features include four-point base levelers to keep cabinets off the floor and removable toe kick to allow cleaning and access beneath; wood dovetailed drawers or the popular European-style metal-drawer box systems with soft, self-closing, con-

cealed slides, a multitude of finishes and hardware choices, and easy-to-clean white or maple melamine interiors.

continued on next page



All projects start with a 15-point buyer's agreement.

NEW FROM FORREST!

Ply Veneer Worker Blade

Designed Specifically for Cutting Plywood and Plywood Veneers

This commercial-quality blade is ideal for rip and cross cutting two-sided plywood, whether finished or unfinished. It is also perfect for cross cutting solid woods. In fact, there's no comparable blade on the market today.

The Ply Veneer Worker (PVW) uses the same high-precision technology that's behind our popular Woodworker II blade. Designed for cutting wood products only...

- The PVW's list price is \$23 less than our Duraline Hi-A/T.

- It delivers **flawless cuts without splintering or fuzz.** You never have to worry about chip-outs on top or bottom surfaces. No scoring blade is needed.

- It lasts **up to 300% longer between sharpenings.** The PVW is made of super-strong C-4 micrograin carbide for extra durability. Like other Forrest blades, it is *hand-straightened* to ensure perfect flatness and has a side runout of +/- .001.

The PVW is superbly engineered. It features a 10° hook, 70 teeth, and a high alternate top bevel grind. You can count on this



exceptional product to give you vibration-free performance and long life.

All Forrest blades, including the new PVW, are made in the U.S.A. and have a 30-day, money-back guarantee. So order today from your Forrest dealer or retailer, by going on-line, or by calling us directly.

FORREST
The First Choice of Serious
Woodworkers Since 1946

www.ForrestBlades.com 1-800-733-7111 (In NJ, call 973-473-5236)

© 2013 Forrest Manufacturing Code WN

SELF-SET®

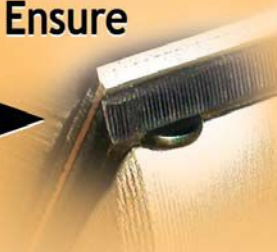
JOINTER / PLANER KNIFE

The Worlds Only Affordable

Self-Setting Knife for your Jointer or Planer

Precisely Located Stops on
the SELF-SET Holder Ensure
Perfect Set-Ups
Every Time →

Fast and Accurate Knife
Changes in Every Machine
Ever Made - Every Time



DISPOZABLADE

800-557-8092 .com

Organization man

Grant's responsibilities as owner and president are wide-ranging and break down into four major categories: marketing; on-site measuring and monitoring; watching cash flow; and generating new products and production ideas.

"Since photography is a major sideline, I enjoy selling our products via our website pictorials and our in-house video presentations. My camera also comes in handy when I go to each new job site and get accurate measurements. I draw all the initial designs and then follow up to make sure everything is done right."



Built-ins are a popular choice at Contemporary Woodcrafts.

A mobile showroom is an example of one of Grant's innovative ideas. It's a modified custom racecar trailer hitched to a GMC Yukon hybrid SUV. The interior is decorated like an entertainment room with prototype built-in cabinets and video screen displays.

"We conceived the idea in 2007 and initially it was intended for visiting contractors, builders and interior designers at their offices. In other words, we took our products to them for their viewing convenience. Today's use is directed to both the consumer and contractor-designer."

Grant uses his exceptional organizational talents in dispatching his self-appointed duties. He runs his company much like he'd run a classroom — with disciplined order and attention to details, especially cash flow.

"In this business, organization, efficient time management, streamlined production and the latest equipment are all essential for keeping the business alive. You have to be in total control of your environment all the time. I prefer to keep what I consider a manageable six-week backlog. At any given time it doesn't take much additional business to feel swamped and extremely busy and, on the other hand, it doesn't take much loss or lack of new sales to feel you're on the edge of a cliff."

One way he maintains control is through the use of manuals. Like equipment instruction books, they provide valuable written guides. His business operating manual begins with an organizational values statement, covering four values geared toward giving customers high product value for their money and constantly monitoring and improving quality and production techniques. He also wrote a manual for contractors, providing detailed specs for all his company's products.

Dealing with every type of customer from the unreliable to the temperamental inspired him to rewrite the buyer's contract. It used to be a simple one-pager. Now it's an extremely detailed 15-point agreement.

"You have to have specifics spelled out so there's no possibility of mis-

BREATHE CLEANER AIR

*Significantly reduce
Free Floating Dust*

MADE FOR SMALLER SHOPS



This US700 air filtering machine, hanging from the ceiling in shops up to 800 sq ft, will make your shop air 70% to 90% cleaner, significantly reducing the amount of dust that settles on surfaces and in your lungs. Larger machines available. www.usbodyproducts.com, 800-280-4546

**CALL 800-280-4546
OR REVIEW MORE OPTIONS
WWW.USBODYPRODUCTS.COM**

CUSTOM PROFILE KNIVES For Shapers and Moulders

*Fast Quotes / Delivery
Competitive Pricing*

Corrugated Back • Lock-edge
Jet/Powermatic • Woodmaster
Williams & Hussey

**We will make an
EXACT MATCH
to your wood samples,
CAD or Faxed Drawings**



**Stock & Custom Moulder & Shaper Heads
Moulder Knife Steel**

**Freeborn Tool Shaper Cutters In Stock
35% Off In-Stock Cutters**



**FREEBORN
TOOL COMPANY, INC.**

**CONNECTICUT
SAW
& TOOL**



**ORDER ONLINE NOW
CTSAW.COM**

Router Bits • Solid Carbide Router Bits
Saw Blades • Collets & Toolholders • Shaper Cutters
Boring & Drilling Bits • Planer & Jointer Knives • Profile Knives

800-404-1220

**140 Avon St., Stratford, CT 06615
Fax: (203) 378-7346 • Email: info@ctsaw.com**

understanding or surprises. Of course, way before the contract, the first thing I do when someone wants to purchase from me is ask their cost expectations to determine if I'm within their budget."

Now 55, Grant has concluded that owning a business isn't always about the bottom line. There's room for personal satisfaction as well as providing good jobs for his employees. "For me, it's never been all about making money. I recognize the importance of profit, but I also put weight on the intangibles."

Coming of age

Grant grew up in Long Island, N.Y., so all he's ever known is the hustle and bustle of city life. His father was a businessman and inventor who patented, manufactured and installed car-washing systems. Grant accompanied his father on inspection rounds, learning the fundamentals of business development and management. He got his initial taste of woodworking in high school shop classes.

At the State University of New York in Oswego, he graduated with a degree in industrial arts/education. For two years, he taught industrial arts to eighth graders in Richmond, Va. His lessons were lost on restless, often disruptive adolescents. When low pay and discipline problems took some of the joy out of the classroom, he moved on to a good, but boring, desk job in defense contracting.

"Then I attained new technical skills and solid business experience in the corporate office of an exhibit fabricator involved in Smithsonian displays, large-scale business exhibits for trade shows, architectural woodwork, tourist information centers."

Along the way, he also taught adult education woodworking classes, which he loved because, unlike his middle school students, his mature scholars paid for their courses and were motivated.

"As a former educator, I believe you need to continue learning and that taking courses is a good idea. I did postgraduate work at



A recently completed kitchen project.

American University in business and in a variety of kitchen design and CNC programming classes."

Though Grant lauds formal education, he's also gleaned knowledge on his own from personal reading. He gained admiration for Steve Jobs' visionary inventions and drive after reading the recent biography on the Apple co-founder. Eli Goldratt's novel, "The Goal," gave him an expanded insight into operations management procedures, some of which he employs.

Job evolution

Though Grant made good money at previous jobs, he was never satisfied. Either he was not challenged or didn't have enough independence.

continued on next page

CONSUMER ALERT!

BEWARE OF UNAUTHORIZED SUBSCRIPTION OFFERS!

SEVERAL SUBSCRIBERS TO WOODSHOP NEWS HAVE NOTIFIED US THAT THEY HAVE RECEIVED "RENEWAL/NEW SUBSCRIPTION" NOTICES OR OTHER OFFERS IN THE MAIL FROM EITHER UNNAMED GROUPS OR GROUPS NAMED:

PUBLISHERS PERIODICAL SERVICE (PPS)
READERS PAYMENT SERVICE (RPS)
ABD INC.
SUBSCRIPTION BILLING
NATIONAL MAGAZINE SERVICES (NMS)
UNITED PUBLISHERS SERVICES
PUBLISHERS BILLING EXCHANGE (PBE)

Please do not order subscriptions through these groups. They are not authorized to represent Woodshop News in any way and we do not have a business relationship with them!

HOW CAN YOU TELL IF AN OFFER IS FROM WOODSHOP NEWS?

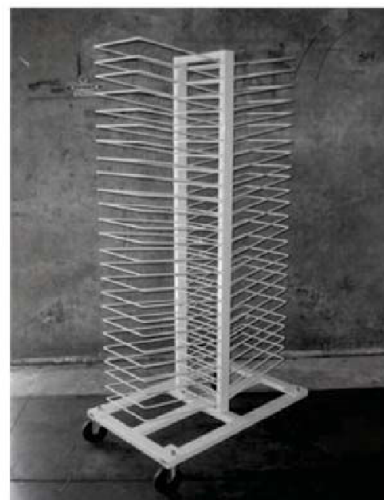
- Notices from Woodshop News will have our distinctive logo on the piece or may include the line "From the Publisher's Office."
- Our publishing office address is 10 Bokum Road, Essex, CT 06426. Our subscription mailing address is: P.O. Box 433212, Palm Coast, FL 32143.
- We nearly always provide return envelopes to one of the addresses listed above. Checks are normally payable to Woodshop News.
- We do not offer a 1 year subscription price of \$42.00 or 2 years @ \$94.95.

If you are ever in doubt whether you received an offer from an approved company... Call the publisher's office at 860-767-3200 ext. 238, Monday through Friday, or e-mail us at circulation@woodshopnews.com. Our toll-free customer service number at 800-243-9177 may also be helpful.

WOODSHOP
NEWS

PUBLISHED BY SOUNDINGS PUBLICATIONS LLC

WARNING: PROTECT YOURSELF – KNOW WITH WHOM YOU ARE DOING BUSINESS!



Hold Everything!

.....well, at least 50 shelves worth of everything.

Our heavy duty cabinet drying rack. PN# RR3-KD.

See details at www.wireline.net/cabinetdryingrack.aspx.

ENTER PROMO CODE R2252 TO RECEIVE 10% OFF.*

WIRELINE.net
A Brand of Merchandising Systems, Inc.
www.wireline.net • 888-767-9473

*Offer expires 02/15/2013. Can not be combined with any other offer.

Full-size performance. Mid-size package.

The Buddy: 16sq feet of industrial strength CNC.

- Get professional speed, power and accuracy at a fraction of the cost of a big-iron CNC machine.
- Cut wood, vinyl, aluminum, foam, plastic – just about anything
- All ShopBot Tools are designed, built and supported in the USA

Check out our website, then give us a call. We'll help you choose the right ShopBot tool for your business.



We make
the tools
for making the
future.

ShopBot®
ShopBotTools.com
888-680-4466

SIMANTECH INC.
WOODWORKING EQUIPMENT AND SUPPLIES

22 Corbin Ave, Bay Shore, NY 11706, USA • Toll Free: 1-800-489-6694 • Fax: (516) 887 5893
www.simantechinc.com



NOW \$15,800.00



**NEW YEAR
INTRODUCTORY
PRICES**



NOW \$29,800.00



NOW \$41,800.00



Certain areas restricted. Prices do not include delivery and setup.

MARTIN Woodworking Machines Corp.

8715 Sidney Circle, Ste. 100 • Charlotte, NC 28269, USA • Phone: (704) 921 0360 • Fax: (704) 921 0361
www.martin-usa.com

GRANT from previous page

When the exhibit fabricator enterprise laid him off, he came to a reckoning point. Should he seek employment with another company or try something on his own? He needed an outlet for his energy, something to stop his spinning wheels. Perhaps he could mine his persistent love for tools and woodworking.

One day in 1984 he took the first step. He went down into his 120-sq.-ft. townhouse basement and with a power saw and a few hand tools, began to make wood items: chairs, tables and cradles. He displayed at craft and home shows as Contemporary Woodcrafts. Then he had a bright idea. He would design "The Jewelry Closet" along with a marketing plan and unique packaging — an attractive item that would be in demand. But the experiment netted disappointing sales.

Luckily, just as "The Jewelry Closet" fizzled, someone asked him to build a bookcase and it was a revelatory experience: "I was suddenly introduced to the fact that an individual would pay considerably more for a bigger bookcase versus a smaller jewelry box despite the fact that the bookcase took much less skill and labor to create."

He completed the bookcase, assembling it outside for lack of space. And that was the start of a bigger and better Contemporary Woodcrafts. In 1987, he incorporated and began full-time residential cabinetmaking and installation. Through slow, progressive growth, he moved to three other shop locations in Virginia before settling into his present and largest facility six years ago.

A good spot

In 2005, Grant purchased an end unit condominium, zoned for commercial use. He designed the 8,000-sq.-ft. facility using experience in previous shops to determine the configuration and details. The first floor is allocated for reception area, showroom and the shop. The upper level is divided into three offices.

The entrance to the shop is from the kitchen area through double doors. In his former workshops, seeping dust polluted the air, clogged telephones and computers and left layers on all office surfaces, so he made sure the two-door setup was part of his design. Motion-sensor and fixed-time light switches were installed along with sodium bulbs in the shop's vaulted ceiling.

The facility came with 440 voltage, which is housed safely behind a wire fence. However, a portion of the current is reduced by a step-down transformer to 220, which some of his equipment requires. For environmental reasons, Grant has been utilizing waterborne finishes for more than 20 years. He now uses only M. L. Campbell products in the spray booth to eliminate air contaminants and vapor masks.

continued on Page 40

WHERE ARE YOU FINISHING?

*The Flexible, Economical Solution
to a Permanent Wall*



- ✓ **Eliminate Rework**
- ✓ **Contain Saw Dust**
- ✓ **Contain Overspray**
- ✓ **Maximize Space**



Distributor Opportunities Available

Call 800-681-7591

www.goffscurtainwalls.com/wsn



New England's Largest Selection of Unique Lumber and Burls



**1000's of Natural Edge Kiln-Dried Slabs
in Stock - up to 7' wide**

Berkshire Products, Inc.

884 Ashley Falls Rd, Sheffield, Mass. 01257

413-229-7919

www.BerkshireProducts.com

www.Timbercrafterdrawers.com



TIMBERCRAFT

Custom Dovetailed Drawers
Manufactured in Connecticut

3-5 day standard production
No expedite surcharges

5/8" Solid Maple or Birch
Finished and Assembled Drawers
3/8" Birch Plywood Bottoms

800-345-4930



REMANUFACTURED

Sandingmaster Wide Belt Sander Model 2075-C

37" x 75" Belt. This machine also has Veneer sanding capabilities. Combination Head allows for light thicknessing as well as fine sanding.

Professional Quality At The Right Price

Remember the line of Sandingmaster Wide Belt Sanders we sold from the mid 80's to the mid 90's? We now sell them remanufactured to new specifications (subject to availability), along with many fine, accurate woodworking machines new and remanufactured.

Call us for parts, service, and advise on your woodworking needs.



P.O. Box 70, Rutland, Vermont 05701
(802) 773-3240
www.woodshopspecialties.org

Sitting at the ready is a forklift, battery-generated instead of propane to eliminate air pollution.

The sequential cabinet production is done in a neat U-shaped path beginning at the drive-in supply bay and ending with a loading dock. The manufacturing route takes materials to the CNC router, various saws, edgebander, Williams & Hussey molder, Conquest horizontal boring machine, Col-Met walk-in spray booth with air makeup system, Grass Zargen drawer box system, Hafele Moov-IT drawer box system, Salice hinge system, Sand Pro dust-free sanding station. In addition, there's a 7.5-hp dust collector system with individual collector units at each machine. Everything is streamlined to minimize movement of materials and employees.

The staff

As important as having state-of-the-art equipment, including the camera, is the selection of employees. "I try to hire persons with similar philosophies and attributes — strong work ethic, customer-oriented — to avoid conflict down the road."

Key personnel are Juan Roberts, Benton Chrea and Kelli Koutstaal. Roberts, the shop manager, came to Grant from the carpentry industry more than 20 years ago. "His wonderful disposition and positive attitude help more than anything to keep up the morale among all my workers," says Grant.

Chrea is production and operations manager and has exceptional

CAD/CabinetVision software skills. He spends most of his time in front of a bank of four monitors, three of which are for CAD applications. Grant values his "computer skills and his calm demeanor and exceptional patience when dealing with our clients."

Koutstaal lends a friendly face to the organization and greets the public as they come through the door. She's the phone-answering service, multitasker and bookkeeper all in one.

Every employee performs housekeeping duties on a rotation schedule. Hours are 7 a.m. to 3:30 p.m. Monday through Friday. The work time was established to beat the heaviest rush hour traffic and cater to the building industry. Everyone is granted some slack for occasional family responsibilities, traffic or emergencies. If they wonder exactly what's expected of them, they go to Grant's standard operating procedure manual with bulleted entries.

Grant counts himself lucky to have a reliable and congenial staff that makes it all happen. It's dealing with stressed clients

and setting up meeting times around their jobs, soccer games and parent-teacher conferences that challenges him. So when the appointment is finally made and the deal closed, he might enjoy a brief getaway to the wharf, camera in hand. He unties his boat and floats out into Chesapeake Bay or the Potomac River and finds fresh wind for his sails, a pool of fish for his line. And he's sure to call that a fine day. **W**

Contact: Contemporary Woodcrafts Inc., 3656 Centerview Dr., Suite 14, Chantilly, VA 20151. Tel: 703-787-9711. www.cwcabinet.com



Now Selling
DEHART STYLE
Knives

CNC Inserts

Mention this ad for a discount.

Call **(800) 762-9899** for more details!

Hickory Saw & Tool, Inc.
Mail: PO Box 2407 • Hickory, NC 28603
Ship: 406 9th Street SE • Hickory, NC 28602
Toll Free (800) 762-9899
Toll Free Fax (800) 762-6845
Web Site: www.hickorysawandtool.com
Email: hst01@hickorysawandtool.com

MasterCard VISA DISCOVER

SATAMinijet® 1000 K

SATA

SATA introduces the "compact" industrial gun, the SATAMinijet 1000 K series. Developed for small and medium sized jobs.

The "compact" industrial gun

- Compact and lightweight industrial gun for special coatings.
- Low air consumption
- High material transfer rate due to optimized technology

Optional RPS syphon cup w/adaptor

Dan-Am Co.®
Exclusive independent distributors of SATA products in the US and Puerto Rico

Call **800-533-8016**
www.satausa.com

Judges honor the best in Western shows

Texas furniture show and Wyoming arts festival feature hundreds of pieces inspired by the region

By Jennifer Hicks

STAFF WRITER

Frank Strazza of Waco won the Best in Show award at the 13th annual Texas Furniture Makers Show, held Nov. 8 to Dec. 8 at the Kerr Arts and Cultural Center in Kerrville, Texas.

The show, exclusively for Texas custom furniture makers, featured more than 40 exhibitors and more than 60 entries in the award categories.

Strazza is now a two-time winner of the Best in Show honor. The veteran woodworker and teacher at the Center for Essential Education's school of woodworking near Elm Mott won for a Federal-style hall table. Randolph Secrest of Spicewood was second and Bert Ray of Wimberley was third in the judging.

Other "Best of" awards went to James Breaux of San Antonio (contemporary piece), Caleb James of Katy (traditional style), Lou Quallenberg of Llano (Texas style) and Jeremy Grubb of Dickinson (art style).

In Jackson Hole, Wyo., more than a hundred artists, woodworkers and designers showed in September at the juried Western Design Conference.

The 20th anniversary show, part of the Jackson Hole Fall Arts Festival, features Western-influenced furniture, jewelry, leather goods and apparel. Two furniture makers did well in the best artist category, with a win by John Wesley Williams of Renick, W.Va., and honorable mention for Mike Roths of Bear Paw Designs in Stevensville, Mont.

Contacts:

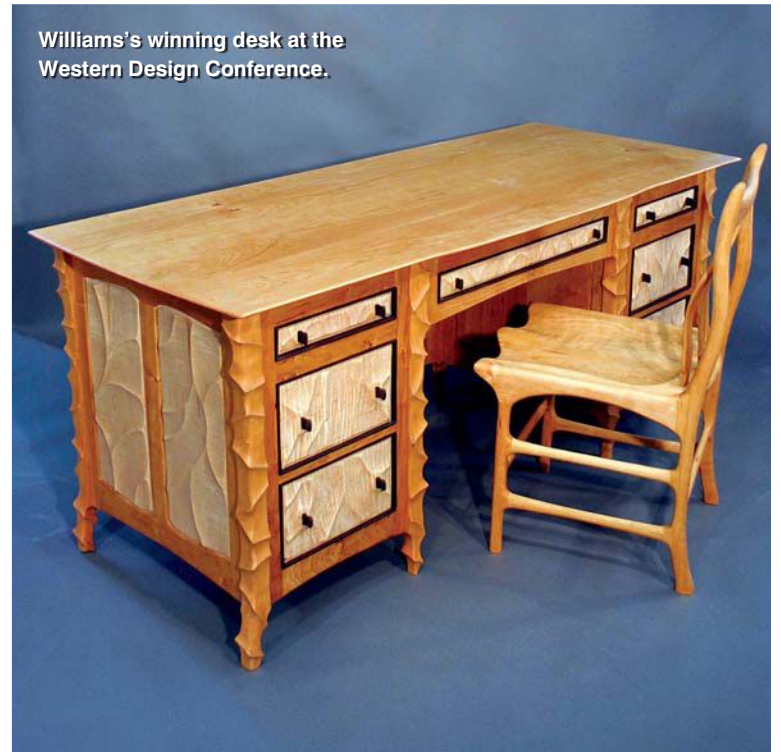
Texas Furniture Makers Show, 228 Earl Garrett St., Kerrville, TX 78028. Tel: 830-895-2911. www.texasfurnituremakersshow.com

Western Design Conference, P.O. Box 7889, Jackson, WY 83002. Tel: 307-690-9719. www.westerndesignconference.com **W**



From top, Strazza won Best in Show honors at the Texas Furniture Makers Show for this Federal-style hall table. Secrest's trunk and Ray's table were runners-up pieces.

Williams's winning desk at the Western Design Conference.



CALENDAR

Organizations sponsoring meetings, classes or shows of interest to professional or hobbyist woodworkers are invited to submit items to: Calendar, Woodshop News, 10 Bokum Road, Essex, CT 06426; editorial@woodshopnews.com.

The complete national calendar of events is updated monthly at www.woodshopnews.com.

— Compiled by Jennifer Hicks

CALIFORNIA

Feb. 11-15 & 18-22, June 10-14 & 17-21 — Stage I: Boulle and Stage II: Classic method (piece by piece) classes at the American School of French Marquetry in San Diego with W. Patrick Edwards and Patrice Lejeune. Tuition: \$750 (for each stage), including materials. www.americanschooloffrenchmarquetry.com

Monthly — San Fernando Valley Woodworkers meetings are held on the third Thursday of each month at 7 p.m. at the Balboa Park Sports Complex, Gym Building, at 17015 Burbank Boulevard in Encino. www.sfvw.org

COLORADO

Feb. 1-3 — The Woodworking Show at the Merchandise Mart in Denver. www.thewoodworkingshows.com

FLORIDA

Feb. 7-18 — Florida Handcrafted Furniture Show at the Florida State Fair in Tampa. Exhibitors must have a Florida mailing address. Entry deadline is Dec. 15. Contact Vernon Blackadar at vesablackadar@msn.com.

March 15-17 — The Woodworking Show at the Florida State Fairgrounds in Tampa. www.thewoodworkingshows.com

Ongoing — The Dunedin Fine Art Center is offering six-week woodturning classes at its Cottage Campus taught by AAW professional member Tony Marsh for beginners and intermediate-level participants. Full day classes are held on Thursdays. Call 727-298-3322 or e-mail education@dfac.org for information.

GEORGIA

March 22-24 — The Woodworking Show at the North Atlanta Trade Center in Norcross. www.thewoodworkingshows.com

IDAHO

Feb. 23-24 — The 2013 Idaho Artistry in Wood Show invites competitors from all skill levels. to submit their wood carving, turning, scroll work and fine wood working for display and judging. The show will feature demonstrations, vendors, raffles, an auction and banquet as well as the opportunity for artists to sell their work. Location: Boise Hotel and Conference Center in

Boise. Contact: www.idahoartistryinwood.org

ILLINOIS

Feb. 8-10 — The Woodworking Show at the Gateway Center in Collinsville. www.thewoodworkingshows.com

MAINE

Feb. 11-May 3 — Twelve-week intensive program at the Center for Furniture Craftsmanship in Rockport. Hands-on woodworking experience in a fully-equipped shop. Fee: \$6,950. www.woodschoool.org

NEW JERSEY

Feb. 22-24 — The Woodworking Show at the Garden State Exhibit Center in Somerset. www.thewoodworkingshows.com

Feb. 27-March 1 — Cabinets & Closets Conference & Expo at the New Jersey Convention & Exposition Center in Edison.

OHIO

March 1-3 — The Woodworking Show at the Ohio Expo Center in Columbus. www.thewoodworkingshows.com

WISCONSIN

Feb. 15-17 — The Woodworking Show at the Wisconsin Expo Center in West Allis. www.thewoodworkingshows.com **W**

Subscribe Today & Receive a FREE HAT!



With a **REDESIGNED** format to **ENHANCE** your reading experience, now is a better time than ever to be reading

WOODSHOP NEWS

GET 12 ISSUES OF WOODSHOP NEWS PLUS A FREE HAT FOR ONLY \$21.95!

CALL: 1-800-243-9177

WEB: www.woodshopnews.com

MAIL: WOODSHOP NEWS, PO BOX 433212
PALM COAST, FL 32143-3212

☐ 1 year with Hat \$21.95

☐ 2 years with Hat \$35.95

Name _____

Address _____

City _____ State _____ Zip _____

Daytime Phone _____

E-mail _____

(for renewal purposes only)

☐ Check Enclosed ☐ Bill my credit card

☐ ☐ ☐ No "bill me" orders please.

Credit Card # _____

Exp. Date _____

Canadian subscribers add \$12 per year;
Foreign subscribers add \$14 per year.

Offer valid with this coupon only and may not be used in combination with other offers. This offer is not retroactive.

Valid on new subscriptions only.

02WHAT

WOODSHOP NEWS 2013 Resource Guide

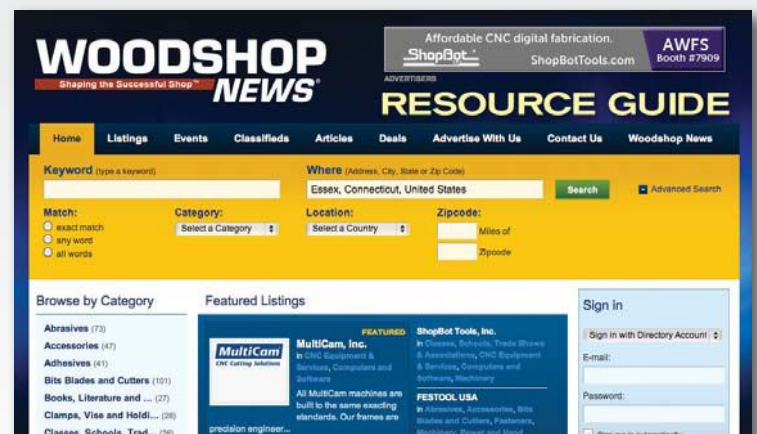
A fast and easy research tool to help you determine which companies can supply the products and services you are looking for.

Over 300 companies listed, covering well over 250 product and service categories.

If you are looking for it, we can help you find it.

Link through our web site
www.WoodshopNews.com

or go direct
resourceguide.woodshopnews.com



Resource Guide Showcase Sponsors

cabinet vision

FESTOOL

MultiCam

ShopBot®

RIKON

Amana Tool®
REDEFINING WOODWORKING™

If you are supplying products or services to woodworking professionals, make sure you are listed!

Already listed? Make sure it's up to date!

For marketing information, e-mail: sales@woodshopnews.com

CLASSIFIED MARKETPLACE

Call 860-767-3200 ext. 284 for Advertising Information

Band Saws

Band Saw Blades

Swedish Silicon Steel
Timber Wolf®



1/8" Through 2"

call: Suffolk Machinery
800-234-7297

Now Order Online
www.timberwolfblades.com

Iturra Design

Your complete source for the best information
and accessories for the home shop bandsaw

- Lenox Carbide-tipped bandsaw blades
- Blade Tension meters
- Bandroller ball-bearing guides
- Ceramic blade guides
- Re-saw and rip fence
- Pulley and Powertwist belt kits
- Carter Quick Release for Delta/Jet 14" bandsaws
- Urethane & rubber bandsaw tires
- High Tension Springs

Call 904-642-2802 for free catalog

Bits, Cutters

RIDGE CARBIDE EXPRESS CUSTOM CUTTERS & KNIVES

- Custom Router Bits
- CNC Router Bits
- Corrugated Back Knives
- Molder Planer Knives
(William and Hussy, Shop Fox, Grizzly)
- Groovers & Cutters
- Profile Shaper Cutters

**We deliver what others
only promise with
2-3 day delivery.**

Call Toll Free: 1-800-443-0992

Tool Free Fax: 1-888-728-8665

Email: rcttool@verizon.net

www.ridgecarbidetool.com
595 New York Ave Lyndhurst, NJ 07071

Bits, Cutters

Freeborn Cope & Pattern Sets Now on Sale



Cope & Pattern
3/4" to 1-1/8"

Glass Panel
3/4" to 1"

Tongue & Groove
1/4"



PME Distributors, LLC

Phone (888) 344-5545

Fax (209) 835-9378

www.pmetooling.net

For all your tooling needs

Branding Irons

CUSTOM BRANDING IRONS

FREE-FREE-FREE
information & sample brandings
contact:

NORCRAFT

P.O. Box 606, New Boston, NH 03070
Phone/Fax (800) 538-4831

Names, initials, monograms, signatures
and logos faithfully reproduced.

ANY SIZE or DESIGN

Professional quality tool, electric or torch
heated-can be used both hand-held or
drill press mounted.



"Hallmarks of distinction
worthy of your labor."



Custom Branding Irons



Electric or Flame Heated
Custom Designs, Logos, Signatures

Quality for over 20 Years!

**BrandNew
Industries, Inc.**

(800) 964-8251
www.BrandNew.net

Business Opportunities

woodworking
Turn your **PASSION**
into **BIG PROFITS**
with a proven turn-key
program from ...



Be your own boss!

Transform your shop
into a furniture factory
producing America's most
popular Adirondack-style
outdoor furniture!

877-731-9303

www.eureka-business.com

Computers/Software

CUTTING OPTIMIZER SOFTWARE - INEXPENSIVE
AND EFFICIENT. \$49/\$149. www.rdrummond.com
724-446-0159.

Drawers

Cabinet Parts

➔ **Drawer Slides**

➔ All Major Brands

➔ Next Day Shipping

www.cabinetparts.com

**CNC Machine Cut
Dovetails That Look
Hand Cut!**

- * Call for Sample & Prices
- * Thru & Blind
- * Drawers & Pullouts
- * Prefinishing
- * Adjustable Tail Spacing
- * Undermount Prep
- * Prompt & Reliable
- * 1-2 Week Turnaround

**Stratton Creek
Wood Works**
Est. 2005

kmarie@strattoncreek.com
330-876-0005 Shop
330-876-0032 Fax
www.strattoncreek.com

Drawers

DOVETAILED DRAWERS

**CCF
Industries**

- Quality Drawers • Added Selling Tool
- No Minimum Order • Quick Delivery
- Constructed of Solid Wood, Baltic Birch, White and Wood Grain Ultrafoil Melamine on an MDF Core.

1-800-581-3683

Web address: www.ccfdrawers.com

Finishes/Coatings

BLOXYGEN SAVES LEFTOVER FINISHES
Inert Gas Preservation System. www.bloxygen.com.
888-810-8311

Glass

Green Mountain Glass, LLC.

211 Main St. • Charlestown, NH 03603

Small Lite, Narrow Sight Line Insulated Glass
Silicone Dual Seal, All types, from historic
wavy to blast resistant glass.
Argon fill and warm edge available.

603-826-4660

Hardwoods

Kiln Dried Hardwoods and Millwork

Cherry & Figured Hardwoods
Quarter-sawn Lumber
Custom Flooring & Moldings
Thermally Modified Woods

Sawmill, Kilns and Molder
at Our Location

Kempton, PA 19529
Ph: (610) 756-6827

baileywp.com

EISENBRAND INC.

EXOTIC HARDWOODS

• Quality Guaranteed •

FREE BROCHURE

Phone 310-542-3576 Fax 310-542-2857

Orders 800-258-2587

www.eisenbrandhardwoods.com

clayton@eisenbrandhardwoods.com

CLASSIFIED ADVERTISING

860-767-3200 ext. 284

**WOODSHOP
NEWS**

CLASSIFIED MARKETPLACE

E-Mail marketplace@woodshopnews.com for Advertising Information

Hardwoods

NEED A SLAB?



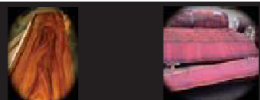
Good Hope Hardwoods

(610)274-8842
www.goodhope.com

WEST PENN HARDWOODS, INC.
Exotic Wood Wonderland!

The Largest Importer of Exotic Hardwoods
From Pen Blanks to the Whole Log!

We recently just added several LOGS to our inventory! We have the most unique selection of flitches/slabs that you won't find anywhere else! Guanacaste, Quina, African Mahogany (Acajou), Sapele, Iroko, Apa (Afzelia) Purpleheart, Paduak and Granadillo! Visit our Website for a complete list or call us today!



Visit our Website:
www.westpennhardwoods.com

230 South Clinton Street, Olean NY 14760
716-373-6434 • support@westpennhardwoods.com



www.rarewoodsusa.com • (207) 364-1073
120 species of exotic & domestic woods
Ebony, Olive, Rosewood, Satinwood, etc.
\$3 million inventory – buy 1 plank or 1000!

Hardwoods

NORTHWEST BAMBOO Inc

**LUMBER, PLYWOOD
VENEERS, FLOORING**

503-695-3283

WWW.NWBAMBOO.COM

American Hardwoods
Specialty Figures and Widths
Sequential Sets

HORIZON
WOOD PRODUCTS, INC.

Online Inventory
www.horizonevolutions.com
814-772-1651

STEVE WALL LUMBER CO.
Quality Hardwoods and Woodworking Machinery
For The Craftsman and Educational Institutions.

The trusted supplier from the Heart
of North Carolina Furniture County.

• HARDWOODS • EXOTICS • THIN
CRAFTWOOD • AROMATIC CEDAR
• HARDWOOD PLYWOOD • CUSTOM PANEL
DOORS • HARDWOOD FLOORING

See Our Catalog on the WEB: walllumber.com

BOX 287 • MAYODAN, N.C. 27027
336-427-0637 • 1-800-633-4062
Email: wood@walllumber.com
SEND \$1.00 FOR CATALOG

**CORMARK INTERNATIONAL
EXOTIC HARDWOODS**

• BEST PRICES - DIRECT FROM SOURCE
• EXOTIC LUMBERS, BLANKS, BURLS,
SLABS,
• TURNING BLOCKS AND MORE.
• NATIONWIDE DELIVERY
WWW.CORMARKINT.COM / CORMARKINT@AOL.COM
181, REEMS CREEK RD, WEAVERVILLE, NC 28787
(828) 658-8455

**RARE HIGHLY FIGURED
CLARO WALNUT**

1"-3" thick lumber RWL, large slabs,
turning blocks & gunstocks.
Wineland Walnut (530) 345-4012
Fax: (530) 345-0990 • Mon-Fri 8-3
9009 River Road, Chico, CA 95928
www.wineland-walnut.com

Hardwoods

Oregon Claro/Black Walnut

Slabs - Wide lumber - 4/4 through 16/4
Turning - Carving Stock - Gunstocks - Veneer
Web Site www.gobywalnut.com

GOBY

WALNUT PRODUCTS
5315 NW St. Helens Rd. M-F 7-4; Sat. 9-4
Portland, OR 97210 (503) 477-6744

Hinges

Cabinet Parts

➔ **Cabinet Hinges**

➔ All Major Brands

➔ Next Day Shipping



www.cabinetparts.com

Instruction



**The Furniture Institute
of
Massachusetts**

Phillip C. Lowe, Director

Two-Year hands-on Program with Master Furniture-Maker
Summer Workshops Available

116 Water St. (978) 922-0615
Beverly, MA 01915 www.furnituremakingclasses.com

Jointers/Planers



**KNIVES & CUTTERHEADS
AT DISCOUNT PRICES**

CALL 1-800-489-6694 OR
E-MAIL: SIMANTEC@OPTONLINE.NET

Knobs and Pulls

Cabinet Parts

➔ **Knobs & Pulls**

➔ All Major Brands

➔ Next Day Shipping



www.cabinetparts.com

Lumber

**Help Yourself to a Great
Selection of Lumber!**



Downes AND Reader
HARDWOOD

- Domestic & Exotic Hardwoods
- Mahogany
- Softwoods
- Plywood
- Turning Squares
- and much more!

Mon - Fri: 8:00 AM - 4:30 PM

Sat: 7:00 AM - 11:30 AM

1-800-788-5568

60 Evans Dr. Stoughton, MA 02072
Visit us at downesandreader.com

L.L. JOHNSON LUMBER MFG. CO.

**EVERYTHING
FOR THE WOODWORKER**

CHARLOTTE, MI
SOUTH BEND, IN

HARDWOODS
SOFTWOODS
EXOTICS
PLYWOOD
TOOLS



theworkbench.com
800-292-5937

West Coast Woods
Smarter Lumber Solutions

VG Clears:

- Western Red Cedar
- Alaskan Yellow Cedar
- Douglas Fir

Urban Forest Slabs:

- Monterey Cypress
- Claro Walnut
- And More!



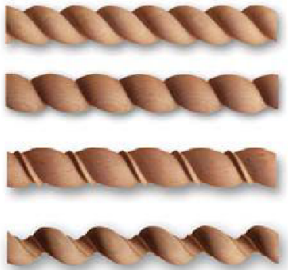
1-800-711-WOOD
www.WestCoastWoods.com
831-768-3880 FAX: 831-768-3883
347 Locust Street, Watsonville, CA 95076

CLASSIFIED MARKETPLACE

Call 860-767-3200 ext. 284 for Advertising Information

Millwork

Rope Mouldings



Direct from **LARGEST**
U.S. Manufacturer

call **800-567-0221**
JMS Millworks, Inc.

Services

CNC Router Bit Sharpening

Solid Carbide Router Bits
To Factory Specifications



Spiral • Compression
Plastic • Wood Cutting

Sales of Techniks
Collets • Toolholders
Accessories

Sales of Onsrud
Router Bits
Wood • Plastic
Composite

FREE RETURN SHIPPING
On Sharpening Over \$100

**CONNECTICUT
SAW
& TOOL**

Specializing In Tooling
For The Woodworking Industry
140 Avon St., Stratford, CT 06615-6704
Phone: (800) 404-1220 • Fax: (203) 378-7346
Email: Info@CTSaw.com
www.ctsaw.com

Veneers

LEVENEER Flexible Sheet Veneer

- Over 160 species in stock
- Sizes 4'x8' & 4'x10' in stock
- Same day shipping available



LEVENEER

10 & 20 mil paperbacked
2 ply woodbacked, Polyback
Fabric backed Wallwood, PSA
Certified material available



Order by phone (800) 588-5003
Order on-line **www.leveneer.com**

Veneers



Spicy Domestic & Exotic Sheet Veneer

4 x 8 to 5 x 12
10, 20, 30 mil paperback
2-Ply woodback
SuperBack hi-performance laminate
PSA

Stock & Made to order
No Minimum Order
order online: **www.superiorveneer.com**
ph: 812.941.8850 fax: 812.941.8780

Wood Turning

TURNINGS UNLIMITED

Custom Woodturning



(937) 588-4050 Fax (937) 588-4051
236 Dogwood Lane, Latham, OH 45646
www.turningsunlimited.com

VISIT OUR ONLINE
CLASSIFIED
SECTION

at
www.woodshopnews.com/
classifieds

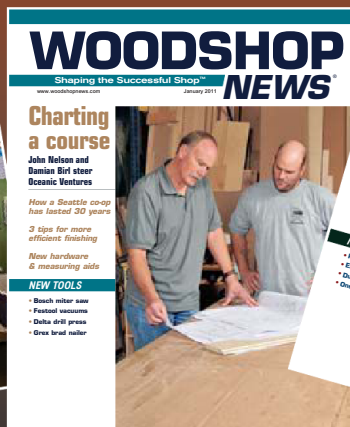
**WOODSHOP
NEWS**

Real Estate

FOR SALE BY OWNER: 1925 Arts and Crafts Style House and 1200 square foot Shop in the borough of East Stroudsburg, PA. Minutes from Route 80, NY/ NJ markets. Price: 158K. For Pictures and Information, phone: 615-429-1486 or e-mail: kunkelguitars@yahoo.com

(CT) **CUSTOM HAND WOODTURNING:**
Architectural/furniture components, prototyping, reproduction. Small-to-medium quantity, small scale to 9'6". Jim Kephart Woodturning. Phone/fax 860-643-9431, **www.jimkephartwoodturning.com**

To advertise in **WOODSHOP NEWS** call or email today.



860-767-3200 • ads@woodshopnews.com

**We used only
44 decorative
elements out
of 1,300 to
create this
exquisite
environment**



**Imagine
what
you
can do**



**Serving the
Industry
Since 1972**

Lowest Prices... Widest Selection... All From Stock!

OUTWATER PLASTICS INDUSTRIES, INC. NEW JERSEY • ARIZONA

1-800-631-8375 www.outwater.com/vip8

Go to 2012 Web Pages 531-540



**FREE
1,000 page
Catalog!**

ADVERTISING INDEX

Amana Tool.....	www.amanatool.com	C4	Osborne Wood Products, Inc.....	www.osbornewood.com	33
AWFS.....	www.awfsfair.org	11	Outwater Plastics Industries	www.outwater.com	47
Beaver Tools.....	www.beavertools.com	12, 17	Penn State Industries.....	www.pennstateind.com	23
Berkshire Products.....	www.BerkProducts.com	39	PMK Family, L.L.C.....	www.pmksystems.com	29
CAMaster	www.CAMaster.com	21	Resource Guide.....	resourceguide.woodshopnews.com	43
Charles GG Schmidt & Co.....	www.cggsgschmidt.com	3	RIKON Power Tools.....	www.rikontools.com	C3
Colonial Saw.....	www.csaw.com	19	Sata Spray.....	www.satausa.com	40
Connecticut Saw & Tool.....	www.ctsaw.com	36	SawStop, LLC.....	www.sawstop.com	4
Dispoz-A-Blade, L.L.C.....	www.estausa.com	35	Shopbot Tools, Inc.....	www.shopbottools.com	38
Drawer Connection, Inc.....	www.dcdrawers.com	9	Simantech Inc.....	www.simantechinc.com	38
Extrema Machinery Company, Inc.....	www.extremausa.com	5	SpeedSaver by Timesavers	www.SpeedSander.com	14
Festool USA.....	www.festoolusa.com	2	States industries	www.statesind.com	20
Forrest Manufacturing.....	www.ForrestBlades.com	35	Stiles Machinery.....	www.stilesmachinery.com	1
Goff's Enterprises, Inc.....	www.goffscurtainwalls.com	39	Timbercraft Mfg.....	www.timbercraftdrawers.com	39
Grizzly Industrial, Inc.....	www.grizzly.com	7, 24-25	Tool Nut, The	www.toolnut.com	28
Hearne Hardwoods.....	www.hearnehardwoods.com	13	US Body Products.....	www.usbodyproducts.com	36
Hickory Saw & Tool Inc.....	www.hickorysawandtool.com	40	W. Moore Profiles Ltd.....	www.wmooreprofiles.com	15
Highland Hardwoods	www.highlandhardwoods.com	22	Williams & Hussey Machine Co.....	www.williamsnhussey.com	16
Laguna Tools Inc.....	www.lagunatools.com	13	Wireline	www.Wireline.net	37
Oliver Machinery Co.....	www.olivermachinery.net	32	Woodshop Specialties	www.woodshopspecialties.org	39
Oneida Air Systems Inc.....	www.oneida-air.com	18	Woodstock International	www.woodstockinternational.com	C2

Strictly shutters

Rick Skidmore, owner of Timberlane custom shutter company in Montgomeryville, Pa., started his woodworking business from a sales and marketing position. The company has grown to include clients from across the country who are looking for custom shutters to grace their buildings.

"I'm not a woodworker by trade. I started the business about 17 years ago when I had an old home in a historic area with old shutters that are falling apart. I went looking for a company that did that and couldn't find anyone. I had worked for an investment firm and knew how to develop brands and service customers, so I had thoughts on how to fill that void," says Skidmore.

The company operates out of a 70,000-sq.-ft. facility with about 60 employees, including in-house sales and design staffs.

"We have lots of different customer segments. We sell directly to homeowners and also to the design community. We sell to other woodworking firms when it's cost-effective for them to out-source to us. We have lots of little niche segments in the marketplace, like movie-set work."

The company is also tied to the National Trust for Historic Preservation and does work on numerous historically significant properties.



Timberlane builds custom shutters for residential homes and historic preservations across the country.

"The reproduction standards are really high so we have to match what would have been there originally to meet a certain code or certain standard that they have on the property."

Skidmore says business has been challenging lately in light of the struggling economy. He concedes that shutters are a product people want, but don't necessarily need. On the flip side, he says the company recently updated its equipment and made other adjustments to operate as a lean business and to be responsive to orders in ways that make better economic sense.

"People don't have to buy shutters. They're something that they can put off or delay from a sales perspective. It's difficult to manage our

margins in an environment when it's harder to pass on price increases. The perception from our customer base is that these are tough times and these should be cheaper just by default and that's not the case."

Contact: Timberlane Inc., 150 Domorah Dr., Montgomeryville, PA 18936. Tel: 800-250-2221. www.timberlane.com

— Jennifer Hicks



60 Grit

Rough humor by Steve Spiro



RIKON

POWER TOOLS



INTRODUCING THE NEW **RIKON** 10-350 PROFESSIONAL BANDSAW



The NEW 10-350 14" Professional Bandsaw features a 14" Re-saw Capacity for slicing veneers and book matched projects with ease. We have added several new safety features including micro switches on both doors, that will stop the saw if a door is opened while the saw is running, as well as a switch that will prevent the saw from starting unless the quick release blade tension lever is engaged.

RIKON offers this saw in two versions. The 10-350 uses our 2.5 HP **RIKON** motor and the 10-350BAL uses a 3HP Baldor motor which is made in the USA.



For a Distributor near you please visit:

www.rikontools.com

Toll Free: (877)884-5167

Motor By: **BALDOR** 
Designed By: **RIKON**



EXTENDED

LIFE **INDUSTRIAL** BITS



STRAIGHT PLUNGE ROUTER BITS

- ✓ New generation of ultra-fine micro-grain carbide
- ✓ New superior geometric design
- ✓ New advanced automatic grinding technology that improves the carbide's resistance to wear
- ✓ Super clean smooth cuts
- ✓ 200% longer life time even when working with abrasive materials
- ✓ Cost effective



INCREASE YOUR PRODUCTIVITY!

SOLID CARBIDE

SPIRAL & COMPRESSION BITS

- ✓ Unique carbide grade for superior cut quality
- ✓ Polished flutes and razor sharp cutting edges
- ✓ Excellent for cutting abrasive materials
- ✓ Supports high feed rates
- ✓ Increased clearance geometry



eXtended
TOOL LIFE



1-800-445-0077

www.amanatool.com