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WoodworkingNetwork.com

BUSINESS

\$10 | OCTOBER 2013

Public Wood Shops:
A New Training Ground

A New Lazy Susan **KORNER KING**

Neil Kelly Cabinets Earns
WOOD 100 Spot

WMS
Woodworking Machinery & Supply Expo
2013

TORONTO: OCT 24-26
WOODWORKINGEXPO.CA

VANCE

Flip over for your issue of
Closets
TOTAL STORAGE SOLUTIONS

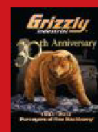


Grizzly Industrial

30th Anniversary

1983 - 2013

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



1 1/2 HP CYCLONE DUST COLLECTOR

- Motor: 1 1/2 HP, 110/220V, single-phase, TEFC, 3450 RPM, prewired 110V
- Airflow capacity: 775 CFM at 1.80" SP
- Maximum static pressure: 10"
- Intake port: 6" with included 5" optional port
- Filtration: 99.9% at 0.2-2 microns
- Overall dimensions: 38 1/4" W x 65 1/2" H x 23 1/4" D
- Approx. shipping weight: 210 lbs.



EXTENDED
RANGE
REMOTE
CONTROL

BEAUTIFUL WHITE
COLOR

MADE IN TAIWAN

G0703P ONLY \$795⁰⁰



ONLY 65 1/2" TAIL

3 HP CYCLONE DUST COLLECTOR

- Motor: TEFC Class "F", 3 HP, 220V, single-phase, 22A
- Switch: remote controlled magnetic
- Impeller: 15 1/2" steel
- Airflow capacity: 1654 CFM @ 2" SP
- Filtration: 99.9% at 0.2-2 microns
- Steel collection drum: 55 gal.
- Overall dimensions: 60 1/4" W x 93 1/16" H x 38 3/8" D
- Approx. shipping weight: 400 lbs.

H7509
OPTIONAL
STAND

ONLY \$255⁰⁰



SHOWN WITH
OPTIONAL
STAND



MADE IN TAIWAN



G0441 ONLY \$1450⁰⁰

5 HP CYCLONE DUST COLLECTORS

- Motor: TEFC Class "F" 5 HP, 220V, single-phase or 220V/440V*, 3-phase
- Cycle/RPM: 60 Hz/3450 RPM
- Switch: remote controlled magnetic
- Impeller: 16" steel
- Airflow capacity: 2184 CFM @ 1.9" SP
- Filtration: 99.9% at 0.2-2 microns
- Steel collection drum: 55 gal.
- Approx. shipping weight: 644 lbs.



MADE IN TAIWAN



SINGLE-PHASE

G0442 ONLY \$2595⁰⁰

3-PHASE

G0601 ONLY \$2695⁰⁰



7 1/2 HP CYCLONE DUST COLLECTOR

- Motor: TEFC Class "F", 7 1/2 HP, 220V/440V*, 3-phase
- Cycle/RPM: 60 Hz/3450 RPM
- Switch: remote controlled magnetic
- Impeller: 18" steel
- Airflow capacity: 3468 CFM @ 4.3" SP
- Filtration: 99.9% at 0.2-2 microns
- Sound level: 84-88 dB
- 2 steel 55 gal. collection drums
- Approx. shipping weight: 989 lbs.

MADE IN TAIWAN



DUAL 55 GAL.
COLLECTION
DRUMS!

HEAVY-DUTY STAND INCLUDED

G0637 ONLY \$3595⁰⁰



10 HP CYCLONE DUST COLLECTOR

- Motor: TEFC Class "F", 10 HP, 220V/440V*, 3-phase
- Cycle/RPM: 60 Hz/3450 RPM
- Switch: remote controlled magnetic
- Impeller: 18 1/2" steel
- Airflow capacity: 4029 CFM @ 4.3" SP
- Filtration: 99.9% at 0.2-2 microns
- Sound level: 87-90 dB
- 2 steel 55 gal. collection drums
- Approx. shipping weight: 1,084 lbs.



MADE IN TAIWAN

12" INTAKE!



SOUND REDUCING MUFFLER &
HEAVY-DUTY STEEL STAND INCLUDED

G0638 ONLY \$4295⁰⁰



28" X 79" EXTRA LONG DOWNDRAFT TABLE

- Motors: 1 HP, 110V, single-phase
- Amps: 12
- Table surface area: 25 1/4" x 76 1/4"

- Airflow capacity: 1437 x 2 CFM without filters
- Impeller: 9 3/4" x 6 1/4" squirrel cage
- Filter size: two, 16" x 25" x 2"
- Filtration: 0.3 microns
- Base size: 27 3/4" x 78 3/4"
- Approx. shipping weight: 490 lbs.

MADE IN TAIWAN

TWO 1 HP MOTORS & TWO SQUIRREL
CAGE FANS FOR HIGH PRODUCTION!



G0631

ONLY \$1995⁰⁰

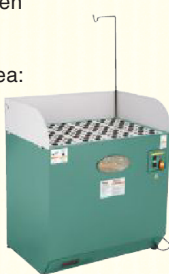


INDUSTRIAL DOWNDRAFT SANDING TABLES

H2935

- Motor: 1/3 HP, 120V, single-phase, open capacitor start induction, 7.5A
- Table surface area: 23 1/2" x 31 1/2"
- Airflow cap.: 1300 CFM
- Approx. shipping weight: 208 lbs.

QUIET
OPERATION



H2936

- Motor: 1/2 HP, 120V, single-phase, open capacitor start induction, 8.5A
- Table surface area: 28" x 37"
- Airflow capacity: 1490 CFM
- Approx. shipping weight: 252 lbs.



SIDES FOLD
DOWN



FEATURES FOR BOTH

- Grizzly toggle switch with key
- Sealed & permanently lubricated bearings
- Non-marring rubber grommets
- Sheet metal table construction
- Squirrel cage fan • Easy access filter bay
- Quiet operation • Two 120V outlets for plugging in sanders
- Power cord hanger • Durable powder coated paint
- CSA certified versions may be available upon request

MADE IN TAIWAN

MADE IN ISO
9001 FACTORY

23" X 31" DOWNDRAFT SANDING TABLE

H2935 ONLY \$595⁰⁰



28" X 39" DOWNDRAFT SANDING TABLE

H2936 ONLY \$675⁰⁰



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

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3 GREAT SHOWROOMS!

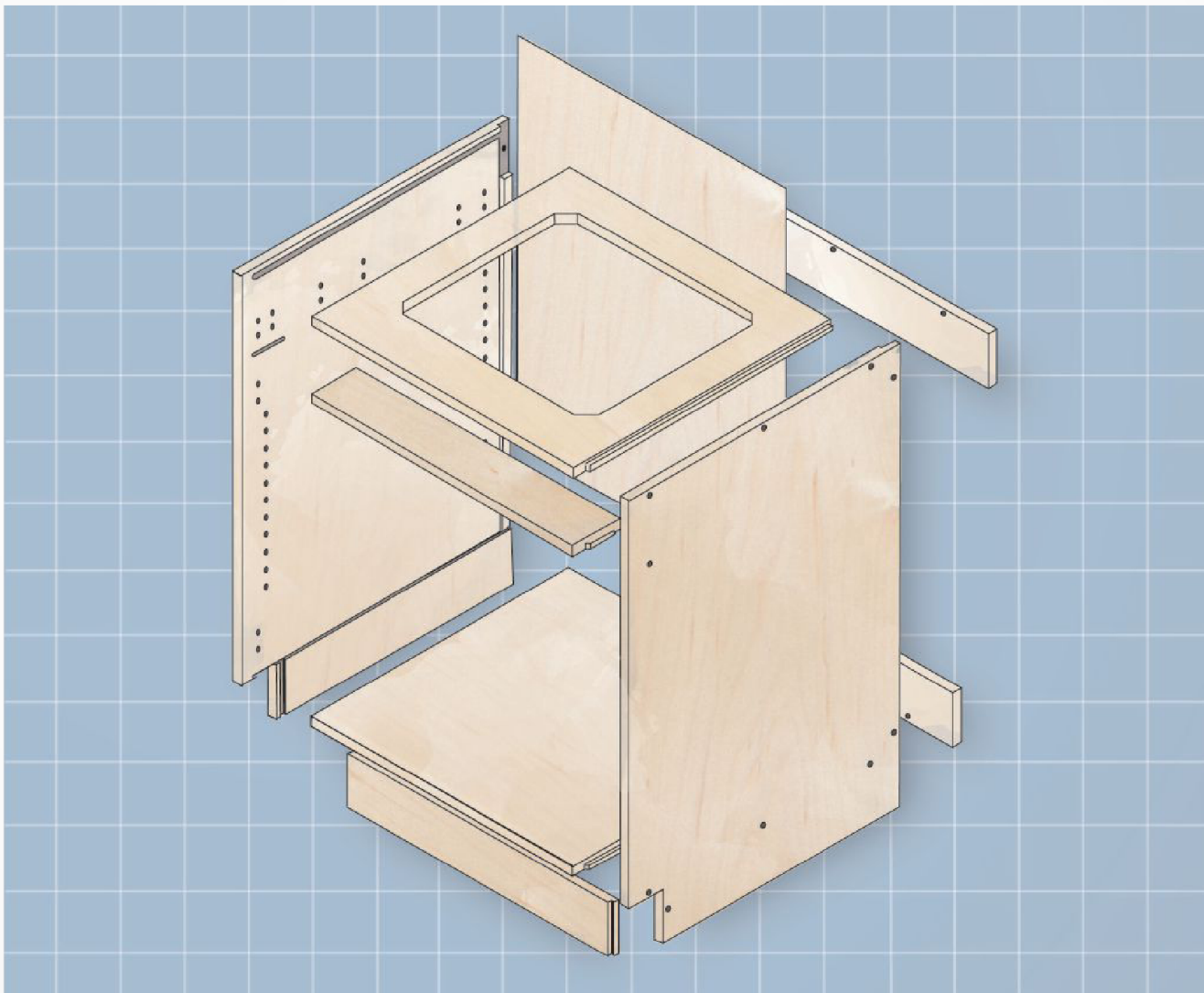
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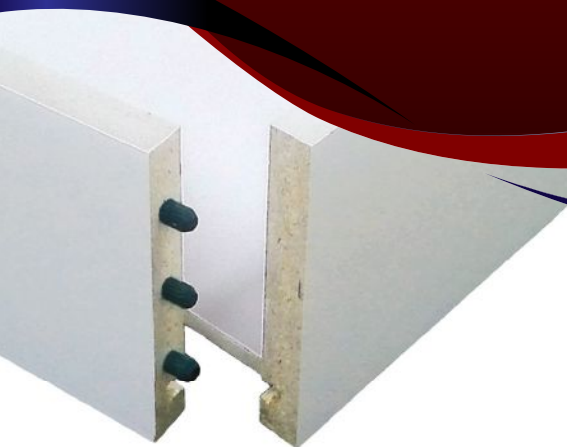
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USA**



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OCTOBER 2013
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For this WOOD 100 cabinetry firm, his clients' environmental concerns extend to their own home interiors.

Cover: Jonathan Malphrus, Fort Houston woodshop, Nashville. Courtesy Jet-Powermatic.

OnlineVideo

From WoodworkingNetwork.com/video

Cutting Precision Wood Gears

Ron Walters tells how to cut and smooth gear and clock wheel teeth, the how and why from start to finish. Scroll saw blade used, blade tension, blade breakage, safety, how to cut the pattern, sanding/filing and the particular scroll saw filing strips he uses, are all covered.



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Wood Shops That Share

Woodworkers are a gregarious lot, but work in what can be a lonely trade. Working together but separately at Fort Houston, a Nashville cooperative factory, are several custom woodworking businesses, all owned by younger tradesmen.

Among them is Mike Jones, who operates Mastodon Jones furniture; Nate Akey, 5 String Furniture; and Jonathan Malphrus, Steric Design. Jones told me during a visit that he previously felt isolated in his own shop. Since relocating to Fort Houston, he shares tips and techniques with colleagues.

Woodworking equipment manufacturer JET sponsored this operation, placing \$35,000 in equipment in the full-service, 1,100-square-foot woodshop at Fort Houston, located on the site of a former 10,000-square-foot cabinet plant.

Membership Model

Fort Houston co-founder Daniel Heering, who along with partner Matt Childress runs Wildcard Design custom furniture in the center, said Fort Houston continues to grow. Members – there are 42 so far – pay a \$75+ monthly fee. Businesses rent individual stalls to hold work in progress, and have access to the woodshop, managed by Malphrus, who coordinates shared use.

Fort Houston is structured similarly to public work centers such as Makerspace in San Diego and TechShop located in multiple cities. The locations act as incubators for small woodworking and other artisanal manufacturing start-ups.



Bill Esler, Editor in Chief
besler@vancepublishing.com



Woodworking
Network

Insuring Public Shops

Reported online: in Nashville, multiple custom woodworking businesses share a 10,000-square-foot cooperative, called Fort Houston after its neighborhood. Jonathan Malphrus (above), manages the woodshop.

Excellent article. How do these schools/clubs get insurance if someone gets hurt on a machine or in the shop, especially since they are taking a fee per month? As a lifetime architectural millworker and owner, I was thinking of donating or buying a shop with substantial brand new equipment in our area and opening a public woodshop, but was discouraged by liability insurance issues on students and facility visitors. An insurance premium quoted and not guaranteed was mid six-figures a year; one insurance company said they would not guarantee that they could issue a policy at all, but would look at it. Any advice or thoughts on this issue? I see these schools and guilds all the time and none of them have coverage at all. – **Name withheld on request**

We have heard this question frequently, so I discussed it at length with Daniel Heering, co-founder. Fort Houston had insurance on its first version of the shop, a smaller 2,000-square-foot operation. When it enlarged to 10,000 square feet, a broker shopped for insurance, with full disclosure of the purpose of the enterprise. He found insurance, under the condition all operators must receive safety and operational training – a common step at other community shops and small-scale training centers around the country. Fort Houston was also required to update some equipment with safer models, so JET's move to outfit the shop with two table saws, two bandsaws, miter saw, joiner, planer, sanders, lathes, and dust collection was a huge help. "JET's partnership with Fort Houston has enhanced woodshop safety, with training and proper tool operation built into the membership," notes Joan Duvall, JET marketing manager.

– Bill Esler

Burning Wood to Protect It Shou sugi ban, a traditional Japanese controlled scorching of wood as a preservative, is catching on in the U.S., with Delta Millworks, Austin, TX, one of the leading purveyors.

I find it amazing you would consider a burned finish on wood as new. Approximately 40 years ago I built a shop cabinet using a propane torch to burn only the softwood, then using steel wool I cleaned the wood and then applied a clearcoat. – **Bill, Oregon**



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37" DRUM SANDERS

- Sanding drum motor: 10 HP, 220V, single-phase or 15 HP, 220V/440V*, 3-phase, TEFC
- Conveyor motor: 1/3 HP, variable speed 6 - 18 FPM
- Max. board width: 36 1/2" • Max. board thickness: 4"
- Min. board length: 9"
- Drum speed: 2800 FPM
- Sanding drum size: 6"
- 4 dust ports: 4"
- Sandpaper width: 6"
- Approx. shipping weight: 1406 lbs.

VARIABLE
SPEED
CONVEYOR



G0449
SHOWN



DUAL 6" SANDING DRUMS

INDUSTRIAL RUBBER CONVEYOR BELT SIMILAR TO WIDE-BELT SANDERS

\$255
shipping
Power 48 states

10 HP, SINGLE-PHASE
G0449 ONLY \$3750⁰⁰

\$255
shipping
Power 48 states

15 HP, 3-PHASE
G0450 ONLY \$3750⁰⁰

12" BABY DRUM SANDERS

SPECIFICATIONS

- Sanding motor: 1 1/2 HP, 115V, single-phase
- Conveyor motor: 1/8 HP
- Variable speed: 2.5 - 17.3 FPM
- Drum speed: 2127 FPM
- Min. stock length: 8"
- Sanding drum size: 4"
- Sanding belt: 3" hook & loop
- Dust port: 2 1/2"
- Approx. shipping weight: 162 lbs.

SIDE HANDLES
FOR PORTABILITY



G0459

VARIABLE
SPEED
CONVEYOR

FEATURES

- Steel dust hood
- 2 adjustable pressure rollers
- Thickness scale
- Industrial-duty conveyor belt
- Gear drive handwheel for precise table elevation



\$79
shipping
Power 48 states



G0459P

G0459 \$695.00 ONLY \$595⁰⁰

G0459P ONLY \$595⁰⁰



16" DRUM SANDER

- Motor: 2 HP, 220V, single-phase
- Surface speed: 2100 FPM
- Drive motor: 1/4 HP
- Conveyor feed rate: 11 FPM
- Max. stock size: 15 1/8" W x 3 1/2" thick
- Min. board length: 9"
- 2 computer balanced drums
- Sanding drum size: 6"
- 3 pressure rollers
- 2 dust ports: 4"
- Approx. shipping weight: 304 lbs.

DRUMS ARE
NON-RUBBERIZED
& STAND IS
INCLUDED!



INCLUDES A HEAVY-DUTY RUBBER CONVEYOR BELT SIMILAR TO WIDE-BELT SANDERS

G1079R ONLY \$1095⁰⁰

\$99
shipping
Power 48 states



18" OPEN END DRUM SANDER

- Sanding motor: 1 1/2 HP, 110V, single-phase
- Conveyor feed rate: variable, 2 - 12 FPM
- Max. stock size: 36" W x 4 1/2" thick
- Min. board length: 6"
- Sanding drum size: 4"
- Drum speed: 4000 FPM
- Dust port: 2 1/2"
- Cast iron platen
- Sandpaper: 3" W
- Approx. shipping weight: 328 lbs.

TABLE MOVES
UP & DOWN

SANDS
BOARDS
UP TO 36"
WIDE!



INDEPENDENT DUST
COLLECTION
WITH DUST BAG



G0458 ONLY \$895⁰⁰

\$99
shipping
Power 48 states

24" DRUM SANDER

- Motor: 5 HP, 220V, single-phase
- Conveyor motor: 1/4 HP
- Drum speed: 2300 FPM
- Conveyor feed rate: 11 FPM
- Max. stock size: 23 1/2" W x 4 1/4" thick
- Min. board length: 9"
- Sanding drums: (2) 6" computer balanced aluminum
- 2 dust ports: 4"
- Approx. shipping weight: 442 lbs.

INCLUDES A HEAVY-DUTY RUBBER CONVEYOR BELT SIMILAR TO WIDE-BELT SANDERS



G1066R ONLY \$1650⁰⁰

\$99
shipping
Power 48 states

H5037
HOOK & LOOP
CONVERSION KIT
\$33.95

24" DRUM SANDER WITH VARIABLE SPEED

- Motor: 5 HP, 220V, single-phase
- Conveyor motor: 1/8 HP
- Conveyor feed rate: variable, 0-20 FPM
- Drum speed: 2300 FPM
- Max. stock size: 23 1/2" W x 4 1/4" thick
- Min. board length: 9"
- Sanding drums: (2) 6" computer balanced aluminum
- 2 dust ports: 4"
- Approx. shipping weight: 489 lbs.

INCLUDES A HEAVY-DUTY RUBBER CONVEYOR BELT SIMILAR TO WIDE-BELT SANDERS



G1066Z ONLY \$1995⁰⁰

\$99
shipping
Power 48 states

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

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13CWB
MENTION THIS CODE
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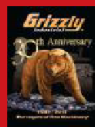
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30th Anniversary

1983 – 2013



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764 PAGES OF HIGH
QUALITY MACHINES & TOOLS
AT INCREDIBLE PRICES

15" WIDE-BELT SANDER

- Sanding belt motor: 5 HP, 220V, single-phase, 1725 RPM
- Belt feed motor: ¼ HP, 220V, single-phase
- Air requirement: 57-75 PSI
- Sanding belt size: 16" x 48"
- Sanding belt surface speed: 2050 FPM
- Max. board width: 15"
- Max. board thickness: 5½"
- Min. board length: 12"
- Conveyor speed: 13.1 & 16.4 FPM
- Approx. shipping weight: 908 lbs.



G9983 ONLY \$3995⁰⁰



18" WIDE-BELT SANDER

MADE IN TAIWAN

- Motor: 5 HP, 220V, single-phase, 60 Hz, 1725 RPM
- Conveyor feed motor: ½ HP
- Elevation motor: ½ HP
- Conveyor speed: 16.4, 23, 32.8 FPM
- Max. board width: 17½"
- Max. board thickness: 6"
- Min. board length: 9"
- Min. board thickness: ½"
- Sanding drum speed: 3550 FPM
- Approx. shipping weight: 1008 lbs.



G0527 ONLY \$5650⁰⁰



24" PLANER/SANDER

MADE IN TAIWAN

- Motor: 15 HP, 220V/440V*, 3-phase, 60 Hz, 3450 RPM
- Conveyor speed: 14-60 FPM
- Max. board width: 24"
- Max. board thickness: 6"
- Min. board length: 12"
- Min. board thickness: ¼"
- Spiral cutterhead w/ 188 indexable carbide inserts
- Cutterhead speed: 4600 RPM
- Sanding drum speed: 3543 FPM
- Air requirement: 75 PSI
- Approx. shipping weight: 2626 lbs.



PLANES & SANDS!

G0677 ONLY \$13,750⁰⁰



24" WIDE-BELT SANDERS

MADE IN TAIWAN

MADE IN ISO 9001 FACTORY!

	G9962Z	G9962ZX	G0582	G0445 (TALL)
• Type:	Single Drum	Single Drum	Platen	Platen
• Sanding motor:	10 HP, 220V	10 HP, 220V/440V*	10 HP, 220V/440V*	10 HP, 220V/440V*
• Motor phase:	Single-phase	3-phase	3-phase	3-phase
• Conveyor motor HP:	1 HP	1 HP	1 HP	1 HP
• Table lift motor HP:	¼ HP	¼ HP	¼ HP	¼ HP
• Max. board thick.:	6"	6"	6"	6"
• Min. board length:	10"	10"	14"	9"
• Min. board thick.:	½"	½"	½"	½"
• Conveyor speed:	15-49 FPM	15-49 FPM	15-49 FPM	15-49 FPM
• Sanding belt size:	25" W x 60"	25" W x 60"	25" W x 60"	25" W x 75"
• Approx. shipping wt.:	1559 lbs.	1518 lbs.	1573 lbs.	1614 lbs.



G9962Z ONLY \$7995⁰⁰



G9962ZX ONLY \$8395⁰⁰



G0582 ONLY \$8195⁰⁰



G0445 ONLY \$9750⁰⁰

37" WIDE-BELT SANDERS

MADE IN TAIWAN

MADE IN ISO 9001 FACTORY!

	G0571	G0539	G0446 (TALL)
• Type:	Platen	Platen	Platen
• Sanding motor:	10 HP, 220V	15 HP, 220V/440V*	15 HP, 220V/440V*
• Motor phase:	Single-phase	3-phase	3-phase
• Conveyor motor HP:	1 HP	1 HP	1 HP
• Table lift motor HP:	¼ HP	¼ HP	¼ HP
• Max. board thick.:	6"	6"	6"
• Min. board length:	14"	14"	9"
• Min. board thick.:	½"	½"	½"
• Conveyor speed:	15-49 FPM	15-49 FPM	15-49 FPM
• Sanding belt size:	37" W x 60"	37" W x 60"	37" W x 75"
• Approx. shipping wt.:	1818 lbs.	1781 lbs.	1887 lbs.



G0571 ONLY \$9995⁰⁰



G0539 ONLY \$10,995⁰⁰



G0446 ONLY \$11,995⁰⁰

SUPER INDUSTRIAL-DUTY 43" WIDE-BELT SANDER

MADE IN TAIWAN

- Sanding belt motor: 25 HP, 220V/440V*, 3-phase
- Belt feed motor: 2 HP
- Table elevation motor: ¼ HP
- Sanding belt size: 43" x 60"
- Max. material size: 43" W x 6" H
- Min. board length: 14"
- Conveyor speeds: variable, 14-60 FPM
- Drum speed: 2200 FPM
- Approx. shipping weight: 2490 lbs.



G9979 ONLY \$15,750⁰⁰



DOUBLE HEAD SANDERS

	24" H2933	37" H2934	37" (TALL) G0447	43" G0581	43" (TALL) G0486	51" (TALL) G0487
• Sanding motor HP:	15 HP, TEFC	20 HP, TEFC	20 HP, TEFC	25 HP, TEFC	25 HP, TEFC	30 HP, TEFC
• Sanding motor voltage:	220V/440V*	220V/440V*	220V/440V*	220V/440V*	220V/440V*	220V/440V*
• Sanding motor phase:	3-phase	3-phase	3-phase	3-phase	3-phase	3-phase
• Conveyor motor HP:	1 HP, TEFC	1 HP, TEFC	1 HP, TEFC	2 HP, TEFC	2 HP, TEFC	2 HP, TEFC
• Table lift motor HP:	¼ HP, TEFC	¼ HP, TEFC	¼ HP, TEFC	¼ HP, TEFC	¼ HP, TEFC	¼ HP, TEFC
• Max. board thickness:	6"	6"	6"	6"	6"	6"
• Min. board length:	14"	11"	11"	14"	11"	11"
• Min. board thickness:	¾"	¾"	¾"	¾"	¾"	¾"
• Front drum surface speed:	3543 FPM	3543 FPM	3543 FPM	3543 FPM	3543 FPM	3543 FPM
• Rear drum surface speed:	2565 FPM	2565 FPM	2565 FPM	2565 FPM	2565 FPM	2565 FPM
• Conveyor speed:	14-60 FPM	14-60 FPM	14-60 FPM	14-60 FPM	14-60 FPM	14-60 FPM
• Sanding belt size:	25" W x 60"	37" W x 60"	37" W x 75"	43" x 60"	43" x 75"	51" x 75"
• Overall height:	71½"H	71½"H	79"H	72½"H	79"H	79"H
• Approx. shipping wt.:	2227 lbs.	2641 lbs.	2920 lbs.	3384 lbs.	3545 lbs.	3880 lbs.

DUAL
SANDING
HEADS

SAND TO FINER GRITS
IN A SINGLE PASS!



MADE IN
ISO 9001
FACTORY!

H2933	ONLY \$11,500 ⁰⁰	\$355	Grizzly
H2934	ONLY \$12,995 ⁰⁰	\$355	Grizzly
G0447	ONLY \$13,995 ⁰⁰	\$355	Grizzly
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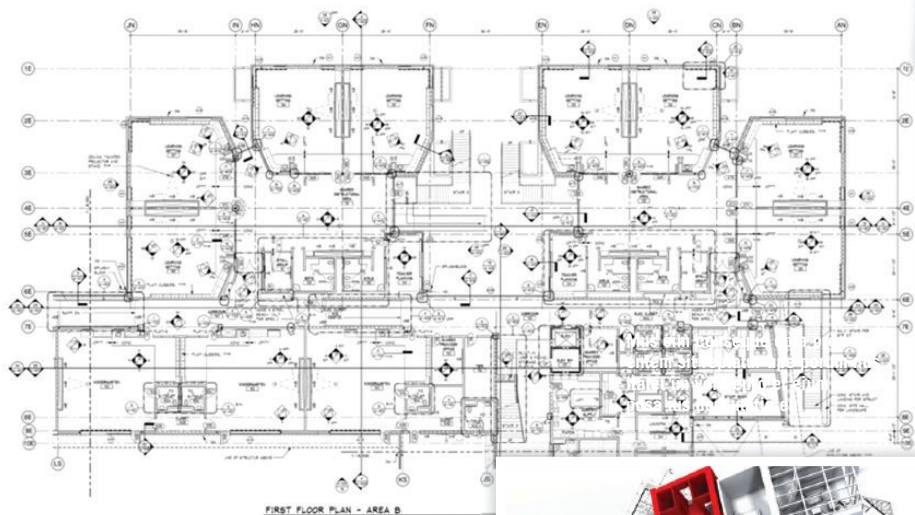
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Converting plans Screen to Machines

By Bill Esler

An automated system for digital takeoff from architectural plans and for comparing iterations of digital blueprints.



Architectural designs originate in multiple settings, on multiple platforms, before they ever reach the architectural woodwork firm. Once your company wins a bid, problems worsen.

“In today’s architectural woodworking industry, there is a disconnect within the estimating, engineering, and manufacturing departments,” notes software developer Microvellum. “While there are a few products available that help reduce costs and improve the disconnect, these other software solutions are independent of each other and often provide little, if any, communication between other software that is being used within the same company.”

With the introduction of Blueprint Analyzer, demonstrated at the AWFS Fair 2013 woodworking show, Microvellum says its application is the first to allow companies to complete the estimating, engineering and manufacturing processes with a single software system.

“Blueprint Analyzer will not only speed up redundant tasks for estimators, but it will keep your company connected using one software, one database.”



It can manage all digital plans in one centrally referenced system; automate renaming digital pages to match architectural drawings. And Blueprint Analyzer will also review revisions and make sure that all updates have been seen, automatically scan through revised plans to alert users of the percent of change versus the original. During the inspection of changes, both sets of plans are overlaid to graphically see the differences. Users can make annotations and markups on plans and share them digitally. It also automates the takeoff process using live product libraries, creates 2D or 3D submittal drawings from takeoffs with two simple mouse-clicks.

See how it works screen by screen microvellum.com/products/micromanager-v7/blueprint-analyzer



Drawing Plans from 3D Scans

Building Information Modeling (BIM), allowing contractors and subcontractors to share layers of digital design drawings for construction projects, has been gaining ground. Intended to be shared by contractors and subcontractors – including architectural woodworkers – BIM helps keep everyone on the same page during the construction cycle.

But what about remodeling projects with legacy plans in paper only? Or even older projects where no plans are available?

Lasertech Floor Plans uses 3D Laser Scanning, a non-contact form of measurement and documentation employing a high speed laser, to measure existing buildings. At NeoCon 2013 the Philadelphia firm showed how its laser measuring system reflects off visible objects at up to 976,000 times per second to render 3D drawings. In conjunction with an integrated digital camera, Lasertech captures precise shapes, details and geometries, then overlays color images onto the laser points, creating a photo-realistic three dimensional data set. The colored laser points can be converted into a detailed 3D models. Lasertech FloorPlans can capture a building combining 3D Laser Scans and Revit Modeling. lt-ft.com

News

Woodworking Network photos from AWFS 2013 Show Daily July 24-27. See more online.

Tanked Stars

LAS VEGAS – Acrylic Tank Manufacturing owners Wayde King and Brett Raymer, stars of Animal Planet's *Tanked* program, allowed show attendees the opportunity to tour their plant, as guests of Stiles Machinery. ATM specializes in luxe aquariums for casinos and hotels, as well as Fortune 500 corporate headquarters, zoos, and theme parks. The Las Vegas shop is packed with Stiles equipment and other systems for fabricating uniquely shaped aquarium tanks and the surrounds and parts of the build outs that accompany them.



Tommy Mac at AWFS Fair 2013

LAS VEGAS – The star of *Rough Cut* with Tommy MacDonald, the popular woodworking show sponsored by Woodcraft, JET/Powermatic, Titebond, Oneida Air Systems and several other companies, returns for its fourth season this month.

MacDonald was at AWFS

Fair in Las Vegas to emcee the awards competition for the Skills USA qualifying trials by student cabinetmakers. He also got a warm welcome at Woodworking Network's video soundstage from Ellen Roundtree, WWN Administrator, and Karen Koenig, Editor-in-Chief of *Wood Products* magazine.



Laguna's Router Bob

LAS VEGAS – A familiar face to thousands of how-to video viewers is Laguna Machinery's Router Bob. Bob recounted his start in CNC machinery for Woodworking Network, which he also shares at his new blog, lagunacnc.com/cnc-blog/router-bob:

"When I first started in the industry, a CNC router cost more than most people's houses. Today, the cost of a CNC that a typical cabinet shop would purchase is about the same as that of a pickup truck. We would place a felt tip marker in the spindle collet and execute the program and the machine would 'draw' the programmed shape."



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Reinventing Lazy Susans

A new corner cabinet is boosting my business, and may lead to a CNC router.

By Peter Mai, Owner, Old School Cabinets

Operating Old School Cabinets in Big Falls, MN, we have made a good business building custom furniture and kitchen cabinetry in our 15,000-square-foot shop.

After building over 500 custom kitchens one thing became very apparent to me: Homeowners hate Lazy Susans. They are hard to organize, things fall off, and they wear out way too soon. A partial solution

was corner drawers. These too had limitations in customers' minds, especially the triangle of dead space left in the corner.

While doing the North Dakota State Fair in the summer of 2009 and showing both Lazy Susans and corner drawer style cabinets, these complaints were heard often, and in a short period of time.

Then I had that lightbulb moment: Why not combine the two elements? This would

offer the accessibility of corner drawers with the side-storage advantages of a Lazy Susan. With a full cabinet shop at my disposal, a prototype was easily developed, and the Kornerking was born.

Creating a short video from the prototype, I showed it to the first two customers that week. They both ordered it on the spot for their kitchens.

The issue for me now was how to take



Old School Cabinets has a well established custom cabinetry business based in Big Falls, MN. Its Kornerking business is nationwide.



Kornerking, in 5/8" Baltic birch plywood, comes in three diameters, in from one to three tiers.

it from prototype, to a completed product. I had been using an all wood turntable, so I designed it in two sections – one to go on the bottom, and one to go on a shelf. It worked like a charm, and was easy to install, as long as the countertop was not on.

But 2009 and 2010 coincided with the downturn in the construction industry. The decision was made to promote it to other cabinetmakers throughout the U.S. and

Canada. The feedback from these shops led to many modifications, so as to make it more universal. Going from the one-piece design, a retrofit version was created. This allowed for easy insertion into existing cabinets, or cabinets that had a solid top. It also allowed for an expansion in size, from a single and double drawer module to a triple module that filled the entire cabinet.

Having produced the Kornerking now for

We Build It Well, Quickly

Coming from years of doing custom cabinetry, it was decided early on to put the quality into the product. The drawers, which are outsourced, use Blum self-close slides and are dovetailed. A 12-inch bearing, with a 1,000-lb rating, provides stability for the module when loaded up. A durable catalyzed finish is applied on all of the products. Main construction in 5/8-inch Baltic birch gives a pleasing appearance; matched maple dovetail drawers, used by many cabinetmakers, are outsourced.

In the competitive world of manufacturing, efficiency is critical. Day-to-day production is managed by my son, Tony. With 16 years of active duty building and installing cabinets, he has learned to maximize raw material usage. Working with sheet goods he has reduced waste to a scant 6-7%.

One of the largest challenges to overcome was distribution. All wood corner cabinet Lazy Susans and related products are shipped FedEx and incur some rough handling. Heavy duty boxing and 1-inch Styrofoam protect the modules during transit.



Main construction of all products is in 5/8-inch Baltic birch with a durable catalyzed finish.



Fred Wholley, one of
KCD Software's team of
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- "fast fill" room with cabinets
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- cabinet and counter top costs



After an easy set-up, "Going to the router with KCD Software is flawless," says Jim McAsey of M&M Cabinets in Shorewood, Illinois (*photo, left*).

Jim has been a CNC user since 1991. Before using KCD Software he had some tough experiences with other software companies. Working with KCD has changed his experience.

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run your CNC equipment and helps you set up your favorite building methods within the software. There is no charge for this service or the free ongoing technical support offered, making the process very efficient. "They are completely customer focused," says Jim. "It's unbelievable. I feel like I'm calling one of my friends."

To see the stunning armors and beautiful cabinetry created by M&M, or to ask him about his software experiences, Jim invites you to give him a call at 815-729-0981.

Kitchen Creations in Yarmouth, MA also uses Cabinet/ Closet Commander to design and render rooms, auto-nest the parts and go directly to their CNC router (shown here with Phil Harron). Visit online to view some of their beautiful seaside cabinetry creations!

kitchencreationscapecod.com

KCD Software

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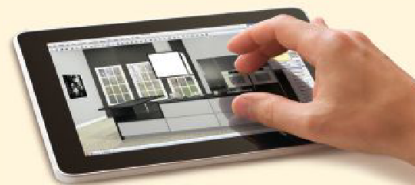
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several years, I can confirm it is a natural solution for those quality shops that want to offer their customers a great option in their corner cabinet. I have now expanded the offerings to provide the Kornerking in three diameters and 38 unique items, so there is a solution for most needs.

During the last few years many cabinet shops added refacing as an option to their business. Offering Kornerking helped them

stand apart from their competition.

A key element in the continued expansion of the Kornerking product line has been the input provided by my wife, Shelley. Along with maintaining her own kitchen, Shelley, in her role as office manager, is in constant discussions with homeowners and cabinetmakers. This has allowed her to find out their needs and led to the development of added versions of Kornerking.

Production Center

Old School Cabinets production
15,000 sq.ft.; 18% for Kornerking

Saws and shaping

Powermatic tablesaw, DeWalt miter saw – both with Tigerstop. Delta shapers. Woodmaster planer and gang rip.

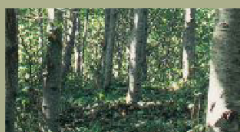
Finishing & Materials

Kremlin sprayer, Chemcraft Dan-speed coating, Blum self-close full extension slides.



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Sensing a need for storage of larger items, she suggested a cookware module. This is a 2-drawer version with a large platform on top to hold the bulky pots and pans as well as segmented storage below for small kitchen appliances.

Shelley was also the inspiration for the upper corner module. Being only five feet tall, Shelley struggled to reach items stored in the upper corner. The cabinet became a catch-all for seldom used dishes. With the upper module, as well as rotating, each side slides out of the cabinet for easy reach.

Kornerking is easy to install at the jobsite in about 10 minutes. Corner cabinets tend to be bulky and awkward to move into a kitchen. Not having the module in place during moving reduces the weight.

I published a guide to install a retrofit at the Kornerking site, with a four-page digital booklet that has both written directions and spoken directions embedded into the photos: remove the door, masking tape out alignment, screw in base with two screws, check alignment, screw in four remaining screws, slide in side wings and secure with screws, re-attach door.

Marketing of the Kornerking has mainly been done via the Internet (**kornerking.com**) and word of mouth. Currently about 200 cabinetmakers in the U.S. and Canada install Kornerking as their corner cabinet solution. Many of these shops found out about the product when their clients insisted on having one. Kornerking maintains a strong, well-ranked website, as well as a YouTube channel and use Google + and Facebook.



Slide shows and video of a dozen KornerKings in one to three tiers:
woodworkingnetwork.com/cwb

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Crown moulding cutting solutions, a perpetual challenge, drew crowds at the AWFS Fair, including to Sheldon Smith's Cut N Crown.

Woodshop Tools and Machinery Recent Releases

This 'ToolSpot' section is taken from our blogs on AWFS Fair 2013, plus some newly released tools.

By Bernie Bottens & Jared Patchin

Cutting crown moulding with its compound angles is a challenge for any woodworker. Fitting this kind of work up on a ladder with a big, floppy piece of crown makes it even harder. Add to that the understanding that moving the saw one degree or another either way within two planes of operation can waste a lot of material – and you have to cut it right the first time.

Cut N Crown offers a patented set of jigs that allow you to cut both halves of the joint without moving the saw. Furthermore, the jigs tell you how to set the saw angle for

the initial cut. But Cut N Crown is all about Sheldon Smith. When you see him on the show floor at his booth, there is no mistaking Sheldon for who he is or that for which he stands.

Smith's tiny booth was filled with his product, but he wasn't "in" his booth. He stood in the aisle by his chop saw, talking to the crowd on his wireless mike.

Wearing his work shirt, jeans and boots with the sawdust all over him establishes his badge of authority. He's learned his lessons and has something to offer: Shel-

don's stories about cutting and installing crown mouldings call out to everyone else who has struggled with this operation and know its issues. His Deluxe Kit is available for \$199.95 on his website. He also sells each individual part and piece if you need replacements. F.Y.I., there are three commonly used spring angles for crown: 38°, 45° and 52°. Sheldon has a jig for each of those plus accessories and a carry bag to hold the whole show. His in-feed and out-feed roller heads are as much a must as his jigs. They allow one person to hold that

Pneumatic Power Micro Pin Tools

Edited by Bill Esler



Pneumatic power tools, generally lighter than electrics, have a lot to recommend them for repetitive nailing or fine finish work. Senco says its two new 3-gauge pneumatic micro pinners, the FinishPRO 23SXP (\$159) and 3LXP (\$229), are designed for applications like light wood assembly; affixing moulding and decorative trim; dowel and joint pinning; mirror or picture frame assembly; lightweight paneling; display and sign work; and external softwood trim, glazing strips or window beading.

FinishPROs weigh about 2½ lbs., and feature an angled pistol instead of a 90° grip, to reduce wrist fatigue and increase maneuverability in tight spaces. The FinishPRO 23's ultra-narrow nosepiece gets into corners and tight spaces. A 4-point alignment guide is integrated into the rubber tipped, no-mar pad. It tapers down to the contact point, for a clear line of sight for precision pin placement.

Surveys of woodworking and carpentry pros lead to improvements over earlier models:

- Expanded fastener size range. The tools fire headless pins from ½" up to 2" long.
- Quick-load self-adjusting magazine – no manual resetting for different fastener lengths.
- More powerful motor for use on hardwoods like oak and red maple, delivering up to 120 PSI force without splitting or touch-ups.

Air that drives pins exits through a rear exhaust with an embedded muffler, cutting noise and directing dust away from work surfaces.

A double trigger safety lock prevents accidental misfiring, and an auto lock-out prevents dry-firing when the magazine is empty. FinishPROs are constructed with lightweight aluminum housing, a hardened alloy steel driver, and a metal magazine for durability. Both Senco models come with a jam clearing wrench and five year warranty. senco.com

Continued from page 21...



At AWFS, NextWave previewed its digitally controlled undermount router table, due out soon. The router follows a programmed path.

floppy big piece of crown so that an accurate cut can be made. Very nice!

– **Bernie Bottens**

I love tools, especially when they solve a problem I didn't know even existed. At AWFS I saw the **Senco 21** gauge brad nailer, sold in Europe, and just released here. Brad nails combine the holding strength of an 18-gauge brad nail and the invisibility of a 23-gauge headless pin nail. After some test shots, I was convinced enough to look into buying one for our installations.

We all know it's important to properly sand the contoured part of a raised panel door. We also know how difficult it can be using a random orbital sander or hand sandpaper. The **Larick profile sander** makes it a whole lot easier and more consistent. Larick has, or will create, a sanding head to match any raised panel profile you may have! **Silky Saws** makes some beautiful hand saws. While we do almost no hand tool work, we do have a cheap Japanese pull saw, purchased from Home Depot, in our installation tool box, and it comes in so handy while on the job. Silky Saws has a few folding versions that I would love to upgrade to. – **Jared Patchin**

See Jared's AWFS videos:
woodworkingnetwork.com/awfs-fair



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Swap Out Bases Cut Bevels, Circles

By Doug Rappe, GWTP Woodworkers Training



DeWalt Extreme Runtime Tools

DeWalt job site tools with MAX premium brushless motors and a new premium battery for “Extreme Runtime” launched Oct. 1. Brushless motors reduce draw and improve battery life, giving the XR 3-speed hammerdrill DCD995 (shown) and DCD990 drill/driver up to 57% more runtime over standard brushed motors. Both are available as premium kits with two high-capacity (33% more) lithium ion battery packs. A “fuel” gauge shows battery power during use.

The new hammerdrill and drill/driver feature 3-speed all-metal transmissions; XR premium brushless drills have an electronic clutch minimizes front-to-back tool length so they fit in tight areas. The DCD995 hammerdrill is 8.4” long and weighs 4.7 lbs.; DCD990 drill/driver is 7.9” long and weighs 4.6 lbs.) A comfort grip handle provide ideal balance and feel.

The tools include a heavy-duty ½” metal ratcheting chuck with carbide inserts for exceptional bit gripping strength. The LED work light is placed on the tool’s foot to minimizes chuck shadows. Kits for each of these DeWalt tools are in the neighborhood of \$300; tools alone about half that. See videos and slide shows online. dewalt.com

Woodshop students at the Greater West Town Training Partnership tested the Festool Carvex 420 jigsaw; their instructor reports.

Keeping a jigsaw on its cutting path is a test of skill. We were pleased to try out the new Festool Carvex 420 portable jigsaw and accessory kit. Our students noticed immediately some great safety features of the saw: a retractable guard fully encloses the blade while allowing a clear view of the blade; the momentary contact switch ensures that you can’t accidentally plug in a tool that is already switched on; and the twist lock cord makes it convenient to disconnect the power for safe blade changes and set ups.

One of our favorite features was definitely the tool-less blade changing, and in fact all of the controls and adjustments are easy to use and understand. Everyone thought the tool had great ergonomics that allowed for one- or two-handed control. The dual power switch makes

it equally functional left- or right-handed. The splinter guard is very effective in creating a clean cut edge on top, even across the grain and on delicate laminate and veneers.

Accessories are well thought out and especially easy to change out. The accessory kit we tried includes multiple bases and sub bases for every imaginable material, adjustable angle base for bevel cuts and an accurate, easy-to-use circle-cutting jig. Overall great design and engineering make the 420 a pleasure to use.

The Carvex 420 has interchangeable, material-specific bases for cutting wood, plastics, metals; carbide blade guides to reduce deflection so cuts stay perpendicular, even on thick materials; a wood cutting depth of 4¾”. Four high intensity LEDs light the action. Cordless models are due soon. festooljigsaws.com



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Jobsite Tools Corded & Cordless

By Bill Esler



A new line of Bostitch professional power tools has been launched, with corded and cordless job site models included.

Bostitch professional job site power tools got a national launch of professional power tools, both corded and 18V cordless models, engineered for the constant demands of the job site.

This new line includes an 18V cordless drill/driver, 18V Cordless impact driver, ½" hammer drill, 7-¼" circular saw (shown above), orbital jigsaw, reciprocating saw, 4½" angle grinder, and 3/8" corded drill, designed for carpenters, remodelers and other contractors across commercial and residential job-sites.

Bostitch, a sister brand to Stanley, Black & Decker and Porter-Cable, offers pneumatic nailers and staplers, fasteners, hand tools, compressors, and related accessories for commercial and residential construction, manufactured housing, furniture, and professional woodworking.

The 15 amp 7-1/4 in circular saw kit (BTE300K) features a powerful 15 amp motor, which delivers 5600 RPM for fast cutting and tough applications. The Circular Saw is outfitted with a cast magnesium shoe to enhance the tool's lightweight design.

The Circular Saw weighs 9.5 pounds. A tool free bevel adjustment provides a bevel capacity of up to 55 degrees with positive detents at 45 and 22.5 degrees allowing for fast and accurate bevel adjustments. The Circular Saw cuts up to 2-3/8" deep at 90 degrees and 1-13/16" deep at 45 degrees. A 10-ft cord provides plenty of reach and helps when ripping and cross cutting. The kit includes the Circular Saw, (1) 7-1/4 inch Carbide Tipped Blade, (1) Rip Fence, (1) Blade Wrench and (1) Kit Box. bostitch.com



Big Feature 115v Cabinet Saw

A 10" 115V cabinet saw for woodworkers and remodelers, the Powermatic 1000 carries features of its larger 230V siblings. With cast iron tabletop, the saw (\$1999, 5-year warranty) features a 30" maximum rip capacity right of the blade; a 52" rip version (add \$100) is also offered.

The PM1000's blade guard assembly and riving knives contain kick-back. Heavy-duty front and rear trunnions provide stability and rigidity.

A pushbutton arbor lock sets up quick blade changes with a single wrench, which is included. T-slot channels on either side of the blade support the large 60° miter gauge with preset detents at 0°, 30° and 45°. A pair of expander mechanisms in the gauge's guide bar helps eliminate side-to-side play in the T-slot; and a disk that engages the channel to prevent it from lifting during a cut.

Powermatic's Accu-Fence incorporates a pair of thick rigid polyethylene slabs that allow wood to slide predictably. The face can be adjusted vertically to ride flush with the table top surface or rise just above it. A 1¼ hp, single-phase induction motor drives the table saw with a poly-V belt. A big pushbutton on/off switch has a removable magnetic key to stop unauthorized use. powermatic.com

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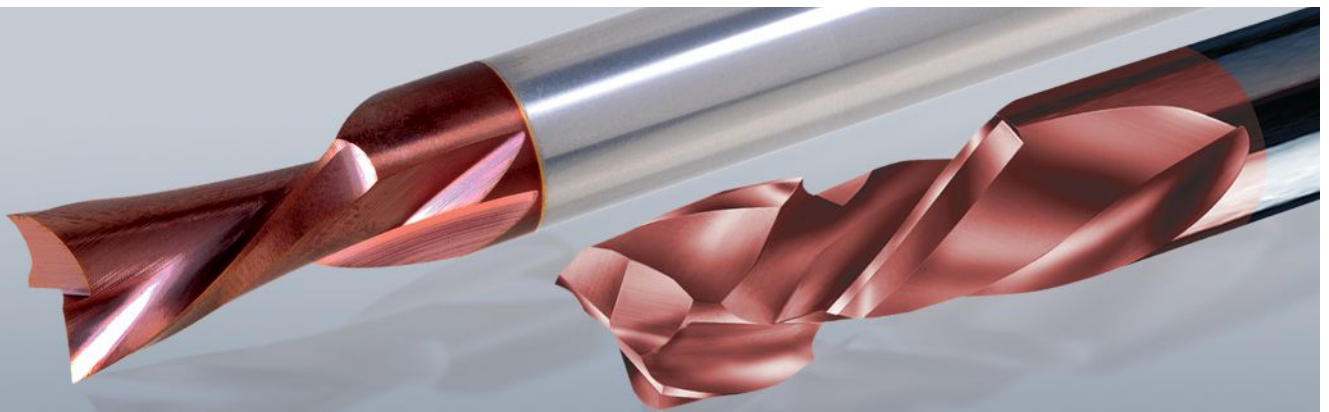
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Saw Bridges Gap **Cabinet vs. Contractor**

By Bill Esler



Laguna Tools wows with its latest catalog, glamorizing machinery like this new Fusion saw, while sharing interesting project details.

LAGUNA



Machinery as centerfolds isn't the theme of Laguna Tools newest catalog, but it sure shows equipment in a glamorous light. Released at the 2013 AWFS Fair in July, it is a print version of what people saw at Laguna's booth, plus much more.

The booth, by the way, featured sawdust flying and blades whirring, to allow visitors "to experience our equipment actually working, not just sitting around like shiny new cars in a showroom," says Catherine Helshoj, Vice President of Laguna Tools. "We're all woodworking enthusiasts ourselves, and we love showing off how our equipment can reduce overhead and increase productivity." A 1412 Bandsaw, 4-axes CNC machine, two Smartshop CNC models, the CNC IQ HHC and the new Austrian-made Laguna Multimaster CNC were all running.

Also on display, and featured in the catalog, was the Fusion Saw from Laguna Tools – visually striking with its dark body and distinctive graphics. Benjamin Helshoj, Wholesale Divi-

sion Manager, says beyond the cosmetic makeover, "We listened to our customers and developed a table saw that really does bridge the gap between a contractor saw and cabinet saw." Improvements include moving the switch up onto the fence rail to improve ergonomics. All handles are now polished steel. "We even moved the direction of the built-in wheel system 90° to avoid movement," he said. "Plus, we added a hose within the saw to dramatically reduce dust collection." Helshoj says the Fusion Saw is now equipped with riving knife, blade guard and quick-release system. such as its 110 Volt 1 3/4 HP, 60 Hz, 36" Rip Fence with Push-Stick solid cast iron extensions and CSA Certification. lagunatools.com



Porter-Cable Cordless Saws

Escalating the cordless power tool race is Porter-Cable, with six new ones, some in combination kits, all sharing the new MaxPack extended runtime 20V MAX lithium ion battery. New are the reciprocating Tiger Saw, 6½" circular saw, an oscillating tool, cut-off tool/grinder, a jigsaw (shown), and a pivoting flashlight. The Porter-Cable MAX Linked System maximizes a lithium ion battery platform that improves performance, ergonomic design, and has features needed on the jobsite. The lithium ion batteries maintain a charge for up to 18 months, so tools are always ready.

This PCC650B jigsaw offers three orbital settings, a variable speed trigger that goes from 0-2,500 strokes-per-minute, and a ¾" stroke length for precise, clean, and accurate cuts.

The jigsaw features a dust blower that clears debris for visibility while cutting, and a tool-free blade release for quick blade changes. The beveling shoe provides straight (0°) and up to 45° bevel cuts. A contoured over-molded handle offers gripping comfort. The Jigsaw is useful for straight and scroll cuts, for sink cutouts, and making bevel cuts in wood. Sold with one 4-inch wood blade, it retails \$59.97 (batteries and charger sold separately). porter-cable.com

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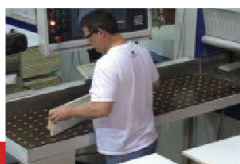


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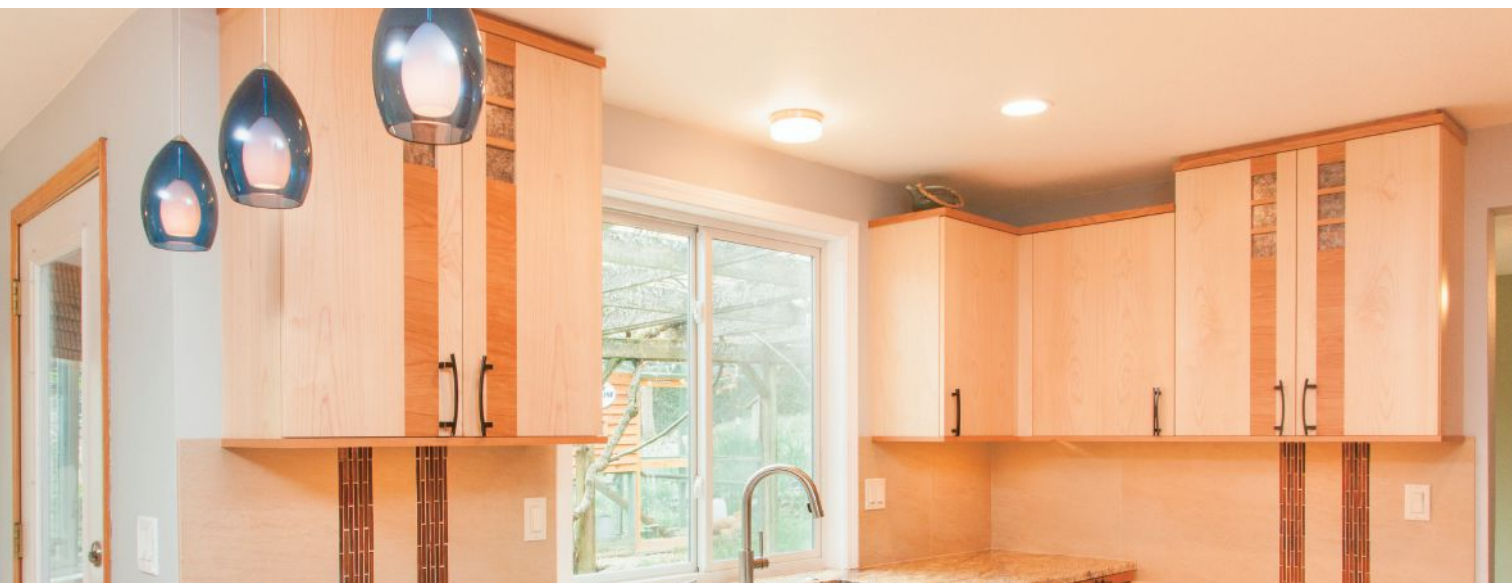
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Neil Kelly Cabinets' Naturally Northwest Cabinets use Columbia Forest Products Pure-Bond hardwood plywood and Sherwin Williams formaldehyde-free conversion varnish.



Finishing Naturally

Neil Kelly's Naturally Northwest Cabinets Declare Labels show buyers what's inside.

Edited by Sean Lechowicz

Neil Kelly Cabinets has taken green marketing to the max, launching in February a Declare Label that tells all the ingredients used in building its Naturally Northwest Cabinets line.

"This program has the potential to effect real change in consumer behavior," says Mark Smith, president. Declare (declareproducts.com) is like a 'nutrition label' for the building industry, with labels designed in plain

black type, just like food packages. Each product registration costs \$850. Modular Caseworks, Fairfield, OH, is using it for mailroom sorting counters. Neil Kelley's naturally Northwest cabinetry is listed in the product database under "Wood," along with lumber sources Accoya Wood and Collins Pine FreeForm. Declare was cited when Neil Kelly Cabinets was named to *Wood Products* magazine's 2013

case study | Neil Kelly

WOOD 100. Started in 1966 as a division of Neil Kelly Design/Build Remodeling Co., it spun off in 2001. It now sells six different lines through dealers in 20 states, with styles including Arts and Crafts, Pacific Northwest, Asian and Native American, traditional and mid-century modern.

Its Naturals Collection cabinets from sustainable, non-toxic components were already meeting California emission regula-

tions in 1998. After attending a seminar by The Natural Step environmental education organization, Neil Kelly Cabinets developed a system to become green incrementally, reviewing every decision with the environment in mind. It joined the U.S. Green Building Council and Columbia Forest Products' PureBond Fabricators Network.

Its cabinet collections include formaldehyde-free agri-board for cabinet bod-

Neil Kelly Declare.

Naturally Northwest Cabinets

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Life Expectancy: 15 YEARS

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Ingredients: Wood (FSC available) Soy Flour, Hercules CA1100 Resin; Finish 1-Butyle Acetate, 1-Methoxy-2Propanol Acetate, Toluene, Xylene, Ethanol, 1-Butanol, Acetone, 2-Methyl-1-Propanol etc. Adhesive Roo Super Bond; Hardware Steel etc.

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ies and drawers; cabinet faces of FSC-certified wood; and glues, adhesives and finishes with low volatile organic compounds (VOCs), all spelled out on the label.

"Our customers receive a green product, even if they purchased the cabinets for their style and function," Smith says. "Even if green is not important to them, it protects our employees and the environment." During the downturn, a Simply Naturals cabinet at a lower price point was launched.

The finishes the company uses are a key component. When the company went "green" in 1998, it adopted Sherwin-Williams new fast-dry water white varnish that offered low VOC. A Sherwin-Williams water white varnish with significantly lower VOC, launched in 2008, is now standard for the majority of Neil Kelly Cabinets' lines.

"It's a straight, sprayable finish that provides faster curing times," says Smith. "It has helped us realize some savings on the spray line; we also added new high-volume, low-pressure (HVLP) spray guns, so we can get more fluid on the board and less spray wasted in the air."

More recently, Neil Kelly Cabinets was one of the first to use Sherwin-Williams' new formaldehyde-free conversion varnish. Formally introduced in 2011, the new finish is now the standard product used on Neil Kelly's Naturally Northwest collection.

Smith believes that it is only a matter of time before formaldehyde-free finishes become a standard. "Consumers will start to learn more about formaldehyde – and we believe that they are going to demand it."



Neil Kelly's Declare Label and a slide show are featured online at woodworkingnetwork.com/cwb

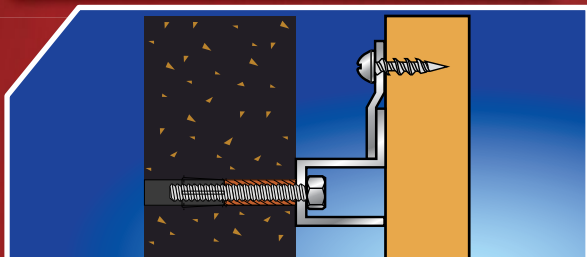


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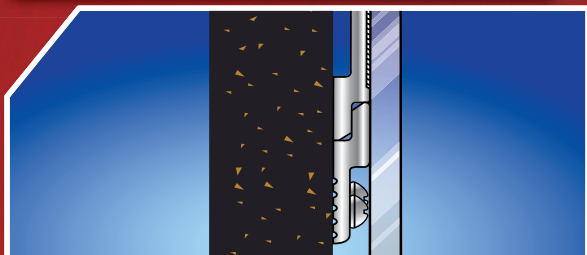
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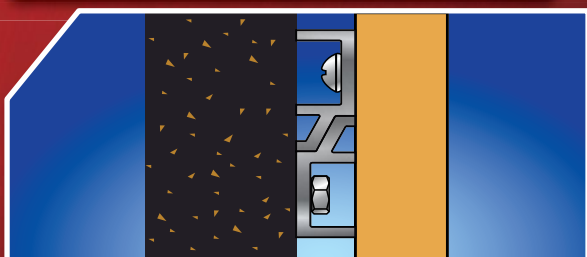
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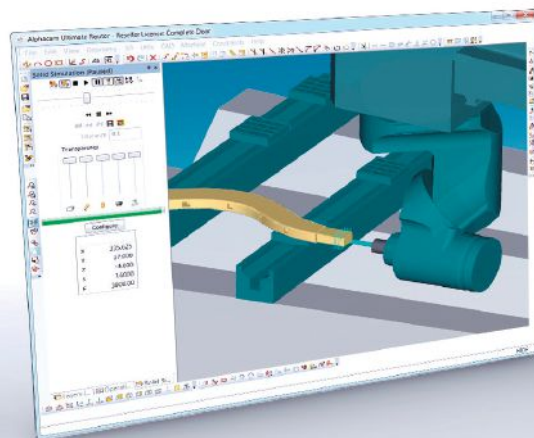
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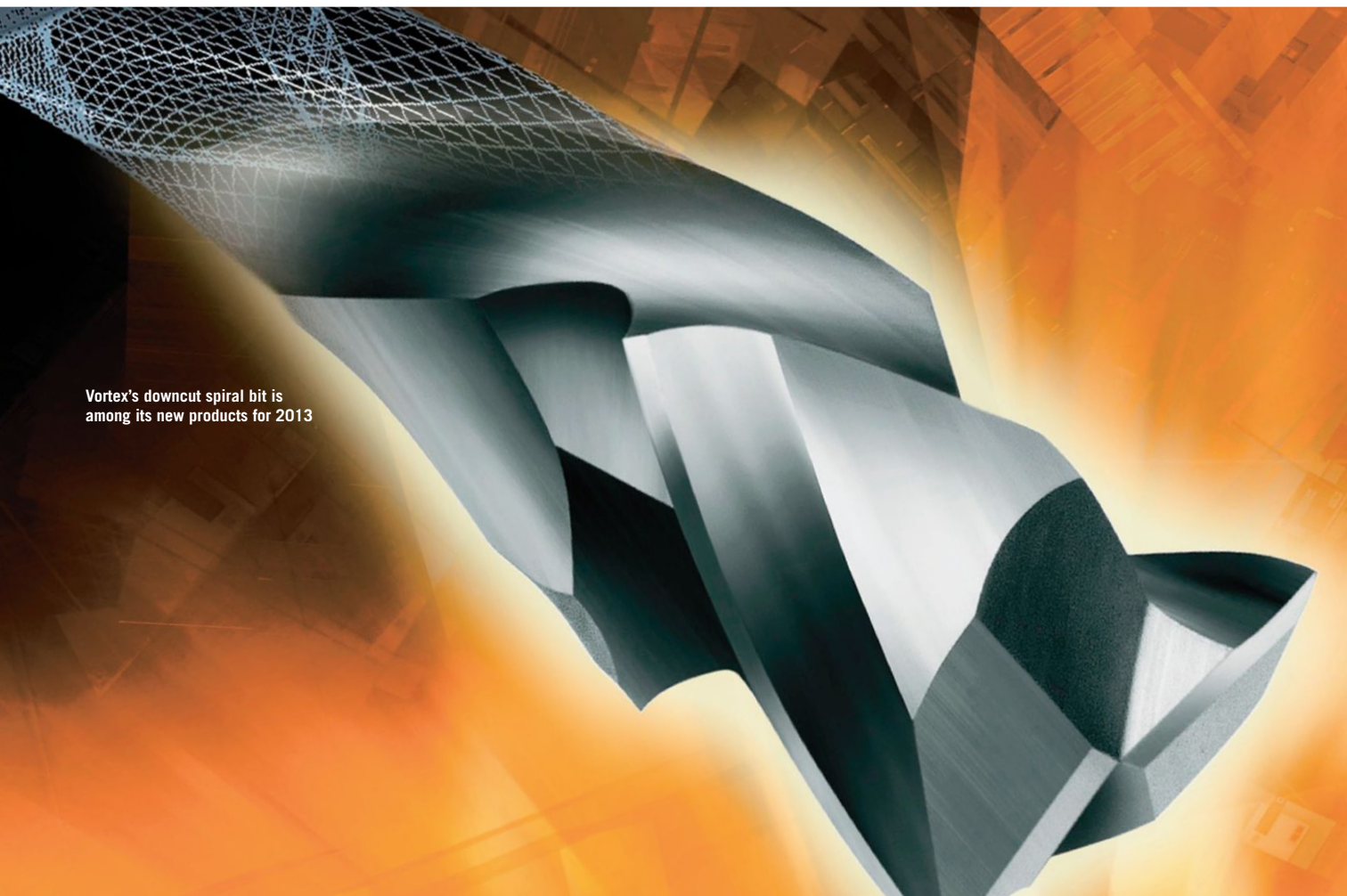
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Vortex's downcut spiral bit is among its new products for 2013

Innovations in router bits

2013 has been a big year for new CNC cutting products. Here are some notable items.

By Sean Lechowicz

Over the past year, there has been a slew of new CNC router bit products, as well as many fine-tuned additions of previously released products. Router bit manufacturers have extensive experience in real-world wood production, gleaned as they handle tool maintenance and sharpening, and much of it shared in technical advisories in catalogs and at their websites. A link is included at the end of this article.

Of the router bit suppliers covered here, Leuco International exemplifies both these

trends. In the new product department, **Leuco's** high performance spiral line is suitable for use on pods and nested-based CNC operations. Used in sizing, jointing, grooving and dividing in panel materials, Leuco says its new spirals are designed to have the longest edge life possible. This line is also used for the cutting of openings, contours and for traveling plunge cuts.

Leuco also revised its 20-year-old DIAMAX line of shank type cutters for use with laminated, foiled and veneered panels with

a new spiraled body design. Its roughness depth is 30% lower than previous designs, which gives it a long edge life. The new DIAMIX also cuts down noise – a concern for OSHA compliance. (See woodworkingnetwork.com/cwb for more on noise.)

Vortex says its series 1000 & 1100 two-flute roughing spirals produce a “rippled” edge cut, and are extremely quiet and smooth cutting, even in heavy cuts and high feed rates.

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tooling | router bits

router bits' high-shear cutting technology is said to greatly reduce cutting pressure, and yield high finish quality in panel materials with sensitive laminates, foils and veneers. These router bits are available in Z1+1, 2+2 and 3+3 wing geometry.

GUHDO launched its Gmaxx line of premium router bits in the last year, available in both 1/4" and 1/2" shanks. They are manufactured using high-quality steel with digi-

tally calibrated carbide cutting edges.

LMT Onsrud added Marathon Downcut to its Marathon Compression line. Onsrud says Marathon is one of its longest-running tools, due to advancements in cutting geometry and addition of a coating, which it says creates a harder and tougher cutting edge and prolongs cutting life.

Freeborn Tool offers custom router bits as well as custom and standard brazed

shaper cutters, insert cutters, spiral inserts and tool holders for CNC tooling. Among the new offerings are a cope and pattern set, detail cutters and a bit for cutting 5/8" raised panel doors.



Misenheimer offers carbide bits in standard and custom configurations, featuring tight tolerances. The company says it has a broad product offering, with large stocking quantities and quick turn-around available.

In addition to a standard line of router bits, **Riverside Tools** provides custom carbide tipped router bits. Riverside's sister company, Intooligence, offers a tooling data and maintenance system that is unique.

Charles G. G. Schmidt, along with its standard insert tooling for window, door, cabinet and moulding production, offers router bits and quality brazed tools as stock items, with custom tooling a specialty.

NAP GLADU says its 1 Flute Straight Cut Bit is versatile, geared for dados, rabbets, plunge routing, mortise cuts, edging, trimming, sizing, etc.

T-Tool USA offers modular starter kits for the ETP-Perske 25mm Hydro Spindle used on Weeke BHX Series CNC machines.

Royce//Ayr offers a wide variety of router bits, such as insert, carbide tipped, solid carbide and diamond router bit sets.

FS Tool's says its line of solid carbide spiral bits are made from the highest quality tungsten carbide. Custom shapes and sizes can be made upon request.

Southeast Tool's solid carbide 3+3 compression spiral can run extremely high feed rates in excess of 1,200 ipm, while its standard 1+1 and 2+2 are available for slower feed rates. The 3+3 tool is available in 3/8-in. and 1/2-in. sizes.

Centurion Tool's Downshear Router Bit is designed to push down on the material being cut, which helps to keep the part from being pulled away from the table surface. It's available in a standard plunge end or FEM.

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Christmas in July Tool Party at AWFS 13

Beguiling approaches to sanding,
nailing, drill jigs and a nice panel core
– and I am researching CNCs.

By Jared Patchin, J Alexander
Fine Woodworking, Boise, ID



For IWF 2012, I had no plan. For AWFS 2013 I had a short list of items to investigate, including cabinet door sanders (air, flapper wheel- and profile sanders), straight line rip saws, CNC machines, cabinet software and air compressors, just to name a few.

The first day of the show began with the first of six videos that I would host throughout the day for the *Woodworking Network*, interviewing Hafele, Osborne Wood Products, Accuride, Grass, Blum, and Bioformix. (Watch them at the link below.) Between videos I would steal away to the show floor. Here are some of my discoveries.

While wandering the many aisles, I spotted a hardware drilling jig from **True Position**. For years now, we have been using shop-made jigs to drill holes for pulls and knobs. A shop-made jig is better than manually marking every door and drawer, but it definitely has its drawbacks. When I spotted this jig, I made a bee-line for the booth, pulled out my wallet, and kissed shop-made drilling jigs good-bye forever.



Visiting the **Kerfcare** booth to say hello to my rep, Todd Fowler, I saw the new BalsaCore, a laminated panel with MDF, PB, or Masonite outer skins over a core of balsa wood. Rigid and lightweight, its continuously solid core makes it unlike panels that use a cardboard honeycomb core. I may use it on the maple veneered desk that we build.

Lastly, I rejoiced at my good fortune to wander past the **Spring Tools** booth. They make the best nail set in the entire known universe – no exaggeration! I had one of their nail sets in our installation tool box, until one of my employees commandeered it for use in the shop. I searched high and low in every hardware store in Boise, only to come up empty handed. No longer...for I purchased two...just in case another one of my employees decides they can't work without one.

The second day of the show I recorded five *Woodworking Network* videos (Putsch, Komo, Felder, Franklin Adhesives, and Royce//Ayr), then more tool discoveries.

SurfPrep, one of the AWFS 2013 New Product Visionary Award entries, sells air sanders and abrasives, but what caught me was a 3x4" orbital sander (pictured). It can machine sand the seal or lacquer coat off any surface, including raised panel cabinet doors, without blowing through stained edges or introducing cross grain scratches where the rail meets the stile.

For me, the third day of the show was all about CNC machines. I visited every CNC company that was at the show, spoke to reps, collected literature and by the end of the day, had a solid foundation to begin more serious investigation. Tentatively, my plan is to grow enough to hire a third employee and then purchase a CNC machine. I will be documenting this process in depth, so stay tuned.

Watch Jared Patchin's Live from AWFS videos:
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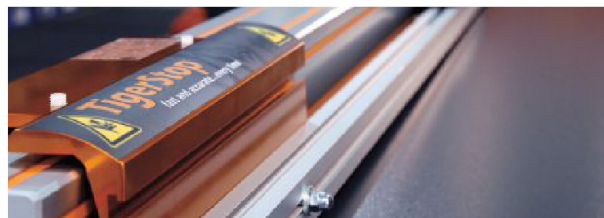
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Overlap Key to Best Spray Patterns

A correctly adjusted spray pattern is a very elongated oval, with the center even, end to end. If it's not, clean the gun.

By Bernie Bottens



Overlap is very important in laying down a consistent coating. Overlap goes hand in hand with the size and shape of a correctly adjusted spray pattern. Without defining that size and shape, one is only guessing about how much overlap from one pass to the next is necessary.

A correctly adjusted spray pattern is a very elongated oval shape. Around the perimeter, there is not as much coating as in the center. However, from end to end, the center is both straight and even. If it's not, then gun cleaning and adjustment are necessary. Evenness and straightness of the oval are essential.

To check the pattern shape, hold the gun very steady in your hand and trigger the gun only far enough to make air come out of the air cap. Do

not pull the trigger far enough to release fluid...yet. You will feel resistance in the trigger when it comes up against the fluid needle. Now, take the gun and point it at a piece of scrap material, cardboard or heavy paper taped to the wall. Hold the gun off of that surface at the distance that you feel is appropriate for optimum transfer efficiency.

Quickly and smoothly pull the fluid valve all the way open and then release it as quickly as you opened it. A quick burst of coating should appear. The shape of that pattern should be as described above. If it's not to your liking, feel free to experiment with the atomization air pressure, the fluid control valve, and the fan control valve until you have what you want.



Photo: Apollo

Again, if the pattern isn't right, take the gun apart, clean it, and start again. Make another pattern test after each adjustment so that you can keep track of your progress and the direction that you are going. Work at it until you get the shape that you want. **Woodworkingnetwork.com/wood-blogs/bernie-bottens**

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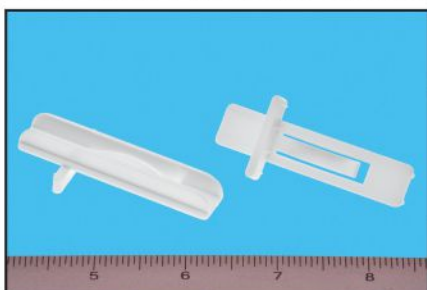


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Inventive Solution for Classy Storage

By Bill Esler

Maple Pull-out Baskets mix modern styling chrome wire with classic hardwood. These storage systems from Rev-A-Shelf provide an alternative to standard Lazy Susans.

"The Curve" takes luxury blind corner storage to the next level, literally. The individual door mountable shelves provide a custom two-drawer look for blind corners, and allow for complete access to hard to access inner reaches of corner cabinets.

The configuration results in 775 square inches of surface area. The hardware is innovative, too: a gliding roller coaster design, with heavy-duty soft-closing slides. (Applications are not recommended to exceed 60 lbs per shelf, notes Rev-A-Shelf.) Available for left and right hand blind corners, The Curve has fully adjustable mounting brackets that allow it

to work in full height, drawer/door, or custom two-drawer applications. An installation guide at Rev-A-Shelf has step-by-step instructions.

Also available in maple and metal is a blind corner organizer. As you pull open the cabinet door, front baskets slide and rotate out of the cabinet, while rear baskets move into sight from the depths of the blind corner. Each rear basket can then be independently pulled open allowing full access to those hard to find items. The shelves feature Stylinox, an anti-skid transparent coating that not only prevents skidding, but protects the wood from damage. Available for left or right hand blind corners, and gliding on soft-close slides, it's also a good fit for full-height blind corner cabinets.

Rev-A-Shelf offers other wood shelf blind corner cabinet solutions, including one made

A blind corner cabinet solution that's not a Lazy Susan provides over 700 square inches of shelf surface area.



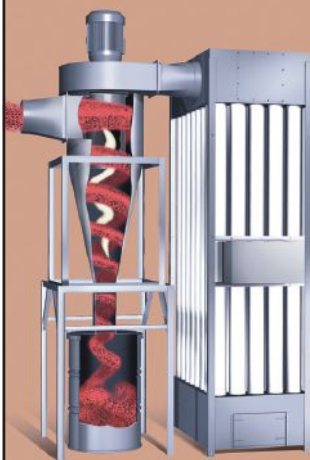
with a 5/8" thick high-density multi-ply shelf with 1" high solid wood rim and protected with a UV-cured clear coat finish. And a two-shelf half-moon Lazy Susan in natural wood features pivot and pull slides that are adaptable to left or right hand cabinet applications. rev-a-shelf.com

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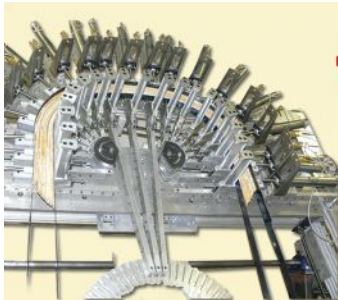
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Convertible Table Design

A folding dining table crafted for a small dinner party disappears afterwards.

By Michaelle Bradford

Space is a premium in many big cities, especially for a couple living in a small condo with a love of dinner parties and a baby on the way. Furniture designer Anand Gowda, Los Angeles, CA, designed a space-saving Claro walnut folding dining table for a San Francisco couple that would allow them to entertain guests in a small flat.

According to Gowda, this couple works in the restaurant industry and they love having friends over for dinner. "So they wanted a table that could seat six to eight people, but they also wanted it to convert into a three-seater for the two of them and their child," he says.

The original plan was to design a Mur-

phy table that folds down from the wall, but Gowda was concerned about the weight, so he decided to try a different concept — a convertible dining table.

After several mock ups he came up with the idea of a folding table mainly because there would be no heavy parts to swing down, and it would be easier to convert from three seats to eight.

"Once I showed the clients the idea they were excited about it," Gowda says.

Using skills learned as an apprentice for a high-end cabinetmaker in Boston, as well as a metal worker, and his industrial product design degree from the Wentworth Institute of Technology, he came up with a way to fabricate this challenging, yet de-



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ceptively simple-looking design.

"At the beginning I did some drawings and cardboard mock ups and folding mock ups," Gowda says. "Once I got the folding idea down as far as the hinging and engineering, then I started doing full-scale mock ups with plywood and 2x4s."

Gowda used invisible hinges mortised in the end grain of the table top. He experimented some more and once the engineering was in the final stages, he invited the clients to come in and test it – folding and unfolding to make sure the design worked. They loved it.

The table, now mounted to a wall and folding out like a peninsula in the clients' tiny, U-shaped kitchen, was made with Claro walnut, chosen for its density and color and because it was green. The book-marked slab was salvaged lumber Gowda picked up at a shop in Northern California.

See more of Gowda's furniture designs at anandgowda.com.



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AdamsWoodProducts.com



▲ Turbine Spray Coater

Apollo Sprayers

ASI-HVLP, a division of Apollo Sprayers, introduces the ASI-HVLP ECO Series. The Turbine Systems consist of three models, the ECO-3, ECO-4 and ECO-5, featuring three, four and five stage turbines. Each model comes with a choice between two Apollo HVLP spray guns, the E5011 and E7000, and a foam filter with QT Quiet Technology in a case designed to allow full ventilation and air filtration, says the company.

ASI-HVLP.com

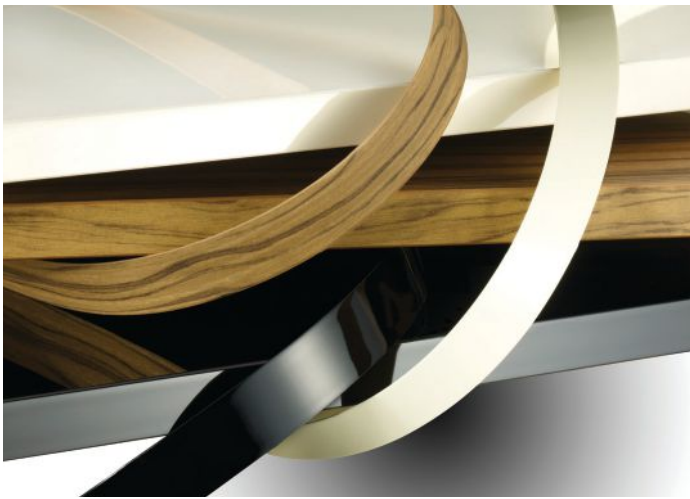


◀ Digital Print Technology

Cefla North America Inc.

Cefla introduces PIXART digital printing technology, which allows virtually any design to be printed on wood, glass, plastics, aluminum and fiber cement panels. Cefla says any design that can be digitized can be printed on surfaces of greater thickness, depth and variety than before with the system. Cefla equipment is available in two configurations: the PIX-ART Plot, a multi-pass printer engineered for large format installations or multi-level surfaces such as raised panel doors, and the PIXART Single Pass, which is designed for short runs.

Cefla.com/cf/finishing



◀ Edgeband-Laminate Cross Reference Doellken-Woodtape Ltd.

Doellken-Woodtape introduces its 2014 Doellken-Woodtape Cross Reference and Product Guide, available for downloading online. The 69-page guide contains three main sections that explain features and benefits. Information regarding the company's comprehensive stock program and edgebanding is included.

Doellken-Woodtape.com

▶ Engraving and Cutting System Epilog Laser

The Epilog Laser Fusion is a CO2 system designed for engraving and cutting on a variety of materials, while the FiberMark Fusion was designed for more industrial applications on bare metals and engineered plastics. The two systems offer USA-made construction, as well as a 32" x 20" engraving table and a variety of other features.

EpilogLaser.com



◀ Cabinet & Closet Tablet Software KCD Software

KCD introduces its Cabinet/Closet Suite Software for Tablets. KCD Touch software for cabinet and closet makers allows users to capture site details and design on a tablet, providing power, building technology and portability, says KCD. Applications include kitchen, home office, entertainment center, vanity, closet, and Murphy bed design and can be used for residential and commercial use.

KCDSoftware.com

Products

▼ Laser Engraving

Keystone Wood Specialties

Keystone Wood Specialties offers custom laser-engraved company logos. Typically used on the inside of drawer boxes, laser engraved logos also add a professional appearance to the sample doors shown customers. Engraved products may be ordered prefinished, or unfinished, and in most available wood species. Setup is included, and there are no minimum order requirements.

Keystonewood.com

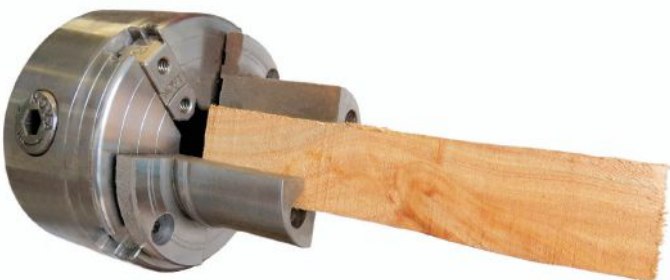


▼ Pen Blank Drill Jaws

Teknatool USA

Nova's Pen Plus Jaws easily converts a Nova chuck into a fast and accurate Pen Blank drilling facility, says the company. The big jaw profile provides a vibration free, solid grip for all sizes of pen blanks and an accurate centered hole, adds Nova. The Pen Plus Jaws allows users to finely control the drill feed on the lathe, which prevents break out on delicate pen walls.

NovaToolsUSA.com



▲ Versatile Cordless Power Tools

Milwaukee Electric Tool Corp.

Milwaukee Tool offers the M12 FUEL, a line of cordless power tools within the M12 System. The M12 FUEL line includes six drilling and fastening tools that integrate Milwaukee's POWERSTATE brushless motor, REDLINK PLUS intelligence and REDLITHIUM 2.0 battery pack.

MilwaukeeTool.com



▲ Stainless Steel Standoffs

Monarch Metal

Monarch Metal offers stainless steel standoffs, which are used in a variety of applications including countertop supports for transaction counters, glass and decorative wall panel supports and sign mounting hardware. Monarch has new stainless steel low profile standoffs in sizes up to 2" in diameter with custom sizes available greater than 2".

MonarchMetal.com



◀ 3-Axis CNC Router Freedom Machine Tool

The FMT Patriot 5' x 10' 3-Axis CNC Router with a moving gantry design is available from Freedom Machine Tool. Features in the machine include a full Fagor 8037 Industrial CNC Control, amplifier, and servo drive package with a 2-year limited warranty, absolute encoders on the brushless AC servo motors, a larger bridge package, an 8-position tool rack instead of the current 5, and a redesigned dust hood.

FreedomCNC.com

► Sliding Table Saw

Casadei Busellato

Casadei recently introduced the new Xenia Series Sliding Table Saw. The Xenia 30 and 40 provide an improved level of quality and offer users unique features to increase production, efficiency and safety. Additional features and options include electronic digital readout on the rip fence position, eccentric clamp for solid wood, angular cutting attachment and motorized blade positioning.

Casadei-Busellato.com



▲ Wall Cabinet Flap System

Grass USA

The wide range of flap systems available from GRASS, which includes folding, up-and-over, parallel lift and lift-up options for flaps, guarantees perfect access, top freedom of movement and maximum use of the space inside the wall cabinet. The Kinvaro product range

has a host of appealing features which make these flap systems ideally suited to virtually any application. A single flap can be used to close widths of up to 120 cm.

GrassUSA.com

Products



▲ Solid Wood Edgebanding Press

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Hoffmann-USA.com

► Right Angle Drill

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DEWALT.com



◀ Dual Pullout Waste Bin

Omega National

The KitchenMate Waste/ Recycle Pullouts by Omega National are available in a single-bucket or dual-bucket configurations and cans feature 35 quart (8-3/4 gal.) Rubbermaid containers with a Grade-A maple veneer faced plywood frame. The single-bucket model fits most 15" base cabinets while the dual bucket fits most 18" base cabinets.

OmegaNationalProducts.com



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Rev-a-shelf.com



▲ Adjustable Clip

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SaliceAmerica.com



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WOOD OF THE MONTH

SASSAFRAS

Legends and Lore

By Jo-Ann Kaiser

Sassafras is one of those trees surrounded by legend and lore. It is widely prized for its durability, making it a good choice for fencing and cooperage, as well as for boat building and canoes. But its real claim to fame might be a result of its storied by-products, not the commercial timber uses. Native Americans and early settlers considered sassafras to be a cure for all sorts of ailments.

The wood, which continues to be used in furniture, was often used in flooring and bedsteads because people believed the sassafras fragrance would drive away bedbugs and other pesky insects.

Author Albert Constantine Jr., in the book *Know Your Woods*, writes that sassafras has had a peculiar history. "It was once supposed to possess miraculous healing powers and people believed that it would renew the youth of the human race. The production of sassafras oil is perhaps the largest industry dependent upon this tree."

An Undervalued Wood

Sassafras has a wide range of uses, including furniture, interior and exterior joinery, windows, doors, door frames, kitchen cabinetry, posts, fencing, boxes,

crates, containers, slack cooperage, millwork and boat building.

Two native species of sassafras are most often noted for commercial uses: *Sassafras albidum* and *Sassafras officinale*. The two species are closely related in looks and property and are often sold as sassafras.

While sassafras is lower in strength than ash, the two are similar in many respects. "The wood of sassafras is easily confused with black ash, which it resembles in color, grain and texture," write the editors of the *USDA Forest Products Laboratory Wood Handbook: Wood as an Engineering Material*.

Sassafras has a variety of names, from cinnamon wood to red sassafras to golden elm and saxifraxtree. The names are probably a reference to the rich orange and crimson colors that the leaves turn to in autumn. Native Americans called the tree "green stick," probably because of its bright green, aromatic twigs, which they sometimes chewed.

Sassafras is a deciduous tree and a member of the *Laurel* family. While it has been transplanted around the world, it is definitely not a tropical wood as it is native to the eastern United States.



FAMILY NAMES

Sassafras albidum, Sassafras officinale of the Family Lauraceae

COMMON NAMES

Sassafras, cinnamon wood, red sassafras, golden elm, saxifraxtree, sassafac, aguetree

HEIGHT/WEIGHT

Height varies by region, from 50 to 60 feet in some areas to 80 feet in others. The weight range is 28 to 31 pounds per cubic foot.

PROPERTIES

Sassafras is a very durable wood and high in shock resistance. Pre-boring is recommended before nailing, especially near edges to keep the wood from splitting. The wood glues well, holds screws well, and stains and finishes well.

The sapwood is vulnerable to attack from the powder post beetle, but the heartwood is considered durable.

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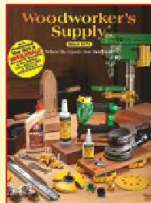
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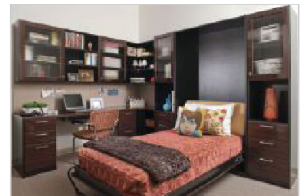
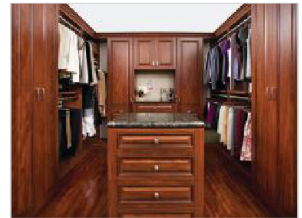
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Cover: Capitol Closet Design

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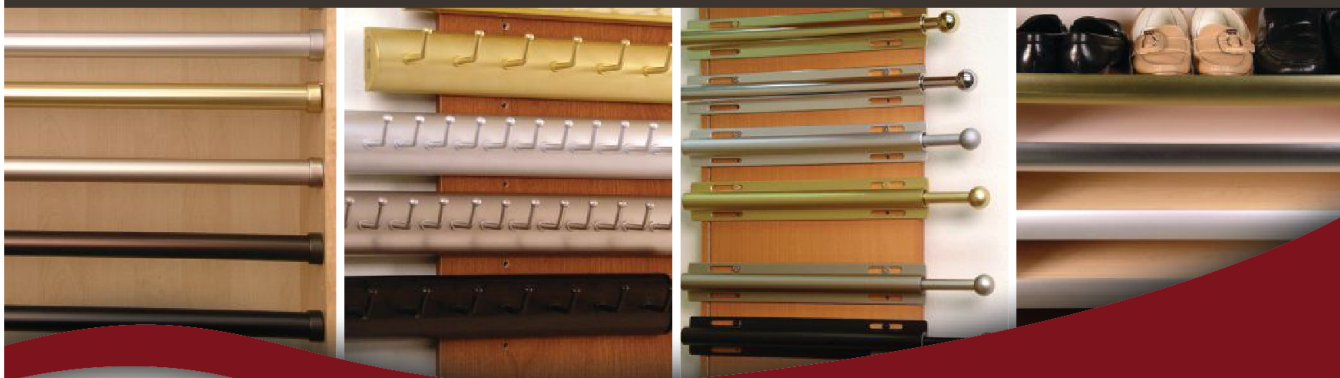
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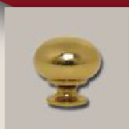
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CABINETS & CLOSETS EXPO 2014

Conference, awards key the custom interior professionals' big event, April 9-11, Somerset NJ.

Cabinets & Closets Conference & Expo will be held in Somerset, NJ, April 9-11. The three-day event, operated by Woodworking Network, begins with a day-long educational conference, with tracks dedicated to closets and home storage business, custom cabinetry, and general custom interiors business marketing and operations. The 2013 edition of Cabinets & Closets Expo held earlier in nearby Edison, NJ was sold out, with brisk show traffic and strong conference attendance. This resulted in a move to larger quarters in Somerset, providing space for an anticipated expansion. The one-day Cabinets & Closets Conference, featuring the ever-popular Industry Networking Reception, is scheduled for Wednesday, April 9 at the Hotel Somerset - Bridgewater.

Peer-to-peer presentations will include closet and cabinet shop woodworking business operators who will share their real-world knowledge for improving the efficiencies of their companies, from drumming up new business and cost estimating, to design and production.

Educational tracks specially created for custom cabinet manufacturing owners and managers, and for closet professionals, launches with a general plenary session and nationally known keynoters.

Highlights of the latest research into business, consumer and design trends in the custom cabinet and closet markets will be presented by Laurel Didier, group publisher of Woodworking Network.

The day-long Cabinets Conference also includes a Peer2Peer Luncheon and is capped off by an All-Delegate Networking Reception that features presentation of awards to winners of the 21st Annual Woodwork Design Portfolio and 8th Annual Top Shelf Closet Design Awards.

New Show Sales Manager

The event switches over to the Garden State Exhibit Center on Thursday, April 10, for the start of the Cabinets & Closets Expo. Joining the Woodworking Network team for Cabinets & Closets Expo exhibit and sponsorship sales is **Mike Litwicki**. (Mike is at 630.434.7779, or mlitwicki@heiexpo.com.)



Mike Litwicki

The 2014 show will feature displays, product demonstrations and live running machinery from 90+ equipment, hardware and supply exhibitors. Product categories include cabinet, closet and garage hardware and components; CAD/CAM software, and woodworking machinery.

"The Cabinet & Closets Conference & Expo gives both closets business operators and cabinet manufacturing professionals great reasons to attend this event," says Rich Christianson, event director.

In addition to free programs at the Expo Demo Stage, tours of nearby showrooms and woodworking plants will cap off the Cabinets & Closets Conference & Expo.

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An advantage of digital printing is that it is cost effective without sacrificing a luxurious, high-end look.

Although these capabilities have been around for some time, as technology advances and customers opt for modern designs, the ability to offer one-off customization has leapt to the next plane with decorative surface manufacturers launching new digital print laminates and services.

Schattdecor debuted its Digital Visions website earlier this year. It was timed to coincide with interzum 2013, where it showcased over 120 digital-print decors.

Formica, the originator of laminate, recently introduced a new line – Envision, a laminate that is customized for digital printing and for use in applications from wall panels to doors and countertops.

Wilsonart, which has been offering digital printing for laminates for a while, has a Custom Laminate Services division allowing for individualized one-of-a-kind digital print surfaces.

Another company offering digital print laminates is Abet Laminati, which also has developed a pre-designed collection with designer Karim Rashid.

Visit **WoodworkingNetwork.com** for more articles on digital printing and to see a video of Formica's new line, Envision.



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Formica's Envision digital print laminate can be used for wall panels, furniture and other custom applications.

Designers Take Top Awards

DESIGN AWARD PROGRAMS not only offer recognition and marketing opportunities, they also highlight some of the emerging trends and the types of remodeling projects homeowners are requesting beyond closets, especially specialty rooms: mud rooms, laundry rooms, craft rooms and wine cellars. (See story on page 18.)

This year's top designers were recognized in some of the industry's prominent competitions, highlighting their best designs and craftsmanship.

The year kicked off with the announcement of the 20th *Custom Woodworking Business* Design Portfolio Award winners featuring winners in a variety of categories, including Zepa Industries, located in Charlotte, NC. The company won the architectural millwork category with the entry "Carpe Diem," a private mega-yacht interior featuring an art deco style with high gloss lacquer finishes for much of the cabinetry. Enter yourself at WoodworkingNetwork.com/awards.

The 2013 *Closets* Top Shelf awards were announced in February at the Cabinets & Closets Conference & Expo and designer DeVoe Martin of Affordable Closets Plus, Bangor, PA, took home four awards for closet remodels in wood and melamine; specialty for a custom bar and was named overall winner. Submit entries starting Nov. 1.

In April NARI announced its 2013 National CotY Award winners naming 26 contractors nationally, including McCutcheon Construction Inc., located in Berkeley, CA. The company won the Residential Addition over \$250,000 category with the remodel of a 1920s-style home updating the kitchen, laundry room, powder room and a 228-square-foot addition to the family room and mudroom, and a 300-square-foot underground wine cellar.

At AWFS 2013 winners in both Veneer Tech's Craftsman's Challenge and Cabinet Makers Association's (CMA) Wood Diamond awards were announced.

Among the awardees, Savante Wine Cellars, Denver, CO, won Veneer Tech's Architectural Woodworking category as well as a CMA Wood Diamond for the category Wine Cellar Over \$25K with its "Promenade Wine Room."

These types of award programs offer designers an opportunity to showcase their projects to a broader audience. When leveraged with marketing, including press releases to local media, can lend credibility as well as increase business opportunities.

Top photo: Zepa Industries, Charlotte, NC, 2013 Design Portfolio winner. **Bottom left:** Savante Wine Cellars, Denver, CO, 2013 CMA Wood Diamond and Veneer Tech Craftsman's Challenge winner. **Bottom right and right inset:** DeVoe Martin, Affordable Closets Plus, Bangor, PA, 2013 Top Shelf Design Awards winner.





2014 Top Shelf Design Awards

The 8th annual *Closets* Top Shelf Awards launches Nov. 1. Revamped categories include: Garage; Walk-in Closet – wood or melamine; Reach-in Closet – melamine or wire; Home Office – wood or melamine; Showrooms; and Specialty Rooms (pantry, laundry, etc.). Submissions will be accepted at WoodworkingNetwork.com/topshelf until Jan. 31, 2014. All winners will be highlighted in the April 2014 print issue of *Closets* and recognized during a reception at the 2014 Cabinets & Closets Expo at the Garden State Convention Center in Somerset, NJ, April 9-11.

European Design: More than a Trend

More American cabinetmakers and closet designers are offering clients frameless options.

European design continues to grow in popularity in the U.S. and not only are homeowners and designers taking notice, but component manufacturers are as well.

The look is often glossy, sleek yet simple. In addition to the frameless style, other Euro trends include doors which slide horizontally as well as vertically/upward.

As the Euro trend grows, so too are the component options and designs, including seamless edgebanding, high-gloss acrylic and metallics, as well as textured panels. Edgebanding manufacturer Doellken-Wood-tape says the high-gloss surfaces are being specified not only in residential, condos in particular, but in corporate settings as well.

Cabinetmakers are responding to this growing market by expanding not only their product ranges, but also their capabilities. Examples include Denver, CO-based General Casework, which recently launched a frameless line it calls Kabi; and European producer Hans Krug, who opened a showroom in Charlotte, NC, earlier this year with plans to open additional U.S. locations.

Besides the haute couture of European design, another reason for the growing popularity of frameless cabinetry is that the prices can be more affordable, due in part to the materials used for the process. And as the economy continues to rebound, frameless cabinets will continue attracting consumers with luxury at reasonable price points.

Learn more about European design styles by visiting **WoodworkingNetwork.com** for the latest product offerings and articles.



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Metallic acrylic panels from Northern Contours. Above: HD textured thermo-fused panels from Premier EuroCase.





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ACSP and Industry Groups Partner

In February, the Association of Closets & Storage Professionals Board commissioned an exploratory committee to investigate having a fall retreat in Savannah. Then a great opportunity presented itself and the retreat was put on the back burner.

As some of you may have heard, the National Association of Home Builders (NAHB) and the National Kitchen & Bath Association (NKBA) are co-locating their annual shows together in Las Vegas in February 2014.

They have requested ACSP to co-sponsor the event and asked us to present a program to educate builders about closet and storage professionals. This gives ACSP an opportunity to present the finished edition of the ACSP Planning Guide, which has been in the works for two years.

The ACSP seeks to provide its partners in the construction industry with the tools they need to insure their clients receive maximum storage at minimum cost. If some of these suggestions are implemented at the design stage or early in the construction process, clients will greatly benefit from space efficient design at

no additional cost to anyone.

The ACSP Planning Guide was created to educate architects, builders, remodelers, residential designers and interior designers on how to prepare construction sites so that closet & storage professionals can come in and maximize their clients' space. The guide does not show how to design closets.

The Table of Contents includes:

- Why choose a closet and storage professional
- Obstacles to avoid while planning or in early framing
- Storage Universal Design Strategies
- The 32mm system with profiles for architectural drawings
- Accessories & hardware available thru closet and storage professionals

The entire booklet and Powerpoint presentation explains why builders should not hire trim carpenters to build their closets but seek out their local closet and storage professionals. We divulge no hints on how we design storage spaces. The booklet explains how hiring closet companies increases their bottom line (as well as closet owners).

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ACSP will attempt to get the Planning Guide approved for continuing education credits by NAHB prior to the show and then proceed to AIA (American Institute of Architects) for approved presenter status.

Every builder, architect and interior designer is required to take continuing education units in order to renew their licenses (many states have different

requirements).

Every experienced closet designer knows that educating the prospective buyer is key to closing the sale. We praise the benefits of the 32mm system, convincing the clients of their need for adjustable, flexible, changeable, interchangeable and adaptable storage systems – ones that can be modified and added to at a future time

as needs, wants and abilities change.

For most of us still in business, our raving fans, repeat customers and referrals, have kept us alive during this recession. Now it is time to communicate the distinction between a closet installer, and a true closet professional.

What can the closet and storage industry do to spread the good news? Working together to get a common marketing message, and advancing the industry as a whole, will be key to growing individual businesses. It is critical to seek common ground for all closet professionals, including independent firms, franchises and dealers. And we need tools to use to promote the industry and grow our companies.

While the Edition One of the ACSP Planning Guide was well received, it may even have provided too much detail on "how to do it," so some architects and designers felt they could use it without retaining a closet professional on projects.

The new edition opens by explaining the value of the 32 mm adjustment system, while outlining obstacles to avoid when planning both new construction, and remodeling projects to maximize home storage space.

In addition to the new publication, ACSP will develop a PowerPoint presentation that closet professionals can download from ACSP's closets.org website. This way every closet business can help market the closet industry, positioning themselves as the experts, and closet design and construction as a profession.

ACSP will be training and certifying interested ACSP members how to present this course to their local building professionals. For further information contact info@closets.org.

Jeff Klein is an ACSP board member and Chairman of Standards Committee. He is also the owner and president of Closet Specialists, Savannah, GA.



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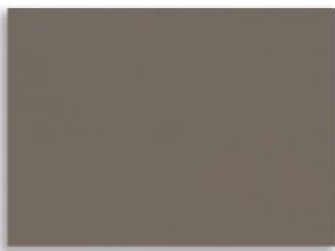
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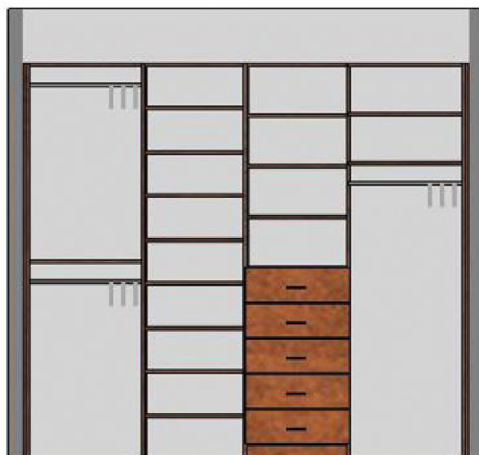
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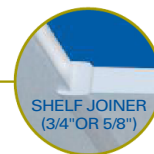
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Create Niche Markets with Craft Rooms

Specialty areas like craft rooms provide market growth and accessory upsell opportunities.

Special function rooms have seen a rise in popularity over the years. However, while the specialty area currently in vogue is outdoor living, according to a design trends study by the American Institute of Architects, home offices, mud rooms and craft rooms continue to show growth.

Millions of consumers have hobbies — gardening, painting, sculpting, knitting, sewing and jewelry making are among the more popular ones. Whether the homeowner is a pure hobbyist or even pursuing the activity as a semi-professional, a variety of supplies are often needed for these pursuits. The more money spent on an activity, the more likely the consumer not only needs storage, but also a clearly defined area in the home to work.

Building craft rooms can provide closet companies opportunities to increase sales, particularly in accessories. Also, renters, who are just as likely to be avid hobbyists, are prime prospects for craft rooms.

According to the National Association of Home Builders, more of these specialty rooms are showing up in floor plans, a function of home designs becoming smaller. Builders and remodelers are using open space planning to blend craft rooms into extended pantries, home offices, laundry rooms, mud rooms and even walk-in closets to create multi-functional areas. As long as consumers pursue their hobbies, there will always be a need to upsell creative storage solutions.

HGTV designers turn a small, cluttered room into a craft room by day and a guest bedroom by night. View the video at **WoodworkingNetwork.com**



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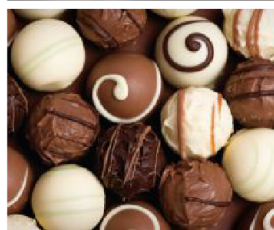
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