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12" PLANER/JOINTER WITH SPIRAL CUTTERHEAD

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- Motor: 5 HP, 220V, single-phase, 25A
- Jointer table size: 14" x 59 1/2"
- Cutterhead: Spiral, 32 inserts
- Cutterhead speed: 5034 RPM
- Max. jointer depth of cut: 1/8"
- Max. width of cut: 12"
- Max. planer depth of cut: 1/8"
- Max. planer cutting height: 8"
- Overall size: 67 1/2" W x 24" D x 41 1/2" H
- Approx. shipping weight: 704 lbs.



G0634XP Reg. \$2295.00 SALE \$2195.00

8" JOINTERS

- Motor: 3 HP, 240V, single-phase, 9A, TEFC, 3450 RPM
- Deluxe cast iron fence size: 36" L x 1 1/4" W x 5" H
- Cutterhead knives: 4 HSS, 8" x 3/4" x 1/8"
- Cutterhead speed: 4800 RPM
- Cutterhead diameter: 3 3/8"
- Infeed table size: 8" x 43 3/8"
- Total table size: 8" x 76 3/8"
- Max. depth of cut: 1/8"
- Max. rabbeting depth: 1/2"
- Approx. shipping weight: 564 lbs.



G0490 4-Knife Cutterhead - Reg. \$975.00 SALE \$925.00

G0490X Spiral Cutterhead - Reg. \$1295.00 SALE \$1250.00

12" PARALLELOGRAM JOINTERS

- Motor: 3 HP, 230V, single-phase, 15A
- Precision-ground cast iron table
- Table size: 12 3/4" x 83 3/4"
- Floor to table height: 31 1/8"
- Max. depth of cut: 1/8"
- Cutterhead: 4-knife, 12" x 1 1/8" x 1/8"
- Cutterhead speed: 4300 RPM
- Cuts per minute: 19,800
- Footprint: 84" x 33"
- Approx. shipping weight: 1059 lbs.



G0609 4-Knife Cutterhead - Reg. \$1995.00 ONLY \$1895.00

G0609X Spiral Cutterhead - Reg. \$2695.00 ONLY \$2595.00

12" SHORT BED JOINTER

- Motor: 3 HP, 220V, single-phase, TEFC capacitor start induction
- Cast iron table size: 13" x 60"
- Cutterhead: 4 row spiral with 60 indexable solid carbide inserts
- Cutterhead diameter: 3 3/4"
- Cutterhead speed: 4950 RPM
- Max. depth of cut: 1/8"
- Max. width of cut: 12"
- Overall size: 60" L x 30 3/4" W x 43 1/4" H
- Approx. shipping weight: 838 lbs.



G0706 Reg. \$2495.00 SALE \$2295.00

15" PLANER WITH SPIRAL CUTTERHEAD

- Motor: 3 HP, 240V, single-phase
- Max. cutting width: 15"
- Max. stock thickness: 8"
- Min. stock thickness: 3/16"
- Min. stock length: 8"
- Feed rate: 16 FPM and 30 FPM
- Cutterhead diameter: 3"
- Cutterhead speed: 4800 RPM
- Table size: 15" x 20"
- Overall size: 42" L x 32 1/2" W x 45 1/8" H
- Approx. shipping weight: 675 lbs.



G0453Z Reg. \$1695.00 SALE \$1595.00



16" JOINTERS

MADE IN TAIWAN

- Motor: 5 HP, 220V, single-phase (G9953ZX) 5 HP, 240V/440V*, 3-Phase (G993ZXF), TEFC capacitor start induction
- Overall size: 99 1/4" L x 45 1/2" W x 32" H
- Table size: 16 1/4" x 99 1/4"
- Fence: 43 3/4" x 6 5/8" x 1 1/2"
- Bevel jointing: 0° - 45°
- Max. depth of cut: 1/8"
- Max. width of cut: 16"
- Cutterhead speed: 5,900 RPM
- Approx. shipping weight 1719 lbs.



G9953ZX Reg. \$6495.00 ONLY \$6295.00 Single-phase

G9953ZXF Reg. \$6295.00 ONLY \$5995.00 3-Phase



20" PLANERS

- Motor: 5 HP, 240V, single-phase
- Min. stock thickness: 3/16"
- Min. stock length: 8"
- Max. cutting depth: 1/8"
- Cutterhead diameter: 3 1/8"
- Max. cutting width: 20", Max. height: 8"
- Table size: 20" x 25 3/4"
- Overall dimensions: 55 1/2" L x 39 1/2" W x 45 1/8" H
- Approx. shipping weight: 920 lbs.



G0454 Reg. \$1650.00 SALE \$1595.00

G0454Z Spiral Cutterhead - Reg. \$2550.00 SALE \$2450.00



24" PLANERS

MADE IN TAIWAN

- Motor: 5 HP, 220V, single-phase (G5851Z) 7 1/2 HP, 220V/440V*, 3-phase (G7213Z)
- Min. stock thickness: 1/4", min. length: 7 1/2"
- Precision-ground cast iron table
- Table size: 31 1/8" L x 24 1/8" W
- Max. cutting width: 24", max. height: 8"
- Overall size: 42" W x 37" H x 40 1/2" D
- Footprint: 30" x 20 1/2"
- Approx. shipping weight: 1130 lbs.



G5851Z Single-Phase - Reg. \$4750.00 ONLY \$4595.00

G7213Z 3-Phase - Reg. \$4995.00 ONLY \$4795.00

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



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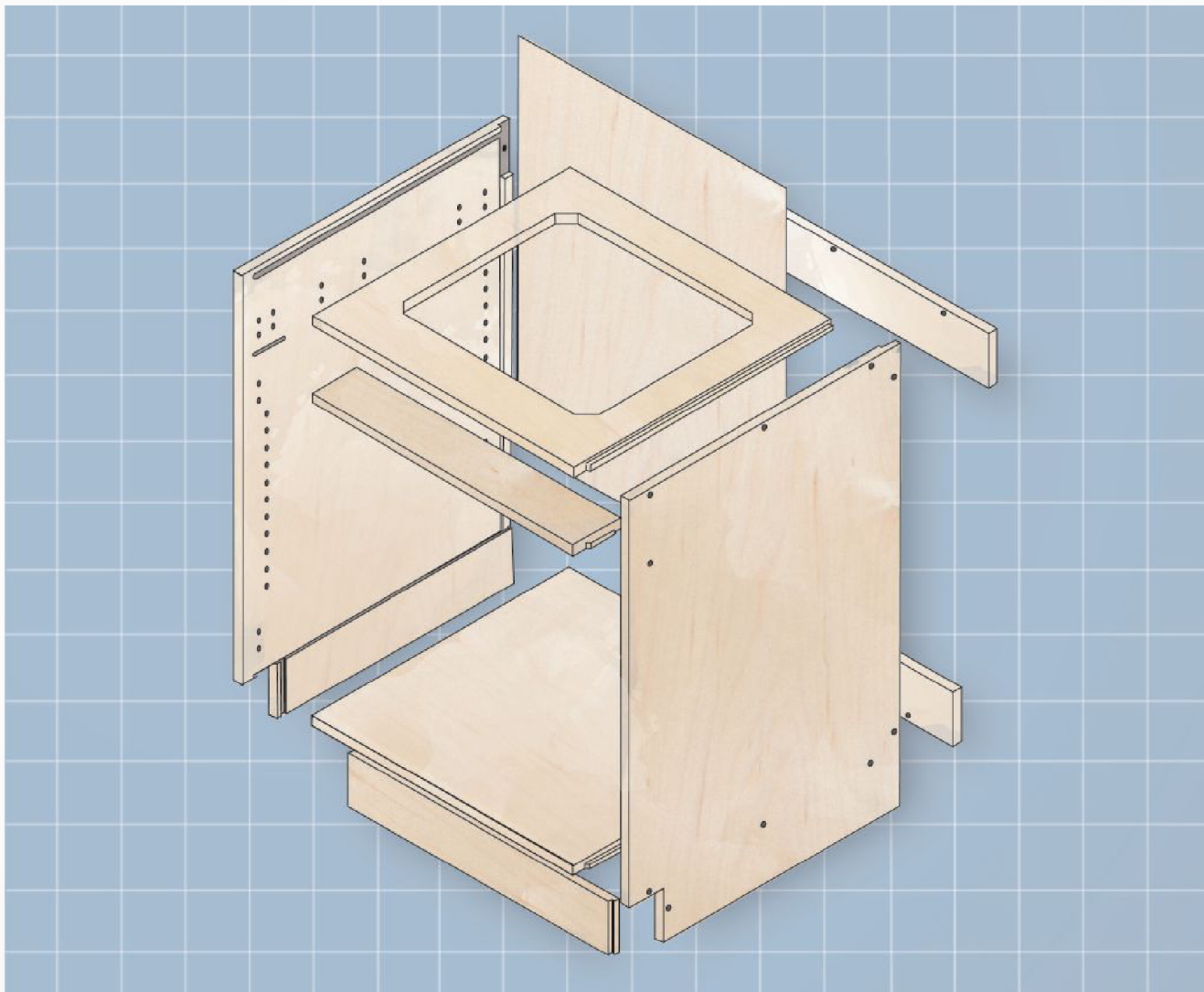
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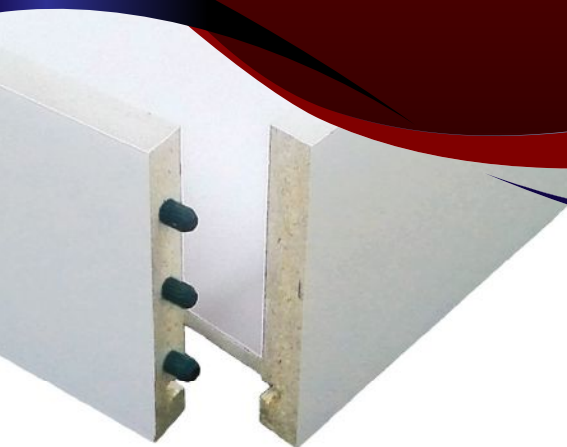
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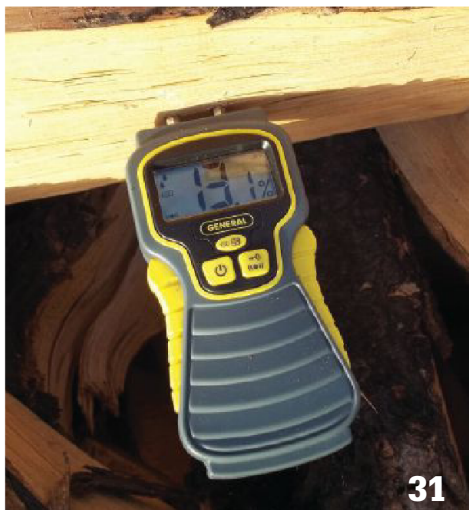
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Cover photo: Zongkers Furniture craftsman colors a veneer inlay. Courtesy Omaha World-Herald. See p.50.

How-to Video

From WoodworkingNetwork.com/video

Veneer Basics, Cabinetry Installs

David from Cabinetparts.com shows how to install a double tier chrome roll-out tray from Rev-A-Shelf, along with other cabinet storage solutions that are easy to install. Also find veneer basics, installing barn door hardware and other woodworking techniques.



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Tablet-ready and e-reader compatible digital issues of *Custom Woodworking Business* available now on **WoodworkingNetwork.com/cwb archives**

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Millworkers of 'A Certain Age'

Architectural Woodwork Institute members gathered for their Orlando convention last month got an earful – *about* panel issues (formaldehyde, dumping, performance, adhesive show-through) – and *from* panels, of architectural designers and construction project managers.

AWI members peppered construction execs with questions about how bids are evaluated, and why so much detail is requested. The woodworkers also told construction managers they are being asked for too much detail in bids. In some projects, they said, construction managers task architectural woodworkers with projects where they are less woodworker, and more subcontractor and project manager, with reduced opportunities to build out and install millwork and casegoods that are their bread and butter.

AWI Panel Sessions

Woodworkers also talked amongst themselves about a world in which it takes many more proposals to win smaller projects, which in aggregate generate healthy business. But managing the projects, and communicating internally and with the clients, is increasingly a challenge.

Addressing that challenge, a panel of woodworkers advised their peers on production tracking tools for work-in-progress (RIFD, barcode labels, shop floor data systems, etc.). AWI member Jonathan Adams led the audience to explore communications tools his young architectural clients use: chat rooms, Facebook and Salesforce.com.



Bill Esler, Editor in Chief
besler@vancepublishing.com



How To Find Workers

Creating a woodwork employee pipeline, Advance Cabinetry Systems takes in interns; Woodwork Career Alliance launched WCA-EDU Training Affiliate; and WWN Jobs channel lists hundreds of opens daily.

Advanced Cabinetry Systems has been working hard with our myShop student intern program since 2012. We'd like to evolve the program into job-shadowing and internship opportunities but are wary about the ramifications of allowing high school students to run machinery. As an employer, we're not able to hire anyone under the age of 18 and allow them to run the machinery. Do you know of anyone who would be able to shed some light on this subject? Any assistance you can provide me will be greatly appreciated.

– **Marc Dunker | Creative Director, Advanced Cabinetry Systems, Marion, IN**

Advanced Cabinetry Systems can turn to Woodwork Career Alliance Training Affiliate WCA-EDU (woodworkcareers.org) which sets training and testing for formal certification in 50 woodworking jobs skills. More than 45 schools are affiliated. An apprenticeship program at Blum USA cabinet hardware won WMIA's wmia.org Wooden Globe. Visit jobs.woodworkingnetwork.com for hundreds of resumes and openings.

Seeking Custom Woodwork I am a Chiropractor and I use a flat "scraper" tool to help break down fascial adhesions in the muscles, tendons, etc. I would love to produce a tool out of hardwood so that my patients can work on themselves at home. Where can I find someone that might be interested in doing what I need. – **Dr. Caleb Runne, Oak Ridge, TN**

Wood Components Manufacturers Association would be one source for candidates to produce your product. Find their source guide at woodcomponents.org. The Wood Products Redbook also carries a section

WoodworkingNetwork Traffic Peaks A reader responded to a report by Rich Christianson on Cardell Cabinetry and Furniture Brands Bankruptcy news, stories that set record online viewership. 'I appreciate that you stick to your knitting; reporting on industry issues that help readers with info that is fact-based and empirical (not self-indulgent forays into fantasy and accusation, like some). Controversy is at times unavoidable and that's OK as long as it's presented objectively, factually and without a specious appearance. Those who buy ink by the barrel must be responsible and I think you are.'



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Deater Harp, Foreman
Creative Woodworking Concepts, Tarpon Springs, FL

Founded in 1984, Creative Woodworking Concepts manufactures and installs custom architectural millwork for hotels, restaurants and other commercial customers. They are shown here with their Chemcraft distributor, Pinellas Paint & Industrial Finishes, Inc.

Visit www.chemcraft.com to locate your nearest distributor.





Fred Wholley, one of
KCD Software's team of
CNC Software Experts

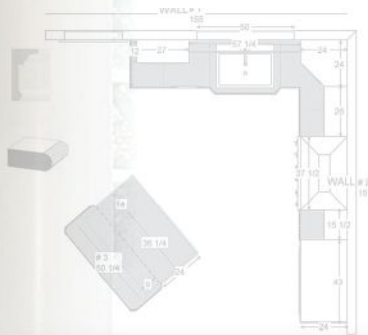
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After an easy set-up, "Going to the router with KCD Software is flawless," says Jim McAsey of M&M Cabinets in Shorewood, Illinois (*photo, left*).

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.

"KCD has simplified the process in a way that really meets our needs," says Jim. "We are always confident the pieces will be cut correctly. It's definitely the simplest, fastest and most reliable software I've ever used."

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run your CNC equipment and helps you set up your custom 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 armoires 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!

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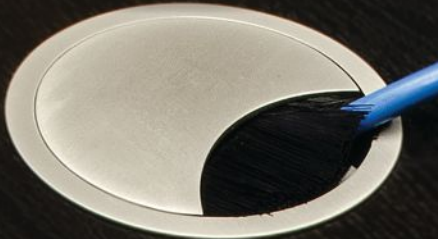
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Barbed Edgeband Taps Into Contours

By Bill Esler

Requiring no equipment, Rehau's T-edge edgeband holds tightly after being tapped into slots you cut into work surface edges.



Rehau T-edge, which taps in place, allows standard edgebanding to be converted to T-molding for curvilinear uses.

Placing pre-glued edgebanding manually using an iron or other hand-held device is the practical route if edgebanding work is more the exception than the rule in your shop projects. But pre-glued edgebanding can limit options on colors and styles. And manual installation is tough for contoured edges, or round tabletops.

While T-molding works well on curvy edges, choices may be limited because of how the material is extruded. Now Rehau has come up with a way to transform some of its conventional edgebanding lines into T-molding, offering more design choices. Rehau T-edge has the same functional appearance as edgebanding, but is hammered into place in a slot that is cut into the panel edge. It works on virtually any surface edge, and doesn't require any edgebanding machinery.

Rehau has long offered T-molding or Bull-nose edging, so this extension of T-molding into its FlexEdge line is a natural. With T-edge, Rehau's entire 3mm FlexEdge semi-rigid edgebanding, offered in more than 200 solids, woodgrains, and patterns, can be retrofit-

ted with the barb to turn it into T-molding material. FlexEdge 3mm material, described by Rehau as a durable and impact resistant semi-rigid edgeband, handles a radius as small as 12mm and is said to trim easily. Rehau also offers trimming tools specifically for butting edgeband and cutting it for corners, etc.

T-edge Application

Recommendations Rehau provides for T-edge give an indication of how it performs:

- Pre-heat T-edge to a temperature of at least 80°F (27°C) prior to installation
- Slot thickness is between 1/8" and 5/32"
- Minimum bend radius of 2" (50mm)
- Small radius may require notching the barb
- Use standard T-molding methods to trim

Rehau offers T-edge in quantities as small as one coil. A 300' coil yields approximately 290' when converted.

Link to Rehau's catalog showing FlexEdge and installation tools.
rwoodworkingnetwork.com/cwb



V-Clip Tape To Hang Panel Fast

Monarch Metal has released a new hanging system for mounting HPL (high pressure laminates), phenolic, glass and ACM (aluminum composite material) panels. Monarch's engineering team worked with 3M and the major HPL panel manufacturers to devise a system that would reduce labor and installation time.

Monarch's MFTAPE system includes two strips of 3M's high strength VHB Architectural Panel Tape when shipped. To install, you prepare the surface, peel and stick the Monarch profile on the back of the panel and the panel is then ready to engage with the Monarch Z clip that has been mounted on the wall.

When installed correctly, says Monarch Metal, each lineal foot of the MFTAPE system can support 7.5 pounds in shear, using a 5X safety factor. To increase load bearing capacity, you add additional lengths of the MFTAPE system as appropriate.

The MFTAPE system can be used with non-porous substrates such as aluminum composite panel, as well as the as HPL phenolic and glass panels. The product is available in 12 foot lengths and pairs with the standard MF375 Monarch extrusions.

A video shows Monarch Metal's Z-Clip woodworkingnetwork.com/cwb

News

Read more news online and see related videos at woodworkingnetwork.com/news

Machinery Greet Big WMS Crowds

TORONTO – Thousands of woodworkers trekked to the International Centre for Wood Tech Summit and the Wood Machinery & Supplies Show Oct. 23-26.

With the woodworking market running strong, Scm Canada (background) and Felder Group (setting up a saw) were among 250 exhibitors, with dozens of firms showing running equipment. The latest in tooling, hardware, components and supplies was also on display at WMS.

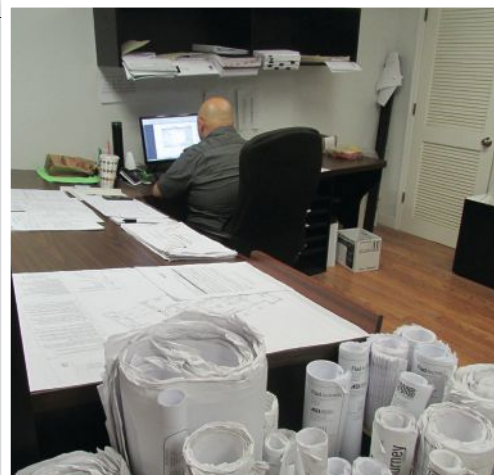


Production Workflow in Person

ORLANDO – Advanced Millwork General Manager Tom McDonald (center) conducted the tour of its 32,000 square foot plant, sharing insights into manufacturing techniques and business strategies with peer members of the Architectural Woodwork Institute at the annual convention in Orlando.

Among equipment Advanced Millwork operates is a Holzma beam saw that can process four ¾-inch thick panels at once, and a nested based Weeke CNC router.

Using Autodesk and Microvellum to run its CNC, Advanced routed 900 custom resin vent screens for a Walt Disney casino.



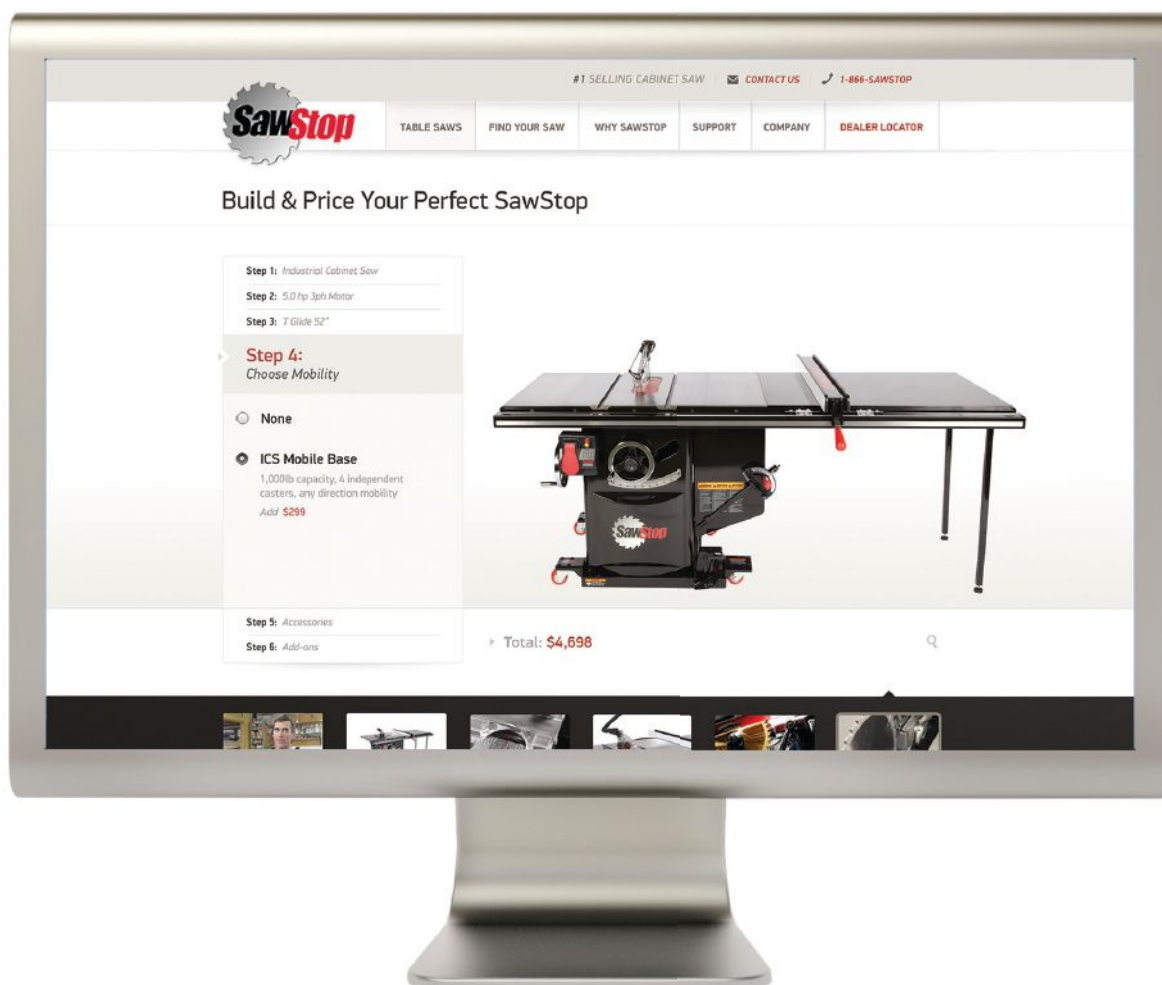
From Roll to Machine

ORLANDO – Creative Concepts cabinetry and architectural millwork uses Eurosoft, AutoCAD and Microvellum in its engineering department. Architectural Woodwork Institute members toured during the AWI annual convention, led by President Wayne Bishop, Sr. Project Manager Patrick Mullery, and Production Manager Wayne Massey.

First stop in the 55-employee, 34,000 square foot plant was a new Biesse Selco beam saw, two Biesse CNCs, and Holz-Her Triatholon edgebander and Gannomat Dowel Inserter and caseclamp systems.

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Direct-to-Client Millwork

If Acacia Originals' owner could start his millwork firm over, how would he do it?

By Will Fuller, President, Acacia Originals, Houston, TX

A *Acacia Originals is a Houston-based architectural millwork firm headed by Will Fuller. He launched it following the abrupt closure of his previous operation. Fuller emphasizes working directly with building clients, rather than as a subcontractor. Now set to expand by 8,000 square feet, Acacia Originals received the Architectural Woodwork Institute Safety Award last month. Here's his story:*

If you were to close your woodworking business today and restart tomorrow morning with complete freedom to change anything, how would you do it? Would you even do it at all? Or would you begin life in some completely different arena?

I found myself asking these very questions and a lot more at the end of 2004. Turns out the only thing closing that year wasn't just another date on the calendar,

but the very business I had invested 22 years of my life in. You see, we had made a significant error on a large project two years earlier. That set in motion a series of events that ultimately brought about our complete demise.

On December 7, 2004, I had to tell a team of wonderful people that worked very hard to bring us through this calamity, that the battle was over and we didn't win. It



Acacia workers handle sophisticated projects like this reception desk for Houston-based Citation Oil & Gas.



Acacia is a good place to work, say employees, who hammed it up for a competition. Will Fuller is at far right.

was the last day we would work together and that they would have to find another way to support their families. I found myself financially – and emotionally – bankrupt, after a long, hard fight that cost me just about everything I had.

Two and half years later, and some mostly not so scenic views of harsh, dry desert had yielded no oasis where I could setup a new camp and make a decent living.

Whether I realized it or not, I had needed some alone time to figure out that what I wanted to be when I grew up was still one thing: a woodworker.

In my mind, I was going to be anything but that. But circumstances would prove me wrong in this and a few more things that I thought I knew about this business.

In August of 2007, after trying desperately to run away from this world of wood,

I begrudgingly re-entered this place where my dreams had died. Was I going to have to settle for something mediocre just to survive? How could I in good conscience ever ask anyone else to risk their future and join me when I had failed so miserably before?

I didn't know the answers to most of these questions at the time. I just knew that more of the same wasn't worth any more years of my life.

case study | Acacia Originals

Early on we learned that, at least for us, there were no magic formulas for success. It made this new pursuit seem elusive but also brought a measure of relief as we discovered that perfection wasn't necessary to be truly successful.

Here are a few highlights from our current business model. All of this is still a work in progress.

Target only higher-margin projects with

a scope of work that's more complicated than most, so the field of competitors, if any, is limited.

Avoid being a subcontractor – develop direct relationships with the commercial architectural and design community. Become proficient in articulating why they should refer their best clients and most demanding projects *directly* to your firm. Let them become your greatest cheerleaders.

Fuller's Top Points

Sell Direct to End Client

Don't risk being a subcontractor to a contractor. Sell to owner.

Target Only High Margin Work

Aim at the highest echelons of complicated projects, where competitors are few and prices higher.

Invest When Cashflow Allows

Research new technology, so when the time is right you are ready to move quickly.



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Teach and encourage that community to understand how and why the risk to all stakeholders in projects is actually less than a traditional model with your firm functioning as a subcontractor to a general contractor.

Develop a highly talented team capable of executing every facet of these projects with extraordinary excellence and integrity.

The goal is not extraordinary profits (although this will occur) but making a positive difference in the lives we touch. We are simply agents for change masquerading as woodworkers and having a lot of fun doing it. Strive to serve well in all things.

Finance, Manufacturing, Personnel

If we drill down a few more layers, here are some of the principals we now embrace: Finance, people and a side on manufacturing. Many of these are radically different than what we practiced before. Now let's look at layer individually, starting with finance:

Establish from the beginning that every project will fund itself. Avoid using one project to finance another. A 50% deposit required with the signing of your contract is standard policy, with progress and final payments invoiced monthly, no retainage held and Net 30-day payment terms.

Grow your business with as little debt as possible. We borrowed no money for the first three years and had virtually no cash when we started. The first debt was acquired when we purchased the building we were leasing.

Pay down debt as much as possible and as often as possible, if terms permit. Little or no debt in the future allows you more options to manage your business in changing times.

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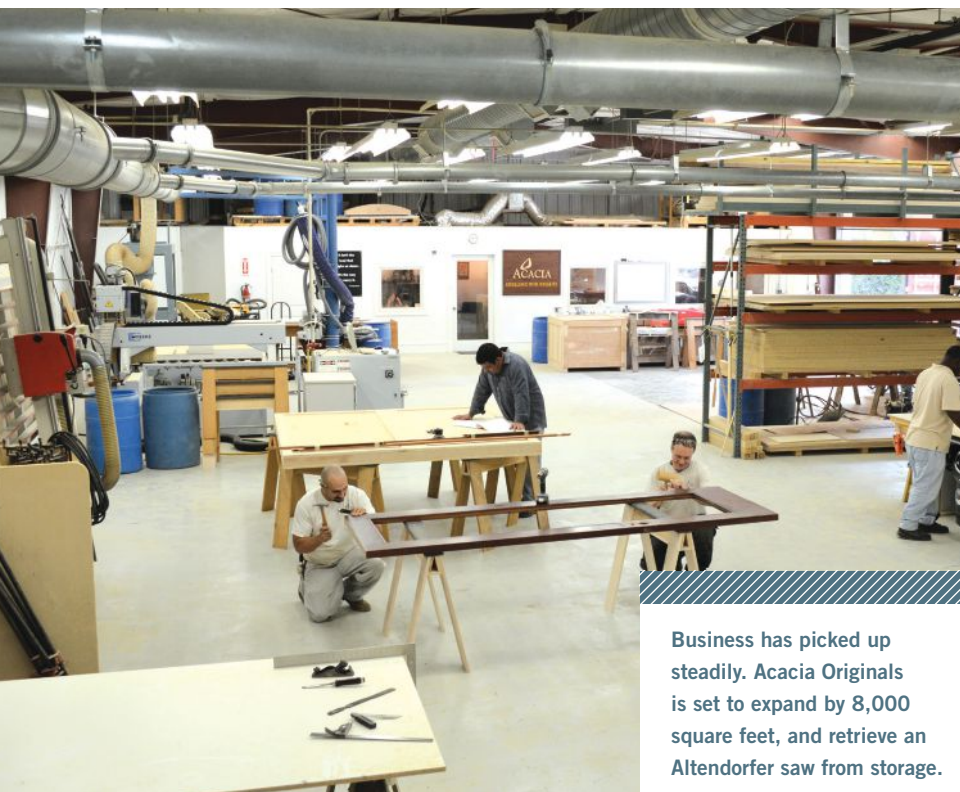
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cash flow allows.

Reward your team well for great performance. Your objective should be to pay *above average wages* so you can attract and retain the best of the best.

Don't procrastinate in starting bonus compensation, at the very least for upper management. Consider models for bonuses carefully before initiating one. Add lower tiers of your team when possible.

Outsource everything you can't afford to buy equipment for today as long as needed, and until the equipment can be proven needed in the long term and the cost justified. Remember, profits are a byproduct of doing everything else well.

The People Factor

Always value people before projects and even profits. The right people doing the right things well in the right measure will yield outstanding returns.

- *Hire the best and brightest people* you can find, even if it takes longer to find them than you would like.
- *Learn to assess character in job applicants* and hire for it first and skills second.
- *Build an organization where you your-*

self would genuinely like to work and others will eventually beat a path to your door.

- *Give people freedom to try new things and make mistakes.* How else will they grow business and find the next great idea?
- *Create and implement ways for people to win.* Once you've found and implemented a few, look for more.
- *Train people to see each other and situations like responsible owners* instead of mere employees, and they'll surprise themselves and you with their performance.
- *Make time to share a meal you buy for your team* a few times a year. Just to say thanks for what they do and make sure you enjoy it with them.
- *Ask for feedback from people often.* Genuinely listen to what they have to say and always find a way to thank them for saying it. Never react negatively, regardless of the comment. They will quickly cease to believe you are sincerely interested.
- *Decide what you want your company culture to look like.* Do not try to control or manipulate it but rather gently and patiently steer it towards the objective. Realize that your company will have a culture, and it will heavily influence your team.

Getting Manufacturing On a Good Path

Study, and invest, in technology that has acceptable returns. We are all asked to do more with less (mostly time). Machinery and software allow us to be significantly more productive. Even if the timing isn't right, you'll be aware of options for later.

Set your standards high for everything you produce. Don't look for perfection but create an atmosphere where if your own internal standards are reached, your clients will always be more than happy with the results.

Work hard to create and maintain a safe, comfortable, clean, organized, well lit and well equipped environment. Whatever goes out your door is heavily influenced by the place in which it was birthed.

Share interesting and relevant articles and videos with your team on manufacturing practices, equipment and materials. You are encouraging growth and greater awareness of your craft. People will remember what they read and find great new applications.

Schedule a Saturday field trip to a local completed project. This allows your team to see what the whole package looks like when it's finished. You'll be surprised how much they and you will learn and how much your future end products will improve.

Find and build strong relationships with other great companies you can outsource to. Train those companies if needed to become high-performing suppliers that can handle overflow so you are not hiring, then laying off.

Outsource to those companies in the short term if you can't find the right people to hire when needed.



More about Acacia Originals
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Easy to Handle Rough Cutting

By Patrick Molzahn

Sometimes you have to break it down before you build it in. Here's a new cordless saw for that.

The reciprocating Tiger Saw features a beefy, long lasting 20V battery that swaps out to fit the entire line of Porter-Cable's latest cordless tools.



Tiger Saw Porter-Cable's latest job site tool entry was tested by students at Madison (WI) College Cabinetmaking & Millwork program, which is also an accredited Woodwork Career Alliance Evaluation Center. Program director Patrick Molzahn filed this report.

As a post-secondary cabinetmaking and millwork training program, we rarely get to use tools intended more for demolition, such as a reciprocating saw. However, our students recently put the Porter Cable PCC670 20V Reciprocating Tiger Saw to the test to cut apart some pallets we had laying around. They were impressed by the power of this saw. Compact and lightweight, the saw stood up to the task. Its comfortable, ergonomic grip made it easy to hold. The rubberized surface helped dampen any vibration.

Two nice safety features: the Tiger Saw features a variable speed trigger, and the blade stops immediately when the trigger is released. And the handle has a slide lock to prevent ac-



cidental startup when transporting the saw.

The pivoting shoe allowed us to get into tight corners. The blade installs in seconds by simply turning the clamp collar – no tools required. The lithium-ion battery held up well, with no noticeable power loss even when cutting dense hardwood.

Porter Cable offers an impressive 3-year warranty on this tool; two years for the battery. Overall we were pleasantly surprised with this lightweight tool, and although we may not use it to build cabinets, it will be close at hand when jobs call for demolition.

More on cordless power tools, and see students test the Tiger Saw.
woodworkingnetwork.com/cwb



Perfect Tool for Perfect Spheres

It may not come up in your shop, but turning precise spherical objects, concave pieces, or embellishments on a lathe can take hours of practice and dozens of blanks to perfect. So Carter Products created the aptly named Perfect Sphere lathe tool to reduce the trial and error method.

It works by providing the appropriate tool riser stud, which fits machines with center heights from 10" to 25" and will produce pieces from 1" to 14" in diameter.

Carter Products says perfect Sphere will mount on the bed of almost any lathe, and can be quickly installed, adjusted and removed.

The Perfect Sphere is engineered and manufactured in the U.S. Its robust design is perfect for cutting spheres and bowls to your specific dimensions. The precision-threaded cutter control knob assures smooth tool movement while a dual-bearing transport assures easy movement of the cutter head and helps eliminate vibration while working even the densest material. The cutter head can be readily adjusted so Perfect Sphere can cut any blank from any direction.

Carter ships its Perfect Sphere with a #4 Hunter carbide cutter.

See a related video at woodworkingnetwork.com/cwb

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Furniture maker Philip Fletcher founded Durham Bookcases back in 1995. "Our goal from the beginning was to build bookcases at competitive prices with high quality workmanship." Now they also design and build custom entertainment centers, wall units, office furniture and bedroom furniture.

It was about 10 years ago that Fletcher added a ShopBot to the core of his manufacturing process. He has been pleased with the tool, and his relationship with ShopBot, ever since. "My ShopBot is a workhorse," says Fletcher. "Quite simply, it's reliable." Over the years Fletcher has found that the ShopBot's easy interface is a boon because it's easy to train employees how to use the software. Asked how long it takes to bring a new employee up to speed, Fletcher didn't hesitate to answer: "Twenty-four hours."

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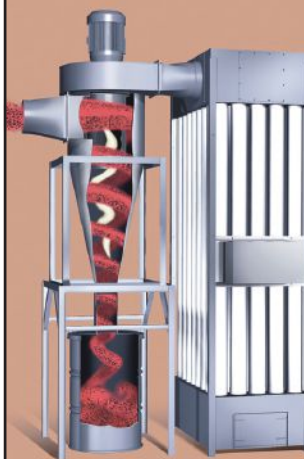
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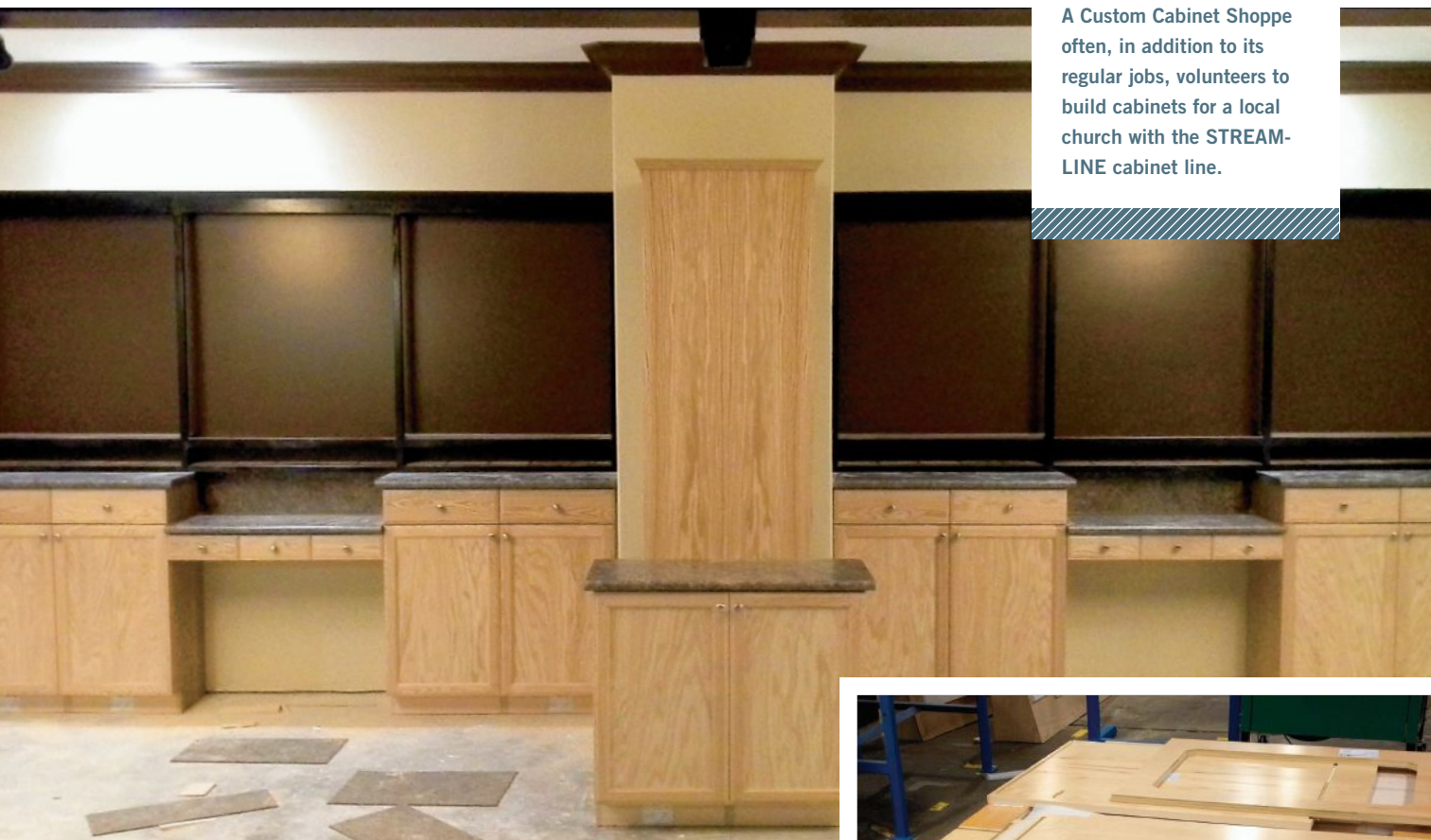
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A Custom Cabinet Shoppe often, in addition to its regular jobs, volunteers to build cabinets for a local church with the STREAM-LINE cabinet line.



Cabinets Made Easy

A Southern California shop makes use of a pre-fabricated frameless cabinet line.

By Michaelle Bradford

On the first floor of a barn-shaped building in Yucaipa, CA – home of the Yucaipa Valley Horse Show Association – resides A Custom Cabinet Shoppe. Located on four acres of land, home to parent company Sigler Construction as well as 14 horses, John Duitsman and his wife Lori are able to combine both of their loves – woodworking and horseback riding.

John Duitsman has fabricated custom cabinetry for more than 20 years, he says. At A Custom Cabinet Shoppe, which is run

by John and Lori, the bulk of the cabinets manufactured are for the custom homes built by Sigler, a construction company started by John's father-in-law. Typically, the shop has built traditional, face-frame cabinets, but Duitsman says that frameless, modern cabinetry is becoming more popular in the area.

"Customers are seeing these cabinets in pictures and magazines," Duitsman says, of the increase in client requests.

However, A Custom Cabinet Shoppe is

an old school shop with a lot of older tools. There are no CNCs or automated machinery in Duitsman's 30-foot by 70-foot shop: Basic tools include a table saw, radial saw and dowel machine.

"My shop is set-up for face frames," he says. To accommodate the growing requests for frame less cabinetry, Duitsman decided to go with an outside vendor, choosing the STREAMLINE RTA cabinet component line from vendor Decore-ative Specialties.



feature | a custom cabinet shoppe

"Choosing that cabinet is a way to be more competitive and efficient, plus people like it," he says. "They want that look and I'm not geared up for doing the modern boxes and frameless cabinets."

Plus, to update his shop to produce frameless would require an investment in new machinery and equipment, which is not an option at this time. Although, Duitsman adds, several area cabinet shops are clos-

ing and he may look at their used equipment to see if anything is a fit for his shop.

Duitsman says the darker laminate colors are more popular with his customers, especially a dark walnut. "But everyone varies. I've done a few jobs and they wanted all white cabinets with white doors," he laughs.

Most of the cabinetry projects are mid-range pricepoints, but they have done all

Inside the Shop

Equipment

JET table saw
Radial saw
Band saw
Joiner
DeWalt planer

Cabinets

STREAMLINE RTA cabinet components from Decore-ative Specialties.

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Tony DeGillo Mastercam is the most powerful tool in our shop! I use it every day and cannot say enough good things about it. We just received our X7 in the mail and will be updating the software this weekend. Thanks for making a great product!!

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types, from high- to low-end. While most of A Custom Cabinet Shoppe's projects are kitchens and bathrooms, Duitsman occasionally gets the call to build closets.

"We do a little bit of everything," he notes. "We normally don't get called out just to make closets but we do build a few."

Volunteer Cabinetmakers

For more than 20 years, Duitsman says that he also has been doing volunteer work, building cabinetry for the local Kingdom Hall churches.

"We used to make all of their cabinets in our shop, and I would get about 40 volunteers to help," he says. "But it was dangerous because they were just volunteers and not skilled."

But that anxiety soon lifted when he made the decision to order the RTA cabinet components. Everything just goes together and anybody can do it with just a little training, he says.

"We just did a project that was \$4,000 worth of cabinetry and \$4,000 worth of doors," Duitsman says. "That's what we paid for the materials because the volunteers were free. They finished the project in three hours with 20 guys working in the shop."

Duitsman says that he still does traditional cabinetry projects complete with the corbels and other decorative elements and wood components, but outsourcing the frameless cabinets allows him to be flexible and competitive.



Cabinet Components: Find more RTA cabinet components online at woodworkingnetwork.com/cwb

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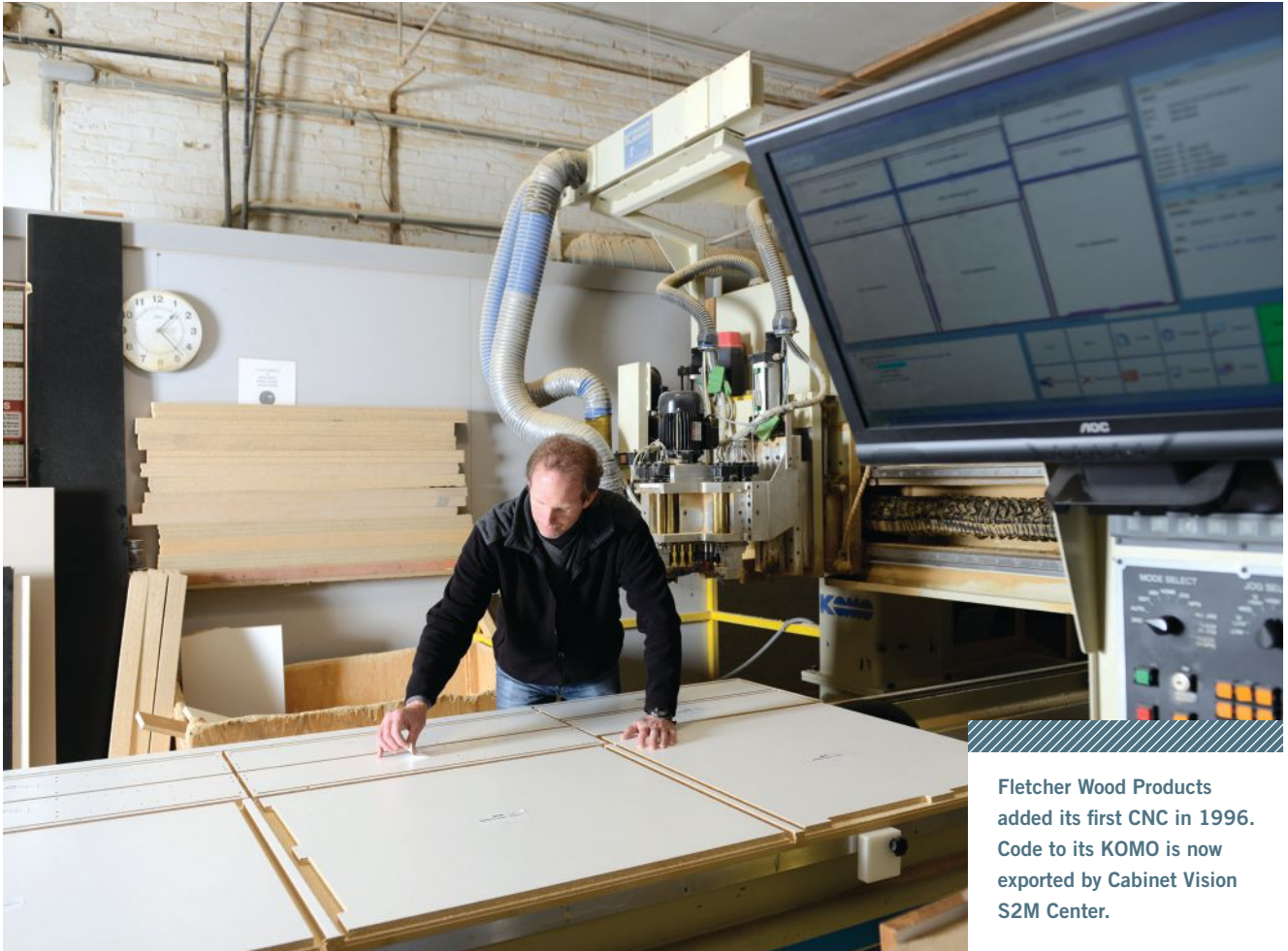
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Fletcher Wood Products added its first CNC in 1996. Code to its KOMO is now exported by Cabinet Vision S2M Center.

Woodshops Tell Factors They Weighed **How I Chose My CNC**

Balancing among types of work, CNC machine capabilities, and enabling software.

By Bill Esler

Custom woodworking businesses that were early adopters of computer numeric controlled (CNC) machines have begun updating their equipment, or soon will be. In some cases, expansion into new product lines is driving the decision. In others, advances in design software dictate a more capable machine that can fully express capabilities of the design software.

In 2006, owner Jim McAsey added a highly capable Anderson CNC at M&M Cabinets, his 5-person shop in Shorewood, IL.

"We had another brand before that, which

we bought at the IWF show in Atlanta," says McAsey. "When we were in the midst of replacing it, a software salesman told us, 'Anderson is out there and for what you guys are doing and where you are trying to get to, you really should look at it.'

"I'm glad we did. It's a lot better value. We do everything from dimensional cabinet parts, to custom radial mouldings and complex carvings. Some of the other CNC salesmen said their machines could do complex carvings, but after we saw what the Anderson could do, we

realized the salespeople weren't being very honest."

How do software choices relate to the machinery decision? "It's really a matter of an individual determining what software is best suited for his particular business," says McAsey, who uses KCD for cabinetry, and Delcam's Artcam and Mastercam Solidpro for solid wood carving. "There are more complicated softwares out there, but with more involved software come more involved issues," says McAsey. "For anyone making cabinet box

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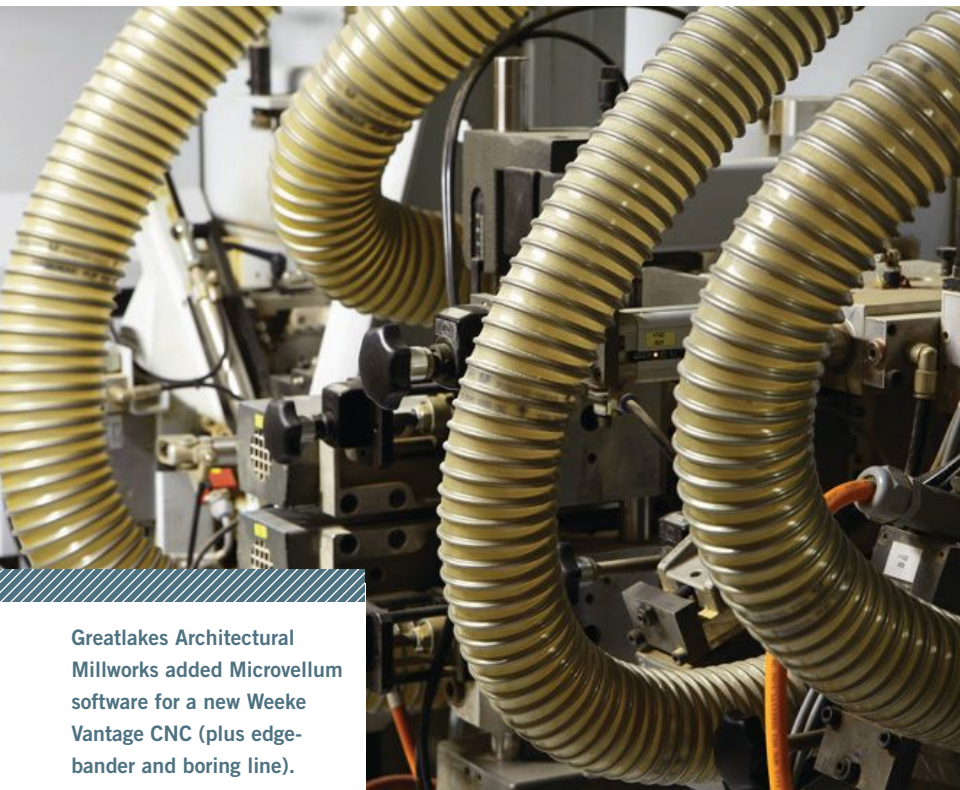
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Greatlakes Architectural Millworks added Microvellum software for a new Weeke Vantage CNC (plus edge-bander and boring line).

parts, KCD is one of the best and simplest applications” McAsey says that business is great right now. “We are pretty diverse and never really slowed down.” Of his five person shop, “I joke the other five people are the Anderson machine in the back.”

Greatlakes Architectural Millworks bought its first CNC machine more recently, a Weeke flat bed machine added in 2011, about one year after C. O'Donnell Winchester – a long-time senior project manager at Greatlakes – acquired the 25-employee Chicago firm.

“This was a scary place,” says Winchester, who had worked in a more automated operation before joining Greatlakes. “Here we were doing everything on a sliding table saw. I realized that wasn't a sustainable model for staying in business. So I started looking at CNC machines to automate our process.”

He settled on a Weeke Vantage CNC from Stiles Machinery. “We do quite a bit of hospital work and commercial interiors. We wanted a machine that could do custom cabinets.”

To drive the machine, “We had to buy new software, so we went with Microvellum.” After the CNC upgrade, a better edgebander and a drill and dowel inserter was acquired. “The way we worked before automating, each

project manager estimated their own work and ran their own jobs, with not a lot of oversight,” says Winchester. “I was doing half the estimating project management. I looked at a lot of other companies that had a lot more machinery. It was scary for the guys in the shop. But I told them the goal of the Weeke CNC machine is to make us more competitive at a lower price, and to be profitable and be able to add more people.”

C.W. Keller uses a 3-axis Scm Morbidelli machining center and recently added a 5-axis CR Onsrud CNC router at its 30,000 square foot facility. The Plaistow, NH architectural millwork firm's CNC choices are based on their penchant for creating 3D architectural millwork with complex curves. Software for the CNCs includes Rhino, AutoCAD, Alpha-CAM and Microvellum.

Lucien Casartelli studied CAM technology at Optipro Inc., a Mastercam CAM software reseller, using it to run a KOMO 4-axis router at his Bella Designs in Rochester, NY. He later added a Thermwood 5-axis CNC router at his 10,000 sq. ft. workshop in Rochester, NY. Today, Bella Designs handles high end commissioned furniture and does custom millwork for furniture designers who don't have CNCs.

Software tailored to the CNC machine

Software tailored to the work and the CNC machinery delivers the most productivity. Fletcher Wood Products purchased its first CNC in 1996 and wrote its own software to nest and generate machine code for its cabinet design software package.

“We also used our software to generate labels, track purchasing, and track the labor we spent on jobs,” says Jonah Coleman, project manager at the Fort Dodge, IA firm. They added Cabinet Vision S2M Center to export code for the KOMO now operating in their shop.

“We dropped our own nesting and code generating software for Vero,” says Coleman. “It simultaneously gave us better yields and freed us from having to fix and maintain an in-house software package.”

Biesse showed its bSolid Software at AWFS Fair in July. It allows users to go from concept to the visual design of a part in a few clicks, and is fully integrated with the machine.

This allows users to make a virtual test run, reducing costly errors. bSolid's artificial intelligence improves performance over time, so it calculates the most efficient order of sequence, reducing machining times.

bSolid software does project part design plans, then uses the shop's own machine driver software to do a virtual test run.

bSolid software reveals conflicts and clashes in production, such as a misplaced pod on a CNC that might obstruct the bulky back end of an aggregate cutting tool – working with actual toolsets being used on projects, using G-code.



Find more CNC testimonials at the online version of this story: woodworkingnetwork.com/cwb



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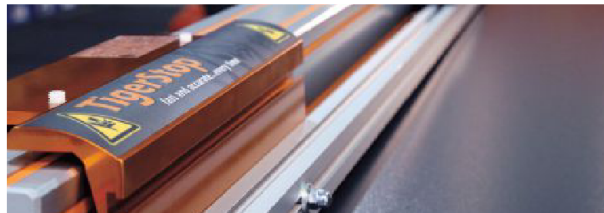
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Measure Is First Step in Control **Wood Moisture Meters**

Measuring moisture in wood and panel is key to controlling movement and assuring project stability. Here are some resources to help.

By Bill Esler

If **wood moisture issues** come up in your shop, you are not alone. Experts at the Architectural Woodwork Institute say that this time of year, when heating season begins, inquiries pour in on wood movement and cracking.

“Wood fibers take on and give off moisture in an attempt to come to equilibrium with the ambient relative humidity,” notes Greg Heuer in the latest issue of *Design Solutions* magazine. “When they take on enough moisture to add water to the cells, the wood fibers swell. When they lose all (or most) of

their moisture the fibers shrink, joints open, or cracks develop.” Heuer, who is AWI Chief Learning Officer, says, “The damage very high humidity (above 80%) and very low humidity (below 20%) does to fine woodworking is often permanent.”

AWI devotes a section of its *Architectural Woodwork Standards* to wood moisture. Expressed as a percent of a board’s weight, moisture content (MC) ranges upward of 40% in newly felled lumber, to kiln dried levels of 6% to 10% – a suitable range to work within.

While wood moisture content is an unchanging concern, technology and techniques for measuring wood moisture content advance at a steady pace. Taking advantage of ever more intelligent electronics, the meters for this purpose – either pin or pinless – measure electrical resistance (pin) or dielectric properties (pinless), both based on the water content in the wood.

Free technical resources about wood moisture are plentiful, such as the 2010 *USDA Wood Handbook* or from moisture meter

shop tools | Moisture meters

suppliers, who have posted white papers and answers to FAQs at their websites. Lignomat, for example, has created **moistureproblems.info**, devoted to the subject.

Delmhorst FAQs explain how moisture meters work and what makes moisture readings vary. "As wood temperature increases its electrical resistance decreases and indicated moisture content rises," says Delmhorst. "The lower the temperature, the lower the indicated

moisture content." The site also notes readings vary by wood species, so manufacturers now build in species correction tables, in Delmhorst's case using USDA Douglas Fir as a baseline reading.

Moisture Meter Selector

Pinless meters measure the moisture content within the wood by sending electrical waves through a sensor that is pressed against the

wood. Besides not leaving a mark, pinless meters can scan many boards in a short time.

Pin meters penetrate the wood to measure moisture below the surface. There are also hybrid pin/pinless meters that use both technologies in readings.

Lignomat says cabinetmakers and furniture makers use its **Ligno-Scanner D**, a pinless moisture meter able to measure boards that are at least 3/4". It has 71 settings for species' corrections as well as the ability to test laminates and other composites. Architects, general contractors and restoration specialists also use its **mini-Ligno SD** pin moisture meters. **Lignomatusa.com**

The **ProScan**, a pinless moisture meter that adjusts readings based on species, was introduced by Delmhorst, and is aimed at woodworkers, manufacturers of flooring and furniture, and general contractors. ProScan includes built-in calibration check and species corrections (.30 - .80 SG). By entering the specific gravity of the wood being tested, the meter automatically adjusts for wood density. **Delmhorst.com**

Wagner Meters says its **MMC220** is the most popular model for woodworkers, with user-programmable settings for handling wood from rare tropical species to more common softwoods and hardwoods, as well as reading materials with similar densities to wood. Intelli Sense Technology ensures the meter is measuring deeply in the wood without damage to the surface and without interference from surface moisture. **WagnerMeters.com**

Brookhuis America's **FMD6** measures moisture content with a probe which is placed in or onto the material to be measured. Calibration lines of wood species and building materials are available, and the memory holds 2,000 reads. **Brookhuis.com**

General Tools & Instruments' **MMD7NP** LCD Moisture Meter, priced at \$49 online but sold through dealers, has a measurement range of 0 to 53% for hardwood and 0 to 35% for softwood with an accuracy of $\pm 4\%$. General Tools top of line **MM70**, priced at \$299, features a remote probe and is available in a hybrid pin-pinless combination.

GeneralTools.com



Access FAQs, white papers and videos on wood moisture at:
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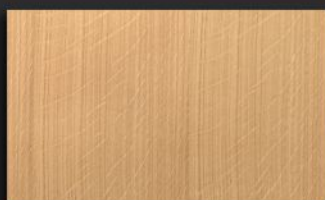
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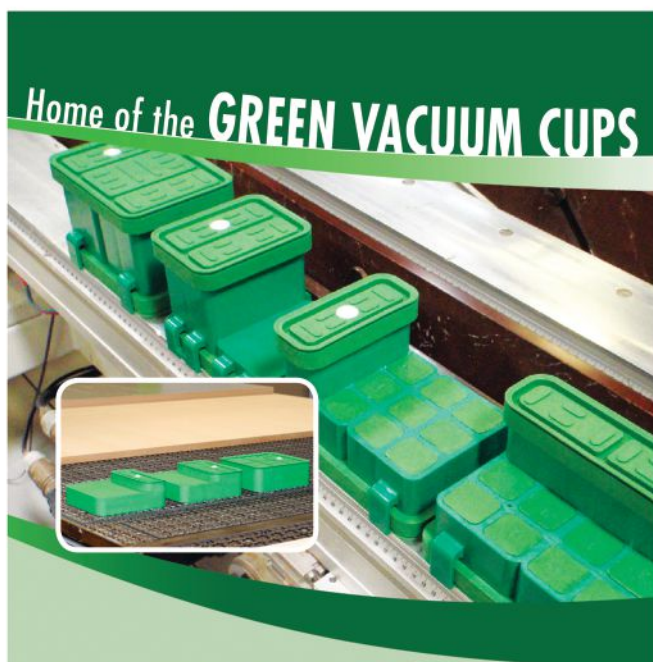
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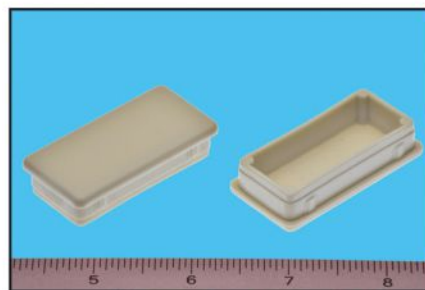


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Rate the Top Projects

By Bill Esler

Custom woodworkers, cabinetmakers and architectural millwork firms are still submitting their finest efforts in the *2013 Custom Woodworking Business Design Portfolio Awards*.

One example: quartered walnut fabricated by D&L Wood Products into this wavy wall. Undulating ribbons of walnut form an eye-pleasing final design for a high-rise residence on Chicago's fashionable Lake Shore Drive.

Rate it and all entries (or enter yourself) at woodworkingnetwork.com/designportfolio. Winners will be announced in a special December edition of *Custom Woodworking Business*. The "People's Choice" winner will be announced in the January 2014 issue. Awards will be given April 9 at Cabinets & Closets Conference & Expo. cabinetsandclosetsexpo.com

Rate Custom Woodworking Business Design Portfolio entries in architectural millwork, furnishings and cabinetry.



Rate D&L Wood Products' quartered walnut wavy wall.

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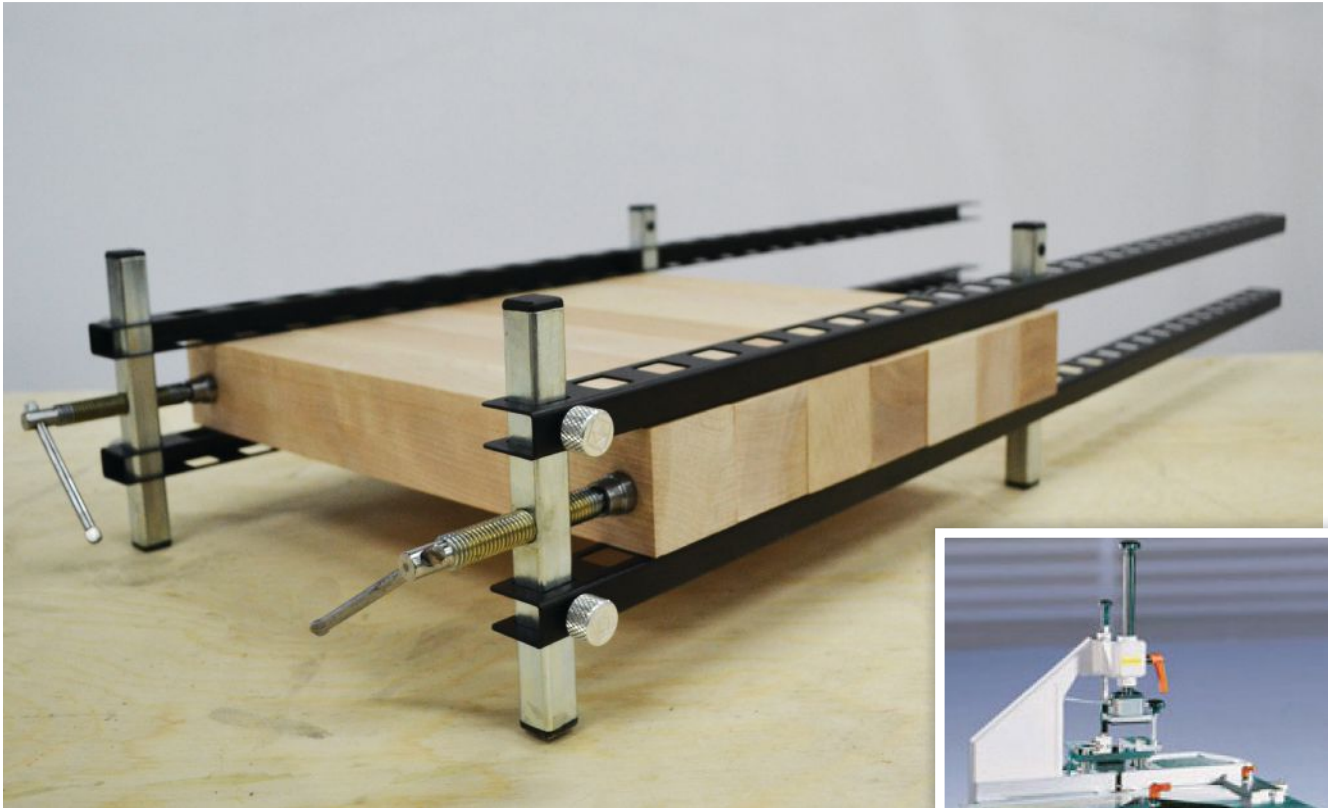
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Waist-height Wonders **Benchtop Debuts**

A new take on laying up boards, and other benchtop tools we've heard about lately.

By Bill Esler

Laying up boards of varying or even slightly varying thicknesses can be challenging. Just getting boards to align side to side for gluing is like putting together a puzzle. As depths vary, the complexity of achieving solid match up is even tougher. On top of that, side-to-side clamping pressure as the glue sets can cause the laminated board to curve.

Now Damstom has come up with a panel clamp that addresses that in an innovative way. The D300 is easy enough to use that even serious amateurs would be able to handle it, but it is a robust, professional caliber device that Damstom says establishes a new process of making laminated wood. They may be right.

The clamp prevents the curvature of wood

during the gluing process with dual-function clamping – side to side and top to bottom. It minimizes manipulation of the boards since there are fewer clamps involved. It also reduces the time for the process. Lay-up champs with a sixth sense for matching up boards from the sorting bin may not need this kind of assist, but that dual function clamping ability will probably appeal to a lot of users who can make use of the time saved in gluing boards.

The D300 will work with different thicknesses of pieces of wood up to 4½" while simultaneously making up to a 36" long laminated panel. Damstom tested it during development in eastern Canada, then made its U.S. debut, showing it in action at the AWFS

Fair in Las Vegas in July, drawing crowds.

Hoffmann showed its MU2-P benchtop routing machine at AWFS, equipped with a high speed router motor located at the center of the machine. A supplied 45° fence plate, which is guided in a keyway in the machine table, is used to accurately position the material on the table. The machine is equipped with a pneumatic foot switch to start the routing process. On depressing the switch, a routing sequence (as described here by Hoffman) is initiated:

- pneumatic clamp secures



Online embedded video shows and slides show how these tools work:
woodworkingnetwork.com/cwbarchives

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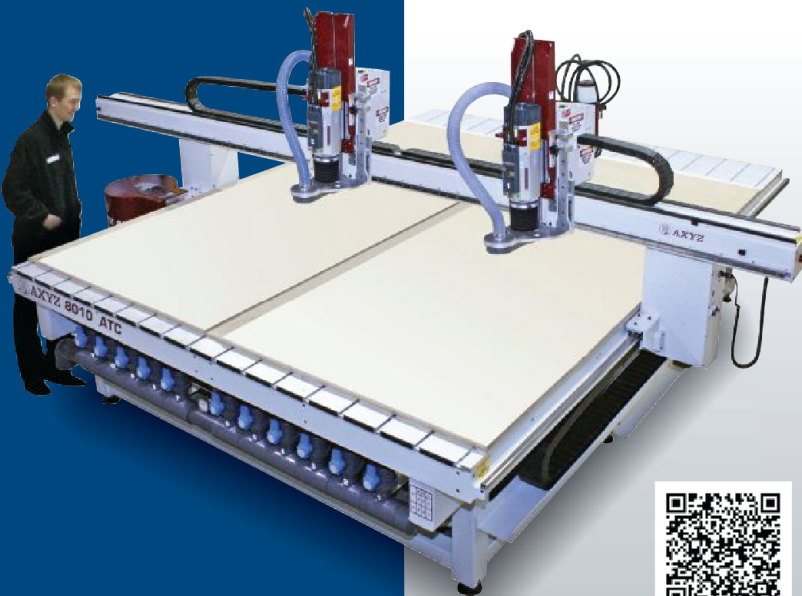
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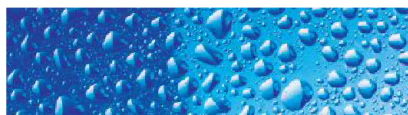
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workpiece on machine table and motor is switched on

- router head advances until the pre-set height position is reached
- router head returns to base position and motor is switched off
- pneumatic clamp releases work piece

The location of the dovetail slot for the Hoffmann Dovetail Key is adjusted by simply moving the fence plate. Once set, the plate is

locked in place and the routing sequence can begin.

Output is approximately 16 routing strokes per minute, which translates into two processed rectangular frames. These numbers include material handling, but obviously depend on routing depth, feed speed, material flow and operator performance as well. Flow control valves on the main pneumatic cylinder allow the operator to adjust the upward and down-

ward feed rate independently, depending on the material being processed. On its backside, the large heavy-duty cast aluminum machine base has a 1¾" diameter dust collection port to connect a shop vacuum for dust reduction during operation.

The supplied router bit is solid tungsten carbide, made to exacting specifications. Depending on the routing depth and the material to be routed, the usable cutter life is approximately 10,000 strokes, says Hoffman.

Also drawing crowds at that show were benchtop miter cutting solutions, including Cut 'N Crown's patented set of jigs that allow you to cut both halves of the joint without moving the saw. Reviewed by Bernie Bottens, the jigs set the saw angle for the initial cut:

"If you have never done crown moldings, you will need to take my word for it that cutting compound angles is a challenge for any woodworker. Then too, 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."

Portable Benchtop Mitering

A 12" miter saw on a compact wheelie that's really easy to roll onto a job site? Bosch recently introduced the CM12 single-bevel compound miter saw, and coincidentally a collapsible job site table that folds down, with the saw on it, into make a two-wheeled cart, which makes it a "portable bench-top" miter saw. Even without the cart the CM12 saw has a comfortable one-handed rear carry handle, thoughtfully set at an optimized center of gravity. Its cut capacity handles up to a 6" maximum crown, with a 6¾" max base against fence. Integrated workpiece supports expand to a generous 3-foot width. There are nine adjustable miter detents: 0°, 15°, 31.6°, 22.5°, and 45° left or right. A push-button detent override and thumb-actuated control up front allow for fine miter angle adjustment. "The machining on this saw is top notch; the portability is great too," writes a reviewer. "It did take a few minor adjustments to get it lined up perfectly but the manual provides instructions on how to calibrate it."



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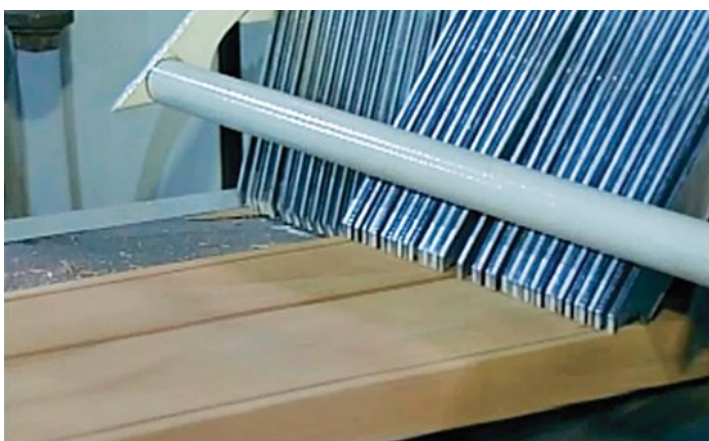
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Baillie Lumber Co.

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Baillie.com



► Carbide-Tipped Saw Blades

Leitz Tooling

Leitz VectorCut saw blades offer an average 35% longer service, consume 10% less horsepower and run quieter than standard blades (-3 db (A)). The saw blades also offer extended cutting performance and are available in sizes to fit many popular beam saws. The VectorCut saw blades feature a carbide-tipped design, which reduces operational friction and heat build-up in the micro-grain carbide tips.

LeitzTooling.com

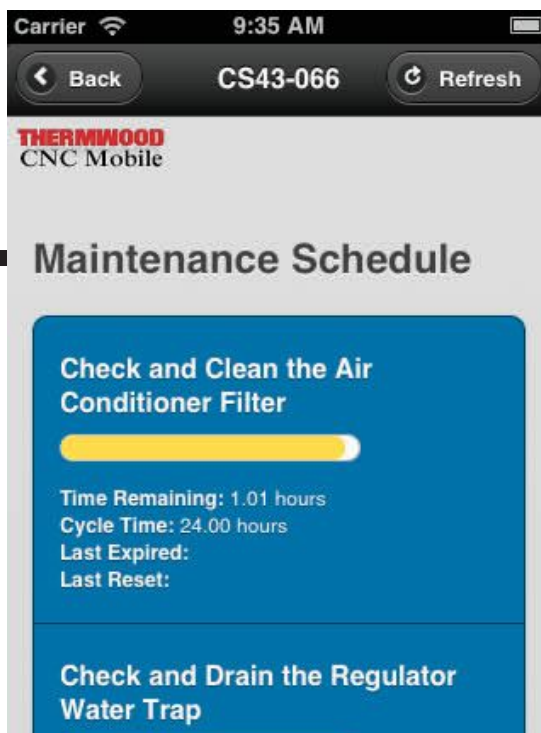


◀ Compact Edgebander

Scm Group

Scm's compact edgebander is designed to operate for many hours per day with a 16 m/min feed speed. Due to its optimum performance-price ratio, a small woodworking or furniture company can have a reliable edgebander with an excellent finishing quality and high productivity, the company says. Features: the feed track with a 1-1/4" industrial chain and the large dimensioned glue pot that can contain 2.5 kg of glue.

ScmGroup-usa.com



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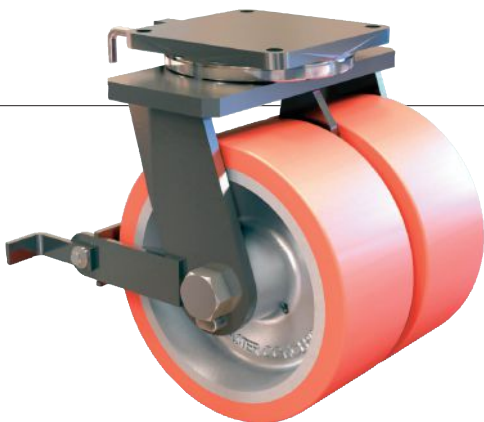


▲ Classic Woodworking Machines

Stiles Shop Solutions

The Ironwood line of machinery is now available for purchase online at the Stiles Store, which offers users the ability to specify a machine or machines of interest, view technical specifications, obtain pricing information including estimated shipping costs, and also select accessories.

StilesMachinery.com/store



◀ Custom Caster Configurator

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CasterConcepts.com



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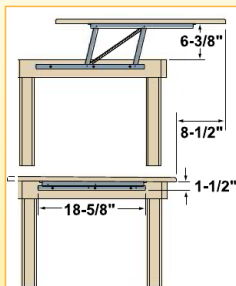
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BiesseAmerica.com

► Edge Screws

Quickscrews Intl.

Quickscrews has added three new sizes to its edge screw line. The screws are ideal for mounting hinges into the edge of the face frame on cabinets. Two key factors that make the screws work better include the long Type 17 point combined with the #7 diameter body, the company says.

Quickscrews.com



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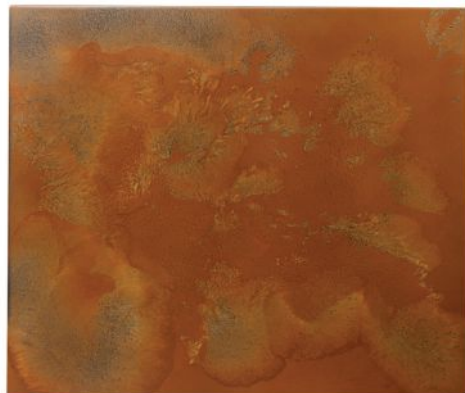
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▼ Corten Steel Effect Panel

ICA North America

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ICAAmerica.biz





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DrawersOnline.com

▶ Jigsaw with Interchangeable Base System Festool USA

Festool introduces the Carvex 420 Jigsaw, which offers a maximum speed of 3,800 strokes per minute. The Carvex 420 Jigsaw features an interchangeable base system, which offers task and material specific bases and base inserts for optimal results in cutting wood, wood-like materials, plastics and metals, says the company. The advanced blade guidance system is designed to ensure smooth, perpendicular cuts, even with thick materials.

FestoolUSA.com



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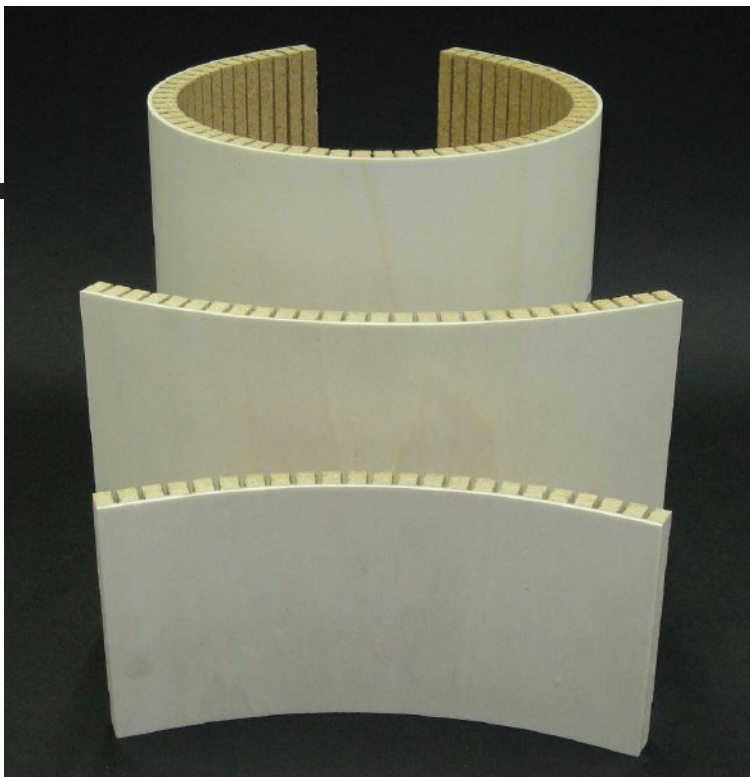
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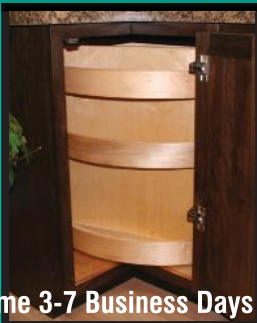
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▲ Transitional Style Carved Corbel Osborne Wood Products Inc.

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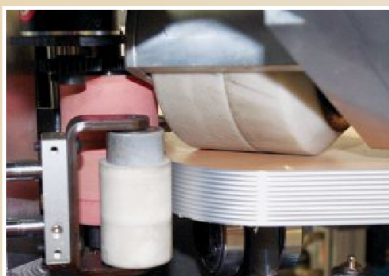
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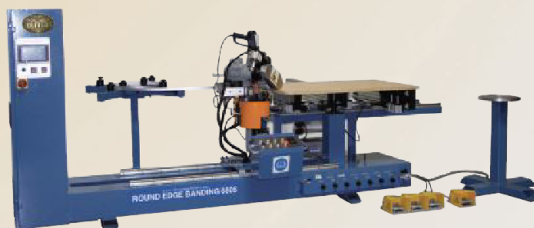
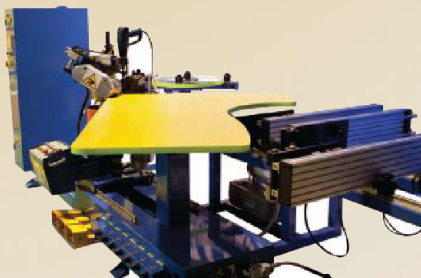


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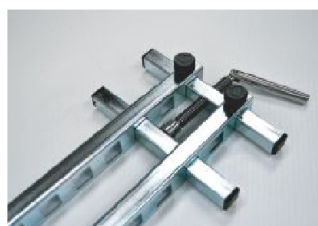
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Learning and Improving Skills **Sanding Training Centers**

Should sanding belts be cleaned? Find the answer in resources for wood sanding.

Staff Report

Training and information on sanding is becoming more accessible, with schools partnering with suppliers for training in automated and hand sanding. Finishing manufacturer Mirka provided a training session (shown here) at the National Institute of Wood Finishing (woodfinishing.org). Its curriculum, directed by Mitch Kahonek, operates within Dakota County Technical College near Minneapolis.

Madison (WI) College recently staged its 5th annual Sanding Seminar, in partnership with 3M and Stiles Machinery. The Madison College Cabinet Making & Millwork Program, a member of the Woodwork Career Alliance education network, is directed by Pat Molzahn. (3M, by the way, has begun rolling out a new generation abrasive for the wood industry, Cubitron II.)

The American Wood Finishing Institute (awfi.org) in South Boston, VA, founded by Phil Stevenson, focuses on training incumbent workers to upgrade skills, and consulting on

best practices in wood finishing production workflow for cabinetry and furniture manufacturers, along with other industries.

Tips and Safety for Abrasive Belts

Machinery and abrasives suppliers offer troubleshooting and best practices tips on sanding, such as these FAQs from Uneeda Enterprises.

What is the correct grit sequence to use on a wide belt sander?

First you must decide what grit you want to finish with and then work backwards, taking into account how much total material you are looking to remove. You should not skip more than one grit in any sequence to optimize abrasive life and ensure the highest quality finish.

How do I know if I am maximizing my abrasive life?

Abrasive life is a function of what type of material you are sanding, machine condition, environment, and grit sequence.

Should I clean abrasive belts?

Cleaning of abrasive belts is only recommended when soft materials such as pine are being sanded. These materials tend to load abrasive belts prematurely and once cleaned, will still perform well. It is not recommended to clean belts that have been used on hard materials such as oak and cherry because once these belts are worn down they cannot be resharpened after cleaning.

Why do I sometimes get swirl marks or fish eyes when disc sanding with a pneumatic random orbital sander?

Swirl marks, also called fish eyes, are usually a result of insufficient air pressure into the sander causing the sander to slow down. Random orbital sanders should run with a minimum of 10,000 RPM. Any slower and swirl marks may appear.



3M Cubitron II woodworking belt abrasives are now offered: go.3m.com/FZ | woodworkingnetwork.com/cwb



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Wood Shop Teacher In-Service

Finishing gets a hearing at the annual state-wide woodshop teacher in-service, this year held at TigerStop.

By Bernie Bottens



Every October woodshop teachers in Oregon and Washington participate in a state-wide in-service day. As a support person in these events, I strongly recommend that professionals in the cabinetmaking and woodworking industries get involved with their local educators. One way is through the Woodwork Career Alliance (WCA took over the work of the former WoodLINKS USA), which helps to bring together shop teachers and industry. My friend, Dave Anderson, who like me is a former woodshop instructor, helped organize these in-services, and now coordinates for Woodwork Career Alliance in the Northwest.

The event was hosted in Vancouver, WA, at TigerStop, by its president, Spencer Dick (he

also keynoted); and by Jack Ragan, VP Sales & Service. (Last year Jeff Wirkala of Hardwood Industries of Sherwood, OR hosted.)

Again this year, Carl Paasche of Woodcrafters in Portland, OR built a small vendor fair so teachers could see the hardware side of woodworking and receive "gift bags" from industry leaders such as FastCap, Bessy, Penn State Industries, and General Finishes.

Michael Dresdner, a legend among finishers, was there this year to talk to teachers during two breakout sessions. A walking encyclopedia of wood finishing knowledge, Dresdner approached each session with two questions: "What do you need to know? How can I help?" He went on to answer question after question



At TigerStop, Woodcrafters Carl Paasche (l.).

from shop teachers on how best to finish student projects, some of them pretty involved. With his guidance, teachers returned to their classes with lots of tips on how to direct students to apply a finish to their projects.

Learn more at woodworkcareers.org

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4 Beds, 1 Client Custom Bedrooms

A custom bedroom project features a wall of bookcases and cabinetry with a double platform bed.

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



Six months ago, we completed two huge custom bedroom commissions for a client...one for a son's bedroom and one for the daughter.

In each, a wall of bookcases and cabinetry on the left, transitioned into a double platform bed. The lower area would have bookcases along the back and right walls and the bed would sit atop a platform with pull-out drawers in front. Another queen mattress would be on the upper platform, and a rope fence would help keep overly energetic children from tumbling down. Access to the upper bed would be via rolling ladder, stored vertically and pulled out at an angle when the kids want to climb up.

The first step (and the easiest) was to remove the existing baseboards. The left wall of

the bed assembly was made up of two 3" thick torsion box walls, aligned using dominos and screwed to the studs in the wall.

Now it was time to bring in the bed parts. The front half of the bed was designed as a cabinet, with four large dresser drawers. The bed cabinet would fit snugly between the torsion box wall on the left and the bookcase on the right. The back half of the bed would hold up two removable panels, allowing access to HVAC ducting and electrical outlets.

We next added the front ceiling/floor torsion box on top, also aligned using dominos. A 4"x4" column, screwed into the side of the bed cabinet, supports the front right corner of the upper floor. On the lower bed area, we added



the four drawer boxes to the bed cabinet, a piece of trim to the front, crown moulding inside the lower bed compartment, and the two removable platform pieces behind the bed cabinet. Bookcase installation began by leveling the toe kick. We added base cabinets, dropped on the top, brought in the bookcases, nailed on the crown moulding, and added on the doors and hardware. Slideshow at woodworkingnetwork.com/blogs

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A Zongkers' worker, top, finishes veneer inlays. Dennis Zongker, below, carves a decorative wood component. He is known for his boxes (bottom).



Sharing His Wood Skills

Zongkers Custom Furniture owner shares a wealth of woodworking expertise.

By Bill Esler

Box making has been around since the time of the Egyptians. While popular with enthusiasts, box making also helps professional woodworkers hone and perfect core woodworking skills – refining fundamentals in veneering, dovetailing, routing, etc.

Dennis Zongker, among the foremost box makers (he won a *CWB's Design Portfolio Award* last year), has distilled some of his 28 years of knowledge into *Wooden Boxes: Skill Building Techniques for Seven Unique Projects* (348 pages, The Taunton Press, \$24.95). This coffee-table quality how-to book has step-by-step instructions that will prove invaluable even for pros.

The carving, marquetry, segmented turn-

ing, routing inlays and veneering methods explained in the book are used at Zongkers Custom Furniture Inc., launched in 1989 by Dennis and his brother Dan.

Featured recently in the *Omaha World-Herald*, the eight-employee Zongkers furniture and cabinet shop specializes in carving and marquetry in particular, which are given full expression in the amazing liturgical furniture the company produces. Religious groups will spend liberally for the high quality required for sacred objects, such as a hand-carved claw-footed table that could bill 320 hours at \$45 an hour, Zongker says.

Zongkers became a Government Services Administration vendor in 2006, which allows the company to bid on work

from federal agencies. Zongkers has done work for the U.S. Army Corps of Engineers, NASA, and even for the CIA and FBI.

Lately the company also has been producing classic-style conference tables, but updated to accommodate all the wiring and access needed for electronic communications equipment.

Dennis Zongker also welcomes local high school woodshop students for in-service training, marketing not only his company, but also woodworking as a potential career.



Wooden Boxes: Skill Building Techniques by Dennis Zongker:
woodworkingnetwork.com/cwb

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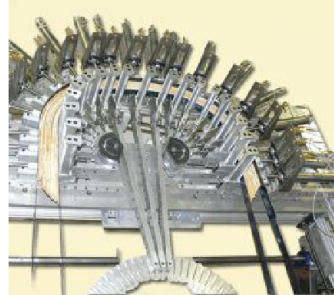
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Marketing Coordinator>Showrooms, Richelieu Hardware

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—Leslie Murphy KCD Software

"I've been enjoying the closet business for years but the conference has given me the opportunity to enjoy relationships with the people in the industry as well."

—Skip LaBella President, Closet America

"The 2013 Cabinets & Closets Expo was a very strong event for us (best one ever). The foot traffic far exceeded our expectations and the overall mood of visitors was extremely positive."

—Richard Chappell

General Manager, Cabinet Vision / Cabnetwork

"It was a pleasure to meet at the Cabinets & Closets Expo last week in New Jersey. I've attended several of the conferences over the years, beginning with Santa Clara in 2006, and have gained valuable connections, information and support at each one. Upon my return to work this week, I've been reaching out to new contacts, new vendors and renewing commitments and relationships with industry partners – all extremely important to my business and me personally."

—Patrick Layne

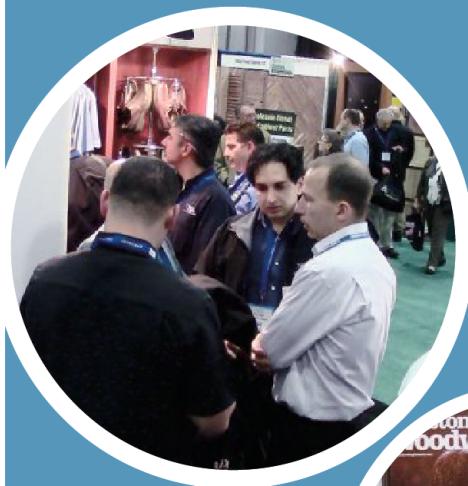
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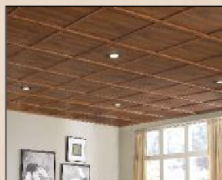


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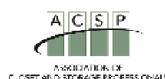
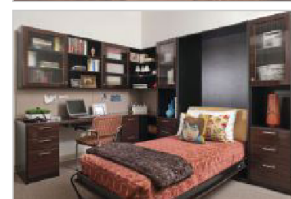
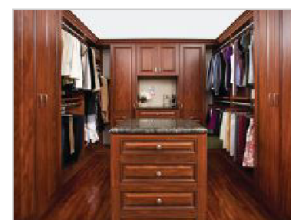
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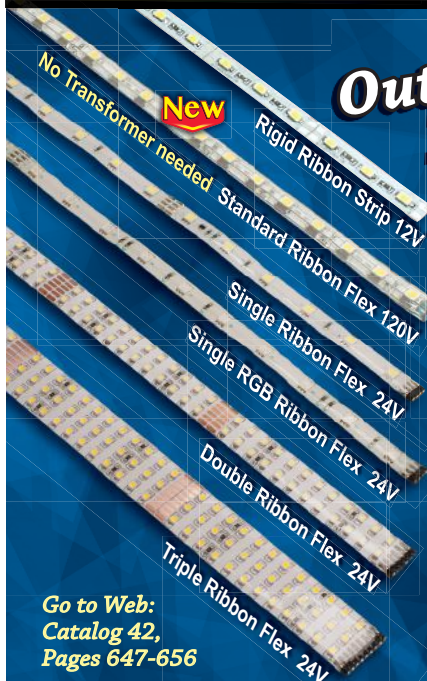
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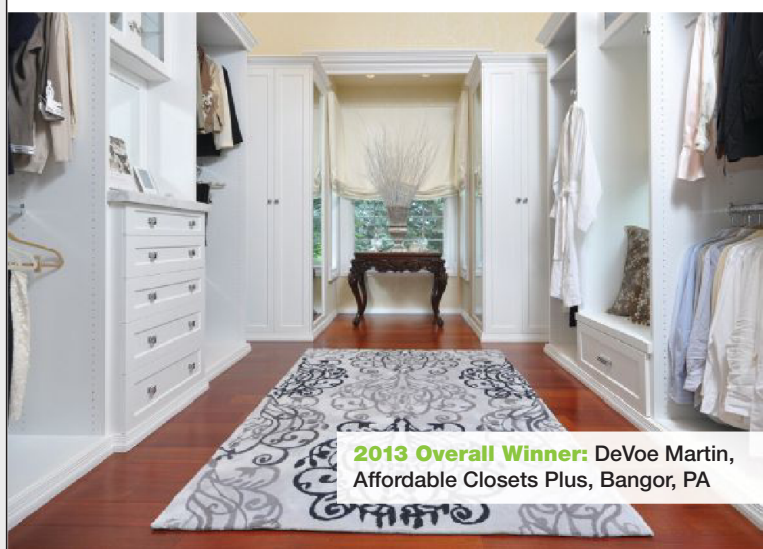
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CLOSETS

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Winners will be featured in Closets magazine and at the
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cabinetsandclosetsexpo.com for more show details.

CATEGORIES

- Garage:** less than 1000 linear feet
- Garage:** more than 1000 linear feet
- Home Office:** less than 150 linear feet
- Home Office:** more than 150 linear feet
- Closet:** Melamine less than 18 linear feet
- Closet:** Melamine more than 18 linear feet
- Closet:** Wood/Veneer less than 18 linear feet
- Closet:** Wood/Veneer more than 18 linear feet
- Closet:** Wire less than 18 linear feet
- Closet:** Wire more than 18 linear feet
- Closet:** Reach in
- Specialty** (craft, pantry, wine, laundry, mudroom)

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Making lofts livable, barn door hardware forms room dividers, sectioning off storage.

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The Container Store goes public, revealing \$93 million – 13% – of \$706 million in revenue is Elfa closet and storage systems sales and installation.
woodworkingnetwork.com/closets



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Cover and above: Real Sliding Hardware

Spend your time making money instead of closets.



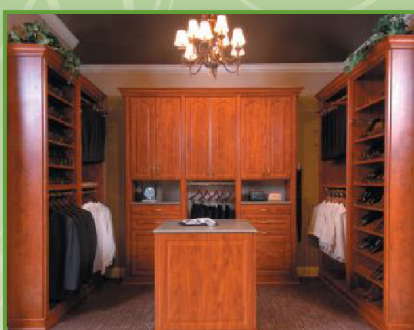
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CLOSETS
TOP SHELF
awards

Harut Varuzhanyan,
Artwood Design, won an
Honorable Mention for
"JRR Alyse."

Award-Winning Design

The annual competition for home organization and storage design is open for submissions.

CLOSETS TOP SHELF DESIGN AWARDS are given every year to honor the best in home organization design. The 8th annual contest is now accepting submissions at woodworkingnetwork.com/topshelf. Enter by January 31. Submission fee is \$45.

Winners will be featured in Closets magazine and also at a special awards ceremony, which will be held during the 2014 Cabinets & Closets Conference & Expo at the Garden State Convention Center in Somerset, NJ, April 9-11.

Check cabinetandclosetsexpo.com for details.

CATEGORIES:

Garage: less than 1000 linear feet
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Closet: Wood more than 18 linear feet
Closet: Wire less than 18 linear feet
Closet: Wire more than 18 linear feet
Closet: Reach in

Specialty: (craft, pantry, wine, laundry, mudroom)

Past 2013 Top Shelf Design Award winners were named in March at the debut of the Cabinets & Closets Conference & Expo, held in Edison, NJ.

The overall Top Shelf Design award went to DeVoe Martin of Affordable Closets Plus, Bangor, PA, for "Hidden Treasure Trove Dressing Room."

The People's Choice award went to Harold Locklear, Locklear Cabinet & Woodwork Inc., Rowland, NC, for "Mobile Showroom."

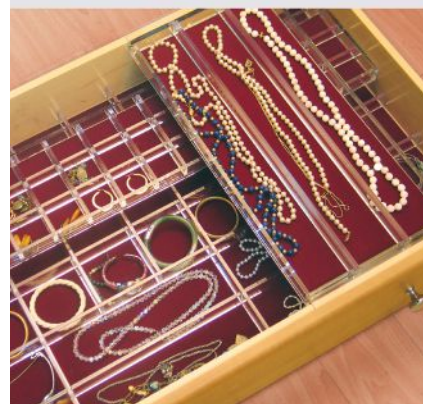
Each category winner received a Top Shelf Design Award trophy commemorating their winning entry and Honorable Mention winners in each category received a certificate. All finalists also were featured in the *Closets* April 2013 print issue.

Visit woodworkingnetwork.com/woodworker-awards/closets-top-shelf to view luxury closet photos, past contest winners of the Top Shelf Design Awards and to see dream closet pictures.



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Celebrity Designers

HOMES OF THE RICH AND FAMOUS have been making the news this year with celebrities like supermodel Gisele Bündchen building a \$20 million Los Angeles mansion featuring a luxurious walk-in closet and Jimmy Choo co-founder Tamara Mellon revealing her spacious personal closet filled with floor-to-ceiling shelving for her large collection of shoes. But celebrity closets are not just about famous stars, designers and builders are making names for themselves, too.

Lisa Adams of LA Closet Design became a celebrity in her own right with HGTV's "Million Dollar Closets." More recently, designer and remodeler Reed Woodson, whose work includes lofts build-outs with rough-hewn cedar closets, is featured in the latest Land's End ad campaign – Made To Work. From print ads in the *Wall Street Journal* to TV spots where he discusses how he got started. Woodson, who sports a classic shirt from Lands' End No Iron Dress Shirt collection in his spot, is part of a series featuring everyday professionals.

Owner of the eco-minded, bi-coastal interior design-build firm Beejar, Woodson is also a real estate agent. It was his entrepreneurial streak, which he says prompted him to connect "finding, designing and building with real estate. There are not a lot of people in the real estate business who are looking at real estate with the eyes of a designer, so I saw an opportunity and that's how I started the company," he says.

One of Woodson's projects, which has been featured in several publications including the *Food Republic* and *Elle Decor*, is a renovated 1,200-square-foot duplex in New York's West Village. Project highlights include: a 100% cedar walk-in closet; laundry room; a basement screening room; a custom-built open-flow stainless steel chef's kitchen; sauna and steam rooms with soaking tub in the bathroom suite; concrete floors with radiant heating covering the first floor; and exposed brick walls and walls clad with 19th century New England barn siding.

Apart from designing and building, Woodson is a licensed realtor in NY and CA and is certified LEED-AP for consultation on green building practices. He is also a NY Certified Construction Project Manager. And if that weren't enough – the Land's End ad is not his first stint in modeling. Woodson is represented by Wilhelmina Models, a talent management agency, and his portfolio also includes ad campaigns for the Banana Republic.

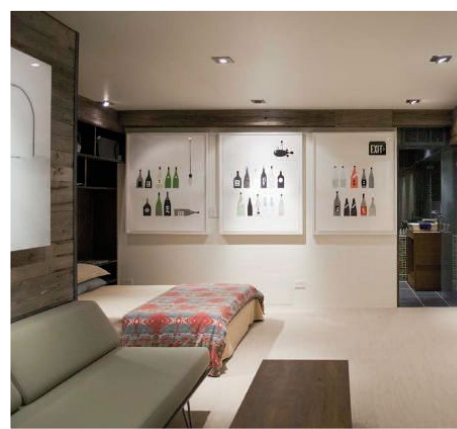
Top photo: Designer Reed Woodson's renovation of a Venice Beach home features dual vanities and a storage cabinet. **Bottom left photo:** salvage barn siding and wood shelving was used in this New York duplex remodel. **Bottom middle:** Wire baskets provide a pantry solution. **Right inset:** Overhead shelving for bedroom storage.





Model Remodeler Lands Ad Gigs

Although Reed Woodson is a designer and remodeler, he has also modeled – most recently for the men's clothing line Land's End. Woodson says he landed the job because a friend was the casting agent for the TV ad campaign and got him in for the successful interview. But his first modeling gig took place more than six years for the Banana Republic. "I was walking to the lumber yard to get material," Woodson says, "Chewing tobacco, and a girl asked to take my picture." Folks at Banana Republic, saw it, loved it and the rest, as they say, is history.





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Top Garage Storage for Sports Gear

A Cleveland, OH, company developed a patent-pending electric, overhead garage organization system.

Kayaking, skiing, snowboarding, hockey, basketball, baseball, football, tennis, golf – just a few of the popular sports requiring gear from poles and helmets to shoulder pads, hockey sticks and golf bags. Sometimes the gear is heavy or oddly formed, making storage difficult in certain cases.

Generally, home owners tend to store their hobby and sports gear in the garage – either in cabinets or hung on slatwall. Several companies offer other options such as overhead storage racks.

Unique Lift, located in Cleveland, OH, recently launched a new electronic overhead garage storage system, which offers great appeal especially for storing seasonal, bulky sports gear.

According to the company, the welded steel storage baskets can hold up to 400 pounds and are 4 feet by 8 feet – large enough to hold the bulkiest of sports gear, including bicycles. Attached to heavy-duty, 1/8-inch steel cables, rated at 2,000 pound load and which are run through a gear box, the 1/2 HP motor can be easily operated by a master switch box, raising the basket above the garage door and then lowering the basket by turning the key switch.

When the storage basket is lowered to the floor, the timing shaft switches to shut-off and the cables, although slightly loose, do not unwind, allowing homeowners easy access and ease-of-use in storing their sports gear, as well as other large and seasonal items.

Garage Storage and Organization

Visit woodworkingnetwork.com/closets to see a video on how the Unique Lift overhead storage system operates.



Using overhead storage racks is a great way to store bulky sports gear.

**ELECTRIC
GARAGE
STORAGE**



Photos: Unique Lift LLC

Cube Storage Offers Unique Living Space

A German designer takes a simple approach in creating storage that opens up the smallest of living spaces.

Small living spaces call for creative interior designs such as a new cube organization unit created by German designer Till Konneker.

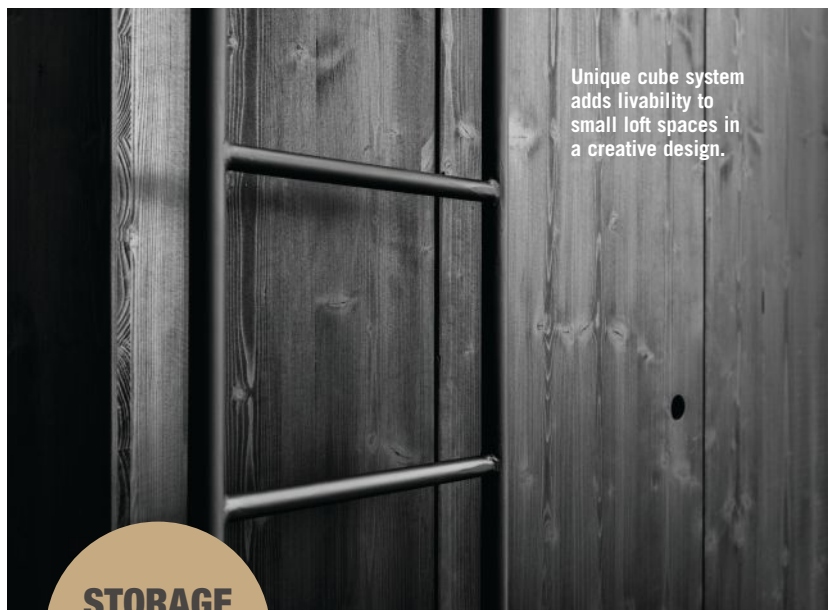
If necessity is the mother of invention, then that's certainly the genesis of this new system. Konneker moved into a studio apartment with virtually no storage. He developed a design that would hold his vinyl collection, TV, clothes and shoes. The unit, pictured, features 16 sections, 12 of which are used to store books and music. In the middle is a section for the flat screen TV. The left side of the unit incorporates a single hang area with upper shelves for folded clothing and bottom shelves for shoe storage. On top of the cube is a guest bed, built-in and with a slatted frame. Inside is additional storage space.

"A house is not really flexible," says Konneker, "But we can rethink the furniture inside. I believe useful furniture must be adapted to the needs of the user."

Woodworker Remo Zimmerli took Konneker's original sketches and fabricated the innovative system using 3-layer, 22mm spruce, assembling it with glue, screws and a few bolts. No nails, he says.

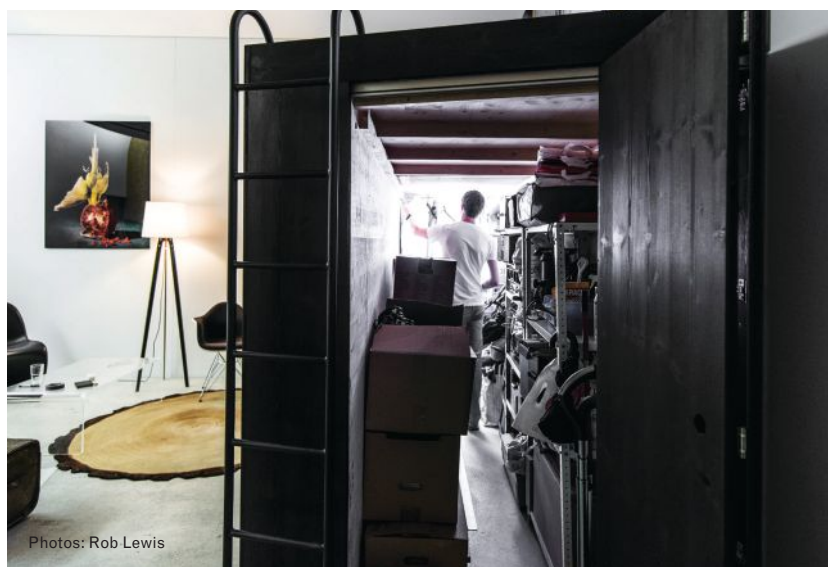
Manufacturing operations have recently been set up in both Europe and the U.S. with production of the Living Cube expected to start in early 2014. The highly customizable storage units will be shipped worldwide with higher-end, top-of-the-line systems fabricated directly on-site.

See a slideshow of the Living Cube at WoodworkingNetwork.com/closets.



Unique cube system adds livability to small loft spaces in a creative design.

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Photos: Rob Lewis



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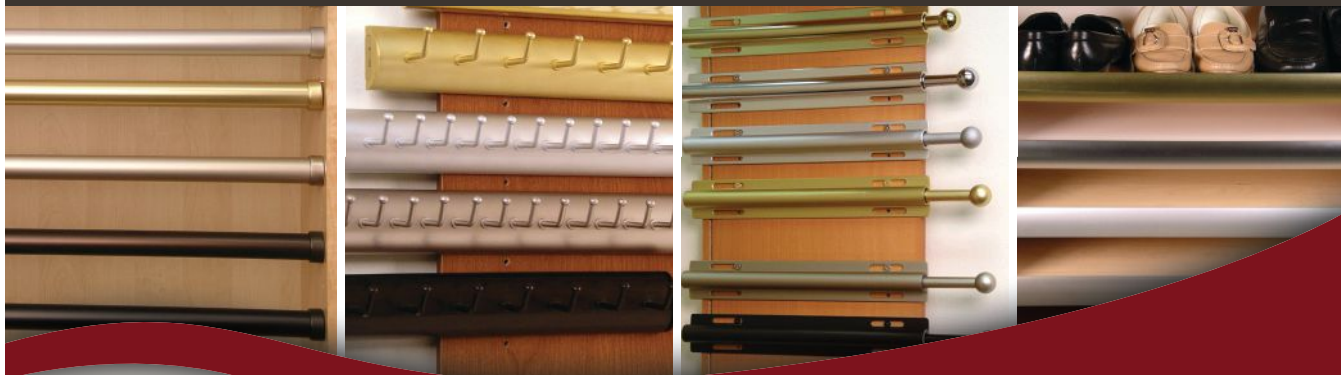
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Open the Barn Door to Trendy Design

Sliding barn doors offer home owners space-saving solutions with a rustic or modern chic appeal.

Sliding barn doors are making inroads in residential interior design. Take a look at a few of the popular online design sites from Houzz to Pinterest and you will see this new trend is popping up all over as home owners look for innovative and creative ways to personalize their living spaces.

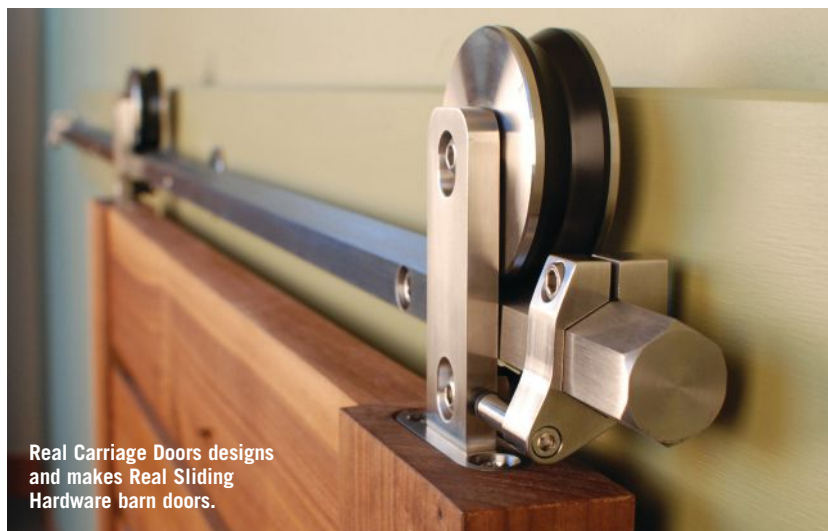
Often, these doors serve not only as functional but accent pieces as well. Whether a homeowner has a studio or loft apartment or an open space floorplan, sliding barn doors can provide a simple, yet chic, solution to dividing rooms.

A number of companies are offering barn doors and barn door hardware kits from Hafele, Real Sliding Doors (pictured), NW Artisan Hardware, CS Hardware, Rustica Hardware and Richard-Wilcox, with a variety of styles available from rustic to minimalistic.

A few of the companies are out with new barn door hardware lines. Real Carriage Door Co., which designs and manufactures Real Sliding Door Hardware, introduced a residential salvage barn door line made from the wood of the historic and dismantled Rainer Brewing Co. Cold Storage plant in Seattle, WA.

Kaysville, UT-based NW Artisan Hardware, which opened for business in 2012, sells barn door hardware kits and received the Utah Student Emerging Companies award earlier this year from the Utah Student 25, which recognizes businesses started and run by full-time students.

See slideshows and video of doors and hardware at **WoodworkingNetwork.com/closets.**

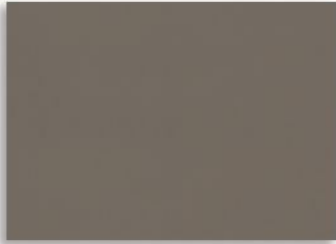


Real Carriage Doors designs and makes Real Sliding Hardware barn doors.



Photos:
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Storage, Space Top Home Owner Wants

Houzz study highlights home owner demand for open space design and versatile storage options.

Home owner demand for more flexible storage options and blended rooms remain a consistent and popular trend as well as soft and neutral color schemes, according to a brand new study from Houzz.

Contributing factors include smaller footprint homes and an aging population, which makes flexibility and accessibility a key design request. Also, interior designers are looking at creating multi-functional areas, for instance combining kitchen space with expanded pantry storage, a recycling center or by integrating it with the living room.

In the Fall Houzz Kitchen Remodeling Study, nearly 77% of respondents said they plan to open their kitchens into other rooms and 61% plan to incorporate a kitchen island, increasing storage options.

Additional study findings include:

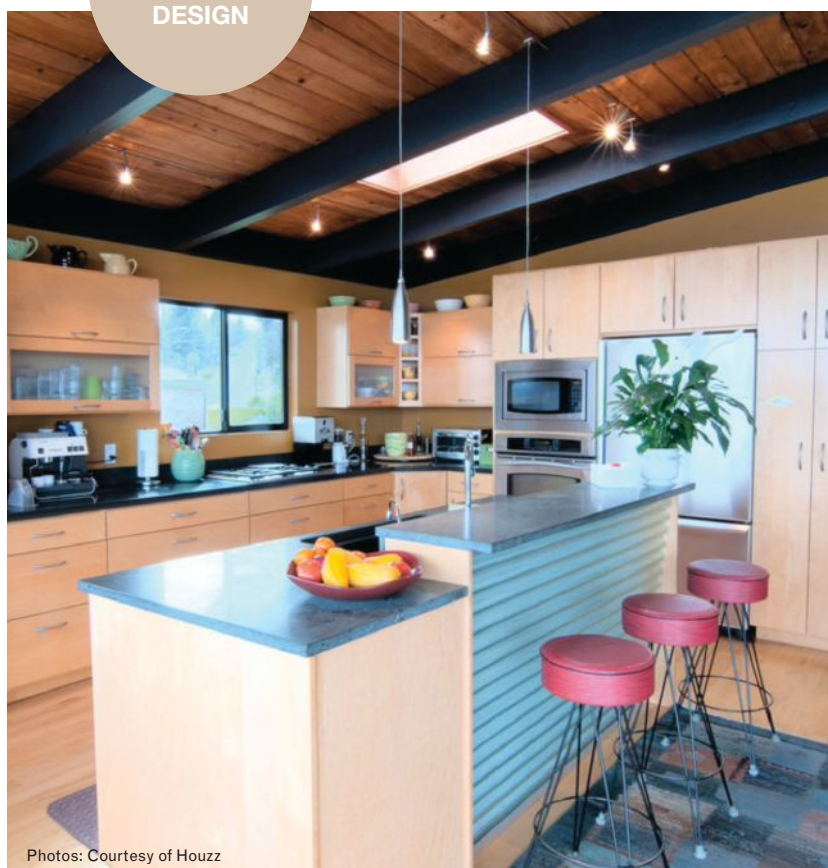
- Younger owners favor modern kitchen designs
- Ninety-four percent plan to change their countertops and granite and quartz are top requests
- “Soft and neutral” color schemes are popular
- Hardwood (35%), tile (32%) are top flooring choices
- Approximately 50% prefer a tile backsplash
- Nearly half of those surveyed value eco materials

Houzz, an online web site and mobile app for design and remodeling, surveyed over 7,500 users – 68% of respondents have not yet started kitchen remodeling plans while 32% have already begun construction.

In the Fall Houzz Remodeling Study, 61% of respondents plan to incorporate islands in their projects.



**FLEXIBLE
OPEN SPACE
DESIGN**



Photos: Courtesy of Houzz

Want to learn more?

Visit **WoodworkingNetwork.com** to discover out more about Houzz's interior remodeling trends survey.



CABINETS & CLOSETS EXPO 2014

The Northeast Show opens April 2014 at the Garden City Convention Center, Somerset, NJ.

The Cabinets & Closets Expo, which earned rave reviews in its debut last year is scheduled for Thursday-Friday, April 10-11, at the Garden City Convention Center, in Somerset, NJ. The move from last year's location in Edison, NJ, to Somerset provides space for expansion.

The expo that features cabinet and



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closet hardware, components, computer software, woodworking machinery and other products and services.

The 2014 Northeast Show will draw from

the inherent similarities and synergies of the dynamic closet and custom cabinet markets, while also paying homage to the distinctive differences that make each of these utilitarian products unique. The event also will capitalize on custom cabinet companies that are crossing over to win closet business and vice versa.

Show Details

The 2014 Northeast 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.

In addition to free programs on the Expo Demo Stage, tours of showrooms and woodworking plants will cap off the event.

While the schedule is under development, attendees can still anticipate educational events such as a full-day of management-level seminars, as well as the always popular Industry Networking Reception, including a live presentation of winners during the 2014 Closets Top Shelf Design Awards and the 2013 Custom Woodworking Business Design Portfolio Awards ceremony.

Visit cabinetsandclosetsexpo.com. For exhibit and sponsorship information about the Northeast Show, contact Mike Litwicki at 630.434.7779 or mlitwicki@heexpo.com.

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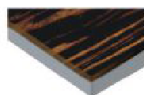
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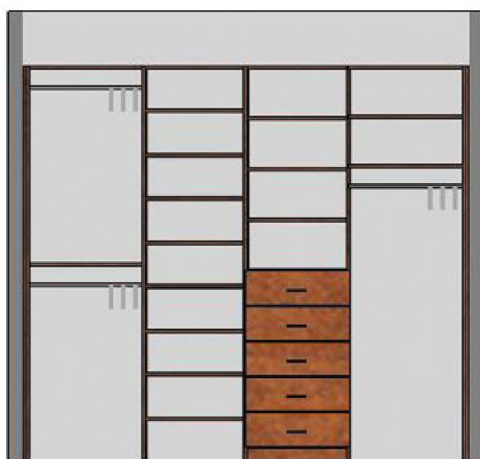


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