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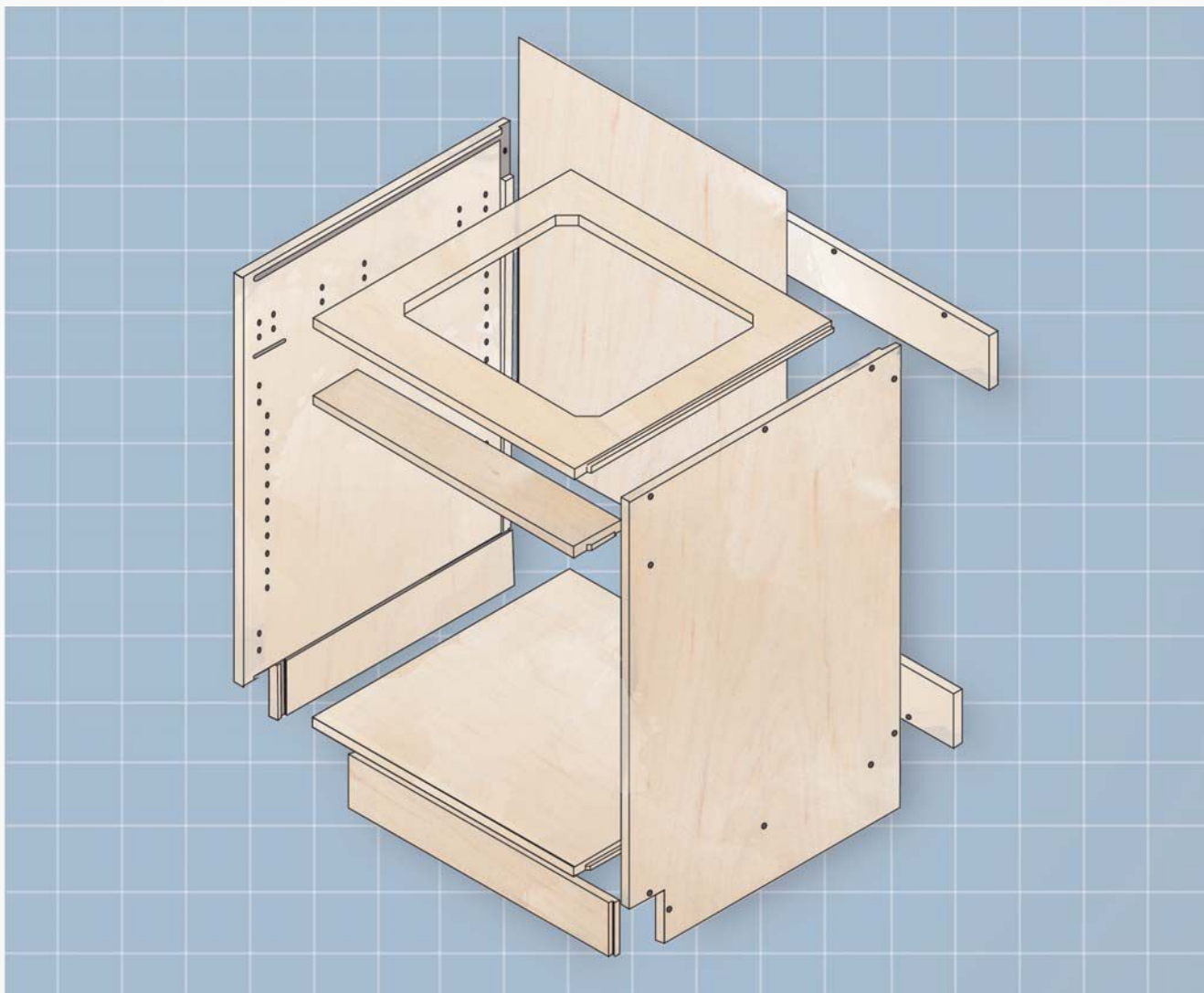
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MARCH 2014
Volume 24 Issue 2



OnlineVideo

From WoodworkingNetwork.com/video

How to Build a Billiard Table

Howard Hatch, custom furniture builder, launched Hatch Billiards to produce fine woodwork billiard tables and other furnishings. Too expensive to build on spec, exquisitely detailed models show the tables.



Digital Editions

Tablet-ready and e-reader compatible digital editions of *Custom Woodworking Business* are free, at Woodworkingnetwork.com/articles/archives

SocialMedia



Twitter: news feeds, blogs, article links and scuttlebutt.



Facebook. Great work, news feeds, loopy stuff, plus your posts.

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The industry's top publication on home storage and organization is featured inside of Custom Woodworking Business.
- 47 Profile: Paul Downs**
After moving from bench work to managing, Paul Downs' cabinet company started to grow.

Center Section

2014 Cabinets & Closets Expo Preview

Attend the annual show in Somerset, NJ, April 9-11. Check inside for the latest show schedules, news, guest personalities and more.

Cover photo: BKI Woodworks, along with other Design Portfolio winners, will be recognized at Cabinets & Closets Expo.

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Big Guys Now Do Custom

Like Detroit's auto makers, big cabinet manufacturers are back, fully retooled to produce tailored cabinet designs, answering the consumer expectation of individualized cabinetry orders, with most shopping originating online.

At KBIS 2014 these cabinet manufacturing giants showed the designers in attendance how they manufacture from automated order intake, speed turnaround, build in LED lighting, and size cabinets in 1/4-inch increments to fill the space "just so."

They also have advanced their outreach to the end consumer, coaching dealers on building their local web presence, and upgrading dramatically door and cabinet showroom presentations.

How can custom cabinet shops compete with that?

Design Within Reach

Smaller shops do have access to most of the same hardware and lighting components that the big firms do. But small shops have to stay in touch with the novel looks that are taking cabinetry from "heirloom design" to contemporary fashion statement.

At the KBIS 2014 Kitchen & Bath Industry Show, LED lighting (even at toe kicks), hardware to organize cabinet and drawer interiors, large capacity drawers, and reclaimed woods, and complex multi-stage finishes were among the top trends. If you missed KBIS, your next chance to see the goods is April 9-11 at Cabinets & Closets 2014. cabinetsandclosetsexpo.com



Bill Esler, Editor in Chief
besler@vancepublishing.com



Custom woodworkers vied for a slot in a Super Bowl ad. No luck, but they won our admiration.

Woodworking Network

Intuit Super Bowl

True Wood Good's Erin and Jason True's video, a semi-finalist for Intuit's Super Bowl ad, would have been a game-changer for the Chicago reclaimed furniture firm if they'd won, said Jason. Readers agreed.

These days, reclaimed wood is in huge demand. The cost factor is very unstable but a lot of people are looking for that old look, whether it be on a desk, table, stool. Being able to get your company on the Super Bowl commercial would have been great for True Wood Good and the advertisement of reclaimed wood projects. The world needs more people like your company, recycling fine pieces of lumber. - **Brad Harris, Mesick, MI**

Did anyone notice all that dust floating around? - **Joe Cleary, Univ. of Hawaii**

It's a lot less dusty since we got a new dust collection system hooked up to all of our new equipment through a State of Illinois grant. Quite a project! - Erin

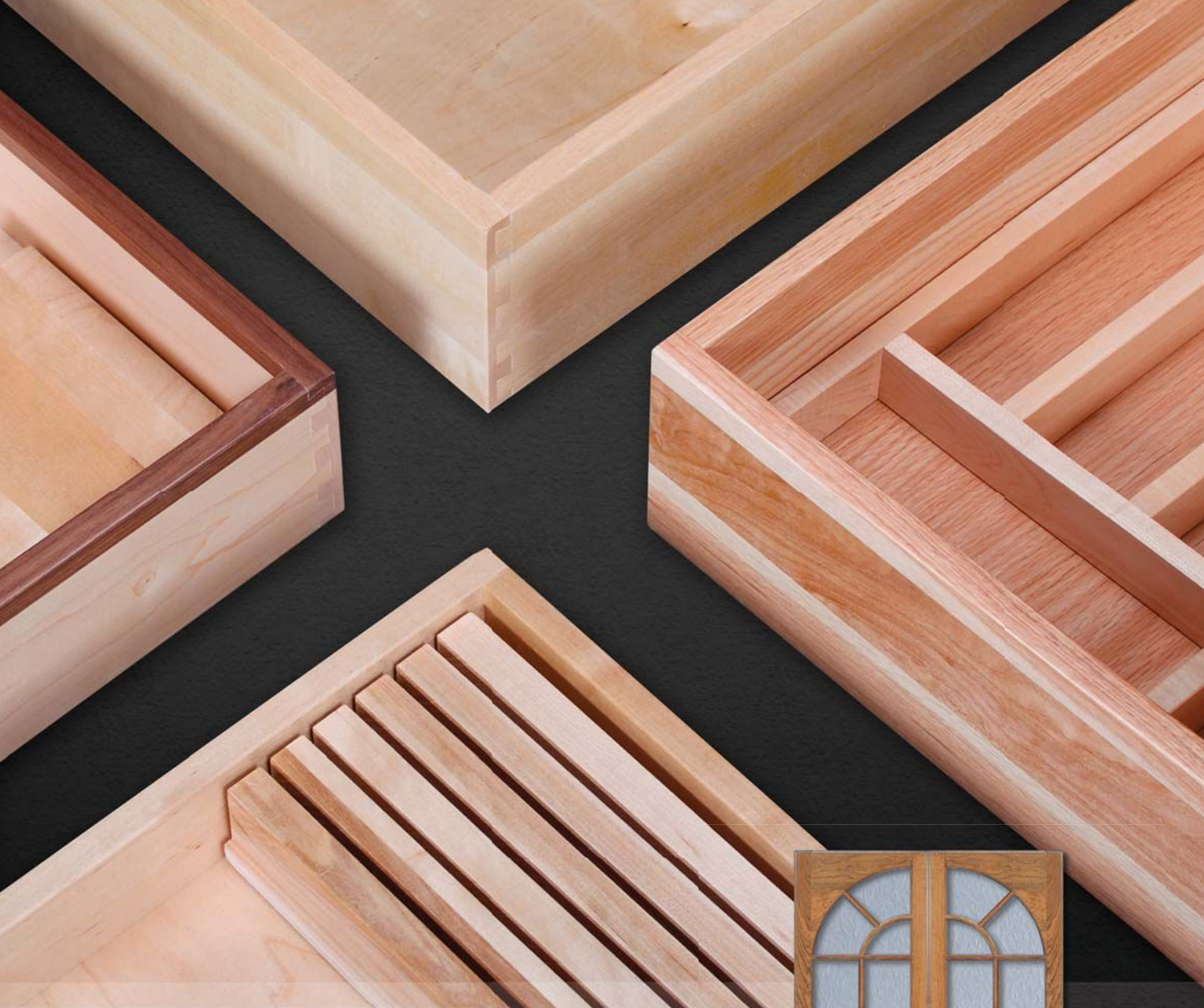
Some wood is just not going to dry straight, Scott Wunder blogs, recalling his start in cutting his own lumber. "Certain species always dry wonky: Flatsawn sycamore, elm, cottonwood and sweetgum," which twisted under pressure.

What type of mill do you use and how long have you been in the business... How did you get started? I have always been interested in milling logs into lumber but have not made a plunge. - **Todd Hall, Grand Prairie, TX**

Currently I use a Timberking bandsaw mill (for logs up to 30") and a Lucas mill with the chainsaw slabber for the big ones. I started 20 years ago with an Alaskan chainsaw mill and have owned a couple other mills in between. I long for a Hurdle automatic circle mill to dice up the lower-grade logs as fast as humanly possible. As far as I can tell, there will always be another mill I want. I say start out small. If you like it, can handle it physically, can find enough logs and love doing it, you can always buy a bigger mill. It is just cool to cut open a log, no matter how you do it. - **Scott Wunder**

Walnut, Olive, African Blackwood? At Facebook.com/woodworkingnetwork speculation about a 2014 Audi 4S wood dashboard species ran the gamut, and we haven't heard back from the German automaker at press time.

Looks like olive wood says Tarik Yousef, while Joe Knobbe bets on birch. Paulo Abreu suggests German Beech, while Certainly Wood Inc. says it could be "walnut stump." Audi says black wood. Is that "African Blackwood?" Your guess?



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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 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, automate 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!
www.kitchencreationscapecod.com



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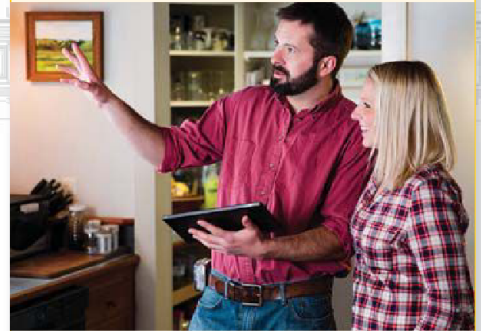
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News

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

How to Make Moulding Cuts

LAS VEGAS – Sheldon Smith of Cut N Crown was on-hand at the 2014 International Builders Show illustrating his crown moulding cutting kits to the crowd.

With a wireless mic and a chop saw Smith shares the lessons he has learned and showcases the products he has developed and patented to achieve the best cut – a set of jigs that allow the user to cut both halves of a joint without moving the saw. The jigs tell the user how to set the saw angle for the initial cut.



Closets a Hit at 2014 International Builders Show

LAS VEGAS – More than 75,000 participants gathered in the Las Vegas Convention Center for the International Builders Show and the Kitchen & Bath Industry Show.

The event combined two of the biggest remodeling and construc-

tion industry shows. IBS exhibitors, including Tigard, OR-based Closets to Go, filled 450,000 square feet of over 800,000 square feet filled with more than 1,500 exhibits. See *Closets* page 14 for more show coverage.



KBIS: LED Cabinets

LAS VEGAS – MasterBrand Cabinets Inc. emphasized fashion, new styles and applications, and substantive innovation in storage, LED lighting, and customized designs at the Kitchen and Bath Industry Show 2014.

For MasterBrand's first appearance at the show in three years, the new items were expansive. With its family of cabinetry brands — Aristokraft, Decora, Diamond, Homecrest, Kemper, Kitchen Craft, Omega and Schrock - each section of the booth offered new and innovative products and design styles.

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- **NafaStone** is NanoStone with leather backing.

- **Translucent Stone Veneer** panels have a translucent fiber glass backing which can be backlit for stunning colorful and effects similar to quartz.

- **Peel & Stick** is an easy do-it-yourself installation. The Flexstone Veneer sheets are incrementally sized to fit together like a puzzle.

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High-tech Hot Air Sharp Edge Advantage

By Bill Esler

New hot air edgebanders give seamless, durable joints, and make a strong case to upgrade from traditional glue lines.



Hot air edgebanding makes for a seamless edge, and glue permeates the panel to form a tighter bond with panels.



High-tech hot air edgebanding was shown last year at international woodworking shows, including the AWFS Fair in Las Vegas. If you have followed the storyline of laser edgebanders – a regular edgebanding machine that uses a laser to weld pre-glued edgeband material to panels – hot air edgebanding is the next chapter in the quest for quality and productivity.

A big problem with conventional edgeband is the visible glue joint, which collects dirt, and since it is open, allows the glue underneath to reactivate and loosen. Hot air edgebanders, which use the same specialized edgeband as laser edgebanders, avoid that. Hot air edgeband withstands exposure to heat, steam and moisture better than conventional edgeband – though laser edgeband performs even better.

Stiles compared these two “zero glue line” edgebanding approaches side by side, demonstrating Rehau banding on Brandt and Homag edgebanders. Stiles Homag laserTec edgebanding system uses laser beam energy to activate the glue and fuse it to the panel edge. Laser edgbanding runs faster, but carries a

significant price tag: \$300,000 plus the cost of the edgebanding machine. airTec edgebanding, a \$45,000 upcharge on both Brandt and Homag models, is more compact and less expensive.

An early adopter of hot air edgbanding was Closet America, Lanham, MD. The home storage sytems designer and manufacturer is the first U.S. company to place the Biesse Roxyl AirForce hot air edgebanding system in its production line.

The hot air edgebander emits a forceful stream of hot, compressed air through a slot nozzle, directed onto a reactive layer of specialized Rehau edgeband material activating the adhesive that bonds the banding to the panel edge. (See story in this issue’s *Closets* section.)

View more articles on hot air edgebanding at:
woodworkingnetwork.com/cwb



Cabinets change color in Vortek Experience 3D virtual presentation.



Imagining Wood Finishes

Cabinet dealer showrooms, a major theme at the KBIS 2014, got a new tool, as exhibitor Planit Canada, showed the Vortek Experience, a 3D virtual presentation of cabinetry, paneling and flooring design which can change species, colors and textures.

Vortek projects an interactive, full-scale kitchen project in stereo 3D, like a movie theatre. This allows clients to do endless “what if’s” with cabinetry designs. Importantly, it can show a mix of colors, textures, door styles and materials affects.

Using hand gestures, viewers update drawers, doors, colors, corbels, and other room elements. They can even access a library of elements from your cabinet design application.

Because rooms are shown in full scale and 3D, the customer gets a stronger sense of the finished project. The Vortek Experience system, developed by Arcane Technologies, takes up 50 square feet in a showroom. It can also be taken to local home design shows, and has an integrated web viewing component that can be embedded in your existing website.

Online versions track consumer behaviors via Googleanalytics, and calculate costs (components, options, selected materials). **See it in use at** woodworkingnetwork.com/video

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Real Stone Veneer

By Wade Vonasek

Applying a paper-thin stone surface onto a wood panel was once thought impossible, but Richter USA has developed the methods used to create a real stone veneer that woodworkers, furniture makers and cabinet makers can process with its Stone-Veneer product line.

Richter says the Stone-Veneer is made from sheets of real Indian slate rock. Because of the different geographical locations of the quarries the company uses, it is able to offer different colorations of the slate used for the Stone-Veneer.

The Stone-Veneer product line is described by Richter as light, flexible and ultra-thin. Because of the natural 3D surface of real stone, the actual thickness of the Stone-Veneer sheets range from 1mm to 3.5mm. The Stone-Veneer can be cut with standard saw equipment and is appropriate for residential and commercial applications, including floors.

Sizing Stone Veneer

In regards to size, Stone-Veneer sheets fall into two categories: raw and trimmed. With raw, the Stone-Veneer is processed from slabs of slate rock that are not perfectly square and with overall dimensions not exact, but close to the standard size of 24" x 48" plus/minus 0.2". The slate slab is processed as is and the sheets are the same dimension as the stone slab. All raw Stone-Veneer colors come in 24" x 48", with certain colors available in larger sizes.

Trimmed are processed Stone-Veneer panels cut perfectly square and trimmed to a consistent size. The standard trimmed size is 23.62" x 47.24". Other exact trimmed sizes are 23.6" x 23.6" and 23.6" x 11.8". Some trimmed colors are also available in larger sizes.

The same raw and trimmed sizes also apply to Quartzite as they do to the Stone-Veneer. Sandstone, Sahara comes in a raw size of 24" x 48" and in trimmed sizes of 23.6" x 47.24", 23.6" x 23.6", 23.6" x 11.8" and 49.2" x 104.3", with additional sizes available as options. NanoStone is available in only one size, 24" x 48".

Richter says there are four groups within the

Richter's Stone-Veneer product line allows for the application of a thin stone surface onto wood panels.



A kitchen island veneered in stone.

Stone-Veneer product line:

- **Stone-Veneer** – Available with three backers: GRP (Glass Reinforced Polyester) which is standard, and Fleece, and Peel & Stick, which are options. Stone-Veneer is available in seven colors.

- **Quartzite** – Available with the same three backers as Stone-Veneer. Quartzite is available in four colors: Copper, Jerra Green, Ocean Green and Silver Shine.

- **Sandstone, Sahara** - Sandstone is approximately 90% pure quartz. Once mined, the sand is bonded vertically with thermoplastic binders onto large sheets of textile fleece. The color variances of the sand are from white quartz to dark brown, and occur naturally. It is applied to a fabric mesh-structure, allowing for great flexibility. The backing also allows three-dimensional forming with heat.

- **NanoStone** - NanoStone is natural Stone-Veneer without the GRP backing, instead bound together with a water-jet impregnated and tightened fleece backing. An optional backing is an added natural fiber (100% recycled leather). NanoStone is available in six



A plywood chair veneered in stone.

colors: Autumn, Autumn White, Autumn Rustic, Multi Color, Terra Red, Black Slate and Black Line.

The average cost of Stone-Veneer is approximately \$7.20 per square foot. Although initial material costs do not attain a savings, other factors such as weight, time, and installation costs show a substantially reduced cost when using Stone-Veneer in place of slate tiles.

See a slide show at:
woodworkingnetwork.com/cwb





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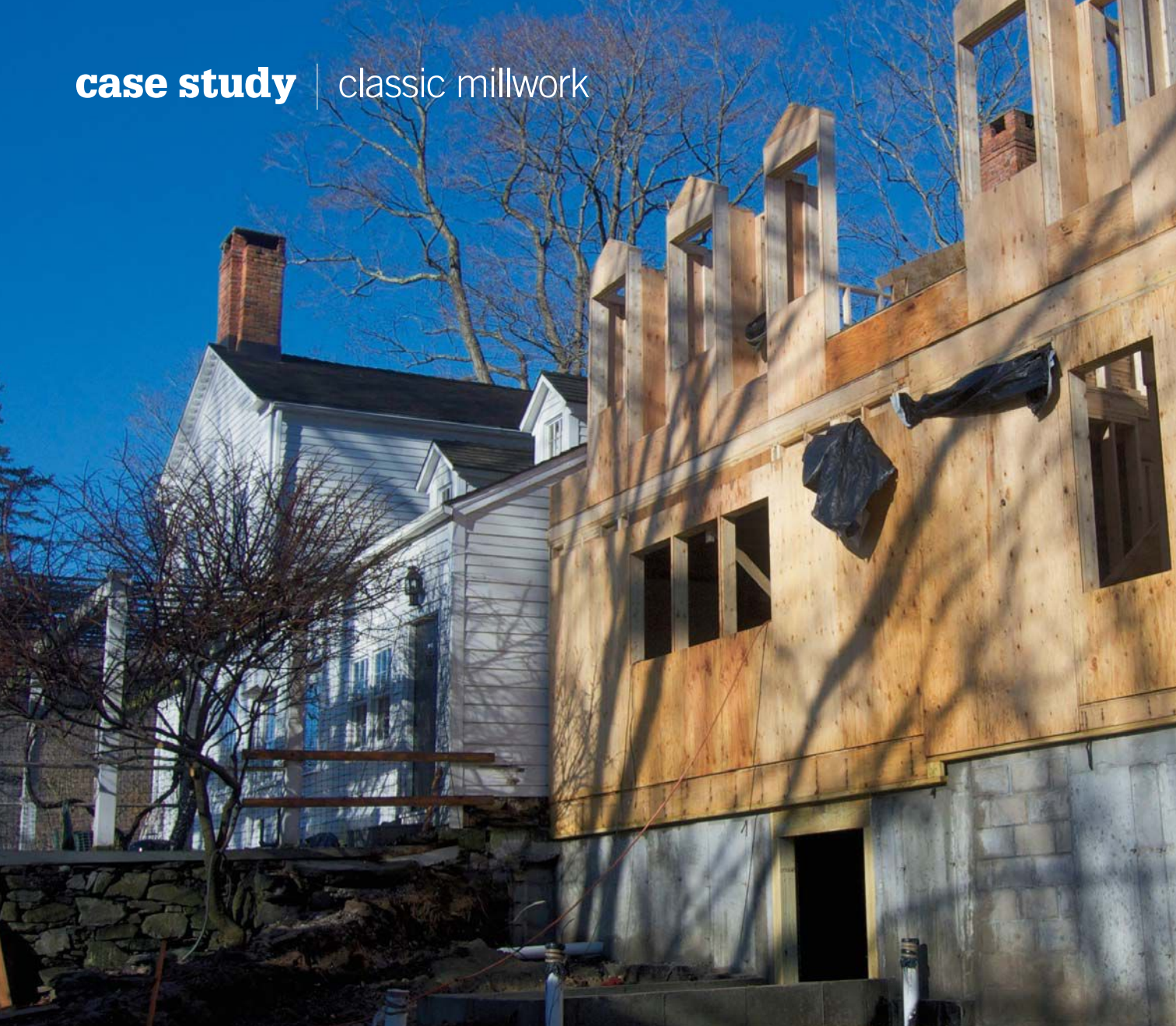
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New Old House Millwork

Connor Homes classic construction and JS Benson Woodworking's fine millwork

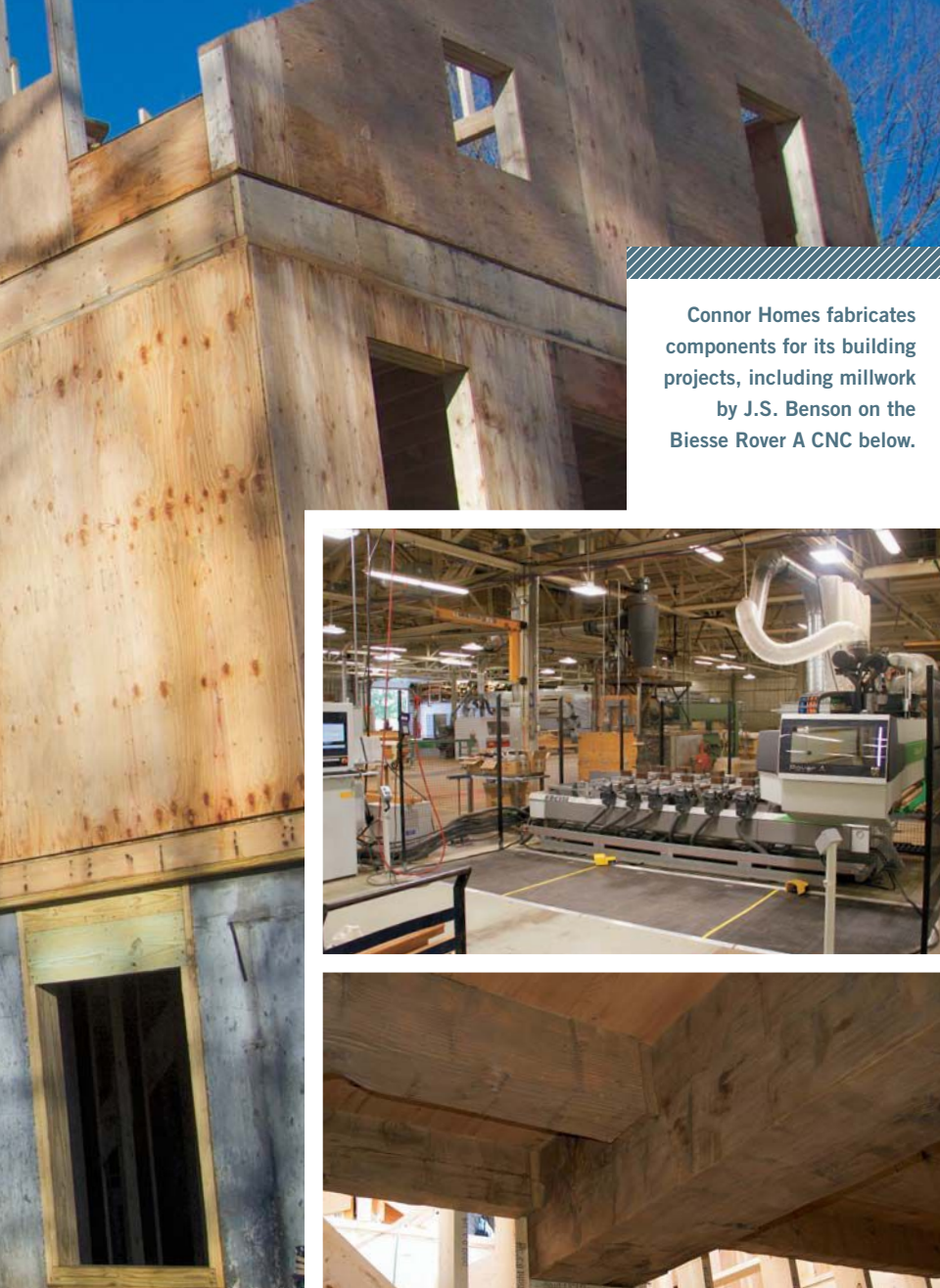
By Wade Vonasek

Connor Homes, a specialist in vintage-style home building and restoration – including period windows, doors, moulding, millwork and cabinetry – will soon have a starring role in a new television show. The Middlebury, VT firm is already assisting musician (and Rock & Roll Hall of Fame inductee) Daryl Hall as he expresses his talents as a builder and designer. A television production – “Da-

ryl's Restoration Over-Hall,” produced by Wolfson Entertainment and Boy Wonder Productions – will debut on DIY Network in May 2014, with a total of eight episodes.

DIY Network contacted Hall on learning of his interest in vintage architecture. The musician has restored a number of homes, including an 18th century farmhouse in New York where his musical program “Live from Daryl's House” is recorded.

“Daryl's Restoration Over-Hall” will follow the ongoing renovation of a late Georgian house from the 1780s located in Sherman, CT. Hall plans to revive the one-bedroom house, originally built by a widowed sea captain, into a new family home, melding a historically accurate restoration with the mandates of modernity and small town building codes. DIY Network's cameras will follow Hall's progress on a weekly basis.



Connor Homes fabricates components for its building projects, including millwork by J.S. Benson on the Biesse Rover A CNC below.



Framing for Daryl Hall's addition blends seamlessly with beams from the original 1780 home.

"The purpose of my new show is to restore an antique New England house, showing how it can be done in an authentic manner, keeping the original elements and making it consistent with the modern world," said Hall. "I also want to feature the important community of craftspeople, who are expert in authentic restoration."

The approach to what Hall wants to accomplish with his new program meshes

well with Connor Home's processes.

"A reverence for and an appreciation of historic architecture is at the cornerstone of what drives our company," says Connor Homes' CEO David Auth. "Efficient and innovative application of state-of-the-art woodworking technology allows us to replicate craftsmanship from the past and make it available to all."

Part of the Connor Homes philosophy

The Concept of "New-Old"

Buyers are regaining an appreciation of older home styles, with Neoclassic and Craftsman exteriors, but interiors adapted to contemporary preferences: open plan rooms, spacious kitchens as a family-centered room, and generous closets. Connor Homes is among builders skillful at translating traditional looks to contemporary lifestyles.

Certain buyers, like Daryl Hall, are willing to invest in period restorations, with updates adding modern features that ease the burden of upkeep, while preserving the classic feel of an original period home.

Connor Homes says a "New Old House" captures the essence of historic architecture "so we can have the charm and warmth embodied in that architecture, but take advantage of all the amenities of a new home." Connor's New Old Homes cross a wide spectrum of historic styles, so manufacturing millwork and moulding (at its J.S. Benson woodworking unit) that is specific to each project is done internally, using state-of-the-art technology and hand craftsmanship.



Daryl Hall used technology to copy Georgian/Federal millwork from his 1780 home into an addition.

revolves around its unique approach to the “New Old Home” movement (see sidebar), an attempt to capture the essence of historic architecture in a new home, with contemporary interior layouts and modern amenities, combining the charm and warmth of yesterday’s architecture with current technological advances and conveniences.

“Connor Homes was approached by the

original architect, who asked if we would consult on historic architectural detailing and provide a material package for the project,” says Auth.

“Our contribution to the restoration of Daryl’s 1787 house includes design and manufacturing of historically accurate millwork and architectural details for the original house as well as a large, period authentic addition. In addition, through our

J.S. Benson Woodworking division, we are providing true divided light windows manufactured using chestnut reclaimed from an 1840’s farm house.”

Auth says the design and some of the reclaimed lumber they are using for the renovation actually came from Hall. Connor Homes pre-engineers and builds components at its 118,000 square foot facility in Middlebury, VT, using two Biesse CNCs for cutting millwork, then prepackages the house and assembles it at the site.

Referred to as component building, the process also includes pre-assembling sections of wall and elements such as entrances, cornices, returns, and rake overhangs that can easily be erected on site. However, the company says that some things are still best done at the site, such as roofing, siding, installation of doors and windows and certain trims and mouldings.

Contrary to what most builders and buyers may believe, Auth feels that the more complex and sophisticated the architectural details, the more they lend themselves to off site manufacturing. With today’s high tech machinery and software, it is more practical to manage production in a controlled environment.

Architectural Integrity

Connor Home’s staff of architects and designers is knowledgeable in the design of period styles. Preparing precision architectural plans in AutoCAD and other applications, designers maintain consistency in period design, delivering files to the manufacturing systems and to the team of carpenters, who use them to produce bona fide accurate architectural details.

“Our company has been designing and building homes with authentic, historic architectural detailing for over 40 years, so the first advantage we bring to the table is institutional expertise,” Auth says. “Coupled with high technology manufacturing, we are able to accurately reproduce by machine what used to be laboriously done by hand. The end result is sophisticated architecture made more affordable.”

It is not always easy staying true to the original design and materials of a vintage home while using more current machinery and tools. The process can require adapting to a specific set of circumstances.



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Design Applications

AutoCAD, Alphacam, Cabinetware and EZ-window for projects

"We don't let the machinery drive the design," says Auth. "It's just the opposite. If using a machine to realize efficiency compromises design, the design would stay, the machinery would go. Even in this age of robotic millwork, we still use hand tools like chisels and scrapers, sanding blocks and hand planes to enable us to do a faithful reproduction of historical elements."

Auth says that Hall's project contains some of the typical challenges of an old house that has seen a series of renovations over the years. One of the initial issues was to determine what period of the several represented by the previous renovations should be the predominant driver in the current restoration.

"The original house was a Georgian/Federal amalgamation, with later Greek Revival elements added," says Auth. "In the end, after discussions with Daryl, it was determined that the Georgian/Federal elements would take precedence in the new addition and that existing moldings and paneling would be copied as they were originally executed."

Restoration Resources

According to Hall, there is a "legacy of unique antique architecture here in America. Unfortunately, in many cases, they have been let go, demolished, or altered inconsistently to their original character." Auth thinks that the series may bring more attention to these vintage homes, and in so doing, save more of them.

"Historic architecture has and continues to hold a place of reverence and respect with a large and appreciative crowd of admirers," Auth says. "Many assume the required resources and expertise no longer exist to execute the restoration of exquisite architectural details from the past. This se-

ries will hopefully make others aware that, first and foremost, there are dedicated and knowledgeable followers of historic architecture like Daryl Hall who recognize the artistic and academic value in restoring homes from another century. In addition, the series will reinforce that there are resources that are not only knowledgeable, but also innovative in their use of modern

technology to address the restoration and replication of an art form that was primarily accomplished using hand tools and long hours of human labor."



Follow Hall's home in slideshows and videos of work-in-progress at woodworkingnetwork.com/cwb

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Technical advice and support are major factors in some CNC buys, while software compatibility is key for others.

Getting Started with CNC Routers

Woodworking firms have taken a variety of approaches to finding their first CNC.

By Bill Esler

KC Woodwork & Fixture added its first CNC router in January 2014, a Multicam 5000 with extended gantry and a 12-tool rotary automated tool changer – among numerous other options. Producing projects mostly for commercial customers, the six-employee Tulsa, OK, firm was at work simultaneously on projects for a library, school, and a church when we talked.

“It’s much more efficient and timesaving,” says shop manager Kyle King, just returned to his shop from an installation site when we spoke. “Our productivity has gone up, and we will show a tremendous profit for it.”

For a first-time buyer of CNCs, a deal takes lots of research, education, and guidance from suppliers and peers. The path isn’t always

straightforward, and it can be long.

“It’s a process that has been going on for 10 years,” says King. “And sure, the cost is a big investment. But it’s definitely something that was needed. I wish we would have done it 10 years ago.”

King and his father vetted a number of suppliers, doing all their analysis right in the shop through a series of sales presentations.

“The reason we chose Multicam is because they were out of Dallas – 3½ hours means we could get parts the next day.”

Another first-time CNC buyer was DODO-case, which sells millions of dollars worth of bamboo iPad and smartphone cases, precision routed on CNC machines at its San Francisco

production operation. Co-founder Patrick Buckley began in 2009 leasing CNC time at the local TechShop. As the iPad took off, orders flooded in, so he bought a CNC.

“We first bought a used Scm Routech for a killer deal,” Buckley says. “It was actually a smaller machine. We found we needed more capacity and also wanted a back up, so we got a second larger router.” This was a more automated Scm Pratix. “For ease of maintenance and technical support, we wanted to stay with the Scm line of machines. The [larger] size of the Pratix machine lowered the machining time per piece by amortizing the tool change times over a larger number of finished parts.”

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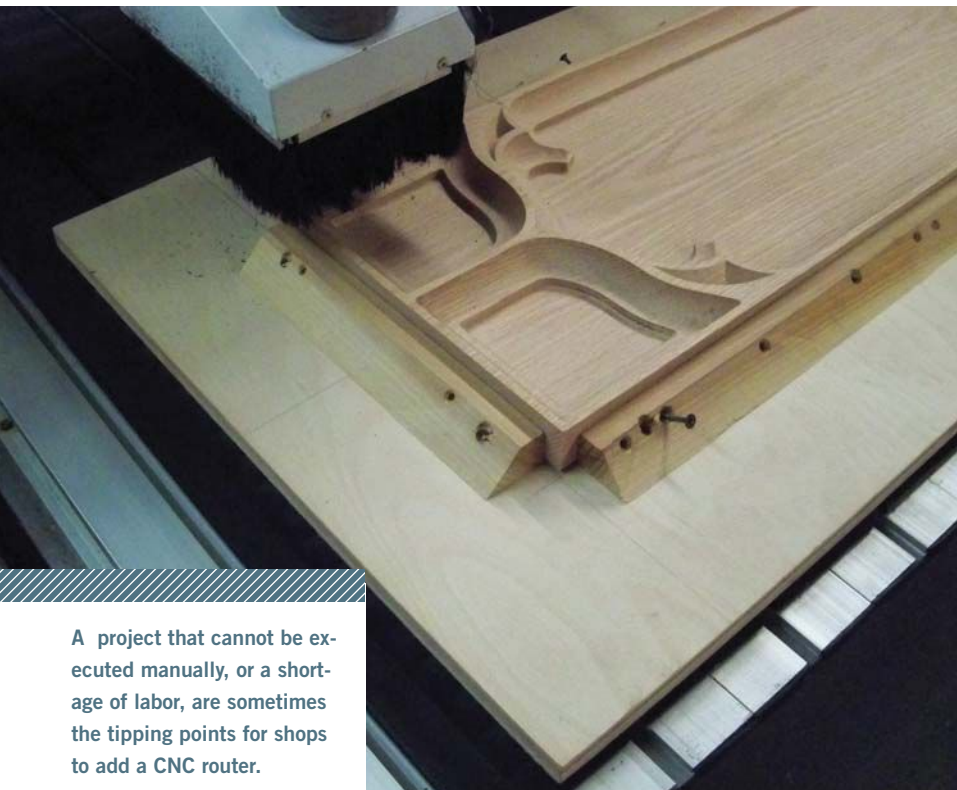


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A project that cannot be executed manually, or a shortage of labor, are sometimes the tipping points for shops to add a CNC router.

and prototypes from wood and other materials, was experiencing problems hiring enough skilled employees. They knew they needed to become less reliant on manual labor. So Cambridge added an XYZ 5012 CNC router about a year ago, customized with a larger work area and higher gantry to add capacity.

"We've increased our output in certain areas of our product line by 10%," says Ian Goodhand, owner, who says the CNC "also provided us with an increased customer base in certain markets which were not possible prior to the purchase of the machine."

Software First?

In 2004 furniture maker Lucien Casartelli began taking classes in software applications, which gave him the skill to operate a Komo 4-axis CNC router.

As his software skills developed, Casartelli added a Thermwood 5-axis CNC router.

Paul Downs Cabinetmakers also added a Thermwood CNC at its Bridgeport, PA operation. Downs will keynote the Cabinets & Closets Expo 2014 April 9-11 in Somerset, NJ.

David DiRanna opened a custom woodworking business, DiMac Designs, as a second career. "While our offerings were very well re-

ceived, I found the cabinetmaking process a bit tedious and repetitive," DiRanna says. Then he won a bid from a local school district for 195 classroom white boards. DiRanna produced them, and an order followed for 450 more.

"Business was booming, but creating the product was rather cumbersome since I still had to cut each piece manually using a template," DiRanna says. "It was clear we needed to tap into CNC technology." About two years ago, DiRanna added a Laguna Tools Swift model CNC. He says the reduction in labor and waste justified the machine within five months.

Redbook Help

How do you choose your CNC? The Red Book Best Practices Guide, published (like *CWB*) by Woodworking Network, gathered input from several manufacturers, based on questions put to them. Stiles Machinery notes: "The most common question we previously heard was, 'Do I buy a pod and rail machining center or a flat table router?' Now we are most commonly asked: 'Do I buy a pod and rail CNC machine, a flat table router or a vertical machining center?'"

See more CNC advice in Shop Tips on p. 56, and the **Redbook Best Practices Guide**.

From Board Hooks to CNC Woodshop

Surfboards and their close cousins, paddle, skate and snowboards, are often works of art as well as platforms for a ride. Board owners enjoy displaying their boards as well as riding them. John Perone saw the opportunity, and launched **onthewallracks.com** producing clear acrylic wall racks to save floor space and protect the boards they hold, as well as display them. Perone subcontracted them originally, but supply was inconsistent. So he added a Laguna Tools SmartShop I CNC router for his San Juan Capistrano, CA, shop.

"People liked what I had done and started asking for the racks," Perone says. Working out of his home shop, "I had a lot of people cutting plastic for me," he said. "But the clutter turned my house into a factory. So I turned to CNC machining and outsourced a supplier."

"That worked for a while. But I wanted the control that my own shop would give me. So I moved into a 1,000-square-foot facility and started looking for a CNC router."

Perone says he researched about a dozen different manufacturers. "I asked every company where I could see one of their routers in operation. That cut my list of prospects down quickly. Some companies expected me to buy from them sight unseen."

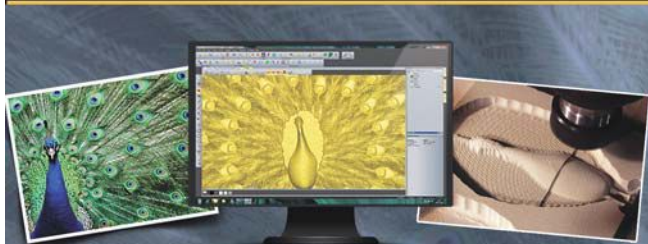
Since he lived near Laguna Tools' Irvine, CA, showroom, Perone drove over for a live demonstration. He was able to run several samples of his products. The demonstration, and availability of a nearby training facility, "is what finally convinced me," Perone says.



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

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Handy way to **Slice Into Woodwork**

By Bill Esler

Fein's oscillating MultiMaster is a versatile tool, taking on many types of work, with tool-free, quick change accessories.



Fein introduced the MultiMaster basic kit and also offers a cordless version of the MultiMaster.

Cutting and shaping wood extends well beyond the benchtop and shop floor for cabinet-makers and interior woodworkers. Oscillating tools have been catching on, switching from roles as quickly as you can change accessories.

MultiMaster is FEIN Power Tools' entry in this category. It can function as a rasper, circular saw, sander and oscillating saw –among other functions – in both its corded and cordless versions. FEIN says the high-torque motor in its cordless version performs the same as its corded version, the model FM250Q. Both versions feature electronic controls.

FEIN says the eight-point QuickIn tool mount on its MultiMaster provides superior torque transfer to accessories, and takes six seconds to change accessories, without tools – meaning you won't lose the chuck key.

The corded came out in an economically priced starter package, in a nylon bag instead of FEIN's traditional hard plastic case, and a set of basic accessories rather than the usual complete set.

It does have an E-cut universal saw blade



for metal and wood, a rigid scraper blade, and a sanding attachment with four sanding pads. This MultiMaster corded with Softgrip handle is priced around \$199.

The MultiMaster Cordless is powered by 8 lithium-ion cells, with a capacity indicator for monitoring of individual cells.

FEIN launched a series of cordless portable tools last year, taking advantage of the latest in brushless motors, including four, 2-speed, 1/2" cordless hammer drills it says can drill masonry, yet are supple enough to make high-quality holes in metal and wood. All the batteries in the cordless line can go from depleted to fully charged in 30 minutes.

More accessories and links to FEIN tools in virtual demos:
woodworkingnetwork.com/cwb



Spax says its patented screw design cuts cleanly and reduces draw on cordless tools.

Self-tapping Cabinet Screws

SPAX says its newest self-tapping screws are well suited to interior woodwork, providing a secure, aesthetically pleasing installation of fine cabinetry and other fine carpentry.

The German-engineered Spax cabinet screws (they are manufactured in the U.S.) have a large, low-profile head design that provides an increased load bearing area. The Multihead countersinks the head flush into the wood, also acting as a brake to prevent stripping when used in attaching metal hardware. The Spax system employs a T-STAR Plus drive (a driver cone is included in the screw packages). Spax says this promotes exceptional bit engagement, especially for overhead work. Spax's patented 4CUT Point requires no pre-drilling, with a square end that divides wood fibers to prevent splitting.

SPAX offers numerous other screws, including MDF screws specifically designed to prevent splitting in Medium Density Fiberboard) and hardwoods, also without pre-drilling. SPAX says these are also very effective for attaching lightweight, high-density polyurethane trim. A clean look is achieved from a trim head design, with cutting ribs under the head that allow flush or countersunk installation for a clean look, the company says. spax.us

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Closet America puts first hot air edgebander in U.S. in production making high-end closets.

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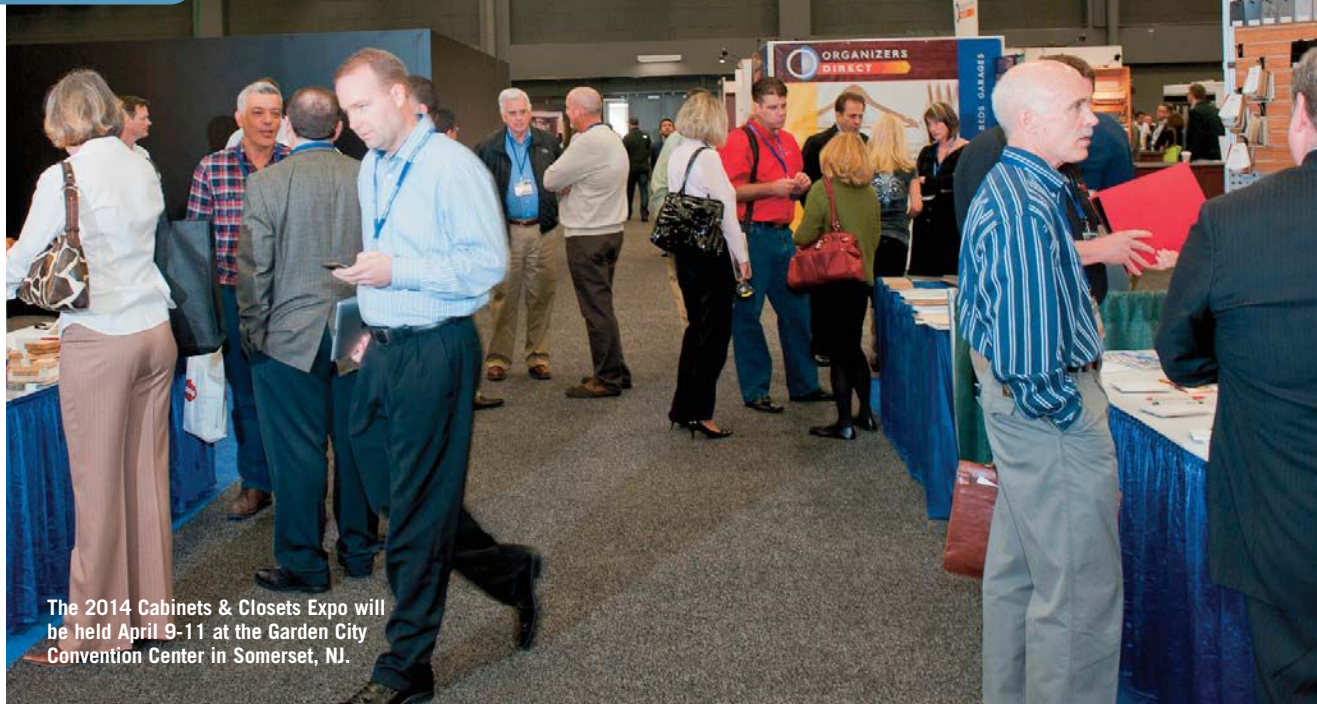
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The 2014 Cabinets & Closets Expo will be held April 9-11 at the Garden City Convention Center in Somerset, NJ.

CABINETS & CLOSETS EXPO 2014

Register now for the must-see event for custom woodworkers, cabinetmakers, closet and home storage system builders. April 9-11, Somerset, NJ.

A woodworking CEO who moonlights as a blogger for the *New York Times*, a tour of a high-tech architectural woodwork plant, a full-day of focused management-level education and a wide variety of product displays are among the highlights of the 2014 Cabinets & Closets Conference & Expo, April 9-11 in Somerset, NJ.

The Cabinets & Closets Conference, Wednesday, April 9 at the Hotel Somerset-Bridgewater, will open with keynoter Paul Downs, CEO of Paul Downs Cabinetmakers and author of a blog about running a small business in a tough economy for *NYTimes.com*, and conclude with the ever-popular Industry Gala Awards Reception featuring presentation of the Custom Woodworking Business **Design Portfolio**. Closets **Top Shelf**, **Best Kitchen Kitchen Design** awards and **WOOD 100 and Market Leaders**. Sandwiched in between

these events will be education sessions for closet and custom cabinet professionals.

The **Cabinet Conference** track will feature an afternoon session on cost estimating by Sean Benetin, owner of Millwork & More and a past president of the Cabinet Makers Association, conference cosponsor.

The Closets Conference track includes presentations on winning new business using **Houzz.com** and the new Closets & Storage Professionals Planning & Design Guide just released by the Association of Closet and Storage Professionals.

The Cabinets & Closets Expo, which earned rave reviews in its debut in Edison, NJ, is scheduled for Thursday-Friday, April 10-11, at the Garden City Convention Center in Somerset. The two-day expo will feature products and demonstrations from leading manufacturers and distributors of cabinet and closet hardware, wood components, computer software, woodwork-

ing machinery and other products and services.

April 10, the first day of the Cabinets & Closets Expo will be capped by a tour to **Eastern Millwork** in Jersey City. EMI takes great pride in its use of integrated software automation, technology and lean manufacturing to manage and enable the creation of high-end custom wood interiors and exteriors for a long list of corporate, university, retail, hospitality and residential customers. The tour is sponsored by Stiles Machinery and the ACSP.

The 2014 "Total Custom Storage Solutions" event draws 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 lifestyle product categories unique.

Learn more about attending or exhibiting at cabinetsandclosetsexpo.com.

MUST-SEE CONFERENCE SESSIONS

Check out these highlights of the 2014 Cabinets & Closets Conference & Expo.

The 2014 Cabinets & Closets Conference & Expo will utilize two neighboring facilities in Somerset, NJ: the Hotel Somerset-Bridgewater, April 9, and the Garden State Convention Center, April 10 & 11.

WEDNESDAY, APRIL 9 CABINETS & CLOSETS CONFERENCE (8am-5pm)

General Session "Keynote: You're the Boss: Running a Small Wood Products Business in a Tough Economy" – Custom woodworker Paul Downs, president of Paul Downs Cabinetmakers, as well as a blogger for the *New York Times*

New Research: "The Mind of the Wood-working Industry" – Laurel Didier, Group

Publisher, Woodworking Network

Cabinet Conference "Filling Your Funnel: Get More New Sales Prospects Now!" – Dave Grulke, CMA Executive Director "The Art of Cost Estimating & Pricing Profitably," (3-Hour session) – Sean Benetin, Owner, Millwork & More

Closets Conference "Using the ACSP Planning and Design Guide as a Marketing Tool" – Jeff Klein, President, Closet Specialist, and Dave Skinner, President, We Do Closets
"2 Second Lean in a Closet Shop" – Derek Holland, President, Closet Doctor

"Houzz.com: It HAS changed Your Business! Do You Know How?" – TBD

Gala Awards Reception

(5:30pm-7:30pm) Featuring presentations of the annual Top Shelf, Custom Woodworking Design Portfolio, BEST Kitchen Design awards and recognition of WOOD 100 and Market Leaders

THURSDAY, APRIL 10 CABINETS & CLOSETS EXPO (Expo Hours: 10am-5pm) Bus Tour to Eastern Millwork Inc. (5pm-9pm)

FRIDAY, APRIL 11 CABINETS & CLOSETS EXPO (Expo Hours: 9am-3pm)

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The 2014 Cabinets & Closets Conference & Expo gala reception will be held April 9 at the Hotel Somerset-Bridgewater, located in Somerset, NJ.

Gala Reception Takes Center Stage

Design Portfolio, Top Shelf & BEST Kitchen Design winners will be feted April 9th in Somerset, NJ.

Always a highlight, the 2014 gala design awards reception will take place April 9 at the Hotel Somerset-Bridgewater, located in Somerset, NJ, during the 2014 Cabinets & Closets Conference & Expo.

Attendees can expect a fun evening filled with food and drink and a presentation of award-winning design projects from the 2013 Design Portfolio, 2014 Top Shelf Design, 2014 BEST Kitchen Design award winners, as well as *Wood Product's* WOOD 100 and Market Leaders.

Design Portfolio winners were announced in December in the 2013 *Custom Woodworking Business Best of the Best Design Portfolio* digital edition, available for purchase at magcloud.com/user/billesler.

Top Shelf award winners will be announced in 12 categories for the first time during the gala reception. Categories include: Garage: under 600 square feet and Garage: over 600 square feet; Home Office: less than 150 square feet and Home Office: more than 150 square feet; Closet: Laminate less than 18 linear feet and Laminate more than 18 linear feet; Closet: Wood less than 18 linear feet and Wood more than 18

linear feet; Closet: Wire less than 18 linear feet and Wire more than 18 linear feet; Closet: Reach in; and Specialty: (craft, pantry, wine, laundry, mudroom).

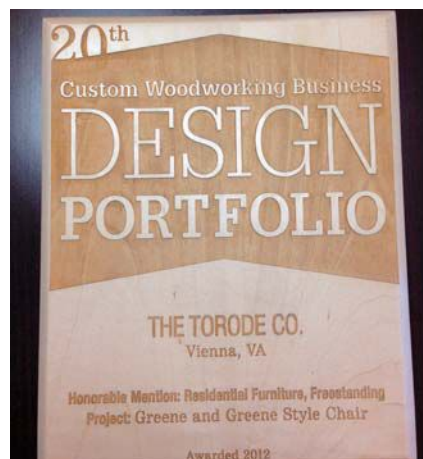
Closets magazine also has named judges for the 8th annual Top Shelf Design Awards. Returning judges are Denise Butchko, Butchko & Co., Chicago, IL; Angelia York, St. Louis Co., Maplewood, MO; and Joyce Hardison, Closet Crafters, Ventura, CA.

Joining the distinguished panel for the first time are designers Lisa Adams, LA Closet Design, Los Angeles, CA, and Melanie Charlton, Clos-ette, New York City.

Top Shelf and Design Portfolio awards are given to honor designers for their creative organization solutions and woodworkers for their outstanding design, craftsmanship and execution. Each category is intended to highlight functionality and originality, as well as design. Winners will receive an award plaque, recognition at the Cabinets & Closets Conference & Expo, and publication of their projects on all of Woodworking Network's media platforms. Register for the gala reception at cabinetsandclosetsexpo.com.



DeVoe Martin of Affordable Closets Plus, Bangor, PA, took home four awards last year.



2013 Custom Woodworking Business Design Portfolio Awards winners will receive their plaques at the Cabinets & Closets Expo.

ACSP Planning and Design Guide

Closet professionals will present workshop on using the ACSP Design Guide as a marketing tool.

In the works for two years, the Association of Closet & Storage Professionals (ACSP) Planning and Design Guide will be presented during the 2014 Cabinets & Closets Conference.

According to Jeff Klein, president of Closet Specialist and ACSP board member and chairman of standards committee, the guide was created to educate architects, builders, remodelers, residential designers and interior designers on how to prepare construction sites so that closet and storage professionals can easily design and maximize their clients' space. While providing specific detail, the guide does not show how to design closets.

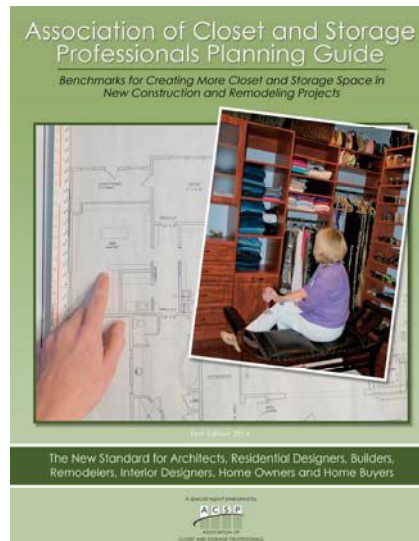
The entire booklet explains why builders should not hire trim carpenters to build their closets but seek out their local closet

and storage professionals. The booklet also explains how hiring closet companies increases their bottom line.

Presenters Klein and Dave Skinner, ACSP president and We Do Closets president, will offer conference attendees highlights from the guide in a workshop titled "Using the Association of Closet & Storage Professionals Planning and Design Guide as a Marketing Tool."

Key questions for workshop participants: 'If you don't do enough business with builders, ask yourself "WHY not?" and "HOW can I change that?"'

The session will show proven strategies on how to engage those customers and how to turn a meeting into a long-term source of committed referrals. Copies of the guide will be available at the workshop.



Closets magazine is the official publication of the ACSP. Register for this session at cabinetsandclosetsexpo.com.

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Custom woodworker Corbin Clay, Azure Furniture, will showcase his joinery techniques at the Eveready booth.

Meet Celebrity Custom Woodworker

Azure Furniture owner Corbin Clay makes his second straight appearance at the Cabinets & Closets Conference & Expo.

Celebrity custom woodworker Corbin Clay has gained fame in the industry since winning Kettle One and *GQ Magazine's* Gentleman's Call award in 2013. Featured in the *Wall Street Journal* and in the publications of Woodworking Network, Clay also has been a top draw at major woodworking industry shows including AWFS and Cabinets and Closets Expo.

Visitors to the 2014 Cabinets & Closets Expo April 9-11 at the Garden City Convention Center in Somerset, NJ, can once again meet Clay, who will be demonstrating joinery techniques. His visit is sponsored by Festool, and he will appear in the Eveready Hardware booth.

Making the Best of the Blues

Launched in 2009, Clay's Denver-based company, Azure Furniture, creates custom furniture from beetle killed pine wood, which has a blue tinge. He sells

this furniture in an online store, with pieces ranging from \$309 for an end table to \$1,199 for a dining table. He also sells cabinets, bookcases and media storage furniture, and exterior siding of blue pine.

In the heart of the area devastated by the Mountain Pine Beetle infestation, Clay can buy approximately 5,000 board feet of lumber per month that has been milled to his exact specifications.

He says 100 percent of the beetle-kill pine used in his production is Colorado-sourced, mostly from the surrounding Summit and Grand counties.

Clay takes the milled lumber, and after verifying proper moisture content, mills selectively glued-up blanks that are 8 feet long. His line of furniture is all built based upon a 96" module.

Wood finishes and powder coating are both formaldehyde-free. Low-VOC coatings are allowed to completely off-gas before shipping. Laminates are developed

from recycled paper, and applied to surfaces with Greenguard certified adhesives.

Clay's innovative approach and media savvy also lead to his opening a pop-up retail store in a downtown Denver, CO, mall last year.

Azure's team built pine-beetle furniture on site for retail sale. Festool helped sponsor the project in which Clay built a 12' x 12' pergola at the "Garden Block" (16th St., between Curtis and Champa). It remains in place as a public installation.

Several wood products were available for under \$100. The company sold coasters, cutting boards, a bicycle shelf, and furnishings from its mountain pine beetle killed lumber designs.

All of the furniture was made live using his Festool Domino XL.

Visit cabinetsandclosetsexpo.com to learn more about Corbin Clay and other featured guests at the show.



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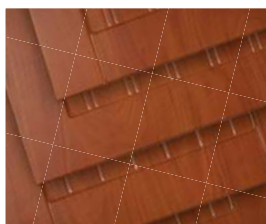
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Jonathan Taylor, left, Richie DeMarco, Michael Taylor and Mike Dobrova commemorate a moment at a recent Closets Expo.

Eveready Hardware Still Going at 80

Meet the Long Island City (Queens), NY, company as it celebrates its 8th decade during the 2014 Cabinets & Closets Expo.

Eveready Hardware will celebrate its 80th anniversary in grand style with its biggest display ever at the 2014 Cabinets & Closets Expo, April 10-11 in Somerset, NJ.

The Queens, NY-based distributor has actually existed longer. Michael Taylor and his son Jonathan start their company's timeline in 1934 when Michael's father, Maurice Taylor, who sold caning to furniture manufacturers, teamed up with Dorothy Salinger, top salesperson for a manufacturer of furniture hardware.

By selling each other's products, they greatly expanded their sales. With the Great Depression in full swing, Salinger was paid in company stock in lieu of a paycheck. Before long she had amassed enough stock to buy the entire company. In 1934, she incorporated it as Eveready Hardware.

Jonathan Taylor notes that the original stock certificates incorrectly titled the company Ever Ready Hardware, Mfg., Co., Inc. "This is a common mispronunciation of our actual company name, which still occurs and is a running joke inside of the office to this day," he says.

In 1935, Salinger and Taylor took their partnership to a higher level by getting

married. While Dorothy retired to raise the couple's two children, business steadily improved as the Great Depression drew to a close. Originally occupying four floors of the original 1883 Gretsches Building in Williamsburg, Brooklyn, Eveready Hardware employed 188 men to primarily make furniture hardware. During World War II, the company was contracted by the U.S. government to make parts for bombs, walkie-talkies and all service medals.

"As a kid, my dad had more medals than General Eisenhower," Jonathan Taylor laughs.

Michael Taylor joined his father in the business after graduating from college in 1962. Soon after, the company switched from making hardware to becoming a direct importer and distributor. He transitioned from sales to running the company in the 1970s. "It was during this pre-computer time that (my dad) brought new ideas in purchasing, expanding Eveready's lines and becoming more efficient in managing the company," Jonathan Taylor says.

By the end of the 1980s, Eveready was fully computerized and Michael's wife Diane, lent her business skills to help update employee policies and hire new staff to

keep up with the growing business.

Celebrating 53 years in the business, Michael Taylor takes great pride in owning an independent distributorship that has weathered many storms over the years.

While Michael is still very active in the business, his son, Jonathan has taken over day-to-day responsibilities, while senior vice-president Richie DeMarco, handles sales. Jonathan has been working on and off in the business since he was 5, becoming full time six years after studying engineering and technology. One of his passions is keeping the company's software technology ahead of the pack.

"Like my Father before me, we Eveready men start in the business early and really grow to love what we do," he says. "I consider myself extremely lucky to be able to have a working relationship with him that not many people get to experience...Stepping out of his incredibly large and dense shadow has always been my goal. With his daily help and expertise in training me to take over for him, that goal is becoming more achievable every day. I've only just begun what I hope to be at least a fifty year journey with Eveready, and the best is yet to come, and I have him to thank for it."

2014 Cabinets & Closets Expo Exhibitors List is Growing

Register for the Cabinets & Closets Conference & Expo, to be held April 10-11 at the Garden City Convention Center, in Somerset, NJ.

A/B/C/D/E

Advanced Dimensions
Anderson America Corp
Assn. of Closet & Storage Professionals
BHK of America
Cabinet Makers Association - CMA
Canary Closets & Cabinetry
CCF Industries
Charles G.G. Schmidt & Co, Inc.
Closets & Cabinetry by Closet City, Ltd
Closets Magazine
Colonial Saw Company
Custom Woodworking Business
DC Distributing
Design 4 Remodel
Diaz Manufacturing
Doormark Inc.
Elias Woodwork
Eveready Hardware

F/G/H/I

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Grapek Action
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HandiSolutions
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HOLZ-HER US Inc.
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J/K/L

JB Cutting Inc.
KCD Software
Keystone Wood Specialties Inc.
KML Designer Finishes

M/N/O/P

Nevato USA
Northern Contours
Organizers Direct
Osborne Wood Products
Patrick Industries, Inc.
Porta Door Co Inc.

Q/R/S/T

QuickScrews International Corp.
Richelieu Hardware
Selby Furniture Hardware Co. Inc.
Sidelines Inc.
Stiles Machinery Inc.
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**HOT
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Hot Edging for Closet Solutions

Controlling the process from end-to-end, including manufacturing, was one of the factors that lead Lanham, MD-based Closet America, a home storage and organizational systems designer and manufacturer, to be the first company in the U.S. to place the Biesse AirForce hot air edgebanding system in its production line.

Skip LaBella, Closet America president, said his company initially started out as a dealer. But his wholesaler couldn't deliver product fast enough.

"We were not in a position to control our own fate," LaBella says. "We wanted a high-quality product and features that no one had." They tried a second manufacturer, but that company couldn't provide Closet America with product that matched its exacting specifications. So they decided to bring all the manufacturing in-house.

In 2009, LaBella says they purchased a host of equipment, including a beam saw, two CNC routers and additional equipment for their 6,000-square-foot shop. Their decision to invest in the hot air edgebanding system is a continuation of its commitment to producing the highest-quality product with the highest-quality equipment, LaBella adds.

The AirForce is among the new generation hot air edgebanders from several major manufacturers that were a highlight of woodworking shows last year. Biesse's AirForce also picked up an AWFS 2013 Visionary Award.

The hot air edgebander emits a forceful stream of hot, compressed air through a slot nozzle, directed onto a reactive layer of edgeband material, activating an adhesive that bonds the banding to the panel edge.

The end product results in an invisible glue line (similar to more costly laser edgebanding, but the machinery is priced more affordably).

Closet America added the Biesse Roxyl model edgebander fitted with the AirForce system to its production line after purchasing it at the 2013 AWFS Fair in Las Vegas. It also contracted with Rehau to provide the specialized LaserEdge edgeband.

"In our efforts to provide our customers with a high-quality custom closet product, we were excited to invest in the Biesse AirForce system," LaBella says. "This investment is one more way that we continue to surpass our customers' expectations."

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Closet America offers high-end organizing systems and solutions for the Washington, DC, area.

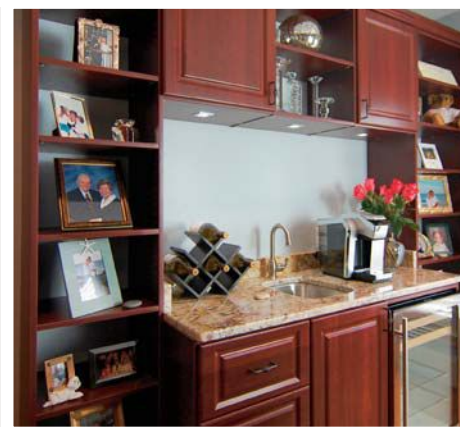


Bottom left: the new Biesse Roxyl edgebander fitted with the AirForce hot air edgebanding system. Closet America purchased the machine at the 2013 AWFS show in Las Vegas. Bottom right: A Closet America employee places a panel on one of the company's CNC machining centers.



Award-Winning Company

Closet America has received numerous industry awards since its founding in 2007. The Maryland-based company has received the Best of Houzz 2014 award, the 2013 Angie's List Super Service award, the 2013 Guildmaster award, the 2013 Remodeling 550 list, and the 2013 Qualified Remodeler Top 500 list. Closet America also has been listed, for three consecutive years, on *Closet* magazine's sister publication, *Wood Products'* WOOD 100 List. Closet America president Skip LaBella says he expects the company to make the 2014 list with its 43% year-over-year growth.



2014 KBIS And Builders Show a Hit

The combined show saw increased traffic and highlighted dominate new products and trends.

Designers, woodworkers and many more hit Las Vegas for the combined 2014 Kitchen & Bath Industry Show (KBIS) and International Builders Show (IBS), which were held together for the first time February 4-6 at the Las Vegas Convention Center and dubbed as Design & Construction Week. In all more than 75,000 participants were on-hand.

More than three dozen closet companies were exhibiting at IBS, and dozens of hardware and cabinetry companies had their products on display at KBIS.

At KBIS 2014, Wellborn Cabinet added many more colors and finishes to reflect consumer design trends, and announced it is adding more of its current paints and paints with glazes to its MDF door styles in its price-conscious Premier Series.

Blum announced the addition of two innovative products in 2014/2015: the Legrabox full extension drawer box system with the Ambia-Line drawer organization system and the Aventos HK-XS, a new addition to the Aventos lift system family.

MasterBrand Cabinets Inc.'s KBIS 2014 display – its first appearance at the show in three years – presented its Diamond, Decora, Aristokraft, Schrock, KitchenCraft and other cabinetry lines in new innovative applications and colors.

Häfele's KBIS booth featured a variety of



Gladiator GarageWorks showcased its new color line and butcher block cover at the 2014 International Builders Show.



With products in the 2014 Builders Show House, Organized Living also displayed its garage line.



Rubbermaid showcased its professional closet and garage storage lines.

**DESIGN &
REMODELING
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products including LED lighting, motorized countertops and sliding doors. Everything was illuminated from drawers, to cabinets, toe kicks and closet rods.

Rubbermaid Building Products representatives discussed their closets and garage offerings at the 2014 Builders Show in Las Vegas. They noted, in particular, the continued popularity of garage cabinetry.

ClosetMaid featured new products and product updates offering a total solution for the entire home, including the launch of ProGarage and TotalSlide.

Gladiator GarageWorks highlighted its new color additions to its signature welded cabinet design. Colors can be combined to mirror favorite teams or themes around the house.

Organized Living featured in demand organizing solutions in The New American Home at the International Builders' Show with popular homeowner features like walk in closets, pantries and laundry rooms.

Plans are already under way to incorporate more residential construction suppliers and their trade shows in next year's Design & Construction week, which is set for Jan. 20 - 22, 2015.

We couldn't cover everything in this issue. View slides shows, videos, articles and more at woodworknetwork.com.



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Pit Stop Look for Glossy Garage Unit

Dark wood cabinetry provides a sharp contrast to the service station yellow metal cabinets and tables.

Contrasts make this cheery, 30-foot by 40-foot garage pop – from the yellow metal cabinets to the dark wood cabinets of the kitchenette.

Quincey Oncken of San Antonio, TX-based Oncken & Sons, a three-generation cabinet shop, says they built this project for a family friend.

“Basically we did a kitchenette area in his garage and we used the Decore-ative Specialties’ Streamline European boxes,” he says, to give it a modern touch.

The cabinet interiors are UV pre-finished birch with pre-finished edgebanding. All of the doors are high-gloss wenge with matching grains.

“We were trying to get a modern look in there and still make it seem like it fit in the garage and make it look nice and presentable,” he adds.

Although Oncken mainly focused on the kitchenette area, the company also helped install the Snap-on metal cabinets, a mechanic’s mainstay.

Other features of this high-end garage include the kitchenette countertop, which is Formica and mimics the yellow Snap-on cabinets, the shelving and plastic bins, the flooring and mats and the cabinet toe kick, which is diamond plated as well as sections of the wall. The full-service refrigerator and microwave complete the functionality of this kitchenette.

Although his company’s main focus were the kitchen-style cabinets, “We go out of our way to ensure every project detail is right,” Oncken says.

See garage videos and photos online

To see more garage projects and read about high-end mancaves, visit woodworkingnetwork.com/closets



**BRIGHT
HIGH-GLOSS
CABINETS**



This high-end garage features metal cabinets from Snap-on and wenge cabinetry from Decore-ative Specialties Streamline line.

CLOSETS TOP SHELF awards

Cast Your Vote Online!

THE PROJECTS SHOWN on the following pages are just a small sample of the entries submitted in the 2014 Closets Top Shelf Design Awards. Although a panel of judges will select category winners who will be announced during a gala awards reception at the Cabinets & Closets Conference & Expo on April 9, you have the opportunity select your favorite project for a People's Choice winner who also will be recognized at the awards reception. Visit <http://tinyurl.com/topshelfgallery> to view all entries and vote.



Project: Fashionista's Paradise



Project: Contemporary Home Office/Guest Bedroom



Project: Time for Vino



Project: Campbell Residence



Project: Heiskell Wine Cellar



Project: Custom Italian Laminate Master Closet for Her



Project: Boaz



Project: Home Office Workstation



Project: For Work and Play

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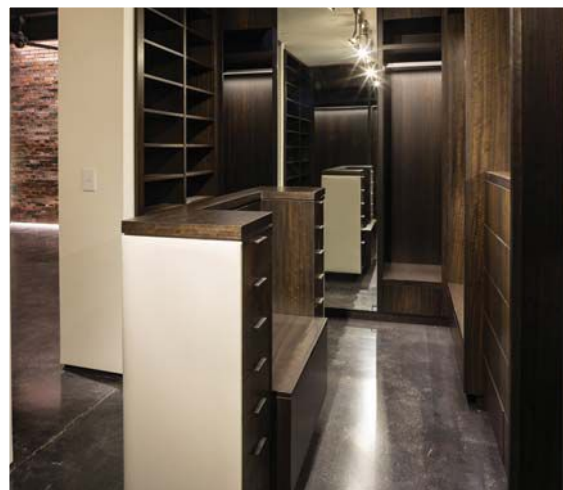


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Project: Fumed Eucalyptus Dressing Room



Project: Garage Organization



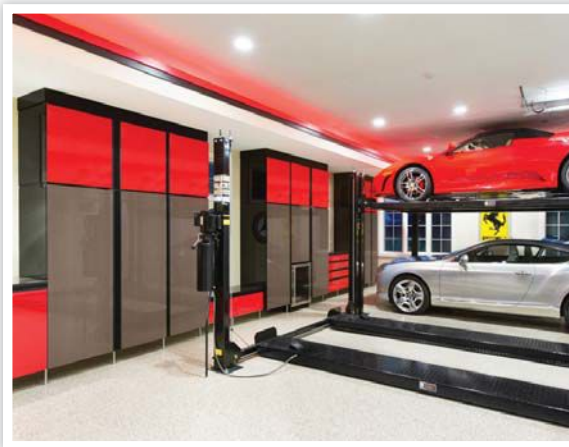
Project: E's Closet



Project: Moraya Bay/Nicoforo Residence



Project: Dream Dressing Room



Project: High Gloss Garage

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DH401-17S-91H
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Feedback from 2013 Event in Edison, NJ

"We were pleased by the turnout at the Cabinets & Closets Exposition 2013. Richelieu Hardware reached numerous cabinetmakers and potential buyers, thereby ensuring continued success in the Northeastern region."

—Adam Williams

Marketing Coordinator>Showrooms, Richelieu Hardware

"The 2013 Cabinets & Closet Expo exceeded our expectations. We enjoyed a full booth of interested cabinet and closet makers throughout the show. Volume was high and we met nice people from all over the U.S. and Canada."

—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

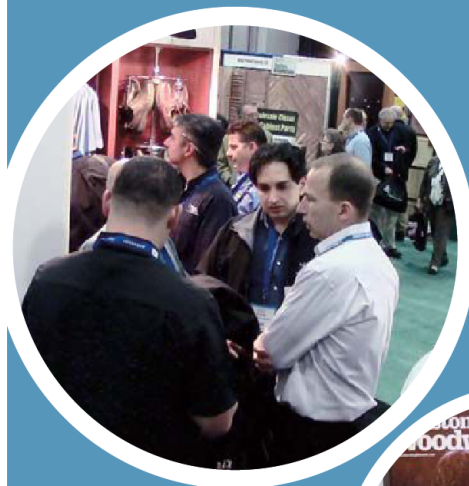
Vice President, Valet Custom Cabinets & Closets

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Cabinets & Closets Expo

Garden State Convention Center
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Mixing CNC cutting and manual craftsmanship, the Paul Downs team executes its artistry in quilted maple, quartersawn oak, curly walnut, and macassar ebony.



Back Bench Leadership

After moving from bench work to managing, Paul Downs, cabinetmaker, started to grow.

By Matt Schumake

After six years of running Paul Downs Cabinetmakers from the workbench, owner Paul Downs realized he needed to change his strategy. He decided the best use of his time would be to stop building woodworking projects himself, relying instead on his shop craftsmen. He shifted his own focus to designing, selling, marketing and advertising his custom furniture-building company.

While his team kept the wood-

working machines running, Downs put his attention on working from his office. The strategy has paid off. Since that time, Paul Downs Cabinetmakers has outgrown four different woodshops. Currently, he and his 18 craftsmen operate at a 33,000 square-foot wood production plant in Bridgeport, PA.

Project workflow begins in the office, where Downs and his engineers meet with clients and de-



Craftsmen work on projects in teams, each responsible for a specific aspect.

case study | downs cabinetmakers

velop designs. From that point, the engineering team creates a digital model using SketchUp and CAD. They create programs to cut individual components on a CNC router, and then send the project to the floor. The craftsmen work in teams, with each member taking on a specific role.

"The methods we have developed are very collaborative," Downs says.

Down's facility is home to a Thermwood

Cabinetshop 45 CNC router, a Martin T-72 sliding table saw, a Timesaver 36" wide-belt sander, a radial-arm saw, several tablesaws and multi-routers, and approximately 600 clamps. His tables are sought out by companies across the U.S., and he has also shipped abroad to Germany and Dubai.

With such a large workspace, the team has been able to specialize in both residential dining tables and corporate conference

About Paul Downs

Shop Machinery

Thermwood Cabinetshop 45 CNC router, Martin T-72 sliding table saw, Timesaver wide-belt sander

High Profile Activity

Author of *The New York Times* blog series, "You're the Boss: The Art of Running a Small Business"

Education

Design and Structural Engineering, University of Pennsylvania

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tables. The boardroom tables are crafted with solid woods including cherry, maple, walnut, oak, and ash. Downs also uses specialty cuts in veneers such as quilted maple, quarter-sawn oak, curly walnut, and macassar ebony.

A graduate of the University of Pennsylvania, Downs majored in design and structural engineering. After college, he began working in construction, and occasionally daydreamed with one of his co-workers on the idea of building furniture for a living.

"By good fortune, I was able to make it happen," he says.

Downs is also the author of a regular blog series at *The New York Times*, "You're the Boss," and summarized some of his approach in an entry, "Remembering Why I Got Into Business." Returning to the bench after sitting at his computer for two decades, he recalled what initially drew him to woodworking back in 1986:

"The nature of woodworking is pleasurable. It's a nice mix of challenging thought and physical labor. The results of each minute of work are clearly visible as you transform raw materials into finished product, step by step. I think this explains why many of my workers have stayed with me for so long. Considering the alternatives, making furniture is a great way to spend your day. If a reasonable wage accompanies the job, there is little incentive to jump ship."

You can follow Downs' 'Your the Boss' blog series detailing the experience of running a successful business in a trying economy, then meet him in person April 9 at the 2014 Cabinets & Closets Conference & Expo in Somerset, NJ.



Paul Downs keynotes Cabinets & Closets Expo 2014, April 9 in NJ:
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WOOD OF THE MONTH

MACASSAR EBONY

A Touch of Drama

By Jo-Ann Kaiser

With a heartwood that is dark brown to black interspersed with contrasting bands of yellow to golden brown, Macassar ebony yields a bold look by offsetting the darkest of the dark woods with a variety of color.

However, good looks are sometimes Macassar ebony's strongest suit. The wood, while very hard, dense and heavy, can be extremely brittle at its heart.

The wood is rare in veneer form because the trees usually are not tall. Defects aside, Macassar ebony is a prized wood. Its uses include high-end cabinetry, inlay work, musical instruments, billiard cues and other specialty items like jewelry boxes and walking sticks. Its sapwood, which is not brittle, is used to make tool handles.

The trees are native to the Celebes Islands, which are also called the Sulawesi Islands of the East Indies. It is also found in Maluku and Borneo, known as the Greater Sunda Islands of Indonesia.

The name Macassar is most likely from the famous Macassar seaport on the islands. Some retailers have used the term Macassar ebony for any ebony that has a high contrast of light

and dark streaks, although most people today limit the term to the species *Diospyros celebica*.

Challenges and Rewards

Most forms of ebony offer challenges to users due to the innate hardness of the material. Early on, the wood was sliced for veneer and glued to oak or pine, which was not only cheaper but easier to work. The process of veneering was common in France, where woodworkers were credited with perfecting early veneering techniques with ebony for furniture and cabinetry. In France, cabinetmaking was called "ebenisterie" and the French name for a cabinetmaker is "ebeniste."

Ebonizing, a common woodworking term, refers to the staining and treatment of lighter-colored woods to produce the look of ebony. "There was a time when Victorian interior decorators would ebonize everything from chair frames to door cases, but the method continues today, in a more perfect form, in the finishing of the cases of grand pianos," the Encyclopedia of Wood notes.

As a carving and turning wood, Macassar ebony is a favorite. It is durable, has a fine, even texture and finishes well.



FAMILY NAMES

Diospyros celebica or *Diospyros macassar* of the Family Ebenaceae. The rough translation of *Diospyros* is "fruit of the gods."

COMMON NAMES

Macassar ebony, Indian ebony, marble wood, coromandel, calamander wood, tendu, temru, tunki, timbruni.

HEIGHT/WEIGHT

Average height is 50 feet. Average weight is 68 pounds per cubic foot with a specific gravity of 1.09.

PROPERTIES

Macassar ebony can be difficult to work with hand or machine tools if the material is brittle. Hardness of the wood contributes to blunting of cutting edges. Pre-boring is recommended for nailing. Wood can be difficult to glue, but has a natural luster and finishes extremely well. Timber can be difficult to dry, with slow, careful drying recommended to avoid checking. Experts recommend kiln schedule of T3-C2 for 4/4 stock and T3-C1 for 8/4 stock. Wood should be stored covered to avoid sun damage. Wood has small movement in service.



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Creating Stairs for Doll House Bedroom

The most difficult aspect of building this girl's bedroom unit was creating the staircase.

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



This girls bedroom structure was built and installed for the same client as the boys bedroom unit we built some time ago. Although more compact than the boys, there were far more details going into this "smaller" package. Essentially, the girls bed structure mimicked a small house or large doll house.

Both projects were similar in that they consisted of a lower bed, sitting on a platform with drawers underneath, and an upper bed, sitting on a platform directly above the lower bed.

The most difficult aspect of this particular project was the staircase. It was made up of seven cabinet boxes, one for each tread, all stacked atop one another, screwed together, and fit in between the outer wall of the "house" and the

sheetrock wall of the actual house. We started by connecting the bottom four stair treads together, adding the two applied panels, and sliding the entire assembly into place. After we leveled and plumbed the stairs, we permanently attached them to the torsion box wall on the left, and to the framework of the house on the right, thereby locking everything securely into place.

We were then able to install the final three stair treads in much the same way. The last step was not a physical box, but rather just a stringer, making up the difference in height left over after all the steps were stacked up and installed. This gave us a bit of breathing room during the install. Rather than connecting eight stair treads together into one large assembly, trying to

muscle them into place, and achieve the exact height of the upper floor, we assembled in stages and built into the design a little breathing room.

Next, we installed the stair faces, the first five of which were drawers operated with push-to-open ball-bearing slides, the end panel on the right side of the staircase, and a railing to keep the kids from falling off the side. The final product turned out awesome in our opinion, and more importantly, the customer agreed! See the whole project at woodworkingnetwork.com/blogs

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How to Dress a Widebelt Sander Drum

Scott Wunder couldn't find videos on how to dress a widebelt sander drum, so he decided to make his own.

By Scott Wunder



Dressing the drum on a widebelt sander starts when a flat board covered with sandpaper is sent through the machine (with the sanding belt removed) and sands the rubber drum smooth. It starts with a new 36-grit sanding belt and a piece of 1/2" thick MDF with radiused leading edges. The width of the MDF is determined by the throat opening of the machine and the widest piece that will fit.

The length of the MDF is based on the width of the sandpaper minus 2". The minus 2" is so the paper can completely cover the two radiused edges.

The new sanding belt that is applied to the MDF runs at a 90° angle or perpendicular to the way it normally runs. Doing this

allows the MDF to be a little wider than the drum and to be sure the drum gets completely sanded on each pass. The key is to have a wide, flat, consistent-thickness sanding block to send through the machine. After the MDF and sandpaper are cut, apply the sandpaper to the MDF with spray adhesive (I used 3M Super 77) and trim everything flush.

I was instructed on how to use a high feed speed, low grit and very shallow cuts since the rubber could just melt instead of being sanded. It didn't take long. In all, I only sent the MDF sandpaper block through 10 times to remove the 1/16" deep grooves.

Now, I use the drum all the time and never use the platen. I consistently and confidently



Dressing the widebelt sander drum.

take off 1/16" or more per pass with the 36 grit and 1/64" with the 100 grit.

Scott Wunder is the owner of WunderWoods located in St. Charles, MO. View his blog and video on dressing the widebelt sander drum at woodworkingnetwork.com/videos.



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Frequently Asked Questions CNC Machining

Wood Products queried machinery manufacturers regarding frequently asked questions on using CNCs.

By Karen Koenig

Machinery manufacturers submitted FAQs and answers on purchasing CNC machining centers for producing furniture, cabinetry, mill-work and much more.

Q: With all of the CNC routers available, what makes one different from another?

A: CNC routers, for the most part, are built with a lot of similarities when it comes to the mechanics. They all use motors to drive the different axes, steel/aluminum for the construction and have some sort of spindle/router to machine the parts. Most companies considering a router for the first time do not realize that the vast majority of their cost will not be running the router, but instead, will be in a myriad of details required to run the router. Preparation, programming, hold down, procedures, sorting, scrap, assembly and error handling are the main cost areas. – *submitted by Thermwood*

Q: What should I look for in a machine?

A: First, you need to thoroughly examine and prioritize your requirements in a machine. The questions you need to ask yourself are “how important to me is precision, finish, productivity, tool life and price?” Raising and addressing these questions will help narrow the field. The price question should be addressed last; it will pretty much answer itself once the other questions are addressed. – *submitted by KOMO Machine Inc.*

Q: What software should I buy?

A: When you look at quality machines you will have enough software on board to allow you just about any design you can imagine. Don't jump in with both feet and buy costly software packages without being comfortable with the machine. Once you have run the machine you can make a more educated decision on the extra



CNC machining center. Photo: Stifes

software you might need. Any good machine manufacturer would have contact with the different software companies and most of the time incorporating that software into the use of the machine is not a problem at all. – *submitted by Felder USA*



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Read more manufacturer tips on buying CNC machining centers at: redbookonline.com

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▲ Door Hardware OMNIA Industries, Inc.

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OmniaIndustries.com



◀ Soft-Close Hinge System Grass America

The TEC soft-close hinge system from Grass, has a three-tiered adjustment switch enabling the user to regulate the closing action of a door. These levels of adjustment provide a different level resistance on the damping system in the soft-close mechanism. Suitable for face-frame cabinetry.

GrassUSA.com



► Treasure Chest Drawer Pull Doug Mockett & Co.

Doug Mockett & Co. offers the DP217 "Treasure Chest" Pull, in a Satin Nickel finish with a small base designed to mount directly onto the drawer face. Stop points on the latch keep the ring from slamming against the drawer face or the topside of the drawer.

Mockett.com



▲ Full-Extension Drawer System Blum Inc.

Blum introduces the Legrabox drawer system, a full extension box system with a slim drawer profile thickness of 1/2" (12.8 mm), and available in two finishes: brushed stainless steel or gray matte finish. The Legrabox program consists of three drawer side heights for standard drawers and two drawer side heights for interior roll-out drawers.

Blum.com/us/en

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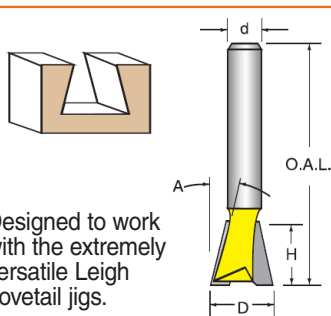
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Glideware.com



▲ Sliding Door Handles

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Sugatsune.com



▲ Decorative Hardware Collections

Hafele America Co.

Hafele America offers four new decorative hardware collections and one expanded collection: the five piece Mulberry (pictured); Antimicrobial, featuring double finishes; Paragon, with 21 items; Breakers; and the updated Bella Italiana, with 30 additional components.

Hafele.com/us



▲ Wine Base Organizer with Soft-Close

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Rev-A-Shelf.com

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CSHardware.com



▲ Decorative Hardware Amerock Hardware

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▲ Rapid Pull Out Table with Heavy-Duty Slides Hafele America/Accuride

Hafele offers the Rapid Pull Out Table with heavy-duty slides available from Accuride. This tambour-style maple table installs as a single unit like a drawer, but rolls down deeply behind the cabinet above which it is installed.

Accuride.com; Hafele.com/us

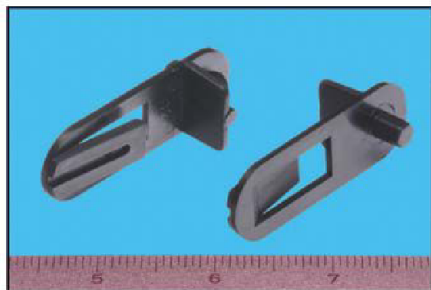


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▲ Hand Crafted Door Handles

Hardware Resources

Hardware Resources offers new decorative hardware collections: the contemporary Maybeck and Royce collections by Jeffrey Alexander and the Brenton by Elements series. The company says the collections have unique hand crafted characteristics that offer comfort and exceptional beauty that homeowners will appreciate.

HardwareResources.com



▲ In-Drawer Mobile Device Charger

JTech Solutions, Inc.

JTech Solutions introduces The Docking Drawer, an in-drawer mobile device charger with a USB charger and an electrical outlet. The company says the Docking Drawer eliminates cords and chargers that clutter space. It can be retrofitted into cabinet drawers that meet minimum dimensional requirements.

DockingDrawer.com

► Adjustable Clip for Undermount Drawer Slides

Salice America

The Salice 6-way Adjustable Clip for Futura undermount drawer slides features effortless, tool-free adjustment in each direction making it easier to align inset applications and reducing the gaps between drawers, says the company. The patented system allows easy clip on and off from both the front and sides, adds Salice.

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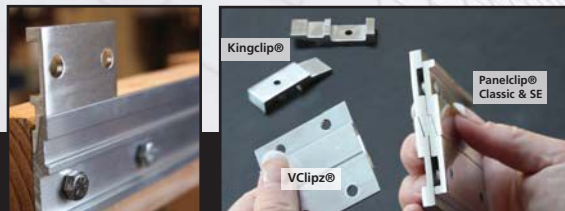
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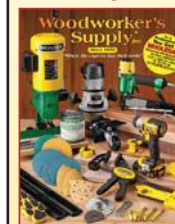
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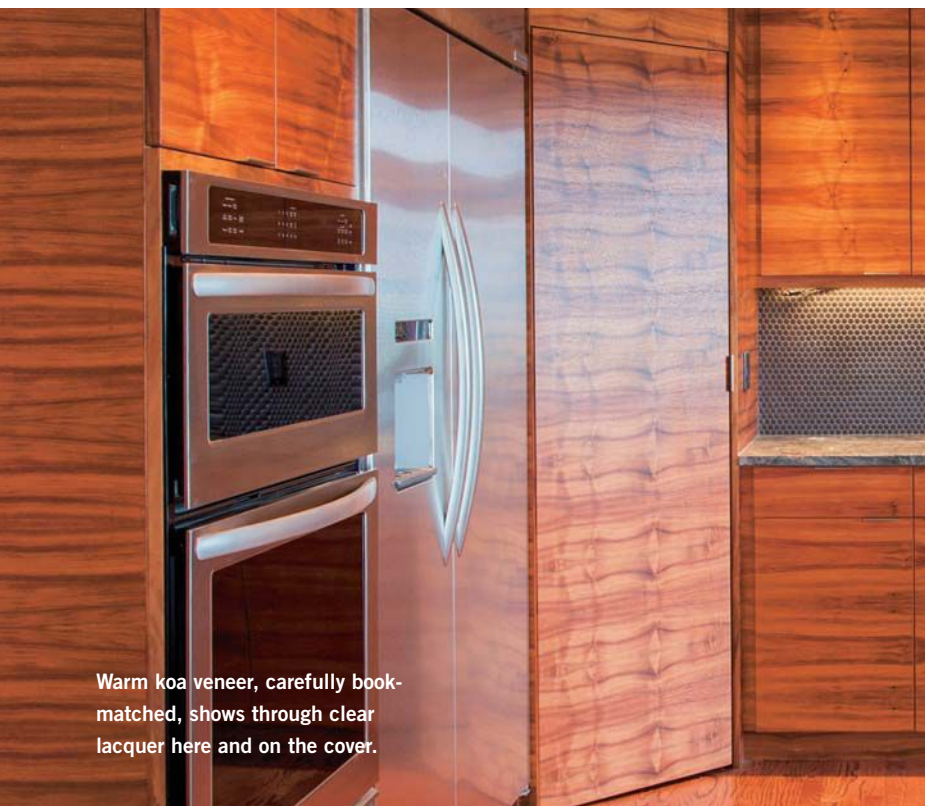
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Warm koa veneer, carefully book-matched, shows through clear lacquer here and on the cover.

Bookmatched, Lacquered Koa

BKI Woodworks' Design Portfolio winner.

By Michaelle Bradford

An honorable mention in the 2013 Design Portfolio contest: Kitchen/Bath Cabinets category, this beautiful, high-end kitchen created by Boulder, CO-based BKI Woodworks highlights the appeal and warmth of koa wood.

The koa tree is found only in Hawaii. The wood has historically been used to build canoe hulls, furniture, cabinetry, and ukuleles. It has a nice color range from a honey yellow to the rich brown you see here.

The beauty of the color and figuring of koa wood stands out in any room, whether it's a single art object or a full kitchen of koa cabinets. In this kitchen, BKI bookmatched and endmatched the koa with the grain running

horizontally and finished it with a clear lacquer allowing the character of the wood to stand out on its own.

Materials used in this project included horizontal grain bookmatched and endmatched veneers glued with matching solid wood edgebanding. A veneer press, edgebander, and sliding table saw are among the equipment used in manufacturing the kitchen cabinetry.

CRAFTING THE DESIGN

Started in 1979, BKI is one of the longest operating professional cabinetry and woodshops in the Boulder area. BKI manufactures commercial and residential custom cabinetry in contemporary, modern, transi-

tional and traditional style.

Its' mission includes building for performance, permanence, durability, and to add value to any space. The company's motto: Cabinetry + Woodwork Solutions for All Your Design Ideas.

"Everyday we work with architects, designers, contractors, and home and business owners to bring their design ideas to fruition," the company says. "It's great being the local woodworking company to build incredibly-awesome, modern, high-gloss kitchen cabinets, or that sleek restaurant bar that folks casually lean against at their favorite watering hole." View this project online at woodworkingnetwork.com/designportfoliogallery.





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- 22** CMA membership brings benefits to Cabinet Makers

Strength in Numbers

The Cabinet Makers Association is a professional organization began in 1998 with the idea that networking and the power of peers could help member companies grow profitably. The CMA has since expanded to include hundreds of small- and medium-sized cabinet shops, millworkers, furniture makers and their suppliers throughout North America from both the residential and commercial markets.

Through shared experience, CMA members educate themselves and clients, with a goal of ensuring profitable work and success for all members, now and into the future. The CMA believes that working together is the best way to improve individual companies and the industry as a whole.

The CMA recently unveiled its new Concierge Introduction Service for CMA members, which matches members with trade professionals such as general contractors, home builders, remodelers, designers and architects who provide the products needed by members in the markets they serve. Other major initiatives launched by the CMA have included the introduction in 2011 of continuing education unit credits, followed in 2012 by the CMA Professional Certification Program.

This special publication details the numerous benefits of being connected with fellow woodworkers.

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Cabinetmakers.org was relaunched in March 2013, culminated in a ground up rebuilding of the CMA's online presence, in order to provide a portal to familiar CMA services and even more value to value to Cabinet Maker Association members. The website is a well-established online destination for custom woodworkers seeking business advice and peer-to-peer connections.

The simplified home page provides destination channels for high-traffic visitors among four groups: consumers, contractors, students and educators, as well as the CMA's core constituency, custom cabinet makers.

"Our research found that most of our site

traffic was from people interested in buying from custom cabinet makers," says Dave Grulke, executive director of the CMA. "We decided to leverage that traffic a bit more, expanding our "Find a Cabinet Maker" widget into full channels that serve the needs of prospective customers, driving business to our members."

The site retains its most popular features dedicated to CMA members, including the Forums, Membership Services, Online Education, a Job Board, and an Online Member Finder, plus sections about the Professional Certification Program and Events, including registration for education and networking events. **cabinetmakers.org**

Cabinet Makers Association Discussion Forum

Welcome to the Cabinet Makers Association Discussion Forum.

CMA discussion forum

This is where fellow cabinet makers come to relax, ask questions and help one another



General Discussion

This is where you can ask questions of fellow cabinet makers



CMA Library

Here you will find posts that contain many of the reference materials from the CMA.



Photo Gallery

Where members can post pictures of their shops or their work. Also where pictures of CM



Member Exchange

This is where you can list equipment for sale



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CMA Forums: Secret Sources

cabinetmakers.org/resources/member-forum

CMA Forums deliver helpful advice, reliable and unvarnished equipment and supplies reviews, and secret sources for those unusual or infrequently ordered items.

The CMA Forums differ from other woodworking discussion boards in that they are open only to members. This keeps anonymous contributors from trashing competitor's equipment with unwarranted bad reviews, or hyping their own goods and services.

The Forum is particularly helpful for finding resources for things like curved cabinet glass, exotic veneers, or specialty substrates that may not be sourced on a regular basis.

A scan of recent CMA Forum discussions finds a hunt for plastic sheets by member Matt, with a response a few hours later from Ed suggesting a particular acrylic supplier, and asking others' experiences.

CMA Forums also allow posting of completed projects or work in progress, with questions posed on technique or design reviews. Discussions on handling smudges with wood fillers, door cope/stick set, shoe shelf spacing, side mount slide techniques and latches suggest their practical nature.

cabinetmakers.org/resources/member-forum



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Cabinet Makers

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The Cabinet Makers Association Professional Certification program is a positive step forward for woodworking businesses, serving the cabinet making and custom woodworking industry. CMA credentials offer a competitive advantage for any cabinetry and millwork shop, custom woodworker or commercial interior firm by assuring clients that a company will reliably deliver jobs as promised.

The training in this unique program is

both live and web-based, allowing wood industry professionals to earn basic and master-level professional certification credentials.

The CMA's professional certification program is designed to provide in-depth education on management perspectives of running an entire custom woodworking business. Successful applicants from a variety of roles in managing a woodworking enterprise (from foreman to managers

and owners) will exhibit either advanced knowledge or expert knowledge in a variety of topics before a certification is awarded to them at either of the two levels offered.

Applicable course work is now in excess of 50 hours of sessions at both the junior and master certification levels. While the CMA's certification program does not require attendance at any specific live session, it does require that an enrollee pass an omnibus test at the end. The knowledge

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The Cabinet Makers Association Professional Certification certifies the individual, not the business or its products, for competency in operating a sustainable, ethical custom woodworking operation.

needed to pass the test is contained in the curriculum sessions. It also requires a commitment from enrollees to attend a minimum four hours per year of CMA continuing education units (CEUs) after they first enroll.

“When we looked at the industry, we saw a gaping hole,” said Dave Grulke, the CMA’s Executive Director. “While there are other professional educational and standards programs available that address design, technique, construction standards and a smattering of other areas, there was nothing that seemed to address the entire business of running a successful custom woodworking or cabinet shop. That’s where CMA’s Professional Certifications differ.”

The CMA’s Professional Certification certifies the individual, not the business or the products they make, and provides the knowledge needed to own and operate an ethical, sustainable and profitable woodworking business. It addresses the entire business and includes the all important customer’s perspective in the program.

Tracy Yarborough, owner of Maple River Woodworks in Coward, SC, and CMA’s president, says “The CMA began this process with its own membership in mind. After we began gathering the curriculum, we

saw the value in the information and wanted to provide this program to all professional cabinetmaking and woodworking shops. While a good portion comes from our own members and their experiences from the world of hard knocks, we’ve also tapped into experts from inside and beyond the woodworking world to provide this education.”

Certification is broken into two levels: Basic and Master, and for each of the two specialties: Cabinet Maker and Custom Woodworker.

Significantly, business ethics, an important value for customers, is woven deeply into all aspects of the curriculum. Topics taught at both levels include a variety of technical and business management classes, and are self-paced. An enrollee can take sessions at their convenience at the CMA’s website, and attend any live in-person, live webinar or pre-recorded sessions they wish. All course and CEU class and study materials are available for viewing 24/7/365 at the CMA website. Master level graduates must show expert knowledge in at least seven of the following areas:

- Tools
- Portable Power Tools
- Machinery (Master Level)

- Shop Drawings/Design Drawings
- Software
- CNC Machinery
- Marketing
- Lean Manufacturing
- Finance & Computer Assisted Bookkeeping
- Shop/Job Site Safety
- Green Manufacturing

Once an enrollee has passed required testing, they will also be interviewed by the CMA Certification Board, before their certification credentials are conferred. Certified individuals are authorized to add the professional designation to their names. Certification includes a three letter acronym:

CCM = Certified Cabinet Maker
CCW = Certified Custom Woodworker
MCM = Master Cabinet Maker
MCW = Master Custom Woodworker

Once certified, they must earn annual Continuing Education Units (CEUs) to keep their knowledge fresh and up to date.

Learn more at cabinetmakers.org/resources/online-education/ and cabinetmakers.org/about-the-cma/cmas-professional-certification-program/.

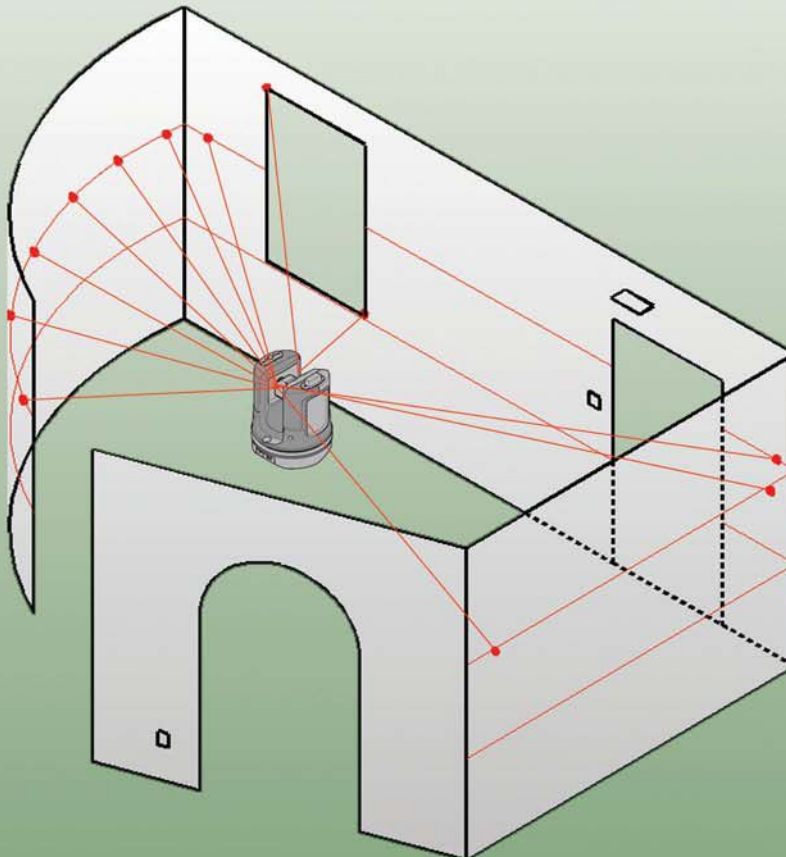
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New CMA Survey

Cabinet Makers More Bullish

The CMA's 2014 Benchmark Study delves into what's driving sales growth.

After the Cabinet Makers Association issued its first two Benchmarking Surveys in 2012 and 2013, the response was overwhelming. The 2014 CMA Benchmarking Survey continues to set the point for future trendlines.

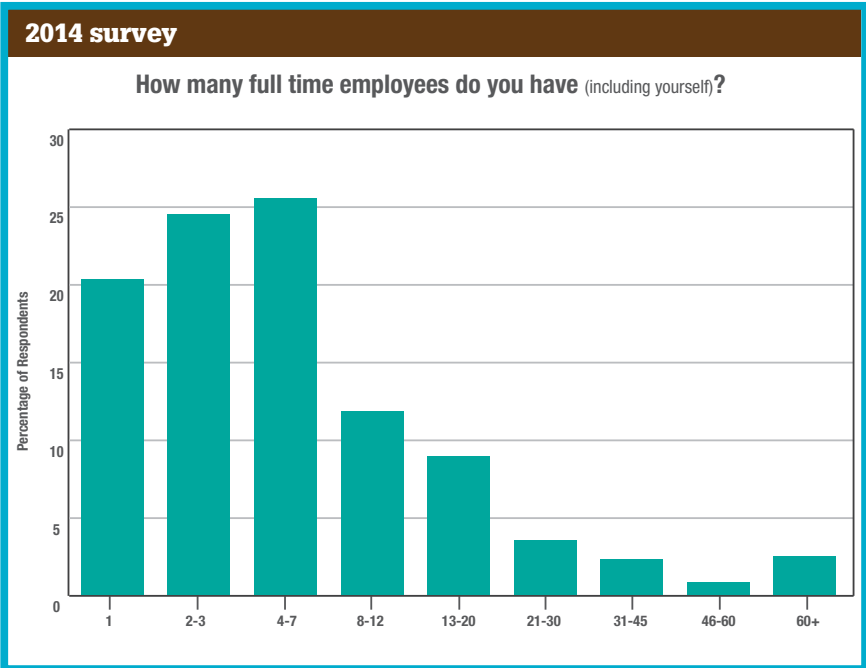
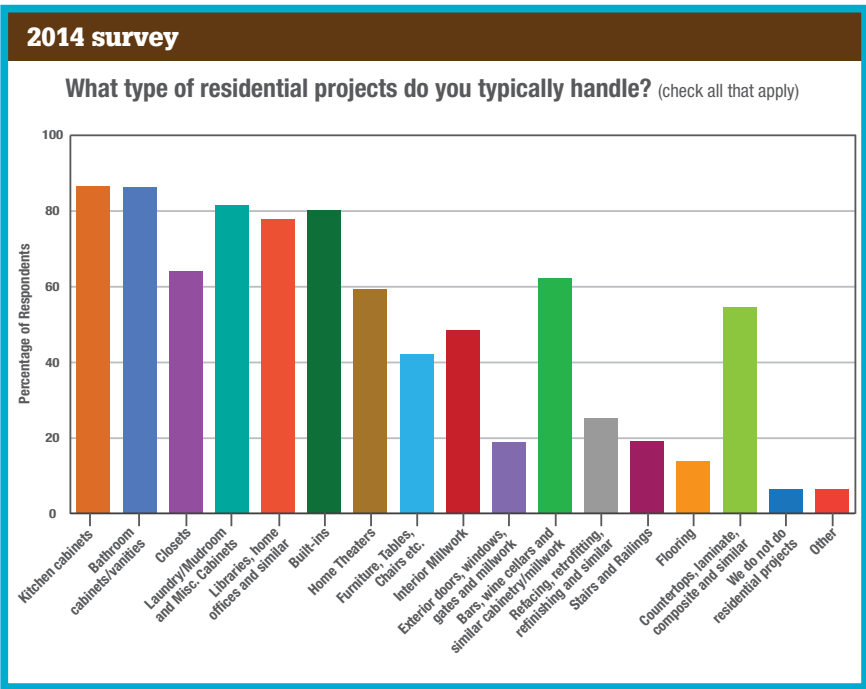
The third CMA Cabinet Industry Benchmarking Survey, fielded to CMA members and non-member cabinet makers in 2013, was intended to document industry practices and provide better understanding of what is driving sales growth for professional woodworkers. More than 700 respondents participated in the survey, with 13.3% being CMA members.

Results show that cabinet makers and custom woodworkers are more bullish on prospects for growth: more than three-quarters (81.7%) report optimism for 2014, and over half (59.3%) of cabinet makers reported higher sales in 2013 than in 2012, including 25.3% who saw a sales increase of over 20%.

Those looking at a glass half-full cite more forward bookings/better pipeline (56.9%), more leads (45.3%), and bigger projects (39.5%) as top reasons for their optimism. Those expecting business declines cited fewer forward bookings/worse pipeline (51.3%) and fewer leads (30.6%) as clouding their outlook.

Who Sells What?

Survey participants were again predominantly from smaller shops, with nearly three-quarters (70.4%) representing shops with revenues of less than \$1 million; and over half (53.5%) working out of 5,000 square feet or less of space. Most (71.3%) employed fewer than eight workers. Most respondents (69.7%) are the owners or senior officers of their companies; have over



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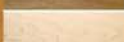
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15 years experience (76.5%) and founded their businesses (79.3%).

Smaller shops were also more likely to report sales declines in 2013 compared to their larger colleagues, with 13.3% of smaller shops (sales less than \$1M) reporting lower sales last year vs. 10.2% among larger shops (sales greater than \$1M). But both groups had a better year last year than the year before, with larger shops doing slightly better – 71.5% of larger shops reported sales increases, compared to 55.2% of smaller shops.

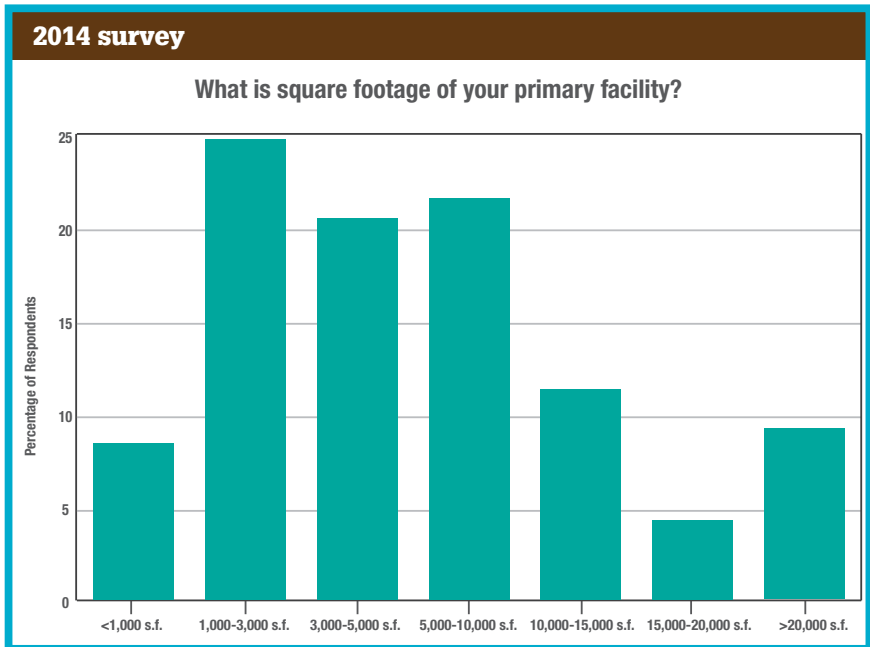
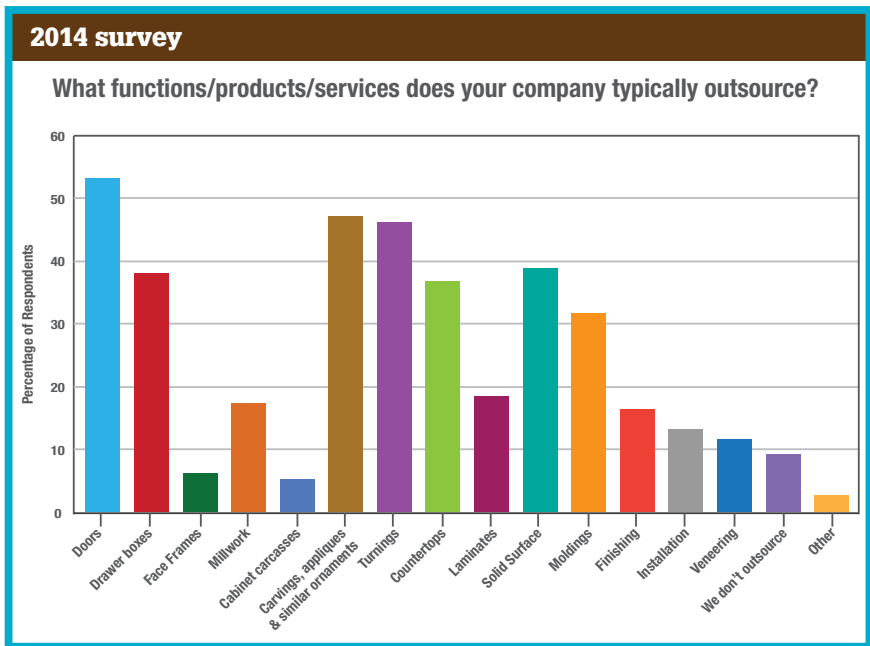
Respondents are as likely as not to have a showroom: just under half (48.2%) reported a dedicated showroom space and most of those (89.3%) place their showroom in the same location as their shop.

On the residential side, the most common projects were (in order of volume): kitchen cabinets, bathroom cabinets/vanities, laundry/mudroom cabinets, built-ins, and libraries. In commercial work (in order): general cabinetry, reception desks, countertops, interior millwork, medical/professional offices, and store fixtures form the bulk of production activity.

Most (80.4%) shops have no dedicated marketing budget, instead relying on referrals from customers and business associates such as contractors and designers as a source of qualified leads. Other than these types, shop owners mentioned social media, Internet search marketing, print advertising, and exhibiting at tradeshow as top methods of generating business.

Only one in five shops (19.9%) reported having a full or part-time resource dedicated to sales, with 67% of those employing a full-time person (or persons); and the balance split between part-time sales staff (23%) and independent sales reps (10%). Not surprisingly, shops reporting revenues between \$6 million to \$9.9 million accounted for the highest percentage of full-time sales. Those with revenues below \$1 million tend to use part-timers or outside reps.

A correlation existed between those shops with dedicated sales resources and business growth charted in the survey. While over half (59.3%) of all respondents claimed higher sales in 2013, crosstab anal-



ysis reveals 100% of those with full or part-time sales resources saw growth last year.

CNC and Production

Respondents were split on the presence of CNC equipment in their shops: 42.5% with and 57.5% without. Asked how automating with CNC equipment has impacted operations, most respondents (61.6%) selected “We have added significant manufactur-

ing capacity that we routinely use.” When asked how CNC impacted the financial side of their business, most respondents said it made them more profitable, with close to half (43.3%) saying they are “much more” profitable; over a third (38.8%) saying they are “a little more” profitable. Nearly four out of five shops (79%) billing over \$1 million report having CNC equipment; compared to just over a quarter (28.8%) of smaller shops.



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CMA Awards



1st Place Winner, Kitchen Euro Over \$25,000, Dark Horse Woodworks, Atlanta, GA

Wood Diamond Awards

The Year's Best

The 2013 Cabinet Makers Association Wood Diamond Awards winners named at the AWFS woodworking show in Las Vegas. More at cabinetmakers.org/2013/07/25/2013-wood-diamond-awards-announced-by-cabinet-makers-association/

CMA Wood Diamond Awards 2013 Winners

First Place Winners:

Kitchen Euro Over \$25,000
Dark Horse Woodworks
Atlanta, GA

Kitchen Over \$25,000
Block & Chisel
Atlanta, GA

Arch Millwork Over \$25,000
Symphony Kitchens Inc.
Toronto, ON

Bookcase Face Frame Under \$25,000
DK Cabinets
Acton, CA

Advertising/Marketing Design
Woodland Legacy, LLC
Lower Burrell, PA

Advertising/Marketing Display
Scott Robeson Custom Woodworking
Lander, WY

Arch Millwork Design Under \$25,000
Salon Interiors Inc.
S. Hackensack, NJ

Commercial Project Over \$25,000
Counterpoint Cabinetry, Inc.
Wilmette, IL

Entertainment Center Euro Under \$25,000
Bob Goeb Custom Cabinet
Wilton, CA

Entertainment Center Face Frame Under \$25,000
Fine Line Joinery
Grass Valley, CA

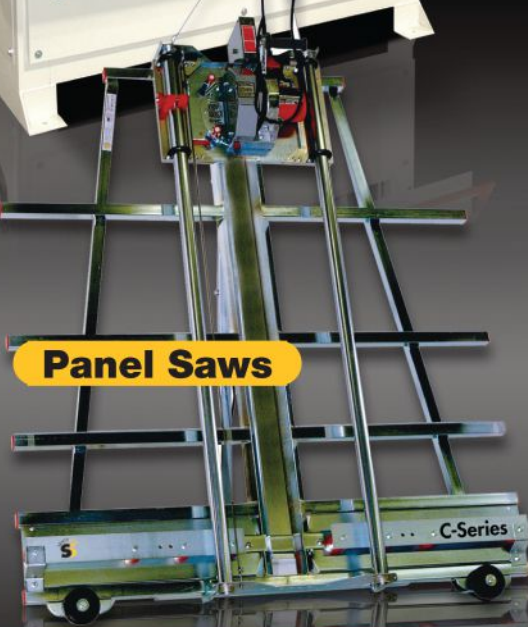
Entertainment Center Creative Solution Under \$25,000
Woodperfect Custom Cabinetry
Forney, TX



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CMA Awards



Bath Design Under \$25,000
Woodperfect Custom Cabinetry
 Forney, TX

Closet Under \$25,000
Block & Chisel
 Atlanta, GA

Closet Finish Over \$25,000
Ipswich Cabinetry, Inc.
 Ipswich, MA

Fireplace Design Over \$25,000
Symphony Kitchens Inc.
 Toronto, ON

Fireplace Design Under \$25,000
Premier Builders, Inc.
 Georgetown, MA

Furniture Under \$25,000
Block & Chisel
 Atlanta, GA

Green Project
Ipswich Cabinetry, Inc.
 Ipswich, MA



1st Place Winners, Library Finish Over \$25,000, Symphony Kitchens Inc., Toronto, ON (above) and Residential Bar Face Frame Under \$25,000, Allgyer Fine Custom Cabinetry, Leola, PA (below).

Library Face Frame Under \$25,000
Allgyer Fine Custom Cabinetry
 Leola, PA

Library Finish Over \$25,000
Symphony Kitchens Inc.
 Toronto, ON

Residential Bar Face Frame Under \$25,000
Allgyer Fine Custom Cabinetry
 Leola, PA

Residential Bar Over \$25,000
Premier Builders, Inc.
 Georgetown, MA

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CMA Awards



1st Place Winners, Kitchen Face Frame Under \$25,000, Scott Robeson Custom Woodworking, Lander, WY (above) and Kitchen Face Frame Inset Under \$25,000, Woodland Legacy, LLC, Lower Burrell, PA (below).

Kitchen Creative Solution Under \$25,000
Woodperfect Custom Cabinetry
Forney, TX

Kitchen Design Under \$25,000
Symphony Kitchens Inc.
Toronto, ON

Kitchen Euro Under \$25,000
Patzer Woodworking
Mitchell, SD

Kitchen Face Frame Inset Under \$25,000
Woodland Legacy, LLC
Lower Burrell, PA

Kitchen Face Frame Over \$25,000
Dark Horse Woodworks
Atlanta, GA

Kitchen Face Frame Under \$25,000
Scott Robeson Custom Woodworking
Lander, WY





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CMA Awards

Bath Under \$25,000

Block & Chisel

Atlanta, GA

Showroom Design

Symphony Kitchens Inc.

Toronto, ON

Store Fixture Creative Solution Under \$25,000

Woodperfect Custom Cabinetry

Forney, TX

Wine Cellar Creative Over \$25,000

Premier Builders, Inc.

Georgetown, MA

Wine Cellar Over \$25,000

Savante Wine Cellars

Denver, CO

Wine Cellar Under \$25,000

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Feedback from 2013 Event in Edison, NJ

"We were pleased by the turnout at the Cabinets & Closets Exposition 2013. Richelieu Hardware reached numerous cabinetmakers and potential buyers, thereby ensuring continued success in the Northeastern region."

—Adam Williams

Marketing Coordinator-Showrooms, Richelieu Hardware

"The 2013 Cabinets & Closet Expo exceeded our expectations. We enjoyed a full booth of interested cabinet and closet makers throughout the show. Volume was high and we met nice people from all over the U.S. and Canada."

—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 / Cabnetware

"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

Vice President, Valet Custom Cabinets & Closets

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Who's in Charge: The Cabinet Makers Association Board of Directors

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Guys Like You Tracy Yarborough of Maple River Woodworks, Coward, SC, was elected CMA President for 2014. Tracy has been a longstanding volunteer member of the CMA board. Also elected were **Keith Kreppein**, CMA VP, of Olde Saratoga Millwork, South Glen Falls, NY, a former member-at-large. **Joe Knobbe**, of Exclusive Woodworking, Waukegan, IL, and a past CMA President, will serve as CMA Secretary and returns as editor of *PROfiles*, CMA's quarterly magazine.

Scott Comstock of Woodperfect Custom Cabinetry, Forney, TX, and a former member-at-large, will serve as CMA Treasurer.

Also serving on the CMA volunteer Board of Directors as members-at-large for 2013-14 are the following CMA members:

- **David Buchsbaum**, Beacon Custom Woodwork, Inc., Atlanta, GA
- **Charles Kurak**, C. Kurak Custom Woodworking Inc., Amelia Island, FL
- **Matt Krig**, Northland Woodworks, Blaine, MN

CMA MEMBERSHIP HELPS YOU GET FOUND

Cabinet Maker Association has a wealth of knowledge to share.

The Cabinet Makers Association assists residential and commercial cabinetmakers and woodworkers to share hard won knowledge and experience. The CMA members believe sharing knowledge will improve business for individual members and advance the industry as a whole. CMA Member Benefits far outweigh cost of membership fees:

- CMA Concierge Introduction Service – members are connected to trade professionals in the markets that they serve
- CMA Shop Finder – consumers drop in their zip code to find the closest location
- Professional Certification – verifies to clients you are a trustworthy woodworker
- Recognition – Wood Diamond Awards celebrate the best in cabinetmaking

- Discussion Forums – exclusive live chat and peer to peer networking online
- Discount registration – at all trade shows: AWFS, IWF, NCC, CMA regional events, and national conferences.

- PROfiles – quarterly magazine with member profiles, news, technique features
- Members list – access to members lists and restricted site areas

- CMA Represents You – at wood industry committees and policy gatherings

The annual membership fee for regular members is \$275. Sustaining CMA Century Club members, recognized online and in print, voluntarily contribute added support for special projects to create an enhanced membership experience for all members.

FOR THE STUDENT,
THE APPRENTICE
OR THE MASTER
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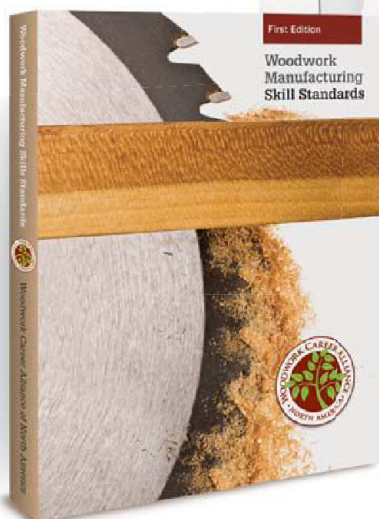
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