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PROFILES

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SOFO Kitchens

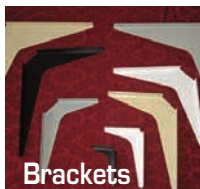
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message from the

president

Matt Krig, CMA President, 2016

Surrounded by Success

As I look back over notes and happenings from the past year, I am overwhelmed by the places I've been and the people and shops I have visited. They have had a positive impact on my life and business. It's hard to even describe the great things that have been taking place. Opportunities, challenges and obstacles probably haven't been much different than other years, but it's as though I am seeing things in a different way. There have been some blessings, a bit of luck, a ton of deliberate plans executed that have exceeded expectations as well as great people giving great amounts of effort and talent shared.

I was able to attend some industry events, where I toured some large shops with other people from all over our industry. The conversations and observations from others were actually pretty intense, as we all want to get better, and in doing so, maintain a level of passion for our field that many outsiders cannot understand. AWFS was full of energy, optimism both from attendees and exhibitors, not to mention a wave of innovations that reminded me to focus and press on with our journey of improvements. Follow up conversations with machine manufacturers and salespeople make it sound like things are moving well beyond expectations for the year.

Finally, I was able to attend my first CMA regional event! I had no idea that they were typically only attended by people within driving distance, but neither did a few others who traveled



much greater distances than myself. The event was non-stop, and probably some of the best time and money I've spent in several years. Other CMA members were equally as pumped to be there, frantically asking questions and taking notes.

It's always fun for me, whether I'm in a gathering of woodworkers or entrepreneurs, to observe the reserved nature of the group the first hour or two through to the spill-your-guts sharing of intimate business knowledge, competitive advantages, random tips, tricks, methods as well as guarded sources and contacts. I've never been able to put my finger on an exact moment when the guard falls and we admit our shortcomings and ask for ideas, but the result is a strong bond that lasts for years. I was told that attendees of the Chicago regional held at Exclusive Woodworking stuck around long past the end of the event and only left when the lights were finally turned off!

It's been a wild ride, and I'm grateful and indebted to those who have taken the time to share something, organize, host and attend these events. The enthusiasm is highly contagious and the desire to grow becomes insatiable. Having the opportunity to spend a little time and ask questions in the shop of fellow woodworkers, all of whom I look up to, is a very powerful thing that has begun to pay dividends back home. I hope those I have encountered these past 12 months can say the same thing. I can say that our company has become much more profitable, a better place to work, and has grown as a direct result of taking the time away from the day-to-day activities to put on some miles and surround myself with likeminded people like you. ▲

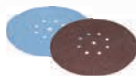
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from the executive
director's desk

Jim McDermott, CMA Executive Director, 2016

A new year, a new beginning...

As you look through the pages of PROfiles, you may notice some slight changes in how the magazine looks. Amanda and I, along with our design team at Printcomm, have been hard at work designing a new look. This ties in with a freshening of our logo and new color scheme. We are incorporating lots of white space for a cleaner and more inviting appearance. We hope you like it. We have received positive feedback from our members and others in the industry. As a member of the CMA, you can download the new graphics for use on your own company website and on your printed materials. The graphics are in the Library section of the Members Only Forum. Make sure to update all your materials with the new look.

We have lots of exciting plans for the CMA for the New Year. The big summer event is IWF 2016 in Atlanta. The show dates are August 24th-27th, and the CMA will be presenting a slate of seminars featuring some of the top talent in the industry. Please visit the IWF website <http://www.iwfatlanta.com> to see the full schedule of seminars, exhibitors and activities.

The CMA will be doing a bus tour on Tuesday, August 23rd. Watch your email inbox for the sign up info for the tour. The tour is limited to the first 50 members, so make sure you sign up early. While the exact details of the shops we will visit are still being coordinated, we will be having lunch at Osborne Wood Products. It is going to be a full day, starting at 7:00 AM. CMA official hotel information will also be available soon.

The CMA will hold our Annual Member Appreciation Banquet on Thursday, August 25th at the Convention Center. We will also be presenting the Wood Diamond Awards at the banquet. There will be plenty of time to network, share ideas and visit with old and new friends from the CMA and the industry. The Board of Directors will be in attendance, so make sure to introduce yourself, and share your thoughts on the CMA and how we can improve. With your input and feedback, we can help the CMA better serve the members.

As usual, a roundtable discussion immediately follows the banquet. This is a great time to kick back and “talk shop” with your fellow



cabinet makers. You always learn something new and you can share your knowledge too. By “thinking out loud” and sharing with others, you can refine how you do things in your own business. You just might surprise yourself. At the very least, you will come away with your batteries refreshed and recharged.

Regional meetings are also in store for this year. After the success of our two regionals this past fall, we are planning more regionals in the next few months. The first will be in Dallas in February, followed by one at Walz-craft in April, and one in the Boston metro area in May. Sign-up information will be in our emails to you and on the CMA website. Make sure to sign up and make your travel plans early as available spaces fill up quickly. If you would like to host a Regional Event at your shop or in your area, please contact me and I'll help you make it a reality. The more members we have involved, the stronger the CMA becomes.

The CMA will also participate in the Closets and Cabinets Conference and Expo in Pasadena, CA, March 22nd-24th, 2016. There will be a full day of seminars on March 22nd. If there is enough advance interest, we will arrange a private tour of the Gamble House. Make plans to attend this conference; you will come away with plenty of ideas to help improve and grow your business. I can't stress this enough; people who attend a show or seminars get more value that they can put to work immediately. Invest in yourself and your business by attending a show or regional event this year.

The CMA is also offering a mentor program for members. This is where you can get one on one advice and input from someone that has been there and done that. To those that have taken advantage of our program so far, they have expressed a new enthusiasm for their business and a renewed commitment to making changes to improve their business and their life. The program can do the same for you, but you have to take the first step and get involved. There is no cost to members, so there really is no excuse for not taking advantage of this great program. You can start the process by filling out the information request sheet at <http://www.cabinetmakers.org/resources/mentor-council/>.

Make 2016 the year you get involved in the CMA. You cannot reap the benefits unless you participate.

With all of our resources at your disposal, the rest is easy. Pick the program that resonates with you and take the plunge!

See you at an event soon. ▲



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member shop

profile





SOFO Kitchens

From Romania With Love

Radu and Monika Soos are childhood sweethearts who moved from Romania to British Columbia and built a successful company founded on uncompromising quality and commitment to their work family.

Radu Soos has loved woodworking since he was a little boy. He used to borrow his grandpa's hand tools as a child to make art. While his grandfather and father, who were both civil engineers, hoped that Radu would follow their example in his career choice, he somehow ended up doing what he had always loved.

"Radu and I grew up on the same street in a remote part of Romania," remembered Monika fondly. "We had always been best friends." When Radu was 19 years old, his family immigrated to British Columbia, Canada. "I was heart-broken," said Monika, "and thought to myself, *This is it. I'll never see him again.*" Little did she know that Radu found work in a cabinet shop in his new country and for six months, saved every penny he could to purchase a flight back to Romania. "He showed up unexpectedly and we got married on Christmas Eve!" she laughed. "This guy always knew what he wanted and how to get it. That's what I love about him."

Radu worked for six years at that commercial-cabinet manufacturing company in Coquitlam, BC. "Shortly after obtaining my certification as Project Manager, I started thinking seriously of opening my own custom cabinet business," he said. Radu had already built a steady stream of clientele doing work on the side. "My employer was kind enough to sell me their standard cabinets and allow me to use their shop for my customization work. I decided to take the leap and try my luck."

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Member Shop Profile ... continued from page 9

So in 2008, Radu quit his job and cleaned up the garage to make space for his new business: SOFO Kitchens, Ltd., which produces high-end residential custom cabinetry and millwork. “I remember spending countless hours in the garage, having dinner with my wife on top of plans and cabinet boxes.”

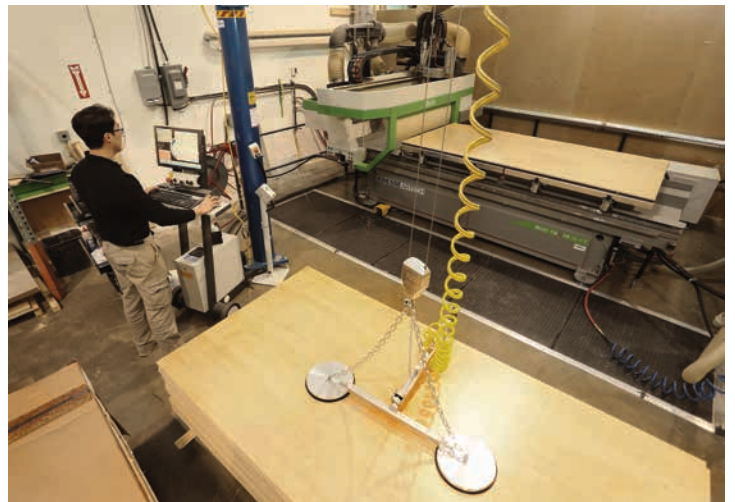
Soon word got out about the quality of his work and the orders started pouring in. Before long, Radu rented his first commercial space. Monika, who worked at the University of British Columbia, helped out with bookkeeping and marketing. Only a year later, SOFO Kitchens was bursting at the seams and so moved into a larger workspace. At that time, Monika joined the team full time. Today, SOFO still relies almost exclusively on referrals for its business, “although we do have a strong online presence with social media and Houzz,” added Monika.

SOFO Kitchens is now in at its fourth location, a 12,000-square-foot facility with 1,000 square feet of showroom space, where Radu hopes to stay for at least the duration of their lease.

Reasons for SOFO’s impressive growth include a talented team and commitment to having the best in technology. “Most of our people have been with the company since the beginning, and they bring decades of skill and craftsmanship to the table,” Monika explained. “Everybody is like family; we spend birthdays together, go on cottage get-aways; we’re there for each other.”

“Another contributor to our growth is the fact that we invest in cutting-edge technology and in staying on top of trends,” added Radu.

Part of that investment involves travelling to trade shows. “We attend all major shows,” said Monika. Last year alone, Radu and Monika travelled to Koln and Hannover in Germany, as well as Paris to stay abreast of the



latest trends, cabinet fashions and machinery updates. “When we are in the market for new machinery or for an upgrade, we usually purchase it at trade shows because we find that it’s the best way to see demos, evaluate, and compare different models and brands.” And while business matters are always a priority to an owner—“I think only a business owner knows how much work it takes” said Monika—she also says, “It helps that we can combine business with pleasure and do a little sight-seeing.”

Like all business owners, Radu hopes to continue to grow his business until SOFO Kitchens is the first name that comes to mind when one thinks of high-end custom cabinetry. “Personally, it would also be nice to be retire in 10 or so years,” added Monika. ▲



CMA Members Gather in Northeast



by William Sampson

Although it was billed as regional, the Cabinet Maker Association's three-day event October 14-16 in the Northeast attracted members from as far away as Tennessee, Georgia, Indiana, and Missouri. They and more local members were all treated to a packed schedule of workshops plus visits to shops and showrooms in New Jersey, Connecticut, and New York City.

Hosted by former CMA president Sean Benetin at his shop, Millwork and More, in Riverdale, New Jersey, the sessions began with an in-depth discussion of pricing and estimating presented by Benetin. He used detailed spreadsheets to help shop owners better calculate their true costs of doing business and to more accurately price their work.

Benetin's presentation was followed by a talk titled "Be Profitable in a Rapidly Changing Market" presented by Eric Lehman, a long-time CMA shop owner from Long Island. Lehman emphasized the value of outsourcing and how many little things can add up to big costs. "Every step costs you a dollar," he said.

After Lehman's talk, participants boarded a van to visit Hall's Edge, a CNC shop in Stamford, Connecticut, operated by Dave Hall, a long-time CMA member. The shop consists of five employees, a





Thermwood CNC router, a Holz-Her edgebander, and a fork lift. Hall and his crew do no assembly work, simply cutting and edgebanding parts, strapping them to pallets and shipping them out the door. While CMA members watched, Hall finished up a job for Benetin's shop, cutting out giant letters out of foam core panels for use as signage at a TEDx event in Morristown, New Jersey.

There was also a surprise visitor at Hall's Edge. Legendary woodworking craftsman and designer Ian Kirby dropped in to visit and chat with the CMA members, one of whom, David Buchsbaum, was an old student of Kirby's.

On Thursday, CMA members returned to Benetin's shop for an all-day intensive introduction to the Sandler System of sales training. Presented by Frank Morales, the workshop delved into tools for qualifying customers and making sales closings easier. Morales talked extensively about how to use questioning techniques to better understand what customers want and target sales efforts more effectively.

Friday was devoted to a trip to New York City and visits to two showrooms. The first was a showroom for transFORM, a manufac-

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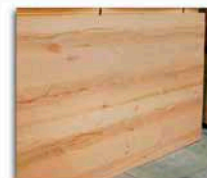
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CMA Members Gather ... continued from page 13

turer of high-end closet systems and other built-ins. Their showroom in the Design Center in New York City was packed with intriguing installations and decorated with lots of original art that was also for sale. Andreas Mesis, transFORM's co-founder, explained how the company works with its production shop in New Rochelle, New York, and its showroom in Manhattan. Donovan Malloy, the company's marketing director, gave a presentation on how the company uses the Internet and social media for effective marketing.

After that, the CMA members hiked over to the Häfele showroom to join in an Oktoberfest event there and learn about the latest hardware offerings from the company.

Comments from attendees after the intensive three days were uniformly positive. "This was worth the time and expense plus the annual membership dues many times over," said David Buchsbaum, who traveled from Atlanta, Georgia, to attend the event.

The CMA's next regional event will be in Chicago November 4-6. For more information on that event or the Cabinet Makers Association in general, visit www.cabinetmakers.org. ▲

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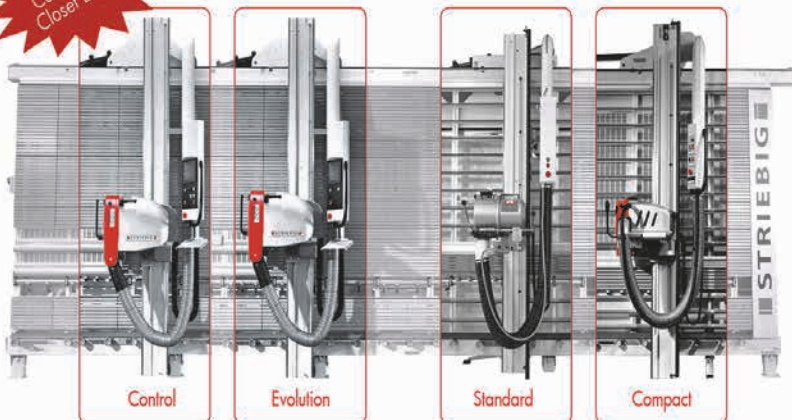


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Oakwood Veneer Company

Peter Rodgers entered the wood veneer industry by way of his wood remodeling business. In 1982, Rodgers opened Evergreen Kitchen Refacing in his home town of Metro Detroit. In an effort to keep costs down, he ran the business out of his home and purchased the wood veneer needed for his projects in bulk, filling his office, and eventually his garage and basement, with boxes of wood veneer. He bought large quantities from veneer manufacturers at a discount. Because he was friendly with his competition, they knew about his extra supply, and he sold them wood veneer sheets for less than they could find elsewhere and still made a few extra dollars.

"There are a lot of nice people in the wood industry. It was easy to maintain a good relationship with my competitors. In a way, we're all in this together," says Rodgers.

Over the years, Rodgers devoted more and more attention to his growing wood veneer side business. Small ads in the classified section of various trade magazines brought in calls. "When customers or potential customers would ask for product or species I didn't

yet carry, I made a note of it. If there were several requests, I began stocking those items. Every year, I decided to stock more and more wood veneer, in different species and sizes."

In 1993, Rodgers moved his business to a 14,000-square-foot facility in Berkley, Michigan. Just a year later, Rodgers discontinued his kitchen remodeling business in order to concentrate his time, effort and resources into Oakwood Veneer. At that time, he added a veneer press, the company's first piece of machinery. "I really started to step up, not only the species assortment, but also the sizes and backers," says Rodgers. "Other distributors at the time may have had 8 to 10 species. By that time we already offered 72 species with sizes up to 4 X 12 feet, as well as offering four different backers."

Another important part of the business expansion was creating a system of unsurpassed service. "Early on, we made it our goal to provide same-day shipment of in-stock veneer whenever possible," says Rodgers. "While other companies might take three to four weeks for a particular order, because of our huge inventory, we are likely to have their desired items in stock, and if so, we get them out the same day as ordered."

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Associate of the Quarter ... continued from page 16

The company has continued to grow with an internal-only sales force. “Once our core customer group hears about us and understands what we stock and how quickly we deliver, they become loyal customers. They have also referred us to new customers, and so on, and so on. In a way, our customers have become our best salespeople.”

The building was soon bulging with aisles and aisles of wood veneer and edgbanding, and the company customer base had expanded from local to national and international accounts. In 2006, Rodgers took a leap and moved his company to its current 50,000 square-foot facility in Troy. New equipment was added and the number of employees was doubled.

“In 2007, we made the leap from distributor to manufacturer,” says Rodgers. It was a profound change, and he and his company have never looked back.

For years prior to the expansion, the company ran with five key employees and a few part-timers. With the introduction of the machines, the business grew. “My son, Ted, came on board in 2010 and he was always presenting organizational flow charts that I didn’t think would work. Turns out, he was right.” One of Oakwood’s long-term employees, Jay White, moved into a management position, and more employees were added in the front to handle sales, marketing, and fulfillment. “My employees are the lifeblood of the business,” says Rodgers, “We couldn’t do what we do without the talent and dedication of some very good people. There are six working in the production area, four in the warehouse, and seven in management, marketing, and support positions.

Rodgers’ business took off, and despite the recession of 2008, Oakwood Veneer now boasts the largest and most varied in-stock selection of backed wood veneer, more than 15 times that of its closest competition. “Not only do we carry over 350 species, but

we offer up to 10 sheet sizes (including 5’ x 8’, 5’ x 10’, and 5’ x 12’, and crossgrain 8’ x 4’, 10’ x 4’, and 12’ x 4’) and five backers for each of these species.” Rodgers estimates the combination of product configurations make for over 3000 different items available to order—most of them in-stock. In the past two years, Oakwood has also begun offering a special order service, fabricating sheet choices that are not in stock.

Speed of delivery—even of special-order items—is Oakwood’s main customer-service goal. “Being quick really helps our customers’ cash flow,” says Rodgers. “In a sense, we partner with our customers because they know they can count on us to deliver the right product on time! Coming from the refacing business, I know what it is like to be on the other end of the phone. We strive to make our customers say ‘Wow!’ to both our product and service!” To that end, Oakwood offers custom sizes and backers beyond what they carry in stock. “It might take 10 to even 15 business days, but if a customer wants 10-foot bubinga with a wood-on-wood backer, we will do what it takes to fill that order.”

Oakwood’s customer base now includes woodworkers in commercial and residential industries, as well as automotive, recreational vehicle, musical instruments, and the furniture industry, as well as many other unusual and artistic applications.

The company, located at 1830 Stephenson Highway in Troy, Michigan, is a freestanding commercial building with a 1,000-square-foot showroom, 4,000 square feet of office space, a 30,000 square feet of total warehouse area, and a 15,000-square-foot production space.

Oakwood Veneer Company is affiliated with both CMA and AWI. “Our company does not exist in a bubble,” says Rodgers. “We count on our relationship with our suppliers, and even, sometimes, on our relationship with our competitors.” ▲



Cabinet Makers Learn From Peers at CMA Chicago Regional Event

by *Michaëlle Bradford*

Members from the Cabinet Makers Association recently met in Chicago to network and learn best practices tips from their peers as well as suppliers and other vendor partners.

Wednesday, Nov. 4 the group of custom woodworkers gathered in downtown Chicago to tour the showrooms of Hafele America, SubZero and nuHaus, a division of Exclusive Woodworking located in Waukegan, IL.

On Thursday, Nov. 5, Exclusive hosted a plant tour and seminars at its North Chicago location. Ken Pratt, regional sales manager, Hafele, discussed how the current trend of open space planning is diminishing storage space in the kitchen and woodworkers can increase profit margins with add-ons such as LED lighting and drawer accessories. Mike Raysakis, Midwest sales rep., Grass America, demonstrated the Vionaro drawer system and the ease of switching out a wood drawer with a metal drawer without changing the cabinet. And Joe Knobbe, senior project manager at Exclusive provided tips on working with designers and architects, and he gave CMA members a highly informative tour of Exclusive's fully equipped manufacturing plant. ▲

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Cabinet Makers Association

Customer	Customer Type	Primary Contact	City/State	Website
A & I Development LLC	Standard	Ismail Unerli	Saint Thomas, VI	
A Plus Cabinets, Inc.	Standard		Palm Desert, CA	
A Ward Design	Century Club	Kevin Ward	Winter Haven, FL	awarddesign.net
American Wood Design Inc	Standard	Michael Gilhool	Claymont, DE	
Ancom Custom Cabinets	Standard	Andrew Kalafatis	Ayer, MA	ancomcabinets.com
Andrew Beyers Carpentry	Century Club	Andrew Beyers	Toronto, ON	
Anliker Custom Wood, Ltd.	Standard	Bob Anliker	Forrest, IL	anlikercustomwood.com
Artisan Custom Bookcases	Standard	Brad Thomas	Spring City, PA	ArtisanCustomBookcases.com
Artisan Interiors	Standard	Arthur Orchowski	Three Bridges, NJ	artisaninteriorsnj.com
Avvento, Inc.	Lifetime	Jim McDermott	Irvine, CA	
Azure Cabinets	Standard	Chris Harmon	Nashville, TN	azurecabinets.com
Beacon Cabinetry LLC	Standard	Mark Vierno	Dumont, NJ	beaconcabinetry.com
Beacon Custom Woodwork, Inc.	Standard	David Buchsbaum	Atlanta, GA	beaconcustomwoodwork.com
Beaulieu Cabinetry Inc	Standard	David Beaulieu	Plaistow, NH	
BGH Contracting	Standard	Will Hund	East Stroudsburg, PA	
Bickel Ventures LLC	Standard	John Bickel	Frisco, TX	
Bob Goeb Custom Cabinet	Standard	Bob Goeb	Wilton, CA	
Bos Brothers Inc.	Standard	Karim Bhibah	Monteagl, NB	
Braam's Custom Cabinets	Standard	Peter Braam	St. Thomas, ON	
Brad's Woodshop	Lifetime	Brad Phelps	Cedar City, UT	
Brave Construction, LLC	Standard	Jesse Cline	Nokesville, VA	
Brunarhans Inc	Standard	Chuck Chmura	East Woodstock, CT	brunarhans.com
Burger Boat Company	Standard	Michael D. Mitchell	Manitowoc, WI	burgerboat.com
C-V Custom Counter Tops & Cabinets Inc.	Standard	Todd Christ	Blue Island, IL	cvcustom.com
C & C Custom Builders, Inc.	Standard	Brian Conard	Green Bay, WI	
Cabinet Concepts By Design	Standard	Shelley Wehner	Springfield, MO	cabinetconceptsbydesign.com
Cabinet Designs LLC	Standard	Brian Dirks	Gallatin, MO	cabdes.com
Cabinet One Inc	Standard	Joe DeLude	Clarkston, MI	cabinetoneinc.com
Cabinetry by Design	Standard	Gary Ciuffo	Deer Park, NY	cabinetrybydesign.biz
Cabinets by Tubbs, Inc.	Standard		Hilton Head Island, SC	
California Closets	Standard	Steve Brennan	Shelton, CT	
Carriage Hill Cabinet Co	Standard	Douglas Fauth	Frederick, MD	
Case By Case Cabinets	Century Club	Erik Bittner	Norwood, MA	
Castleman Carpentry, LLC	Century Club	Richard Bonett	Berryville, VA	
CCS Woodworks Inc.	Standard	Vince Lisanti	Rock Hill, NY	ccswoodworks.net
Centorbi	Standard	Derek Centorbi	St. Charles, MO	centorbi.com
Chadwick Industries Corp.	Standard		Huntertown, IN	chadwickindustries.com
Chisholm Trail Carpentry, LLC	Standard		Waukomis, OK	
Chris Kovacs Designs	Standard	Chris Kovacs	Groton, MA	chriskovacsdesigns.com
CHW Cabinetry	Standard	Hugh Brannon	Lexington, SC	chwcabinetry.com
CK Valenti Designs, Inc.	Standard	Chris Valenti	Chandler, AZ	ckvalentidesigns.com
Clancy Woodworking LLC	Standard		Sherman, CT	clancywoodworking.com
Classic Bath Designs, Inc.	Standard	Tom Bogna	Sun Valley, CA	cbdcabinets.com
Classic Wood LLC	Standard	Doug Walker	Osawatomie, KS	classicwoodllc.com
Classic Woodworks Co.	Standard	Judd Meyer	Sabetha, KS	
Closet Crafters	Standard		Ventura, CA	
Closet Experts	Standard	Rich Kuban	Itasca, IL	closetexperts.com
Coastline Cabinetry	Standard	Nat Wheatley	Plympton, MA	coastlinecabinetry.com
Coastline Woodworking	Standard	Neil Anthony	Coupeville, WA	
Collier Woodworking LLC	Standard	Lawrence Collier	Roseburg, OR	
Conestoga Valley Custom Kitchens, Inc.	Century Club	Terry Fasnacht	Narvon, PA	cvck.com
Copper Canyon Millworks	Standard	Sam Caprar	Glendale, AZ	
Counterpoint Cabinetry, Inc.	Standard	Cleland Noe	Wilmette, IL	counterpointcabinetry.com
Country Barn Woodcraft	Standard	Myron Wiebe	Brendenburg, SK	countrybarnwoodcraft.ca
Covenant Millwork Inc	Standard	Ron Shultz	Louisville, GA	covenantmillwork.com
Creative Cabinetry & Construction	Standard	Dana Sherry	Negaunee, MI	mqtcabinetmaker.com
Creative Cabinetry Plus LLC	Standard	Scott Farley	Crestwood, KY	
Creative Woodworking	Lifetime	Adam Rose	Sterling, CO	cww-customcabinets.com
Crow Wing Cabinets, Inc.	Standard	David Beyer	Brainerd, MN	crowwingcabinets.com
Curtis Cabinetry	Standard	Ed Curtis	Middleton, MA	curtiscabinetry.com
Custom Cabinets By Lawrence Construction	Standard	James Lawrence	Kansas City, KS	customcabinetsbylawrence.com
Custom Creations, Inc.	Standard	Bill Horine	Nicholasville, KY	customcreationsinc.net
Custom Creative Furniture LLC	Century Club	Tom Floyd	Duluth, GA	cabinetsbytom.com

Daniel J Mailey Carpentry Inc	Century Club	Daniel J Mailey	Tullytown, PA	
Danzo Custom Cabinets	Standard		San Dimas, CA	
Dark Horse Woodworks	Century Club	Chris Dehmer	Atlanta, GA	darkhorsewoodworks.com
Dave Grattan Woodworking LLC	Standard	Dave Grattan	Durango, CO	durangodavecabinets.com
Design Woodworking	Standard	Joe Aiello	Lawrence, MA	
DK Cabinets	Standard	Derek Kruzner	Acton, CA	dkcabinets.net
Douglas Cabinet Co., Inc.	Standard	Pete Hancock	Ruston, LA	douglascabinets.com
Everett Custom Woodworking	Standard	Dwight Everett	Hopkinton, MA	everettcustomwood.com
Exclusive Woodworking	Century Club	Joe Knobbe	Waukegan, IL	exwood.net
Feucht's Custom Cabinets	Standard	Josh Feucht	Larchwood, IA	feuchts-cabinets.com
Fine Line Joinery	Standard	David Yonenaka	Grass Valley, CA	finelinejoinery.comindex.html
Fine Wood Design Inc	Standard		North Ridgeville, OH	
Foothill Cabinetworks	Standard	Brendan Mathews	Vista, CA	foothillcabinetworks.com
Fox Woodworking LLC	Standard	James T. Fox IV	Kimberton, PA	foxwoodworking.com
Furniture-n-Cabinets	Standard	Kevin McCormick	Forney, TX	americanwoodshopcabinets.com
Glenn Pope Woodworking, Inc.	Century Club	Glenn Pope	Calistoga, CA	
Green Point Concepts	Standard		Hillsborough Township, NJ	greenpointconcepts.com
Halls Edge Inc.	Standard	David Hall	Stamford, CT	hallsedge.com
Hoffmann Custom Designs Inc.	Standard	Jim Hoffmann	Mundelein, IL	hcd-cabinets.com
HWC Custom Cabinetry	Standard	Jay Miller	North Charleston, SC	hwccustomcabinetry.com
Ideal Drawer Box, Inc	Standard	Donny Ivancovich	Huntington Beach, CA	idealdrawers.com
Innovative Wholesale Fabricators	Honorary	Eric Lehmann	Commack, NY	
Interior Wood LTD	Standard		Calgary, AB	interiorwoodltd.ca
Interior Wood Systems Inc.	Standard		Rohnert Park, CA	
Interior Woodworks	Standard	Mike Ennis	Bismarck, ND	
International Closet Center	Standard		Medley, FL	
Ipswich Cabinetry Inc.	Standard	Mark Welling	Ipswich, MA	ipswichcabinetry.com
Irwin's Furniture Restoration	Standard	Don Irwin, Sr.	Phoenix, AZ	irwinfurniture.com
IVC Cabinet	Standard	Jay Schneider	Anaheim, CA	ivccabinet.com
J & L Trimworks LLC	Standard	Jeff Perkins	Morrison, CO	
JG Custom Built	Standard	John Gricunas	Johns Island, SC	
Jim Jakubowski Inc.	Standard	Jim Jakubowski	New Port Richey, FL	
John C Hammann Contractor, LLC	Standard	John Hammann	Williamstown, MA	
John Gillis Cabinetry	Standard	John Gillis	Tupper Lake, NY	adirondackcabinetmaker.com
Keith D. Hill	Lifetime	Keith D. Hill	Apex, NC	
Keith Smith Builders LLC	Century Club	Keith Smith	Greer, SC	keithsmithbuilders.com
Kel's Kustom Kabinets LLC	Standard	Kelly Hirsch	Watertown, MN	kelscustomcabinets.com
Kitchen Solvers of Elgin	Standard	Warren Schmitt	Elgin, IL	kitchensolvers.com
Kitko Wood Products	Standard	Dean Williams	Glen Hope, PA	kitkowoodproducts.com
Lancaster Cabinet Company LLC	Century Club	David Allgyer	Leola, PA	
Life Styled Home	Standard	Philip Grzyb	Fitchburg, MA	grzybwoodworking.com
Little Valley Woodworks	Standard	Tony Haun	Front Royal, VA	
Lone Pine Cabinets	Standard		West Jordan, UT	
M & R Custom Millwork, Inc.	Standard	Mark Roden	Belvidere, IL	mrcustommillwork.com
Maple River Woodworks	Lifetime	Tracy Yarborough	Coward, SC	mapleriverwoodworks.comcomposite
Martin Custom Cabinets LLC	Standard	Leonard Martin	Shippensburg, PA	
Master's Builders Inc.	Standard	Rick Prat	El Paso, TX	
Mi-Kin Creations Inc	Century Club	Greg A Michael Sr	Canton, GA	mi-kincreations.com
Middle Branch Woodworking Inc	Standard	Sandy Tetreault	Old Forge, NY	
Millwork & More LLC	Lifetime	Sean Benetin	Bernardsville, NJ	millworkandmore.com
Mint Hill Cabinet Shop	Standard	John Carriker	Monroe, NC	minthillcabinets.com
Modern Store Equipment	Standard	David Dunigan	Burlington, NJ	
Mountainside Wood Products	Standard	Lee Peachey	Belleville, PA	mountainsidewoodproducts.com
MTB Artisans	Century Club	Chris Squier	Maplewood, NJ	
Nelson's Cabinets Inc.	Standard	Paul Nelson	Long Beach, CA	nelsonscabinets.com
New Creation Carpenters	Standard		Dexter, MI	newcreationcarpenters.com
Nightengale Cabinets	Century Club	Randy Nightengale	Leland, MS	nightengalecabinets.com
Nixon Cabinet Co., Inc.	Century Club	Bobby Nixon	Athens, AL	nixoncabinet.com
Nolan Stradling Contracting LLC.	Standard	Nolan Stradling	Maricopa, AZ	nolanstradlingcontracting.com
North Shore Design & Build Inc.	Standard	Henry Rothschild	Syosset, NY	
Northland Woodworks	Century Club	Leah Krig	Blaine, MN	northlandwoodworksinc.com
Northwest Crafters LLC	Standard		Tualatin, OR	nwcrafter.net
OGB Architectural Millwork, Inc.	Century Club	Rick Thaler	Albuquerque, NM	ogb-am.com
Olde Saratoga Millwork	Standard	Keith Kreppin	South Glens Falls, NY	oldesaratogamillwork.com
Osborns Mill	Century Club	Mark Piccolo	Farmingdale, NJ	
Patzer Woodworking Inc.	Century Club	Tom Patzer	Mitchell, SD	patzerwoodworking.com
Pearcy Cabinetry Inc.	Standard	Tom Pearcy	Apopka, FL	pearcycabinetry.com
Pearl River Cabinet Company	Standard	Larry Lee	Carriere, MS	
Phoenix Woodworking Corp	Standard	Sandra Pierce	Woodstock, IL	phoenixwoodworking.com
Premier Builders, Inc.	Standard	Ken Kumph	Georgetown, MA	premierbuildersinc.net
Premier Woodworking LLC	Standard	Ken Quinn	Brick, NJ	

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Customer	Customer Type	Primary Contact	City/State	Website
Priebe's Creative Woodworking	Standard	Jeff Priebe	Benton Harbor, MI	priebeswoodworking.com
Procter Custom Woodworking LLC	Standard	Stephen Procter	Missouri City, TX	
Professional Office Solutions, Inc.	Standard		Norwalk, CT	
Progressive Wood Works, Inc.	Standard	Jim Falk	Rye, NY	progressivewoodworks.com
Prowood Inc	Standard	Tamas Matyek	Brooklyn, NY	cabinetmakernyc.com
R.L. Stephens Inc	Standard	Michael Lamar	Austin, TX	rlstephensinc.com
Ramsey Cabinets	Standard	Matt Ramsey	Amherst, VA	ramseycabinets.com
Regier Custom Design	Standard	Daryl Regier	Chadron, NE	warmthofwood.com
Richard's Carpentry LLC	Century Club	Richard Cote	Cottage City, MD	
Rivendell Woodworks, Inc.	Standard	Kanda Alahan	Concord, CA	rivendellwoodworks.com
Rockwell Diversified Woodworks	Standard	Mitchell Rockwell	Sheridan, IN	rdwoodworks.com
Roy Lambrecht Woodworking, Inc.	Standard	Roy Lambrecht	Kailua-Kona, HI	
Roy Smith Signature Furniture	Century Club	Roy Smith	Barrington, IL	roysmithsignaturefurniture.com
RP Woodcraft, LLC	Standard	Parker Mitchell	Sparks, MD	rpwoodcraft.com
RPE Inc.	Standard	Richard Rau	Hicksville, NY	
Rusterholz Woodworking	Standard	Peter Rusterholz	Freehold, NJ	rwcustom.com
Salon Interiors	Standard	Walter Siegordner	South Hackensack, NJ	saloninteriors.com
Savante Wine Cellars/Hogback Woodworking	Century Club	Darryl Hogback	Denver, CO	
Sawdust LTD	Standard	Bruce Hennig	Altadena, CA	sawdustltd.com
Schiller Enterprises, Inc.	Standard	Dave Schiller	Fredericksburg, VA	builtins.com
Schmidt Carpentry	Standard	Tony Schmidt	Forest Junction, WI	
Schrock Custom Woodworking, Inc.	Standard	Jeff Schrock	Toledo, IL	
Scott Robeson Custom Woodworking	Standard	Scott Robeson	Lander, WY	scottrobesoncustomwood.com
Segale Brothers Wood Products Inc	Century Club	Don Segale	Hayward, CA	segalebros.com
Seville Woodworks LLC	Century Club	Louis Seville	Columbia, MO	sevillewoodworks.com
Shore-Built Construction Inc.	Standard	Sue LeClair	York Harbor, ME	shore-built.com
Sofa Kitchens	Standard	Radu Soos	Maple Ridge, BC	
Spalted Inc.	Standard	Hans Juntunen	Portage, MI	
Spartacraft Inc	Standard	Don Clark	Connellys Springs, NC	spartacraft.net
Spencer LLC (dba Spencer Cabinetry)	Standard	Carl Spencer	Monroe, WA	SpencerCabinetry.com
Stanisci Design & Manufacturing	Century Club	Bill Stanisci	Romeo, MI	wood-hood.com
Stutler Cabinets	Standard	Jon Stutler	Kingman, AZ	stutlercabinets.com
Superior Millwork LLC	Standard		Wilmington, SC	
Superior Wood Products LLC	Standard	Roger White	Leavenworth, KS	superiorwood.net
Symphony Kitchens Inc	Century Club	Oleg Vasylychuk	Toronto, ON	symphonykitchens.ca
Systems 32 Interiors Inc.	Standard	Ron Fiala	Inglewood, CA	systems32.net
Taghkanic Woodworking	Century Club	Leland Thomasset	Holmes, NY	
Tall Timbers Woodworking	Standard	Stan Kramer	Bethlehem, PA	talltimberswoodworking.com
The Artisan Shop	Standard	Jim Cover	Loveland, CO	
The Cabinet Maker, LLC	Standard	John Phillips	New Berlin, WI	thecabinetmakerwi.com
The Country Craftsmen	Standard	Kent Needham	Chico, CA	
The Old Country Workshop LLC	Standard	Eric Hurtz	Onalaska, WI	theoldcountryworkshop.com
The Woodworking Shop LLC	Century Club	Mark Sams	Mainsburg, OH	thewoodworkingshop.com
Thomas Charles Cabinetry	Standard		Long Branch, NJ	
Tom's Cabinet Shop, Inc.	Standard	Tom Lee	Bridgeville, DE	tomscabinetshop.com
Trademark Custom	Standard		Pawling, NY	
transFORM	Standard	Andreas Messis	New Rochelle, NY	transformhome.com
Troy's Wood Specialties	Standard	Andrea Scherff	Dell Rapids, SD	
TrueGrain Inc.	Standard		Burbank, CA	
Ugol Woodworks LLC	Standard	Constantine Fedorets	Pawtucket, RI	
VanPolen Custom Cabinets	Standard	Scott VanPolen	Mc Bain, MI	
Versatile Cabinet & Solid Surface, Inc.	Standard	Mike Murray	Logansport, IN	versatilecabinet.net
Viking Woodworking LLC	Standard	Peter Schoonmaker	Pittsburgh, PA	
Vision Kitchen & Bath	Standard	Kha Vu	Tampa, FL	visionkitchenbath.com
VSI Inc. Custom Cabinets	Standard	Marco Vargas	Lynwood, CA	
W.J. Homolka Cabinetry	Standard		Manchester Center, VT	
Walker Woodworking Inc	Standard	Travis Walker	Shelby, NC	walker-woodworking.com
Wayne Woodworks	Standard	Dave Decker	Wakefield, MA	waynewoodworks.com
West Hudson Millwork	Standard	Jon Giordano	Kearny, NJ	
Westchester Woodworking	Standard	Stephen Stanulonis	Colchester, CT	westchesterwoodworking.com
Whitney Wood Work, Inc.	Century Club	Chris Whitney	Amagansett, NY	whitneywoodwork.com
Wilco Cabinet Makers Inc	Century Club	Paul Wilinski	Green Bay, WI	
Wing Cabinet Company	Standard	Eric Wing	Pocasset, MA	wingcabinets.com
WM Orr Fine Custom Cabinets and Millwork	Century Club	Kerry Wilson	Norcross, GA	wmorrinc.com
Wolter's Custom Cabinets.	Standard	Glenn Wolter	Evansville, IL	
Woodperfect Custom Cabinetry	Standard	Scott Comstock	Forney, TX	woodperfectcabinets.com
Woodtronics Millwork Corp.	Standard		Yorktown Heights, NY	woodtronicsny.com
WoodWorks	Standard	Lucas Edgy	Piedmont, MO	mycustomwoodworks.com
Young Cabinetry Inc	Standard	Sheila Young	Saline, MI	youngcabinetry.com

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