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tooling update**

**Industry cluster
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2022 Kitchen Trends

January/February 2022



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SOFO KITCHENS LTD.

PUBLISHER
Bert Kleiser Bert@kleisermedia.com
416 819-4123

EDITOR
Stephan Kleiser Stephan@kleisermedia.com

BUSINESS DEVELOPMENT DIRECTOR
Stephen King
416 802-1225

ART DIRECTION/PRODUCTION
Wendy Schroder production@kleisermedia.com

QUEBEC OFFICE
Peter Tams Peter@kleisermedia.com
514 984-2668

ACCOUNT MANAGER
Leesa Nacht Leesa@kleisermedia.com
289 221-3730

CIRCULATION
woodworking@mysubscription.ca

CUSTOMER SERVICE
info@kleisermedia.com

SUBSCRIPTIONS
Brian Gillett, Target Audience Management Inc.
woodworking@mysubscription.ca
905 729-1288 or Toll Free 866 764-0227

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EDITOR'S COMMENT



BY
STEPHAN
KLEISER

This is really exciting news



Staffing issues and challenges have been and continue to be a problem for our industry.

So I am very pleased to tell you about a new initiative that's been designed to help connect talented people with exciting jobs in woodworking right across the country.

A collaboration of five industry associations and organizations, WOODWORKINGJOBS.CA is designed as a one-stop-shop for industry jobs that will help you find your next career and your new team member.

WOODWORKINGJOBS.CA is a new, absolutely free jobs portal for the Canadian woodworking industry.

Brought to you by the Architectural Woodwork Manufacturers Association (AWMAC), Canadian Kitchen Cabinet Association (CKCA), Wood Manufacturing Council (WMC), Wood Manufacturing

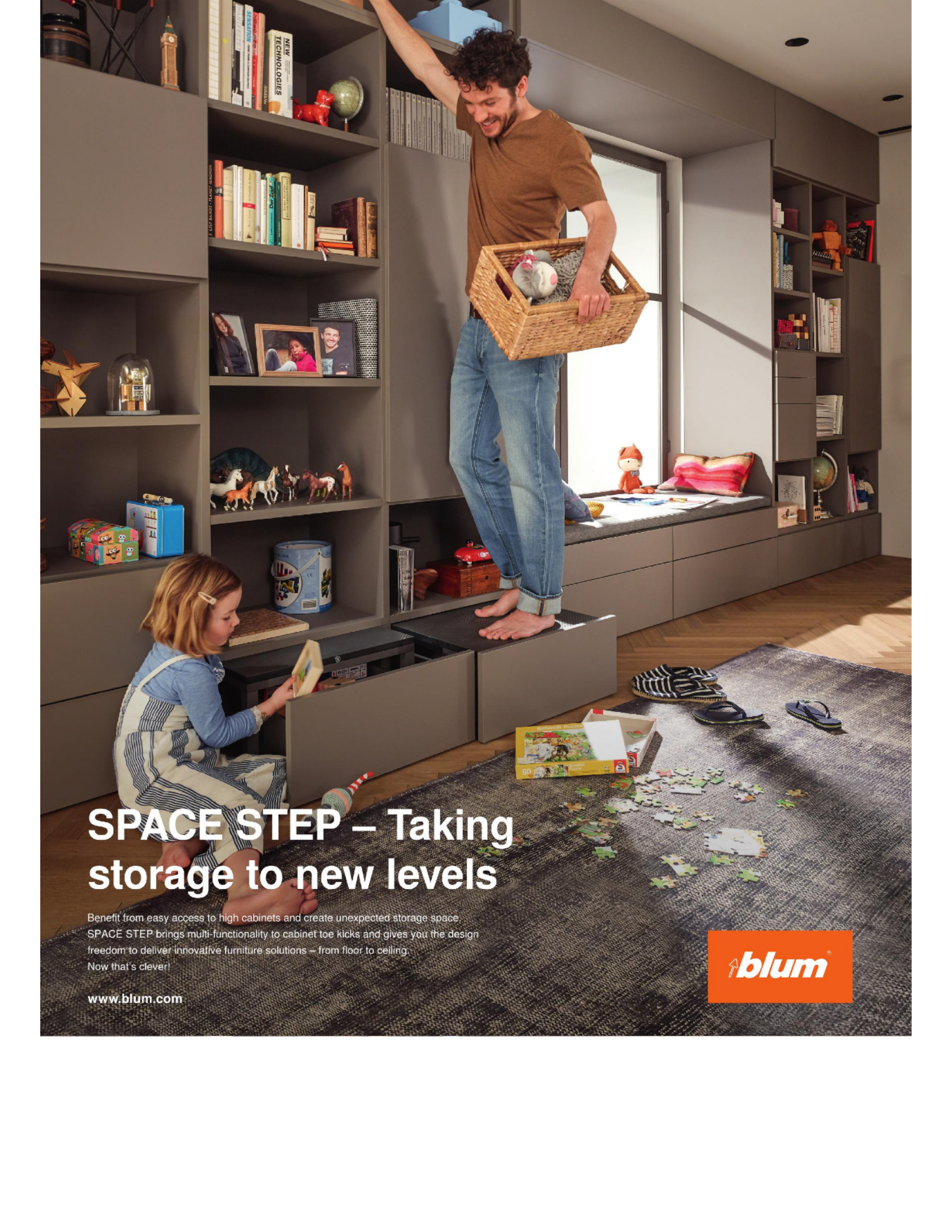
Cluster of Ontario (WMCO) and Woodworking Canada, WOODWORKINGJOBS.CA was created to assist companies engaged in the secondary woodworking sector identify and recruit skilled personnel by presenting job and career opportunities to potential team members for their organization, all in one location.

Also in this issue, we feature SOFO Kitchens, a great family company starting from nothing and developing into a leader in its field. You can read all about it starting on Page 24.

And do you run a clean shop?

Have a look on Page 16 to see why that's important. ■

Stephan



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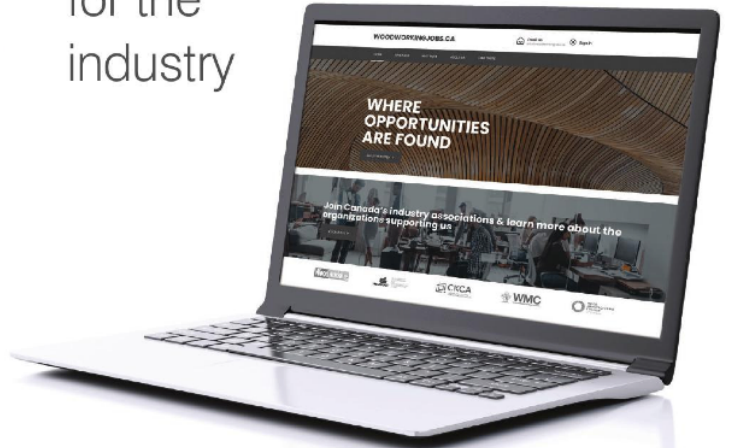
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WOODWORKINGJOBS.CA: Jobs portal by the industry for the industry



Whether you are looking for you next career or your next great team member, WOODWORKINGJOBS.CA can help.

WOODWORKINGJOBS.CA is a new, absolutely free jobs portal for the Canadian woodworking industry.

A collaboration of five industry associations and organizations, WOODWORKINGJOBS.CA is designed as a one-stop-shop for industry jobs that will help you find your next career and your new team member.

Brought to you by the Architectural Woodwork Manufacturers Association (AWMAC), Canadian Kitchen Cabinet Association (CKCA), Wood Manufacturing Council (WMC), Wood Manufacturing Cluster of Ontario (WMCO) and Woodworking Canada, WOODWORKINGJOBS.CA was created to assist companies engaged in the secondary woodworking sector identify and recruit skilled personnel by presenting job and career

opportunities to potential team members for their organization, all in one location.

This is a free service for the industry, so if you are looking for a new member for your team you can start right here and it's absolutely free.

Just go to WOODWORKINGJOBS.CA, click the POST A JOB tab, fill in the information and we'll take care of the rest, it's that easy.

For job seekers, this is the go-to destination to start their search for a career in woodworking and the many related fields.

"We know how challenging and time-consuming it can be to find the right employee or employer. The WOODWORKINGJOBS.CA job board aims to streamline this process for our industry while providing another opportunity for AWMAC, CKCA, WMC, WMCO, and Woodworking Canada to collaborate on a project to benefit our members."

— Michelle Morrell,
executive director, AWMAC

“This job portal will go a long way to help our members access the talent they need to succeed. Job seekers now have a central place to go to access careers in the wood industry.

“WMCO is pleased to collaborate with CKCA, AWMAC, WMC and Woodworking Canada to make this happen.”

— *Mike Baker, chief executive officer, WMCO*

“In this competitive and challenging labour market, it’s important we do all that we can to help our members find the skilled labour they need.

“We believe it starts with

having a centralized job bank that enables our members to advertise positions they have and, more importantly, a place where people can easily find and apply for jobs in our sector.”

— *Sandra Wood, executive director, CKCA*

“We are very pleased to be working with our partners to develop a truly national job board. While everyone was working hard on behalf of their specific memberships, this effort allows us to pool our efforts, work collectively and provide wood

manufacturers with a more comprehensive site to list their positions.

“This is a great development for career seekers. We can now direct them to one central location that features all the opportunities, rather than saying they can find postings in multiple locations.

— *Richard Lipman, president, WMC*

This collaborate effort will go a long way to addressing one of the sector’s greatest pain points...connecting talented people with exciting jobs in woodworking across Canada.

— *Bert Kleiser, Woodworking*



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WMS has been cancelled, resumes in 2023

The Woodworking Machinery & Supply Conference & Expo, scheduled for Feb. 24-26, has been cancelled due to the just announced provincial lockdown resulting from governmental concerns about the highly transmissible Omicron variant.

“COVID-19 has, once again, forced our hand to make this difficult decision,” said Tim Fixmer, president and CEO of CCI Canada, organizers of the event.

WMS had already been postponed from its Nov. 4-6, 2021 time slot because of COVID-19.

On Monday the Ontario government moved the province into a modified version of Step Two of the Roadmap to Reopen, effective

yesterday (Wednesday Dec. 5) for at least 21 days. As such, indoor meeting and event spaces are closed.

“Even if the government begins easing restrictions in February our exhibitors will not have sufficient time to prepare for the event,” said Fixmer. “Our priority is the health and safety of our attendees and exhibitors.”

He said WMS will return to its regularly scheduled time slot in the fall of 2023. The date and venue will be announced as soon as possible.

“We remain committed to WMS for the future and for the benefit of the Canadian woodworking industry,” said Fixmer.

WMS is world-renowned as Canada’s preeminent industrial

woodworking event. For more than four decades, WMS has connected Canada’s woodworking professionals with the world’s most prominent machinery manufacturers and suppliers. WMS 2019 attracted attendees from nine Canadian provinces and two territories.

The 2019 edition featured 75,000 square feet of exhibit space and more than 175 exhibitors.

More upcoming Woodworking Network events

- Closets Conference & Expo co-located with Wood Pro Expo California, April 27-29, San Diego Convention Center, San Diego, Calif.



- Executive Briefing Conference, Sept. 15-17, 2022, The Broadmoor, Colorado Springs, Colo.
- Wood Pro Expo Lancaster, Oct. 13-14, 2022, Spooky Nook Sports Center, Manheim, Pa.
- Salon Industriel du Bois Ouvré (SIBO), Oct. 27-29, 2022, Centrexpo Cogeco, Drummondville, Quebec.

For more information contact Harry Urban at harry.urban@woodworkingnetwork.com ■

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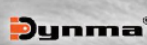
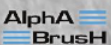
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2022 Kitchen Trends



PHOTO: SUPERIOR CABINETS



Canadian cabinet and kitchen manufacturers AyA Kitchens and Superior Cabinets have released their trend reports for 2022.

“Trend spotting has been a real challenge because of the COVID-19 pandemic as larger industry trade shows have been on hold or have gone virtual,” says Shahan Fancy, Superior Cabinets’ director of marketing.

“These shows are where vendors and manufacturers usually display their new wares, which can help drive trends. Having these points of inspiration, somewhat on hold, leaves limited sources to spot trends. Experts have been mostly relying on the internet, social media, and sales trend data to spot trends. That said, the Superior Cabinets Trends Experts have been scouring this data to bring you their 2022 Kitchen Trends.”

DARK WOOD STAINS: The trend experts are seeing an uptake in the demand for darker wood stains for accent items, hood fans, and islands. They doubt homeowners will be choosing a dark wood stain for an entire kitchen and island any time soon, but only for accents at this time.

DARK AND BOLD PAINTED CABINETS: Dark painted cabinets will be on trend for 2022. Inspired by carbon, zinc, graphite, and charcoal elements, emerging in fashion, fine furniture, and other industries.

GREEN MEETS GRAY: The 2022 Colour of the Year by Sherwin-Williams, Evergreen Fog [SW 9130], will have major influence for wall paint, art, accessories, decorative items, and more. Experts are keeping a close eye on this nature and organic inspired color.

LIGHTER WOOD STAINS: People want lighter wood stains, but without the yellow of natural wood. Inspired by Organic Modern and Boho Chic styles, you will be seeing lighter woods like this in kitchens for 2022.

THREE-TONED KITCHENS: People want at least two tones or finishes in their forever kitchen. It is predicted that three toned kitchens will be trending at a frenetic pace for 2022. This has been inspired by the eclectic style trend, which has gained huge popularity in the past five years.

GRAPHITE DECORATIVE HARDWARE: Why? Because it is an easy hardware finish to blend with two or three-toned kitchens. Matte Black decorative hardware will continue to be on top, but could graphite surpass it in 2022? We shall see.

QUALITY PREVAILS: Homeowners also say they are willing to invest in higher quality materials and products that will surpass normal wear and tear usage, as they are spending more time at home and want things to last.

KNOBS: The trend experts are seeing more knobs being selected, mostly for cabinet doors, while keeping handles on the drawer fronts. This mixed look also lends well to the eclectic style trend, which continues to climb in popularity.

FLOATING SHELVES: Floating shelves have always been hot, but corner-floating shelves started to gain serious momentum in early 2021.

DECORATIVE HOOD FANS: People want this area to be a primary focal point and are willing to invest in semi-custom and custom wood hoods, especially with square modern styling.

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VERTICAL QUARTZ APPLICATION: You'll be seeing more vertical Quartz, Large Format Tile [LFT], and Ultra Compact material being used for backsplashes, cabinet doors, and backs of islands. This material is no longer just for the counter anymore.

TALLER WALL CABINETS: It's rare to see open space above upper cabinets nowadays. As ceilings get taller, you will see full height or stacked upper wall cabinets continue to trend in 2022.

SILVER DRAWER SLIDES: Homeowners are selecting these because they are durable and easy to adjust.

According to AyA Kitchens' team of designers, this is a year of creative details and creating custom spaces that cater to our unique lifestyles, with a focus on our health and sustainable quality and a touch of country charm.

With a new year, come new trends that shape how we approach style and design over the next twelve months.

With the expectation that we will continue to

spend more time at home, this year's top trends aim to create a stylish and efficient life at home, and are rooted in reflecting a shift in values that prioritize comfort and sustainability.

NATURAL SURROUNDINGS: In 2022, you can expect to see the trend of returning to natural wood continue to gain popularity. The white kitchen is still a favourite, however, warm toned woods such as Maple, Cherry, Oak and Walnut with lighter stains showcasing beautiful wood grains are gaining traction. Whether featured throughout the kitchen or as accents, natural, warm feeling designs are on the rise.

CUSTOM CRAFTED FOR COMFORT: As we continue to spend more time at home, we naturally want our spaces to be as comfortable as possible. This has led to a more customized approach of design, with a demand for fully custom kitchens. One size fits all is no longer an option. To complement AyA's mass customization model of production, AyA has introduced its ELITE line, which adds a more fully custom alternative at an

affordable price point. 2022 is the year for creating unique spaces to fit our unique lifestyles.

THE INS AND OUTS: Over the last two years, working from home has become the norm for many of us. While 2021 saw a trend in home offices, 2022 will see a rise in coffee stations. This coffee revolution has created a super functional cabinet, which is beautiful, both in the opened or closed position.

SUSTAINABLE QUALITY: More than ever, homeowners want to build a healthy environment with quality materials. Over the past 20 years AyA has been on the forefront of green design, most recently with a transition to all water-based finishes.

FARMHOUSE FUSION: While modern kitchens have been the popular go-to for the past decade, AyA's experts are seeing the farmhouse style edging into many kitchen spaces. Creating a nostalgic cozy atmosphere is on the top of many designers' minds. Customers are adding country comfort touches with transitional flair. ■



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JOHANN FELDER HAS PASSED AWAY



PHOTO: FELDER GROUP

Johann Felder

The Felder Group has lost its founder. Kommerzialrat Johann Felder (1930-2021), founder and long-time managing director of the Felder Group, peacefully passed away surrounded by his family on Dec. 7, after a brief but severe illness.

With his passing, his family as well as the company's employees are losing an inspiring and striking personality, who turned the Felder Group into the successful family business it is today.

In 1956 in his hometown of Absam (Tyrol), Johann Felder and his wife Gertraud founded the company Johann Felder jun. in the workshop at his parents' house. That same year, they presented the first Felder woodworking machines at trade fairs in Vienna and Innsbruck. Over the following decades, the company kept growing, moved from Absam to Hall in Tirol and finally made a name for itself far beyond the borders of Tyrol as a trailblazing mechanical engineering company of global importance. Today, the

Felder Group is among the leading mechanical engineering and technology companies in the field of wood and composite processing worldwide and continues to surprise us with technical innovations.

Johann Felder was known for his positive outlook on life and his progressive worldview. He was greatly respected, in Austria and abroad. His wife Gertraud, his sons Hansjörg and Martin Felder, the company's current managing directors, his daughter Elisabeth, his grandchildren Daniel, Patrick, Tamara, and Alexander Felder, the third generation working in the family business, as well as the entire Felder Group staff are deeply saddened by Johann Felder's passing. They are losing not just an altogether fascinating and strong personality, but also a mentor and a dear friend.

If you would like to share your thoughts, memories and condolences with us, please send an email to: rememberhans@felder-group.com ■



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WEINIG Group launches major investment program at HOLZ-HER



The WEINIG Group is investing 15 million euros in its panel processing division to promote its subsidiary HOLZ-HER.

The WEINIG Group, a leading technology provider in the woodworking industry, is investing 15 million euros in its panel processing division to promote

its subsidiary HOLZ-HER. The company, which has been part of the Group since 2010, has experienced strong growth and began to reach its capacity limits in

2019, which is why a large-scale investment project is expected to significantly increase capacity and enable further growth.

The first investments to expand steel machining were already made in 2018. But in 2019, things quickly became tight again. For this reason, the management board and supervisory board agreed on a comprehensive investment program in three stages:

1. Further expansion of steel

- machining and extension of assembly areas
- 2. Redesign of the logistics concept at the production site
- 3. Expansion of the showroom and renovation of the office premises at the Voitsberg site

The investment totalling 15 million euros will not only increase production capacity, but also create space to expand the company's product portfolio in the future. ■

KCD Software offers latest TAG Hardware products

KCD Software has announced the updated integration of TAG Hardware library of products that can be imported into KCD Software. This new integration is now available for the updated version 10.

KCD Software customers and TAG Hardware customers alike will be impressed with the integration of the new and updated TAG Hardware library of products, with the added convenience of a new pricing feature. Customers can now incorporate all current TAG Hardware products into their designs and share 3D drawings with their clients.

When the job is ready to be built, KCD Software enables users to easily produce a list of products needed for the job, with the necessary item numbers to order from TAG Hardware or their authorized distributor, Häfele. This new product and pricing integration saves time ensuring no item is missed, and enables



designers to keep on top of industry design trends.

The KCD Software version 10 update includes a number of new and updated TAG Hardware products. New additions include the Symphony Wall Organizer and the new Symphony Office Organizer and many more.

KCD Software and TAG Hardware worked together on developing this new integration. KCD Software verified the product integration and developed the new pricing component, while TAG Hardware worked on inputting 3D modeling of TAG products directly into KCD Software. ■

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EUMABOIS LAUNCHES NEW WEBSITE

Eumabois, the European federation of woodworking machinery and tools manufacturer, has announced the launch of its new website with the latest design



and features at: www.eumabois.com.

After many months of work, the new web page is finally online offering users all the information and updates on the federation and its member associations

with a state-of-the-art navigation experience. The primary goal of this redesign was to create a more valuable and fully responsive communication platform easily accessible from all devices. ■

Chris Capling joins Hettich Canada sales team



Chris Capling

Chris Capling has joined the Hettich Canada sales team. Capling started his new job as territory sales representative for Ontario in October.

His appointment is part of Hettich's ongoing strategy to steadily increase market share in the province.

Capling's mandate is to drive business development by building productive relationships between cabinet manufacturers and millworkers and Hettich distributors.

With more than 10 years of experience in the building products industry, Capling brings experience and market knowledge to the job.

Capling will play a pivotal role in growing Hettich Canada's market share in Ontario. ■

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SCM and Randek AB join forces for timber construction solutions

SCM and Randek AB join forces in a new global cooperation, with the aim is to be a one-stop supplier for the complete timber construction process offering the widest range of solutions for beams, walls, timber frame, X-lam/CLT panels machining.

The Italian Group SCM and the Swedish company Randek AB have sealed a strategic global agreement for the worldwide supply of integrated solutions for timber construction.

The new partnership aims to further expand and strengthen the range of technological solutions already provided by both players across the globe and

complementary to one another: SCM, that continues innovating to offer advanced numeric control machining centres capable of processing all kinds of different construction elements requested by today's market, and Randek AB, well-known worldwide for its high performance innovative technologies in the prefabricated housing sector.

The partnership will also allow each company to be able to offer the other party's products, making it possible an offering of integrated solutions, which otherwise would not have been feasible, except in the long term.

"Our global partnership with Randek AB significantly and



strategically expands our offer of products and services for timber construction, guaranteeing our customers access to a wide range of specific technological solutions dedicated to machining prefabricated walls with increased production efficiency and a

better return on investment," says Tommaso Martini, SCM manager for timber construction business.

"An agreement with a global leading group like SCM, with sound industrial expertise and an extensive international distribution network, means we can further strengthen our presence on the most relevant markets, offering the customer an even more direct, widespread service" says Ola Lindh, CEO of Randek AB. ■

WERNER O. SCHMIDT HAS PASSED AWAY

AWMAC's Ontario chapter has shared "with sadness that Werner O. Schmidt has passed away.

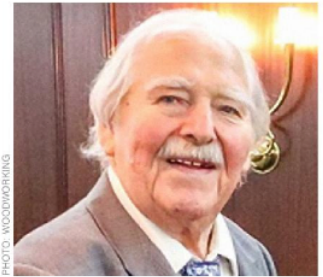
"Werner was a long-standing, respected member of AWMAC, a leader and one of the founders of the GIS Program in Ontario. Even when Werner stopped working and was enjoying his retirement, he still had an enthusiasm for AWMAC and continued his support where he could.

"In 2020 at the AWMAC Ontario Awards Dinner, Werner was awarded the AWMAC Ontario Director's Award in honour of his leadership, service and support of AWMAC. Werner will be missed!"

His daughter has shared the following message:

Werner Otto Schmidt (27/08/36 - 22/01/22)

Werner, cabinetmaker, father, and grandfather died peacefully at home, surrounded by the love of his family. He was only briefly ill but went out of this life with the same enthusiasm and sense of



Werner O. Schmidt

adventure that he lived every day.

Werner was one of the founding members with the Architectural Millworkers in Ontario and Canada - and always spoke highly of the excellent work done by the members. Most memorable were the many annual meetings/parties he helped to organize!

As a result of COVID, we will not be having any celebrations for him at this time. If you wish to be notified when we do have an event (hopefully this summer), please contact Werner's daughter Kirsten kirstenmschmidt@yahoo.com ■

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N.R. Murphy has been providing cleaner air for 78 years



Dennis Reeve is the general manager of N.R. Murphy, which has been providing cleaner air to its customers for nearly 80 years.

Based in Cambridge, Ontario the company has been a solution provider for one of the most important aspects of operating a successful wood manufacturing company.

While dust mitigation and collection are not as sexy and glamorous as the latest high-tech machinery innovations, it is nevertheless incredibly essential as failure to deal with it properly can threaten workplace health and safety, product quality and in a worst-case scenario the company itself.

Many consider wood dust an annoyance, something that is unavoidable, adds no value and costs money to deal with.

Sure, there is some of that, but as Reeve points out, wood dust is a potential explosion, fire and health hazard and can lower the quality of everything you produce. And companies will save money via fewer rejects, better finishes, energy savings, longer tool and machine life and reduced employee absenteeism.

That's right. In addition to the aforementioned dangers of fire and explosion, wood dust can cause serious health problems; everything from irritation, allergic reactions and asthma, and dust from certain wood species and

products is even considered carcinogenic.

“Fortunately, this problem is not as prevalent as it used to be,” Reeve says.

“Actually it wasn't really ever prevalent, but if it does happen all eyes are focused on that incident and it garners a lot of publicity.”

And over the years, significant strides have been made to improve dust collection equipment even further to prevent explosions and fires.

Reeve says originally it started with spark detection. There is a system installed in the inlet duct of the dust collector to detect a spark and there is an extinguishing system to hopefully put out the spark before it gets to the dust collector. And then on the discharge side of the dust collector before the air returns back into the building, “we put an abort damper there so that if the spark detection system detects a spark that damper trips and diverts the filtered air to the atmosphere rather than back into the building.”

Reeve says the other reason why you'd want to have a good dust collection system is to keep the workspace as safe and clean as possible, because wood dust, depending on what type of wood it is, is a carcinogenic.

Another issue is keeping the wood waste clear of the machine so the machine can work properly.

“For example on the big sanding machines, if you don't keep them clean it deposits

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CENTATEQ-N-500

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the wood dust back onto the work surface and causes issues there. And having a clean work environment also improves your finishing which is ultimately key to a good product," Reeve says.

Also, in the last few years, explosion venting has become very, very important as well.

Reeve says a lot of insurance companies and fire marshals and building departments require proper, approved explosion venting. That means that if there is an explosion, it is vented into the atmosphere rather than blow up the dust collector or blow up the building.

Another important issue - and a money saving one at that - especially in our colder climate is having a system that doesn't simply exhaust air and heat, but one that circulates, removes the dust and sends that still warm air back into the building.

"That's the advantage of a proper dust collection system," Reeve says. "It filters the air and then returns it back into the building, so you're actually saving a lot of money on your heating bill."

As far as providing an optimized system to a particular customer is concerned, Reeve says they will always go on site to determine what the customers' exact needs are.

"So we will have collected all the information from their equipment and calculated the duct sizes etc. they need.

After that we prepare and design a custom solution for them, one that is tailored to their specific needs."

N.R. Murphy offers solutions for all sizes of shops, from small ones to very industrial installations.

"If you are just running a couple of machines, and depending on what type of machines they are and if the capacity is less than 5,000 CFM, you can put an enclosureless dust collector inside the building, which is basically just an open bag type that blows the air into that," says Reeve.

"Or if it is above the 5,000 CFM then you obviously have to go and put the dust collector outside with all the proper protection on it.

"The smallest we make is two

horse power and then we go up to 150 horse power as required."

Reeve says having the right solution for your shop is important to keep the air in your plant clean,

protect employee health and the building from fire and explosion.

N.R. Murphy has dealers right across the country and they do some work in the U.S. as well. ■

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— MIKE BAKER, WMCO

"In this competitive and challenging labour market, it's important we do all that we can to help our members find the skilled labour they need..."

— SANDRA WOOD, CKCA

"We are very pleased to develop a truly national job board.... and provide wood manufacturers with a more comprehensive site to list their positions....this is a great development for career seekers."

— RICHARD LIPMAN, WMC

"We know how challenging and time-consuming it can be to find the right employee or employer. The WOODWORKINGJOBS.CA job board aims to streamline this process for our industry."

— MICHELLE MORRELL, AWMAC

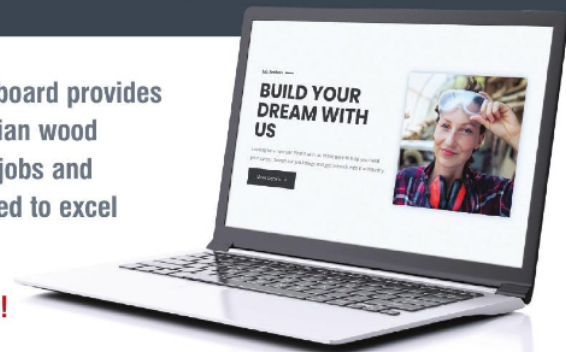
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DALE



SKYLAR

WEST

Skylar & Dale during 2021 have been busy implementing our latest drying and finishing technologies from Cefla and Sunpot in Western Canada. With the addition of Rick Normile to our Team, we are increasing our expertise to the next level once again.



BOB



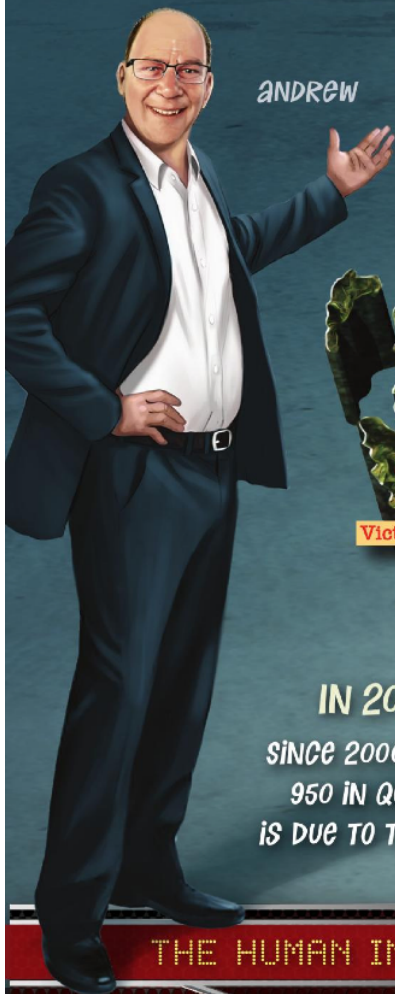
JAY



JOE

CENTRAL

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2021 was a challenging year in Atlantic Canada and yet one of our busiest. We sent Graig a toolbox as well as virtual support from our service team to overcome the bubble constraints and got him involved with support/service and installation of our machinery.



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Canada to plant millions of trees annually to reach target

The Canadian government announced in 2019 that it plans to plant two billion trees by 2030, but so far it is falling short of that promise. An access-to-information request by The Canadian press discovered that only about 8.5 million trees had been planted by last November. That's less than half a per cent of the promise.

Natural Resources Minister Jonathan Wilkinson says that it takes time to ramp up the program and grow the necessary seedlings, and that the numbers will increase dramatically, to hundreds of millions of trees planted annually, in the coming years.

By 2027 and continuing for the following years, some 320 million trees will be planted every year creating thousands of new jobs.

To achieve that goal, the government has launched a call for proposals, including from municipalities and Indigenous communities. ■



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QFMA launches 'The Better Way Program'

The Quebec Furniture Manufacturers Association (QFMA) is launching the first supply chain optimization program for the furniture-manufacturing sector in Quebec.

The objective of The Better Way Program is twofold: to reduce the ecological footprint of the furniture industry in Quebec, and to allow manufacturers to lower their transportation costs, giving them an advantage over the competition. Indeed, the reduction of greenhouse gas emissions is an important concern for the QFMA and its members.

"We have to do our part as an industry. We believe that the consumption of fossil fuels for the transportation of Quebec-made furniture can be significantly reduced through the pooling of transportation,"



says Gilles Pelletier, CEO of the QFMA.

The program, supported by the Ministère de l'Économie et de l'Innovation, is being implemented in collaboration with Cedric Millar, Canada's leading 4PL provider, which offers supply chain solutions in Canada and the United States.

"Cedric Millar is pleased to partner with the QFMA on its Better Way program," says Brian Ware, managing director of Cedric Millar Integrated Solutions.

This program aims for major improvements in terms of cost savings, competitiveness, efficiency and the environment. The QFMA will actively promote the program to its members and have confidence that a large number of companies will eventually join. ■

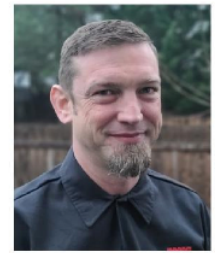
Castle USA names Mathias Forsman as CEO

Castle USA has named Mathias Forsman as Chief Executive Officer.

Since Forsman's arrival at Castle, the company has experienced record year-to-date sales overall as well as record sales across all distribution channels. Forsman came to Castle from Tigerstop.

"I am genuinely excited that Mathias will be our new CEO," says founder Max Durney. "His depth in marketing, sales, and industry knowledge is unsurpassed. With Mathias at the helm, our team is complete and the future auspicious."

Forsman says, "We've already accomplished great things this year and we have exciting initiatives ahead. Leading a company like Castle, one that never compromises on quality and innovation, is truly an honour." ■



Mathias Forsman

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HOMAG promotes Nelio Fernandes to regional sales manager



HOMAG CANADA is pleased to announce the promotion of Nelio Fernandes to regional sales manager. “Nelio has been with HOMAG for 12 years, during which time he has held positions in field service, service support and product management, proving himself to be committed to the growth of our customers and fellow colleagues. “Nelio’s manufacturing background, along with his extensive industry experience, has proven to be an asset in his ability to consistently deliver solutions and exceed the expectations of our customers. “Please join us in congratulating him.”

Canfor to buy Millar Western’s wood products assets



MILLAR WESTERN Forest Products Ltd. (“Millar Western”) has announced it has entered into an agreement to sell the company’s wood products assets to Canfor

Corporation (“Canfor”) for \$420 million, including \$56 million of working capital. The transaction would include the lumber and specialty lumber mills in Whitecourt, Fox Creek and Acheson, Alberta, and associated woodlands operations and timber holdings.

HOLZ-HANDWERK postponed

THE TRADE SHOW pairing of HOLZ-HANDWERK and FENSTERBAU FRONTALE 2022 has been rescheduled in close consultation with exhibitors. To meet multiple requests from registered exhibitors and enable all participants to plan with confidence, NürnbergMesse and VDMA (Mechanical Engineering Industry Association), as the organizer of HOLZ-HANDWERK, have jointly decided to postpone the combined event until July 12-15.

B.C.’s Teal Jones Group proposes new Louisiana lumber mill



ACCORDING TO A release from Louisiana Economic Development, Teal Jones is investing \$110.5 million USD to build a lumber mill in that U.S. state. Teal Jones Group owners Tom

and Dick Jones have said the company is evaluating Bossier Parish, Louisiana for a planned \$110.5 million southern yellow pine lumber plant. The new sawmill would support 125 new direct jobs, with average annual salaries of \$47,000, plus benefits. Louisiana Economic Development estimates the project would also support at least 369 indirect jobs, for a total of 494 prospective new jobs in Louisiana’s Northwest region. The production facility would generate up to 120 construction jobs at peak construction.

Akhurst opens new location in Anaheim, California



AKHURST MACHINERY is opening a new branch in Anaheim, California which will support the growing customer base serviced by Akhurst and its subsidiary divisions, (Cantek and Leadermac USA) on the West Coast. This location will offer a fully operational demonstration showroom and a warehouse for machine inventory. The company is adding additional sales and service personnel to further support their customer’s needs for prompt and reliable local service. Akhurst is one of the largest independent machinery importers and distributors in the wood industry. They are a fourth-generation, family-owned business with a proud history spanning over eight decades.

Chris Waller joins Castle USA



CASTLE USA HAS just named Chris Waller as product manager. Waller will be managing development, sales and service for the CSI 1.5D Pocket Cutter/Screw Inserter machine. “We’re thrilled to have Chris join the team here at Castle,” says Mathias Forsman, CEO. “His experience and success in sales and enthusiasm for positive customer engagement will help new and existing CSI 1.5 customers increase their efficiencies and profits.”

EGGER Group sales up 36.5 per cent



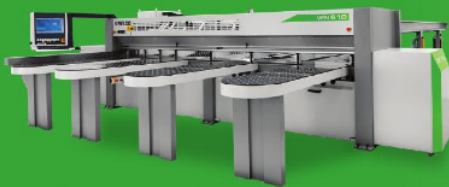
THE EGGER GROUP reports sales for the first half of its 2021/2022 financial year (reporting date Oct. 31) were up 36.5% compared to the previous year to 1.98 billion euros. The company says high demand in the construction and furniture sector as well as the capacity increases of new plants contributed significantly to the result. ■

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SOFO Kitchens

specializes in high-end custom cabinetry

BY STEPHAN KLEISER

Radu Soos founded SOFO Kitchens, a mainly family-operated company, in Port Coquitlam, British Columbia in 2008 and runs it with his wife Monika.

A great story actually, because Radu and Monika grew up together on the same street in Romania where they first met when they were just six years old.

“We grew up in Transylvania, about 20 minutes from Dracula’s castle,” Radu says with a laugh, “and I remember as children we were always making fun of visitors who came there looking for vampires.”

Radu came to Canada first, with his family, in 2002, and immediately started saving every penny he earned so he could buy a plane ticket for Monika to follow him here. It took him six months, but he managed, and as soon as she was able to join him here they got married.

“After immigrating from Romania and having worked for six years as a customer service associate at a large commercial cabinet manufacturing company in Coquitlam, B.C., he went to school to be certified as a project manager.

Radu had previously worked in a cabinet shop after high school and he really liked it. And as Monika adds, “he was also really good at it.”

So it wasn’t long until he decided to start his own company.

He quit his job and like so many others before him, started his company in the garage, which was quite challenging.

“We had to update the electrical system to even be able to run the basic machines I started out with,” Soos says. But it didn’t take him long and after just a few months he was able to rent his first, tiny, 2,000 sq. ft. shop.

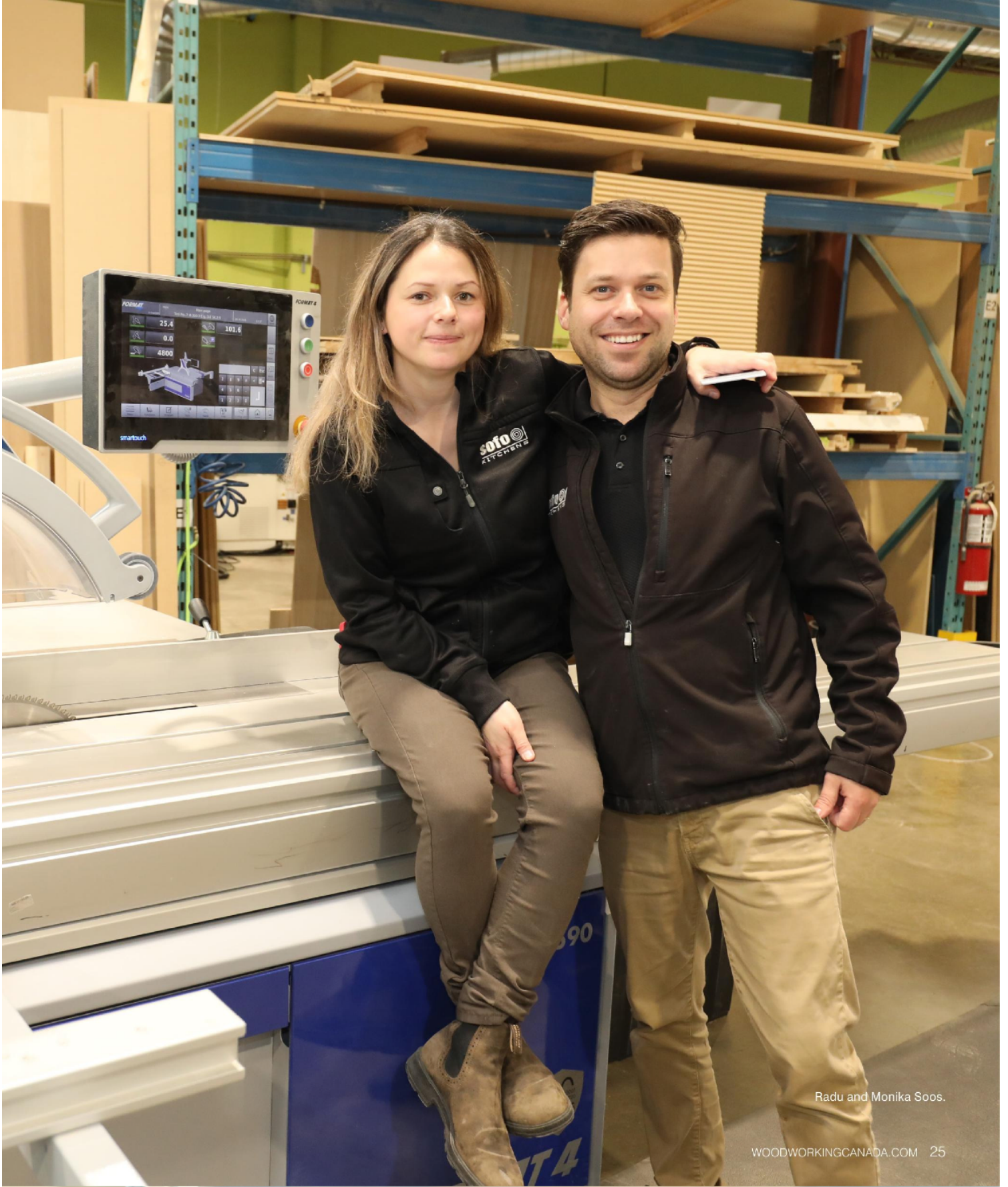
There was only room for a small bench and some basic tools and they even set up a spray booth in a friend’s garage just so that they could do some finishing.

All of his jobs came through word of mouth, some smaller and some larger, and one contractor who kept calling him back for additional projects. And the business kept growing from there.

SOFO Kitchens has always focused on producing high-end



PHOTOS: SOFO KITCHENS



Radu and Monika Soos.



residential custom cabinetry and millwork and Radu remembers spending countless hours in the garage, having dinner with his wife on top of plans and cabinet boxes.

But word got out about the quality of their work and the orders just kept coming.

It wasn't long until Soos was able to rent his first larger commercial space.

And by 2011, Monika, who worked in laboratory research at the University of British Columbia and helped out with bookkeeping and marketing, also quit her job to join the family business full time.

Soon SOFO Kitchens had to move again, into yet another, larger space. And just recently, having outgrown their previous space after just 1½ years, they had to move again.

The new facility, also in Port Coquitlam, is close to 13,000 sq. ft. and SOFO Kitchen now has 25 employees. Seventeen full time the rest are contractors. And rather than sign another lease, this time they decided to buy their own place.

They are members of the Canadian Kitchen Cabinet association and Monika also serves on the board of directors of the American Cabinetmakers Association.

One thing that hasn't changed over the years is that SOFO Kitchens still relies almost exclusively on referrals for its business, "even though we have a strong online presence, we don't really advertise," says Monika.

Their customer base is exclusively designers, architects and builders and they only do high-end residential projects mostly in the lower mainland, anywhere from Chilliwack to Whistler. Canadian singer songwriter Michael Buble is among their numerous well-known clients.

They have also done jobs in Regina and Toronto, but those are exceptions. "And we don't do retail, we don't have a showroom and I'm not planning to have one," Soos says.

"So if someone were to call me because they see our website or heard about us, I don't take those jobs, it's just not what we do."

People and Technology

Soos credits their impressive growth on their talented team and the commitment to having the best technology.

"Most of our people have been with the company since the beginning, and they bring decades of skill and craftsmanship to the table, and everybody is like family and we're there for each other."

Monika says 'Sandu the Sander,' a fun name given to one of their long-time employees is a perfect example of that. Although he is 78, "Sandu is amazing and very, very energetic. Our team is very diverse ranging from 19-78 years old, from no experience to old school European craftsmanship and they come from all over the world".

As far as technology is concerned, Soos says it's the other key to SOFO Kitchens' success.

"For example, we are using Planit's CABINET VISION and it helps tremendously," he says. "I remember even in our first and second shops we had some very

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basic optimization software and then we still had to cut it on a panel saw. But then when we got into CNCs, CABINET VISION really made a huge difference, especially since we were so custom. We started using it in 2013 and we never looked back.

"I started with the first module for the CNC and then we kept adding to it. It's very good software. I looked into other solutions, but this one is really good, it works for us, it's extremely powerful and it helps us save time, be efficient and have less waste.

"We also use it in conjunction with VORTEK Spaces, Planit's 3D Interactive Virtual Showroom software."

Soos says some people can't read drawings or have a difficult time visualizing what their completed project will look like, "so having

CABINET VISION together with VORTEK is really amazing.

"People can use their phone or tablet and walk through the house and see exactly how it will look. They'll see everything we're going to do for them. It creates the project in virtual reality and I can just send them a file and they can do the walk-through, it's the perfect solution for the end client."

Adapting to challenges

Of course COVID-19 has created some challenges, but Soos says they have managed to adapt by changing the way they order and plan their projects.


"Let's say for a larger project where we used to take five weeks for planning and preparations before we started cutting, now I need to plan a few months ahead," he says.

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“That also means we have to have a conversation with the client telling them that they have to finalize everything ahead of time so we can source material.”

He says it is about working with the clients and educating those clients about the situation and then work with them to overcome the challenges.

“Like so many other shops, we were all about just-in-time, but we had to adapt and change. Now I have to have inventory.



PHOTO: WOODWORKING



“We used to get the hardware as needed, but now we have to pre-order it ahead of time and store it so we are guaranteed that we have it in stock when we need it.”

However, the pandemic notwithstanding, Soos says the past year has been insanely busy for them; in fact they have never been busier.

And while that is great for business

it has also been challenging, for the aforementioned supply issues, but careful planning has enabled them to keep up with the projects and they are in a really good spot overall.

In the shop

SOFO Kitchen also uses the best technology on the machinery side. They have a new SCM Morbidelli

5x10 CNC with an automatic off loader. Then there is a PUR-capable edgebander from Felder, and two large, dully-digital panel saws (Felder and Altendorf).

“We really like to take advantage of technology as much as possible,” Soos says and added they also recently installed a new finishing booth and dryers, which were delayed by five months because of COVID.”

Future plans

“We are in a really good place right now. Everything is working really well, we’ve optimized everything in the shop and I am really happy,” Soos says. “Of course there is always room for improvements.

“The biggest thing for us right now is to get a vertical material storage system, because we don’t have the horizontal space and we certainly don’t want to move again. You know Vancouver real estate is insane, so we’re looking for something to organize our material and handle automatic storage and material management.

“With horizontal systems you need a lot of space because we

Our members make the cluster work by sharing best practices, gathering new ideas and collaborating with each other. It is this symbiotic model that makes our cluster work and will benefit your organization.



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have 4x8 and 5x10 sheets, but if you get a vertical system it takes a much smaller footprint, so that's what we are looking for."

So far they've discovered just one such system. One usually used for metal fabricators, but it can be customized for woodworking as well so that is one consideration.

Working with schools

And because it is so hard to find and retain employees, SOFO Kitchens has started a program with schools to bring in kids to have wood shop classes and experience what it is like to work in the industry.

"It is to give them exposure to what we do, Monika started that program, we call it Canadian Manufacturing Day, and it has been working really great," Soos says.

It's like an open house where kids can go through the shop and see the entire process."

"The last time we did it, we had one kid who decided to work with us for the summer," Monika Soos says. He is even considering going into the Red Seal program at BCIT.

Another employee is doing her apprenticeship with them right now and Radu and Monika say it is important for them to support and encourage young people to get involved in this industry and to see it for what it is.

"Not the dusty shop some people expect, but a modern workplace featuring a lot of cutting edge technology."

"Take our shop, we have almost completely eliminated paper," Monika says. "Everyone has their own iPad and all the information they need, including their time sheets, are there ready to use and updated in real time."

The app - a program they created and customized just for their shop - links the jobs and the payroll so they can track everything in real time. "That helps us track jobs and how we are doing compared to our estimates and it shows us who is working on what right now.

"We are always looking at adding more technology and that approach has been working very well for us," says Radu. ■

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Three buying trends to capitalize on in 2022

Have you ever seen this much marketplace disruption? The year 2022 marks my 30th anniversary of client companies bringing me in to work with their sales and service teams to grow their business. Over my three decades of speaking, training, and writing on the topic I've never seen a shift in customer buying behaviors as dramatic as those we've recently experienced during the pandemic. Consider how you and your organization can capitalize on the following big three trends.

BUYING TREND #1 – CONVENIENCE IS KING

The pandemic exploded online buying particularly at Amazon. Interestingly, Amazon doesn't sell products. It sells convenience. Compare buying from Amazon to the typical retail shopping experience. With Amazon you don't have to go anywhere, you push one 'buy now' button and receive it often the next day.

Similarly, when it comes to service, Skip the Dishes doesn't sell meals, it sells convenience. You can order any menu item from any member restaurant, and it's done. A map app shows you exactly where the delivery person is, and exactly when it will arrive.

Your moves: If you sell products online to repeat customers, do they have to input all their payment and delivery information every time? Or instead, can you use the Amazon approach and collect and store customer details once, to make it easier for them to order repeatedly from you?

If you sell services, then could you use similar software as Skip the Dishes and Uber so that customers can track on their phones exactly when the delivery will arrive, or how long their wait time will be?

Don't compare your company to your industry competitors. Compare yourself to Amazon and Uber. Make your customers' buying experience more hassle-free and convenient. You'll differentiate yourself in your marketplace while making price less relevant.

BUYING TREND #2 – FRUSTRATION WITH SHORTAGES

I'm too young to have lived during the World War years, when many countries imposed rationing. During the pandemic, however, we all experienced commodity shortages that led to delivery delays and price swings. Those shortages of materials will eventually right themselves as the pandemic subsides. Unfortunately, the more persistent shortage that will remain for the foreseeable future – staffing.

The pandemic didn't create a staffing shortage, it just made it more pronounced. The labour shortage that began long before the pandemic is a function of demographics and lower birth rates in developed nations. That's not going to change any time soon.

In what's often referred to as the war for talent, it's critical for organizations to successfully hire, motivate, and retain staff. Many managers believe the only way to accomplish that is to pay higher wages. In reality, we've discovered working with clients across dozens of industries, engaging and retaining employees doesn't necessarily mean paying more.

In researching my book "Becoming a Service Icon in 90 Minutes a Month", I was impressed by the work Dr. Kenneth Kovach, a renowned researcher of employee motivation. Ken related to me that the #1 motivator of

employees is not money – it's actually interesting work.

Your moves: A simple way to make work more interesting is to train employees on communication skills. Specifically – how they can effectively communicate with customers when handling unexpected delivery delays or price spikes. When we work with teams, for example, we equip them with phrases to manage customer expectations, take ownership, and earn respect. That creates a better experience for customers and a more rewarding, stress-free environment for employees. It's a win for everyone; even when there are shortages of commodities and employees. To enhance staff engagement and retention, could your team use a tune-up in customer communications?

BUYING TREND #3 – LESS IN-PERSON COMMUNICATIONS

Did the pandemic ever lead you to feeling Zoomed-out or Teamed-out? If so, you're not alone. For better or worse, virtual meetings aren't going away. Most managers agree that sitting behind a camera doesn't come close to the benefits of a site visit or a hallway conversation at a convention. If however, the in-person meeting merely involves people sitting at desks or around a boardroom table, then the virtual meeting comes reasonably close. Often at a fraction of the cost than if travel was required.

Your moves: If you haven't yet, it's time to embrace virtual meetings. According to the Harvard Business Review, shifting your impersonal email or text client communication to more personal face-to-face or virtual meetings, increases

your chances of closing the sale by 34 times. That's quite a difference!

A virtual format also makes team training easier and more cost-effective. For many businesses whose employees were geographically dispersed, it was often cost-prohibitive to physically assemble them for training. Now with the virtual option available, you eliminate not only the travel expense, but also travel time. Plus Zoom offers wonderful options for smaller group discussions, polls, and engagement. Suddenly, virtual training becomes more fun, affordable, and impactful.

WHICH WILL YOU EMBRACE?

So, which of these three trends do you see either being a threat or an opportunity for your business? The pandemic certainly hit a lot of people in a negative way, and not just for the devastating health impacts. On the other hand, the topsy turvy world of the last two years has inadvertently uncovered opportunities to differentiate your service and enhance employee engagement. I'd love to hear from you with your plans for adapting in the year ahead. ■



This article is based on the bestselling book, *Influence with Ease* by Hall of Fame business speaker, Jeff Mowatt. To obtain your own copy of his book or to inquire about engaging Jeff for your team, visit www.jeffmowatt.com.



BY
MICHELLE
MORRELL

Michelle Morrell is the National Executive Director of the Architectural Woodwork Manufacturers Association of Canada. She can be reached at: michelle_morrell@awmac.com

AWMAC 2022 National Convention to take place in Calgary this June



Calgary, Alberta

The Architectural Woodwork Manufacturers Association of Canada (AWMAC) is excited to announce that our 2022 AWMAC National Convention will be taking place from June 9-11, in Calgary, Alberta at the Fairmont Palliser.

Our theme for 2022 is “Building for the future — together” and although we have faced a lot of uncertainty over the last two years, we are thrilled we can have the opportunity to come together face to face as industry leaders.

For 2022 we are pleased to be able to bring together leading industry experts from across Canada who no doubt will be thrilled with what we will have on offer.

The convention will include our 53rd Annual General Meeting (AGM), which will be held on Saturday, June 11.

In addition to our AGM, we will feature an Industry Showcase, President’s Gala, roundtable session, Golf at Mickelson National Golf Club, and Educational Sessions – plus much more!

Our keynote speaker for this year is Canadian Rowing Olympic Silver Medalist Jeremiah Brown, who will be speaking to us on Friday, June 10 on “Leading Through Change: Lessons From an Improbable Olympic Journey.”

Brown won the silver medal with his rowing teammates at the 2012 London, U.K., Summer Olympic Games.


Our new AWMAC Awards and Recognition Luncheon will be taking place on Friday, June 10 as well.

The AWMAC National Convention delivers a strong vision combined with loads of fun when our members and industry partners come together.


For more information, please visit awmac.com/national-convention.com.

Don’t miss out on a great chance to collaborate on the issues facing our industry! ■

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BY SANDRA WOOD, CMP, EXECUTIVE DIRECTOR, CKCA

What do the numbers say?

Numbers! Every time I watch the news these days it's all about the number of infections or hospital admissions. What has surprised me are the specific numbers reported. They don't round up or down, they give very specific numbers.

I know we're all so tired of hearing about it, but without it we'd be blind to the realities of what's going on. That age old saying "you can't manage what you don't measure" always resonates true. Governments have been pouring over their numbers for almost two years now and the data remains a major tool in anticipating and responding to the pandemic.

What this all reminds me of is the importance of numbers, a.k.a. metrics.

But you already know that because you pour over numbers daily too. Whether you're monitoring job completion rates, assessing material consumption, analyzing profits or quoting jobs to clients, you're using numbers and projections to run your business and you couldn't function without them.

Last year CKCA worked hard to get at more industry data to see how the industry was performing, we also looked at the numbers. The analysis and results of what we collected were revealing. We looked at whether our industry was showing signs of slowdown, more than 80 per cent said no. We looked at whether you were increasing prices to clients because of the supplies cost increases and 90 per cent of you said yes and a further 75 per cent said you were preparing to increase prices further in 2022. We asked you if you were having difficulty collecting final payments from customers and 30 per cent of you told us you are having difficulty and a further 45 per cent said sometimes.

This year, we're still all about the numbers. We'll be working to gather more market Intel to share. We'll be looking at salaries, at employment levels at imports and much more. Our role is to give you numbers that you can use to benchmark.

On the flip side are there numbers

you're not looking at? The reason I ask is because in my many conversations with members over the years it is always very clear that the number of hours members give to their business is significant. What is the average workweek in terms of hours for you in your business? Is it a 45-hour, 50-60-hour workweek or more? People work hard in our industry and they do put in long days. We've heard the stories from owners who worked through the weekend to get a job done, or they had a setback (maybe machinery broke down or they are short-staffed) and they're behind, so they're working longer days to catch up. Have you ever thought about how many hours of experience you have in your business or the industry?

That's a pretty impressive number and a graphic way of telling customers who you are and what's behind the products you build and sell. We're pretty proud of that too and want to drive a clear message that buying Canadian-built cabinets is a smart decision. Because we're not lying when we talk numbers. If anything, we're still very humble about it. While many of you include the number of years you've been in business as a selling point, sometimes it doesn't hurt to get a little more granular in whatever creative way you choose.

This year CKCA is going to talk more numbers, because it really does paint a picture of who we are and what we represent. Whether we're promoting

Buy Canadian-built kitchen cabinets because...
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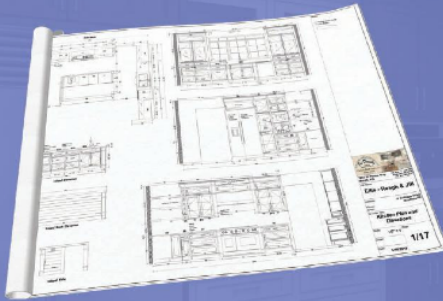
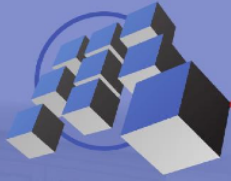
Some quick math here. Assume a business owner works on average 55 hours/week. That's 220 hours a month (assuming you're not working weekends although we know you often do). In one year you're likely clocking about 2,640 hours. How many years have you been in this business? Let's go with an average of 15 years, so that's 39,600 hours – and that's just you. How many hours have those in your business working alongside you also clocked? Especially those who have been with you for some time? The point I'm making here is that we can easily say our industry represents MILLIONS of hours of experience and know-how. No exaggeration.

the industry to the general public or talking to government, numbers create compelling visuals. At CKCA we know our industry produces revenues in excess of \$2 billion annually. The kitchen cabinet industry alone employs more than 25,000 Canadians (a conservative number). Inside the CKCA, we've got more than 30 industry volunteers working with us who know this industry and that alone represents close to a million hours of industry experience – WOW!

Numbers are powerful tools. Don't just keep them to yourself, use them to promote you, your company and the industry.

Note: What other numbers are worth a look? E-mail us at info@ckca.ca ■

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BY
SCOTT
BURTON

Scott Burton is the sales and marketing manager for Royce//Ayr Cutting Tools. He can be reached at sburton@royceayr.com

High shear tooling update

High shear diamond tooling concepts continue to evolve and optimize machinery performance. Most cutting tool manufacturers in North America have started to produce high shear diamond tools in various formats, which have improved machining operations in many segments of the industry. High shear diamond tooling has proven to improve cutting efficiency and cut quality in many applications using a variety of wood species and composite material. In particular, solid wood door, furniture and flooring components have been improved by utilizing the benefits of high shear cutting geometry.

BENEFITS:

1. Premium cut quality by eliminating cross grain tear-out;
2. Dramatically increased feed rates without sacrificing quality; and
3. Significantly extends tool longevity and durability.

IMPORTANT CONSIDERATIONS:

High shear geometry can be utilized in straight edge machining and minor angles, but it does have limitations with deeper, more complex profiles. Combination designs are possible to manufacture shallow profiles on cabinet doors or flooring components.

Images 1 & 2 show two examples of designs, which perform extremely well in high shear configuration.

Image 1 shows a common entry door edge application, which can be done in straight edge or 3-degree angle format.

Image 2 shows a straight / profile combination tool which is very common in cabinet doors and can be machined effectively with high shear tools.

High shear tools excel at perimeter trimming applications on CNC routers, moulders and tenoners. Cut quality results are incredible, but are generally limited to half-inch depth of cut. High shear geometry does not perform well in nested applications or applications with high radial engagement requirements, however, there are a variety of trimming applications, which can be improved by using high shear tools.

High shear tools are designed with segmented cutting edges; therefore minor overlap lines between cutting edges will still be evident. Minor lines are easily removed with low pressure sanding operations no different than any other tool. However, there is an added benefit, as the high shear tool does not tear out loose grain even on difficult wood species. As a result, sanding labour and abrasive requirements are reduced significantly.

High shear tooling does create substantial upward and downward force on the work piece due to extreme shear angles. Therefore, it is very important that the tool path runs with equal up and

down shear on the part or, if possible, more down shear on the part being machined. This will ensure part hold down is maximized and part movement is minimized especially at high feedrates.

High shear cutting edge geometry is very complex to produce and does require specialized machinery and software features to manufacture and service accurately. Clearance angles and cutting-edge relief is critical. It is imperative that tooling is sent to a qualified service facility and sharpened on proper manufacturing equipment to ensure optimal performance after service.

APPLICATION UPDATE: PERIMETER CUTTING SOLID WOOD DOORS & COMPONENTS

CNC Routers:

Many custom door and wood component operations have shifted to CNC router technology due to accuracy benefits of CNC machining on a router. The quality improvements are undeniable, but cycle time limits have always been a challenge. High shear tooling has changed the conversation and made CNC routers more attractive from a production efficiency perspective. In numerous case studies, customers have reported a 100 to 150 per cent increase in feedrates depending on the application. Traditionally, dramatic feedrate increases at this level have come at a cost to cut quality, but high shear tool designs

have allowed for aggressive feedrate increases, without any decline in cut quality. It is possible to increase productivity and improve cut quality at the same time by using high shear geometry.

Image 3 shows cut quality results from a recent case study to improve cut quality on hybrid material. A test sample was manufactured using plywood core sandwiched between five mm cedar skins, which presented a difficult cutting challenge. Plywood can be very difficult to machine without tear-out on cross grain wood fires, and cedar is notoriously difficult to machine in an application. High shear tool geometry was manufactured in router format and run at high feedrate on a CNC router. The test results are shown in *Image 3*. Even loose grain plywood and dry cedar veneer was machined with incredible results with high shear geometry. The customer was able to double feedrates from 400 to 800 inches per minute, resulting in dramatic cycle time reduction to compliment cut quality improvements.

Tenoners:

For many years, corner “blow out” and grain tearing has been minimized through use of “jump heads” or multi-rotational machining on tenoners. However, “jump heads” have traditionally been tedious to set up and very difficult to produce a door edge without a subtle ridge appearing between the two cutters as material feeds through the machine. Even

IMAGE 1

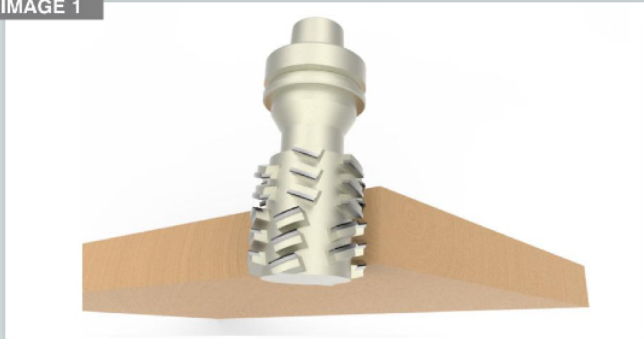


IMAGE 2

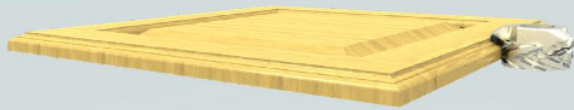
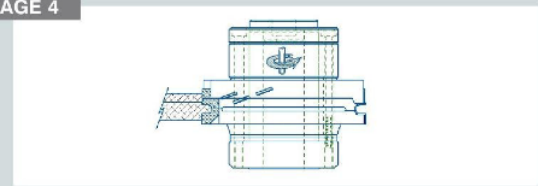


IMAGE 3



IMAGE 4



with advancements in CNC adjustable spindles and more accurate part holding systems, the problem of transfer lines can still create dramatic quality control issues. In several case studies, high shear tools have been very useful in solving this problem. In some circumstances, depending on wood species, it is possible to run the tenoner with only one rotation and produce acceptable cut quality results. This effectively reduces tooling cost and eliminates the problem of transfer lines on the edge of parts.

High shear tools have traditionally been used on the edge of parts, however, there have been some developments in tongue and groove machining on tenoners. High shear

geometry cannot be manufactured to cut shaped profiles, but it can be made to rebate straight or angled sections of a part. **Image 4** shows a cutter head designed to machine a simple tongue and groove profile. Although this is a simple profile, there are often grain-tearing issues which persist above the tongue area. This problem is common in solid wood and cabinet door and flooring applications and causes high defect rates due to the critical location of the component. High shear geometry can be added to this specific area of the tool to eliminate cross grain tear-out resulting in dramatic reduction in defect rates.

Shapers:

Even simple door edging operations can benefit from using high shear edge

tooling. As shapers do not have “jump heads” or any multi-rotation machining capabilities, it has always been difficult to machine square parts without corner tear-out. A properly designed high shear tool will cut with grain and across grain without tearing out the corners. If a logical sequence is followed to machine cross grain 1st, and with grain 2nd, premium cut quality can be achieved without jump heads.

MACHING DIFFICULT WOOD SPECIES ON MOULDERS

Moulders generally utilize complex profile tooling, so high shear tools are not always useful when considering tooling options for a moulder. But there are a couple specific operations

within the moulder which can be optimized with high shear. Straight edge cutting on the first right spindle is critical to final cut quality results, so a high shear tool can be utilized to provide the best possible cut quality on the straight edges. Many customers have trouble machining specific wood species such as Douglas fir, alder, and other softer wood species, which are susceptible to grain tearing. This often forces the operator to slow down moulder feedrates resulting in a negative affect on tool life and productivity of the moulder. High shear tools can dramatically reduce grain tearing and pitting in difficult wood species and allow moulders to run at higher feedrates to maximize machine productivity.

CONCLUSION:

The positive effects of high shear tooling have been realized on various machinery and applications, as tool manufactures create new tool designs and discover new ways to apply high shear geometry. This type of tooling does not provide benefits in every application; however, the cycle time benefits and cut quality improvements are incredible if used in proper applications. High shear designs will continue to evolve as more demanding applications and materials continue to drive innovation. ■



BY
RICHARD
LIPMAN

Richard Lipman is president of the Wood Manufacturing Council. www.wmc-cfb.ca

Diversity and Inclusion - Wood Best Practices Forum 2021

participated in an interesting learning opportunity recently on the topic of diversity and inclusion (D&I) in the forest sector, which provided some good information that can benefit the woodworking sector as well.

Forestry Innovation Investment (FII) and Natural Resources Canada (NRCan) have engaged with a subject matter expert, Canadian Equality Consulting, to integrate diversity and inclusion to a greater extent in their planning and in their funding programs for the forestry sector. Their efforts to date have included research and consultations with those receiving funding and with other similar organizations, to see what they are doing and where they are when it comes to D&I. The aim is to develop and build an inclusive culture that encourages, supports and celebrates the diverse voices of their own employees and those in related organisations. The message was that D&I is a process, a journey and forestry organizations will continue to learn as they go.

There is no right or wrong point to be at and some will be at different stages or further along than others. All the efforts being invested will lead to the overarching goal of enabling and supporting D&I in the forest sector. FII and NRCan plan to support their funding partners and related organizations on their efforts and work collaboratively on this common goal. This can be of value to those in the woodworking business as well.

The key speaker at this component of the Wood Best Practices Forum 2021 was Marcie Hawranik from Canadian Equality Consulting, who provided an overview of the importance of

diversity and inclusion planning for organizations. She delivered what was termed as D&I 101, including what is D&I, why D&I and she provided an explanation of some common terminology, which was helpful in understanding the landscape. She provided an understanding of bias and looked at how to advance D&I within an organization. The goal was to develop an understanding of key diversity and inclusion concepts and the purpose was to be prepared to advance D&I successfully in organizations, be they large or small.

There are many benefits associated with investing in or prioritizing D&I in your work. By focusing on D&I in your workplace, it can result in strengthened financial performance, as companies with higher diversity in management as an example earned 38 per cent more on their revenue, on average, than companies with lower diversity. Investing in D&I results in greater innovation and creativity and greater diversity of thought. D&I can increase leadership competencies, improve satisfaction and engagement, improve your corporate reputation and also lower turnover rates. She noted that teams are 158 per cent more likely to understand their target consumers if they have at least one member on their team who represents that target group (gender, race, age, culture etc.).

What does this mean for the Canadian forestry sector? D&I is now being identified as a priority to integrate across the Canadian forest sector due to a number of reasons, one of which is that forestry is identified, traditionally and historically, as a gendered

sector, with lower levels of diversity. It is a common misconception that working in forestry is a male occupation and this has resulted in gendered workplace cultures that can result in creating highly masculinized environments and that do not advance equity and inclusion and actively end up excluding individuals that may not fit "the male norm." Participation of women in Canada's forest sector was low, making up only 17 per cent of the total workforce in 2017. There are systemic barriers in the research ecosystem that inhibit or have resulted in lower diversity.

What is diversity, equity and inclusion? Diversity involves inherent traits, the differences amongst us, amongst each other and is largely defined by our demographics. There is a continuum, equity is the process to harness diversity and build inclusion. Equity is like an intervention, action or activity that in turn will help build and cultivate a broader culture of inclusion. Inclusion is building a culture where people are happy to be there, they feel like they belong, they are productive and they feel valued, heard and understood.

Looking more deeply, there are two types of diversity – diversity of thought and diversity of identity. It is suggested that diversity of identity will bring you diversity of thought. Diversity is the presence of difference, in terms of identities and lived experiences, within a given setting. Diversity is a relational concept, a team or organization can be diverse but an individual person cannot. We are all just unique individuals that are

different from one and other and no matter how outside the social norms a person might be, they are never on their own considered diverse.

Equity and equality are sometimes used interchangeably but they are quite different. Reflect that in our workplaces, we like to think that if we treat people exactly the same, we are being fair. But we know that we are not, because people are very different, they are starting from different places, the world is unequal and if we treat everyone the same, we are advantaging those that are the most ahead already. Equity reinforces the importance of and recognizes that people are different and have unique needs and we need to tailor our approaches to help everyone to level the playing field, so everyone has the chance at success. Equity acknowledges that advantages and barriers exist and makes a commitment to correct and address the imbalance. Equity is the fair treatment of all people with the recognition that people are different and that people are starting from different places. This is a "needs-based" approach. Equity in the workplace is really about leveling that playing field and giving everyone the unique resources that they need to access the opportunities within an organization. The ultimate goal of D&I work is to advance equality - that is the intended outcome.

Inclusion asks how team members can feel valued for their differences and participate fully. It is the culture we want to build. To understand inclusion, we should ask ourselves "what am I not able to see?" You might think that if I don't experience a barrier,

then it mustn't exist for anyone. If one person is experiencing exclusion then you might think that it is an isolated issue that doesn't require further action. Inclusion takes it that step further and asks how individuals in a group feel valued and if they can participate fully. It relates to their experience of their workplace. Probing questions to help you dig down and understand if there are some barriers or inequalities to inclusion in your organisation include "what don't we realize we are doing that is negatively impacting our diverse teams" or "what is contributing to people who are marginalized not feeling a sense of belonging" or "what is the experience for individuals who are marginalized with the organisation?"

Digging deeper, there is another concept called intersectionality, which is a framework to understand the complexity of diversity and how

people's identities combine to create different forms of discrimination and privilege. It is all the diversity factors that inform our identity. We all have a gender, a race, a physical location, spirituality, language etc. It is a lens through which you can see to understand that complexity even more. Intersectionality means listening to others, examining our own privileges and asking questions about who may be excluded or adversely affected by our work. It means taking measurable action to invite, include and center the voices of marginalized individuals. Taking an intersectionality approach allows you to work on and solve problems and barriers for more than one group at a time.

The presentation looked at and helped participants understand different identity concepts.

For me this was really helpful.

Race is a social construct and is often associated with biology and linked with physical characteristics such as skin color, hair texture and facial features. Race was created by humans, it is a social construct that changes over time. Ethnicity is linked with cultural expression and identification, it is a cultural phenomenon, for example someone is Francophone or Asian. BIPOC or black, indigenous, people of colour is now the common term, with the former term being visible minority. It is much more acceptable today to use the term BIPOC and it is really recommended that you be as specific as possible where you can.

Indigeneity is an umbrella term. There are a number of recommended terms, such as First Nations, Indigenous, Inuit and Metis peoples and some different context specific terms, like Aboriginal, Indian or

Native. This can be tricky to navigate as a term that might be acceptable to some, might also be offensive to others. It is always best to ask what a certain group or individual prefers to be called. Overall Indigenous Peoples is the broadest term that is most commonly accepted. The most respectful approach is often to use the most specific term for a population when possible. Always ask respectfully when you have any questions and consider capitalization as a sign of respect to the people you are referring to.

There was lots more good, relevant information in the overview presentation that can contribute to those in the woodworking industry to better understand and take advantage of the benefits that D&I can bring to their organisations. I will expand on those in my next column. ■

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BY
PETER
MATE

Peter Mate is co-owner and president of Planit Canada, a software and services company devoted to servicing the manufacturing industry.

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Choices and how one thing leads to another

I'm back at the gym. Not because of any new resolutions, but because it's easier for me to get to the gym in the winter. In the summer, I have so many outdoor sports and things I like to do. I noticed that when I'm in my routine of going to the gym, I end up seeing many benefits from that one action.

I end up drinking a lot more water. I'll go through 1.5 liters of water just during my workout and then more before/after. I also tend to eat better before and after my workouts with very little effort or conscious decision at all. It's almost like I don't crave the same type of food when I'm in workout mode. As crazy as it may sound, I like listening to educational audio books while I train. So, that one decision to go to the gym turns into better eating, more water drinking, education and of course the physical activity.

When I train, I use an app to track my workout. It has my routines and exercises and I know exactly what to do and what weights I used last time. As a result, I get to see the progress. I can look at the monthly summary of my activity and it gets synced with my Apply health app. I can see all kinds of information, trends and progress. The key is that none of it exists if I don't make the decision to go to the gym.

How does this tie into woodworking and technology? Easy.

It's much harder to have



good information to make decisions on if, for example, your work orders are on physical paper. The easier you make it for yourself to have good information at your fingertips, the better decisions you'll be able to make for your business. What's the biggest fish to fry? Where should you focus your energy? Your money? Your time?

Removing the decisions that are based on gut feelings and replacing them with decisions that will have the biggest impact on your business will enable your business to grow the fastest and adapt the best to changing situations.

Would you know how much time a painted kitchen adds to the project vs. a melamine one? Can you pull up your past quotes and see if you are pricing these correctly? If nothing is being recorded, then you have nothing to go on but your gut. If you have work history in software, then you can typically pull out a lot more information when you need it.

In the end, you might go buy software to run your CNC, but the ripple effect will be that you start having more digital data that is easier to access. The more data you collect, the better the chances are that you will have the

information you will be looking for in the future.

The compounded effect of CNC software for example could include better quality parts, better fitting hardware, less service calls, better material usage, faster production times, easier assembly and the list goes on. So let's all lose the gut, both at the gym and in our decision-making, and let's start making choices that have compounded benefits. ■

SAVE THE DATE!
Réservez cette date

October 27-29, 2022
27-29 octobre, 2022

Centrexpo Cogeco
550, rue Saint-Amant
Drummondville (Québec)
J2C 6Z3



SIBO is back.

Make plans to return to the Quebec woodworking industry's largest event in 2022. Engage with vendors featuring the latest in woodworking technology, hardware, tooling, software, materials and much more. SIBO 2022 will take your business to a new level.

Learn from your peers and experts in educational sessions dedicated to best practices in manufacturing, marketing, and management. SIBO partners with major industry associations and institutions to deliver a stellar line-up of curriculum.

Le SIBO est de retour.

Faites des plans pour revenir à l'événement le plus important de l'industrie du bois au Québec en 2022. Rencontrez des fournisseurs qui vous présenteront les plus grandes technologies du bois, du matériel, de l'outillage, des logiciels, des matériaux et bien plus encore. Le SIBO 2022 fera passer votre entreprise à un niveau supérieur.

Apprenez de vos pairs et des experts lors de sessions éducatives consacrées aux meilleures pratiques en matière de fabrication, de marketing et de gestion. Le SIBO s'associe à des associations et institutions industrielles majeures pour proposer un programme éducatif exceptionnel.

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Samedi/Saturday 10:00H - 15:00H

Hôtel hôte/Host Hotel:

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530, rue Saint-Amant, Drummondville (Québec)

819-474-5555

grandtimeshotel.com

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Communiquez avec

Richard Widick, Hall Erickson

Téléphone: 630-434-7779

Courriel: sibo@heiexpo.com

Le site internet: siboexpo.ca

www.SIBOexpo.ca



BY
SEPP
GMEINER

Sepp Gmeiner is a partner with Lignum Consulting. For feedback, questions and/or suggestions he can be contacted at s.gmeiner@lignum-consulting.com.

Only by setting a goal, will you find a way!

Setting goals is one of the most important activities in running your business. The reality however is that a lot of companies, especially smaller companies, don't do it.

The new year is just a few weeks old, and most of our New Year resolutions have already gone by the wayside. The vast majority of those resolutions did not last and had no impact. I Googled; "why New Year's resolutions fail?" From the thousands of search results, I picked the answers below:

- you are lacking motivation or commitment
- you are a master of procrastination
- you are picking too big of a challenge or changing the goalpost constantly
- you don't believe in yourself

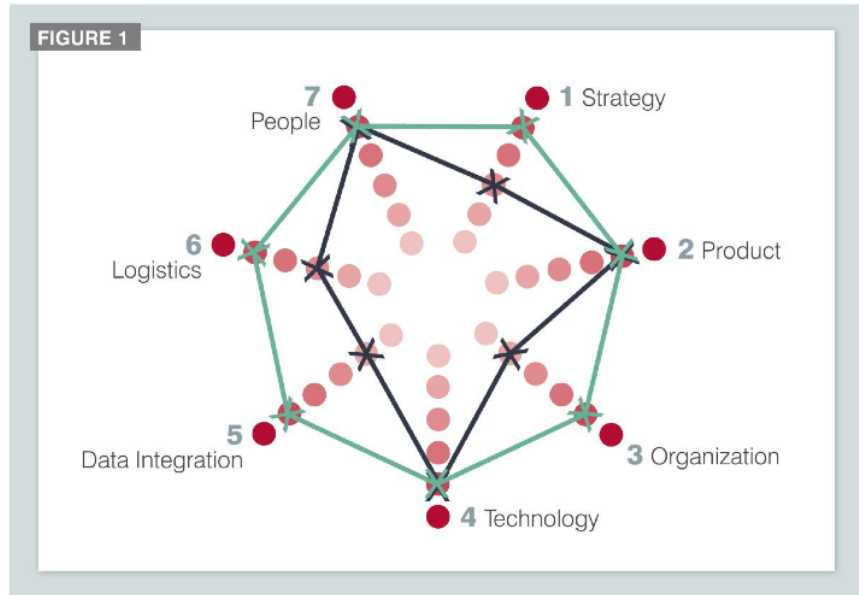
What is interesting is that these apply for goal setting at a company as well as for personal life.

PICKING YOUR GOALS

Your planning horizon is important. If you navigate well for the short-term, but have no long-term objective, you might end up in a place and wonder how and why you got there. In reverse, if you are focused only on the long-range plan, you might be set up perfectly for the future, but your business fails because you did not master the challenges right in front of you.

LONG-TERM

Where do you want the business in 5-10 years? Where do you want to be in 5-10 years? These goals include expansion and growth plans, exit plans or generation change.



MEDIUM-TERM

What are you planning for the next 2-5 years? What new markets do you want to enter? What new product categories do you want to develop? Do you want to move into new facilities? Do you need major technology or software upgrades?

SHORT-TERM

Are there important positions to be filled? Do you need to adjust the cost structure? Do you need to increase/decrease capacity? What bottlenecks do you need to address?

LOOK AT YOUR ENTIRE BUSINESS

It is important that you look at all departments of your company. In my work, I focus on operational improvements, however, in order to achieve overall excellency all

departments and all aspects, such as sales and marketing, manufacturing and distribution, finance and administration need to be reviewed and all improvements need to be aligned to the overall objectives and with each other.

You need to deep-dive into all departments, but for this article, we will concentrate on operations.

Figure 1 depicts seven categories you can use to evaluate an operation. These categories are listed below and allow us to question your operations performance in more depth. It helps determine your current situation and allows new objectives to be established.

1. Strategy

- Corporate Objectives
- Product Range and Services
- Market Positioning

2. Product

- Product Variation Management
- Product Data Model
- Rule-based Construction
- Construction Standards
- Platform strategy
- Design

3. Organization

- Lean Manufacturing
- Production System/Model
- Processes
- Organizational Structure
- Supply Chain

4. Technology

- Process Engineering
- Automation Technology
- Preventive Maintenance
- Tooling
- Infrastructure
- Facility Management

5. Data Integration

- Product Planning & Control
- ERP|MES Integration

- Synchronized Production
- Information Flow
- Machine/System Integration
- Interfaces
- CAD/ERP Configurator
- Customer Order
- Product & Demand Planning

6. Logistics

- On-time delivery (Quantity – Time – Quality)
- Intelligent Material Supply
- Suitable Technology Concepts
- Separating Value-adding from Logistics
- Internal Logistics
- Rework Organization

7. Human resources

- Leadership
- Methods & Problem-Solving Skills
- Qualification | Skills Development
- Flexibility
- Motivation

ideas into a workable format.

The system of a One-Page Plan works well for this. You start from the top. The president's list contains the high-level items. For example, "increase Sales by X per cent" and "increase profit by Y per cent".

The sales manager picks up the sales goal and divides it into multiple projects, for example adding a certain number of new dealers, developing new markets (i.e. export), adding new products (adding closets to the kitchen cabinets) and so on.

The operations manager does not have sales on his/her list. But the increased volume or the new products are required to be produced. So, the operations manager's One-Page Plan has the matching details to achieve the sales goals.

The profit objective is an

plan will focus on the his/her portion of the plan.

Each objective will have a basic action plan on how to achieve it and should reasonably quantify the expected results.

This planning process needs to go down the chain of command and establish the objective for the entire staff.

By adding up all the details at the frontline, you should achieve, or better, overachieve, the president's original plan.

Once the plan is set, it becomes the management tool and control tool to monitor progress and re-adjust objectives if necessary. This One-Page Plan can be an intricate part of the weekly/monthly management meetings. The individuals can report their progress (or lack of), their challenges, but also the viability of the original goal. By compiling the progress feedback up the chain of command, it becomes very clear if the company is on course to achieve the plan, or if additional resources need to be activated to catch up.

How complex you make this planning and controlling process is up to you. My suggestion is always to start small and simple and add complexity only if needed.

THE REASON FOR THE ONE-PAGE PLAN IS TO:

- Communicate the overall company objectives
- Detail the individual's part of the overall plan
- Create a tool to measure progress
- Create a tool for accountability

The secret to success is not how creative you are in finding improvement potentials. The real secret ingredient is your

ability to implement and sustain incremental changes.

To go back to my original Google search, here are tips to make your New Year's Resolution work:

- Write down your goals
- Break a large goal into smaller achievable parts
- Track your progress daily
- Make it public
- Create routines that support your goals
- Be accountable

These also apply to your business plan.

WHEN DO YOU START?

Do not wait for the next New Year! It takes time to get started, you will require a few re-starts and adjustments. The major challenge is your ability to set yourself an objective and then focus on the completion.

It is a fact that if you make yourself an actual list at the beginning of a day or week of what needs to be completed, and try to focus and follow that list, you will be more productive than if you just work hard and address the issues as they arise. You need to start with yourself and get comfortable, before you can include others in this process.

WHO CAN DO THIS?

Even though this article is tailored more for the owner-operator of small/medium woodworking companies, it applies in principal to anyone in the organization – on any level. Any level: worker, lead hand, supervisor or manager has to deal with more work every day than they can usually get done. Everyone can become more productive by adding a few ounces of planning. ■

"Plans are of little importance, but planning is essential"

– WINSTON CHURCHILL

A similar detailed list should be made for sales and marketing as well as for finance and administration.

By going through this exercise, you are most likely creating a long list of potential improvement projects, which may take you years to complete. Stay realistic and reduce the list according to importance, potential impact, and available resources. If the list is too long, the effect is most likely that nothing gets done. It is important to right size the list to be a challenge, but not overwhelming.

The next step is to bring all these

indirect result of the achieved price and the actual cost structure. So, the sales manager's objective is to achieve certain prices/gross margins and the operations manager's objective (as well as the finance manager's) is to maintain or minimize the cost structure accordingly.

The engineering manager is required to set the objectives to create the plant /production capabilities to produce the volume according to the sales forecast, within the cost targets.

The production manager's



BY MIKE BAKER

Mike Baker is the Chief Executive Officer of the Wood Manufacturing Cluster of Ontario. He can be reached at: mbaker@wmco.ca

Industry cluster countries lead the pack on GDP

In my previous column, I spoke about the importance of collaboration within an industry being the key to future success. Industry clusters in the EU are the hub of innovation and company growth and development. The idea is that the focus is not only on individual companies, but also on the development of the collective “whole” to be locally and globally competitive.

In industry clusters, concerns of domestic competition are put aside as minds and doors are opened to new ideas and ways of doing business. Synergies from sharing ideas and best practices and solutions merge into a collective sense of being on top of the “latest thing” that can move your business forward.

A very recent example of this happened on the WMCO member’s WhatsApp Manufacturers Only chat group. This is a moderated chat group that connects members in real time to ask other manufacturers questions, and to share information 24-7.

A member asked the group if they were running a particular type of machinery and process integration (connecting CAD to ERP, dowel machines and case clamps, among others). A fellow member responded, and invited them to his shop. Upon realizing who it was, the member with the inquiry offered to decline for fear of a sense of competition since he was from same region. The member who replied to them said: “I don’t care, come on down”. After that, four more members chimed in to invite him to their facilities to see what they are doing.

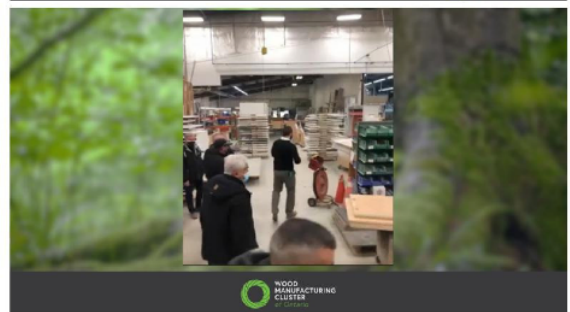
This sounds like a small thing, but it is the connectivity of the cluster model that brings them together, and when it multiplies, it has a huge impact. Imagine this happening with 130 companies at the same time! This is the key to the success of our industry: collaboration. It creates innovative thinking on how we all adapt and apply technology, automation, and integration to our own individual business models.

Again, I would like to refer to the examples of clusters in Europe who are 30 years ahead of us here in Canada, and the GDP of those countries that have well-established clusters tell the story:

Of the 10 top nominal GDP-rated countries in the world, Canada is ranked 10th, behind Germany (3rd), U.K. (5th), France (7th), and Italy (8th) and also Brazil (9th) (worldpopulationreview.com). These countries leading Canada in GDP all have well-established industry cluster networks across several sectors. Companies in Canada and our governments are starting to learn about the value and power that cluster ecosystems have to drive the economy.

As mentioned in the last article, WMCO attended cluster training in the EU in 2011 and 2016 at the Cluster Academy, in Linz, Upper Austria: Clusters and co-operations (biz-up.at)

Through the above link, you will see clusters established for automotive, clean tech, IT, plastics, mechatronics, medical technology, furniture/timber and wood manufacturing,



Above: WMCO members participate in the wood industry’s first hybrid plant tour event

and food. This multi-cluster “hub” is a one-stop shop for all companies to get financing, business licenses, and all start-up resources, and yes: access to their industry cluster “eco-system”.

When we visited there in 2016, our industry members were envious about how supports for businesses were

all located in one place to make it easy for entrepreneurs to succeed. Here in Canada, we have to go to multiple places to put all the pieces together to get the help we need, including important networks like clusters.

WMCO is also a member of the TCI global cluster network (www.tci-network.org) where there are hundreds of clusters

from around the world collaborating together and learning from each other to develop and grow their clusters. Clusters really are a community and ecosystem of manufacturers, suppliers, academia, and government partners.

Putting the concept of collaboration into action on Dec. 9, WMCO member Archmill House (commercial millwork manufacturer located in Ancaster, Ont.) hosted a first ever WMCO Hybrid – Plant Tour Focus Group. Hybrid is the term used to describe both in-person, and online virtual delivery at the same time. It is a live simulcast feed of the event to a zoom forum, while also having people there, in-person. Some members were anxious to get together, while others preferred the option of participating in an event from the convenience of their office. We had 25 in-person registered to comply with COVID-19 protocols of the time, and the same number registered on the virtual zoom side.

(WMCO plans to run all future events going forward in this hybrid model wherever possible).

Leading off the tour was Director of Operations Curtis Buchan providing insight into how Archmill House has reached the level of success of where they are today. The event began with a live feed virtual walk through of the plant with the tour host accompanied by the in-person attendees.

The live engagement of Q&A throughout the tour and group discussion was provided via a live two-way audio feed between tour host Curtis Buchan and myself, as Zoom meeting facilitator, with Ryan Tabone, WMCO program coordinator & advisor managing the filming, audio and video feed, editing and production. The tour video is available for WMCO members to watch on demand in the member area of the WMCO website. (Kudos and thanks go to Ryan Tabone for his technical production skills to make this happen!)

One tour topic brought together wood manufacturers of all sizes to review what methods are producing results to address the labour shortage. Even before the COVID-19 pandemic began, the trade skills sectors faced headwinds of sourcing skilled labour effectively. As the dramatic rise in wood products demand surged during the past two years, manufacturers have continued to struggle to source talented and capable workers.

Members shared ideas and methods that impacted their employee recruiting, as well as recruiting services that have had a positive impact on their talent sourcing efforts. Other manufacturers shared their best practices of how they have been able to retain their workforce. This collaborative discussion provided a valuable opportunity for members to learn from each other, regardless of size or segment in our industry.

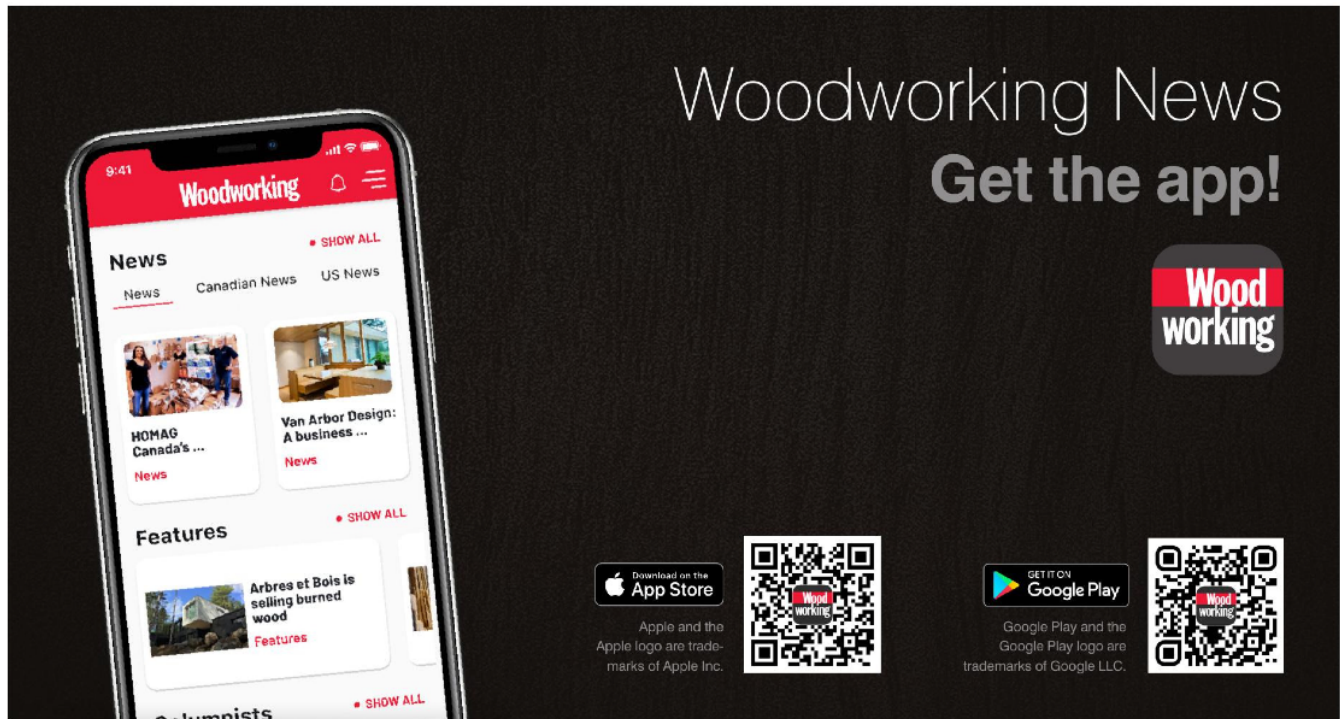
“Walking the talk” - this

collaboration theme has now begun to extend across our industry associations.

Recently, WMCO has opened our export development events at no cost to members of CKCA and AWMAC, and has also now offered WMCO training events at preferred non-member rates to these organizations. This is all in an effort to engage the entire industry more inclusively, and to further build collaboration across our industry. This is truly a first for our industry and we look forward to more in the future. After all, we are all in this together as Canadian manufacturers trying to be successful in a very competitive world environment. Helping each other is the answer.

Stay tuned for the next WMCO article that will address culture change, and how important it is for the sustainability of our industry in Canada.

For more information on WMCO, visit our website at www.wmco.ca ■



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Felder has K 740 S sliding table panel saw



The new Felder K 740 S convinces with a combination of performance and comfort in a space-saving, solid design. With the tilting saw blade unit and precision double guiding for precise angle and height adjustment, the K740 S guarantees a new dimension of efficiency. The K 740 S is equipped with a tilting Felder overhead saw guard for optimum extraction results and the highest level of work safety.

www.felder-group.ca

Oneida offers powerful mobile dust collector

Oneida's Supercell Mobile dust collector delivers higher suction power to every tool in the shop. Made in the USA, the Supercell Mobile by Oneida Air Systems is the first and only dust collector with high enough levels of static pressure and CFM to accommodate the widest range of woodworking tools. Delivering 465 actual CFM and a 97.8" static pressure rating, it's ideally suited for 1" to 5" diameter ductwork or vacuum-pressure rated hose; and maintains performance over exceptionally long ducting/hose runs. A combined 5HP fan blower motor operates at 230V with magnetic starter and overload protector. The portable unit's onboard HIEPA-certified filter media (rated 99.97% efficient at 0.3 microns) pulses clean in seconds.

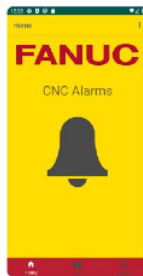
www.oneida-air.com



FANUC America has new support app

The new apps offer flexible and easy ways to access important FANUC CNC product information and support. FANUC America, a leading automation solutions provider, releases a suite of new mobile apps for quicker delivery of vital information. The CNC Comparison, the CNC Functions Catalog and the CNC Alarms set of apps provide key FANUC product information in a user-friendly way. For quicker troubleshooting, the FANUC CNC Alarms App helps identify alarm codes from the various controls. Maintenance workers will no longer have to page through manuals to decipher an alarm message with the CNC Alarms App.

www.fanucamerica.com



Pull-out shelf lock



Quality of living is not only determined by design, but also by convenience. That is why Blum has developed a practical lock-open stop for our MOVENTO and TANDEM pullout shelves. The discreet and space-saving mechanism securely holds the open pullout shelf in place. The lock engages securely on both sides when the pullout shelf is fully extended and holds firmly in place. The pullout shelf lock

can be easily released with one hand thanks to a synchronization shaft. To unlock, simply lift the lever.

www.blum.com

Format4 tempora F600 with glueBox



Edgebanding needs to be as quick, easy and efficient as possible. To achieve this, the Format4 tempora models combine speed, productivity, flexibility and ease of use in a convincing overall package. The final finishing results when processing both coiled and strip material deliver incredibly high standards. Modern and optimized edge processing aggregates and a flexible machine body guarantees absolute stability and reliability even at the highest of processing speeds.

www.felder-group.ca

Nova USA Wood Products' new line of hidden fasteners



Nova USA Wood Products offers the new line of ExoDek & ExoClad QuickClips hidden fastener systems for decks and siding. Specifically designed for Nova's line of premium hardwood decking products. Exceptionally easy to

install, the new hidden fastener system was developed after years of scientific testing to specifically ensure that deck boards remain securely fastened.

www.novausawood.com

REHAU has RAUKANTEX scratch.protect



REHAU's range of RAUKANTEX edgebanding includes everything you need to create stunning furniture and interiors, from solid colours and decorative designs to glass effect, metal effect, translucent and 3D looks. All are available for use with traditional primer or as invisible-joint edgebanding. RAUKANTEX elegant matt is highly scratch-resistant and virtually impervious to fingerprints.

www.rehau.com/us-en

Stefani X: electronic touch at your fingertips



SCM's new stefani x industrial edgebander has been designed to create the latest furniture and design trends. The stefani x edgebander, with the new electronic touch NC controlled units, provides top-quality without compromise even when processing the most delicate materials. It offers high productivity, reduced gaps between the panels, machine set-ups and glue changes on the fly. The new stefani x offers reliability and connectivity.

scmwood.com

New WORX Nitro brushless jigsaw

The new WORX Nitro 20V brushless jigsaw makes one of the most versatile portable power tools in a toolbox even more productive with a high-efficiency, brushless motor. Not only does the cordless jigsaw cut woods of varying thicknesses and densities, but also accepts blades for cutting PVC pipe, plastic, fiberglass, drywall, aluminum, copper, and thin steel. The saw's tool-free blade clamp makes it easy to swap out standard T-shank blades from most brands, which are widely available at hardware stores and home centers.



www.worx.com

STREAMER C series offers high-tech in small package



HOLZ-HER's STREAMER C series provides a compact entry into professional HOLZ-HER edgebanding. The highly flexible glue application using HOLZ-HER nozzle technology sets new standards for state-of-the-art cabinet making in terms of processing PUR glues, changing colors and unequalled heat-up time of only three minutes. High quality diamond tipped cutting tools with extremely long service life and chip-optimized evacuation technology are standard features in all HOLZ-HER machines.

www.holzher.ca

MICROJIG introduces innovative BLADECLEAN



MICROJIG has announced BLADECLEAN, which tackles an essential function in the shop—cleaning saw blades and router bits—and makes it fast and easy with an all-in-one system. Simply mix and pour your favourite cleaning solutions into the saw blade cleaning well and router bit cleaning well. The BLADECLEAN System includes a magnetic handle that sticks to saw blades, allowing users to move them safely.

www.microjig.com

Akhurst has the Omnitech Selexx Full Line CNC Router

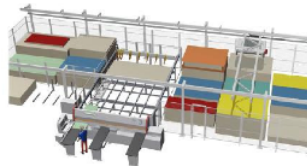


The Omnitech Selexx Full Line CNC Router is a fully-integrated automatic nesting CNC router line that greatly reduces cycle times by shortening the loading and unloading operations. The full line system allows for automated part labelling, automatic loading, and offloading capabilities to the already full-featured Omnitech Selexx Series CNC Router. Available as both a complete line or in customized selections, the Selexx Full Line CNC Router can be configured to meet your workflow demands in a fully-functional package. These features

are designed to increase production by minimizing the loading and unloading cycle time and improving part identification resulting in faster assembly times.

www.akhurst.com

Barbaric production storage system



Taurus Craco Machinery offers the Barbaric CSF Professional production storage system, which combines functionality, performance and design in one machine. With hundreds of systems installed worldwide Barbaric has become a specialist in warehouse logistics and vacuum technology. Offers optimized material flow, use of space and much more.

www.tauruscraco.com

Sugatsune offers unique sliding door systems



Sugatsune combines design and functionality in unique sliding door systems to suit your application needs. Designed to close flush with its surrounding walls, this sliding door system provides a clean look. The unique movement features a two way damper to avoid slamming at opening and closing. With 100,000 open and close cycles tests, the MFU1200 offers excellent performance.

<https://www.sugatsune.ca>

Osborne Wood Products releases new corbels



Osborne Wood Products has released a collection of new corbels to complement traditional or contemporary spaces. These beautiful accents can create instant architectural excitement in any room of the house. Corbels work beautifully with granite countertops but can work with any horizontal surface. These new corbels offer additional design options to customers, are available in a variety of sizes, are available in hard maple, alder, cherry, red oak, and paint-grade options.

www.osbornewood.com

Formica introduces panels for high-traffic areas



Formica Canada introduces its latest solution for commercial settings: Formica Envision HardStop Panels, a new line of high-performance, decorative wall protection panels that allows businesses to cater to their customers and design needs with custom graphics, all with a fiberglass core for added strength, resilience and fire resistance. Perfect for a variety of vertical applications, including: healthcare, education, restaurants, retail, offices, airports and many more.

www.formica.com ■

KBIS

FEBRUARY 8-10, 2022

ORLANDO, FLORIDA

The Kitchen and Bath Industry Show will be held at the Orange County Convention Centre in Orlando, Florida. Source the latest product innovations from leading kitchen and bath brands at KBIS and discover fresh design solutions, expand your network, and fine-tune your expertise. KBIS brings every aspect of kitchen and bath innovation together into one comprehensive, value-filled experience.

<https://kbis.com>

**WINS '22 - WOOD INDUSTRY
NETWORKING & SNOW
SPORTS EVENT**

FEBRUARY 24-27, 2022

SALT LAKE CITY, UTAH

Make plans to join us for the Wood Industry Networking & Snow Sports Event (WINS) co-hosted by WMMA and WMIA in Salt Lake City, Utah on Thursday, February 24 through Sunday, February 27, 2022. Little America Hotel – 500 South Main Street, Salt Lake City, Utah 84101. New this year - we have set up a limited block of rooms at the Little America Hotel with discounted nightly rates for a few room types. Please use the following URL to make your reservations by January 26th.

www.WMMA.org

BUILDEX VANCOUVER

MARCH 23 -24, 2022

VANCOUVER, BRITISH COLUMBIA

The industry's top experts and suppliers return to the Vancouver Convention Centre, March 23 -24, where participants will get an insider's view of what is happening in Western Canada's built environment through panels, seminars and workshops and gain access to leading exhibiting companies showcasing their latest innovations and technologies.

<https://informaconnect.com/buildex-vancouver/>

WIC 2022

MAY 3-6, 2022

**ATLANTIS PARADISE
ISLAND, BAHAMAS**

WIC 2022 registration is now open. WIC is the 'One Conference' you can't afford to miss! Have you missed connecting with fellow woodworking machinery importers, manufacturers, distributors, and suppliers? The Woodworking Machinery Industry Association (WMIA) and Wood Machinery Manufacturers of America (WMMA) are excited to reunite IN-PERSON in the fabulous BAHAMAS for the 2022 Woodworking Industry Conference (WIC), May 3-6! The professionally valuable "One Industry Conference" returns!

www.WMMA.org

AWMAC NATIONAL CONVENTION

JUNE 9 - 11, 2022

CALGARY, ALBERTA

AWMAC is pleased to announce that their 2022 AWMAC National Convention will be taking place in Calgary, Alberta, from June 9 - 11, 2022. We hope you will join us! Stay tuned for more information.

www.awmac.com

HOLZ-HANDWERK

JULY 12-15, 2022

NUREMBERG, GERMANY

Registration has opened for the 20th anniversary of HOLZ-HANDWERK. From Tuesday, March 29 to Friday, April 1, 2022 HOLZ-HANDWERK will feature its new weekday schedule for the first time and, as always, will run parallel with FENSTERBAU FRONTALE. Companies booking a stand by June 30, will enjoy an early bird discount. Trade fair organizers in Nuremberg are eagerly anticipating the event: "In 2022 we finally get to 'Discover. Experience. Do' again.

www.holz-handwerk.de ■

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Cantek MX370P

CANTEK MX370P EDGEBANDER

From cabinet parts to cabinet doors, this edgebander can do it all.

The Cantek MX370P Automatic Edgebander with premilling and corner rounding is designed to be a compact and durable edgebander offered at an affordable price. User-friendly controls and accurate adjustments allow for efficient changeovers of edge tape thicknesses between 0.4mm & 3mm.



Altendorf F5

ALTENDORF F5 EDGEBANDER

A high-performance all-in-one edgebander.

The Altendorf F5 Edgebander is the ideal edge banding solution for the small to mid-size cabinet shop looking for a versatile machine to produce high-quality cabinet components and cabinet doors with nearly invisible glue joints.



Bi-Matic
Prima Plus 7.3 ONE

BI-MATIC PRIMA PLUS 7.3 ONE PROGRAMMABLE EDGEBANDER

Reduce costly setup time on your edgebander.

The Bi-Matic Prima 7.3 Plus ONE Programmable Edgebander is an automatic edgebander that allows you to store machine settings for instant recall. The adjustment motors control various functions on the machine and setup time is reduced to seconds.

A THING OF BEAUTY...

Aesthetics and practical functionality merge into a refined, versatile and sophisticated drawer system. With its four elegant finishes and different heights, it is suitable for all applications and for all environments.

LINEABOX. Beauty at its best.



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