odworks Inc. • AJ Stairs Inc. • Abalard Group • Alpine Wood Products * Appalachian Wood Products Inc. * Artifex Millwork Inc. * B&L Cabinets and Supply Inc. * Barbosa Cabine Acvancing Panel and Solid Wood Technology ky Woodcrafters * B&L Cabinets and Supply Wood Works Inc. * Black Hills Moldin CNC Industries • CS ter House Inc. . Closet Works . Color · Coop Cox Interior Con s in Milly prises Inc. . Craftsm ative Se **Fixtures** Furnit Inc. . Design Fabricators In e Inc. . D Doors I ies • Eastland gle Indi Industries Ltd odesign s Inc. . Door Co. Inc. . Fancher Cha tries . od Inc urniture Works Grayb Ltd. . Great binger Industries & Components . Inc. . Hird/E Island Woodc Kitchens Mfg. Co. . Kent Mance Cabinets Ltd. . Laynecorp Architectural Millwork Inc. . Legacy Cabinets LLC . Lexington Mfg. Inc. . M.C. Colonial Cabinets & Millwork . Mack Studios/Displays · Michiana Laminated Products Inc. · Mill-Rite Woodworking Co. · P.J. Milligan & Co. · N2 Millwork Services Inc. • National Woodwork Mfg. • New England Clock • New Hampshire Wood Clothes Dryer Co. Northern Contours & Norcon Hardwoods . Northlam Industries Inc. . Nud. Om Rimi Woodo it Corp. Pon's Cabinets . Royal Cabinets • SK Cabinets & Millwork • Sieling & Jones Inc. • Siewert Cabinet & Fixture Mfg. · Southern Indiana Millwork Inc. · Spectrum Industries · Strata Design Inc. · Saudio Displays Inc. · Sweetheart Cabinetmakers · Thoernmes Cabinet Makers · Tippberjack Industrial Cutting Inc. · Top Drawer Co. . Valley City Mfg. . WW Wood Products Inc. . West Coast Cabinets Inc. . Western Massachusetts Custom Woodworking . White County Mouldings . Wisconsin Built Inc. · Wood Specialists · Woodcraft Industries Inc. · Wooden Mallet · Woodtech Industries Inc. · A & K Millwork Ltd . AH Wood works Inc. . AJ Stairs Inc. . Abaland Group Alpine Wood Products . Appalachian Wood Products Inc. . Artifex Millwork Inc. . B& Cabinets and Supply Inc. . Barbosa Cabinats Inc. Burtley Custom Wood Products Inc. Big Sky V/oodcrafters - Black Hills Molding Inc. Blackhawk Furniture nc. . Boyce Highlands . C.M. Wood Works Inc. . CNC Industries . CSM Cabinetry LLC . The Carlson Co. . Casework Inc. . Charter House Inc. . Closet Works . Colonial Craft Concepts in Millwork Inc. Cooper Enterprises Inc. . Cox Interior Inc. . Craftsman Woodwork Inc. - Creative eating & Fixtures • DNII Furniture Inc. • Design Fabricators esigner Doors Inc. • Eagle Industries • Eastland Industries Inc. . Design South Furniture Inc. . D Ltd. • Environments Inc. • Europesign Cabinets Inc. . Evans Cabinet & Door Co. Inc. . Fancher Chair Co. Inc. Fleetwood Industries Good Wood Inc. • Craig Graybar Furniture Works Ltd. • Great Northern Spinetry . T.J. Hale Co. Inc. . Harmonson Stairs . Harbinger Industries Inc. . Hird/Blaker Int. . Hollow and Woodwork Inc. . IVIP Displays & Components . Island Woodcrafts Ltd. JMC Cabinets & Interiors Inc. . A.F. Johnson Millwork Co. . Keener Kitchens Mfg. Co. . Kent Moore Cabinets Ltd. . Laynecorp Architectural Millwork Inc. . Legacy Cabinets LLC . Lexington Mig. Inc. . M.C. Colonial Cabinets & Millwork . Mack Studios/Displays . Michiana Laminated Products Inc. • Mill-Rite Woodworking Co. • P.J. Milligan & Co. • N2 Millwork Services Inc. • National Woodwork Mfg. • New England Clock • New Hampshire Wood Clothes Dryer Co. Wood & Wood Products profiles 100 Justries Inc. - Nu-- Gvation Cabinetry Inc. . Paladin Industries In a Signification Network Inc. • Rimi Woodcraft Corp. • Ron's Cabinets • Royal Cabinets • SK Cabinets & Millwork • Sieling & Jones Inc. • Siewert Cabinet & Fixture Mfg. Southern Indiana Millwork Inc. • Spectrum Industries • Strata Design Inc. • Studio Displays Inc. Sweetheart Cabinetmakers • Thoemmes Cabinet Makers • Timberjack Industrial Cutting Inc. • Top Drawer Co. * Valley Cit WWW.ISWONLEINECOW * West Coast Cabinets Inc. * Western Massachusetts Custom Woodworking • White County Mouldings • Wisconsin Built Inc. Wood Specialists • Woodcraft Industries Inc. • Wooden Mallet • Woodtech Industries Inc.



ARTIFEX MILLWORK INC.

Wyoming, MN

97: \$1,430,000 Sales '98: +67.48% Est. 1993

'98: \$2,395,000 Projected '99: +10% Employees: 28

Store fixtures, custom corporate furniture and architectural millwork

General manager Greg Richels says most of the credit for Artifex Millworks' 48% sales growth in 1998 goes to the company's expansion into the retail market. "As we continue to successfully complete retail stores nationwide, our opportunities increase," Richels says. The company's most recent machinery purchase was a CNC processing center from Anderson America.

M.C. COLONIAL CABINETS & MILLWORK LTD

Windsor, ONT, Canada

'97: \$1,327,000 (Can.) '98: \$2,155,000 (Can.) Sales '98: +62.7%

Est. 1967

Projected '99: +50% Employees: 31

Architectural millwork and cabinets servicing schools and hospitals

M.C. Colonial Cabinets & Millwork's use of boring and doweling in construction often meets with resistance from architects and customers. "The biggest challenge is convincing them that this method is just as good as dado construction," says Robert Costantin, vice president/operations for the Ontario cabinetmaker. Once educated, customers have responded positively, Costantin says. The growing casino and gaming industry in the area gave M.C. Colonial the opportunity to expand into the bar and fixtures markets.

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SIEWERT CABINET & FIXTURE MFG. INC.

Minneapolis, MN

'97: \$1,710,000 Sales '98: +60.8%

Est. 1965

'98: \$2,750,000 Projected '99: +20% Employees: 28

Store fixtures, casework and architectural millwork

Rick Siewert, president of Siewert Cabinet & Fixture, says the nation's booming economy and increased word-of-mouth referrals are behind his company's strong year in 1998. The increased demand meant Siewert could either turn business away or buy new machinery and increase manufacturing space. Siewert chose the latter option and bought a new beam saw, pointto-point boring machine, edgebander, glue spreader, dust collector, spray booth and computer software. "We took on as much as possible and productivity increases naturally followed," Siewert says.

NEW ENGLAND CLOCK -A DIV. OF BONITO MFG.

North Haven, CT

'97: \$880,000 Sales '98: +55.0% Est. 1828

'98: \$1,364,000 Projected '99: +40% Employees: 24

Grandfather clocks and gifts

Before New England Clock was purchased by Bonito Mfg. in 1995, it made handmade grandfather clocks much the way it had since its beginnings in the 19th century. Bonito has steadily automated the process. This is New England Clock's second straight year in the WOOD 100. Last year it ranked No. 5.

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RON'S CABINETS

Sauk Rapids, MN

'97: \$6,553,000 Sales '98: +53.5%

Est. 1975

98: \$10,056,000 Projected '99: +15% Employees: 135

Custom commercial and residential cabinets and architectural millwork

Implementation of a new marketing program and equipment purchases paid off for Ron's Cabinets in 1998. Jami Bestgene vice president of sales and marketing, says "redefining, measuring the success of and auditing the sales process" were among the company's primary accomplishments last year. Ron's Cabinets bought a new point-to-point boring machine and a Holzma panel saw to handle the increased business.

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WOODTECH INDUSTRIES INC.

Lake City, FL

'97: \$1,914,000 Sales '98: +52.1%

Est. 1989

98: \$2,912,000 Projected '99: +72% Employees: 50

Architectural millwork

Last year, Woodtech Industries set up a

new casework manufacturing cell and purchased a CNC beam saw, Holz-Her pointto-point borer, edgebander and software packages from Pattern Systems and CCSL Woodtech also added a solid wood line and equipped it with a Wadkin 5-head moulder. The increased business made it important to upgrade the company's information system and find ways to streamline manufacturing, says president/general manager Richard Nickleson.

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HOLLYWOOD WOODWORK INC.

Hollywood, FL

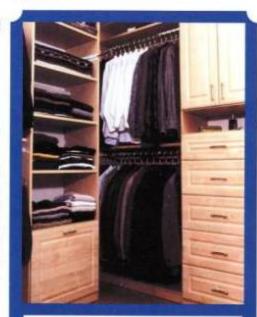
97: \$8,220,000 Sales '98: +52.0%

Est. 1968

'98: \$12,494,000 Projected '99: +5% Employees: 105

Architectural woodwork

Hollywood Woodwork has been investing in its employees in order to maintain a competitive edge, according to president and CEO Yves DesMarais. "We hire the best and are ready to pay for it," says DesMarais. Programs aimed at keeping those employees and improving their skills include education and an employee ownership plan. Hollywood has also invested in a new CNC router and automated spray equipment.



CAPITAL IMPROVEMENTS FOR **CLOSET WORKS**

Closet Works (No. 17) recently tripled its manufacturing space by relocating to a 30,000-square-foot facility. CEO Mike Carson credits new training programs and added marketing people for the company's 50.3% growth in 1998.

\$100,000-\$1 million \$1 million-\$2.5 million

\$2.5 million -\$5 million

\$5 million-\$10 million