

Advancing Panel and Solid Wood Technology

WOOD

WOOD PRODUCTS

VANCE

SEPTEMBER 1999

10th Annual Report

Wood & Wood Products profiles 100
fast-growing woodworking firms.

WWW.ISWONLINE.COM



8

ARTIFEX MILLWORK INC.
Wyoming, MN

'97: \$1,430,000	'98: \$2,395,000
Sales '98: +67.48%	Projected '99: +10%
Est. 1993	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.

9

M.C. COLONIAL CABINETS & MILLWORK LTD
Windsor, ONT, Canada

'97: \$1,327,000 (Can.)	'98: \$2,155,000 (Can.)
Sales '98: +62.7%	Projected '99: +50%
Est. 1967	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.

10

SIEWERT CABINET & FIXTURE MFG. INC.
Minneapolis, MN

'97: \$1,710,000	'98: \$2,750,000
Sales '98: +60.8%	Projected '99: +20%
Est. 1965	Employees: 28

Store fixtures, casework and architectural millwork

Rick Siewert, president of Siewert Cabinet & Fixture, says the nation's booming econ-

omy 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, point-to-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.

11

NEW ENGLAND CLOCK — A DIV. OF BONITO MFG.
North Haven, CT

'97: \$880,000	'98: \$1,364,000
Sales '98: +55.0%	Projected '99: +40%
Est. 1828	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.

12

RON'S CABINETS
Sauk Rapids, MN

'97: \$6,553,000	'98: \$10,056,000
Sales '98: +53.5%	Projected '99: +15%
Est. 1975	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 Bestgen, 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.

13

WOODTECH INDUSTRIES INC.
Lake City, FL

'97: \$1,914,000	'98: \$2,912,000
Sales '98: +52.1%	Projected '99: +72%
Est. 1989	Employees: 50

Architectural millwork

Last year, Woodtech Industries set up a

new casework manufacturing cell and purchased a CNC beam saw, Holz-Her point-to-point borer, edgebander and software packages from Pattern Systems and CCSI. 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.

14

HOLLYWOOD WOODWORK INC.
Hollywood, FL

'97: \$8,220,000	'98: \$12,494,000
Sales '98: +52.0%	Projected '99: +5%
Est. 1968	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.