



WORKFORCE & THE 40 UNDER 40

WORKFORCE ISSUES FOR THE NEXT GENERATION OF INDUSTRY LEADERS

Woodworking Network



OUR PANELISTS TODAY



- **Tyler Bell, COO, Bellmont Cabinet Co.**
- **Jonathan Zublena, Marketing Manager, WoodTrac by Sauder Woodworking,**
- **Jonathan Wenger, CEO, Genesis Products,**
- **Moderating: Dean Mattson, MiLL**



Woodworking Network

WORKFORCE NEXT GENERATION

- About Dean Mattson and the MiLL National Training Center
- Wood manufacturing industries have a worker shortage
- We are establishing a national training center for tech manufacturing training center, The MiLL
- Opens August 2017 in Colorado Springs
- Template for versions spotted around the country





MILL
NATIONAL TRAINING CENTER



The Search is On!

Woodworking Network is looking for the next generation of wood industry professionals who are making an impact on wood products manufacturing in North America.

Disrupters... Innovators... Rebels... 40 leaders under the age of 40 who demonstrate excellence.

Award Categories:

Productivity

Profitability

Social Good

Ingenuity

Innovation

Peer Inspiration

Product Development

Organizational Leadership

... or other facet of the wood manufacturing industry

Nominee: Ethan Abramson
Founder & Owner
Ethan Abramson
New York, NY



Nominate a team member,
colleague or enter yourself

at WoodworkingNetwork.com/40under40/ by June 24

Nominating is free! A panel of Woodworking Network editors and industry association representatives will select our 40 Under 40 honorees.

Complete a nomination form on-line at woodworkingnetwork.com/40under40/ or fdmcdigital.com/40under40 or call 847.226.7969

Honorees will receive recognition in FDMC/ November Leadership print and digital issues and an award for display. Winners attending IWF Atlanta 2016 are invited to a reception at IWF, a special group tour of the IWF exhibit floor, and will receive free registration to an August 22nd pre-IWF symposium in Closets, Finishing or Veneering.

ABOUT WOOD INDUSTRY 40 UNDER 40

- **Launched by Woodworking Network in May 2016**
- **Awards at IWF Atlanta August 2016**
- **Class of 2017 at 5:30 pm today at AWFS Fair**

Woodworking Network



Wood industry 40 under 40 Class of 2016

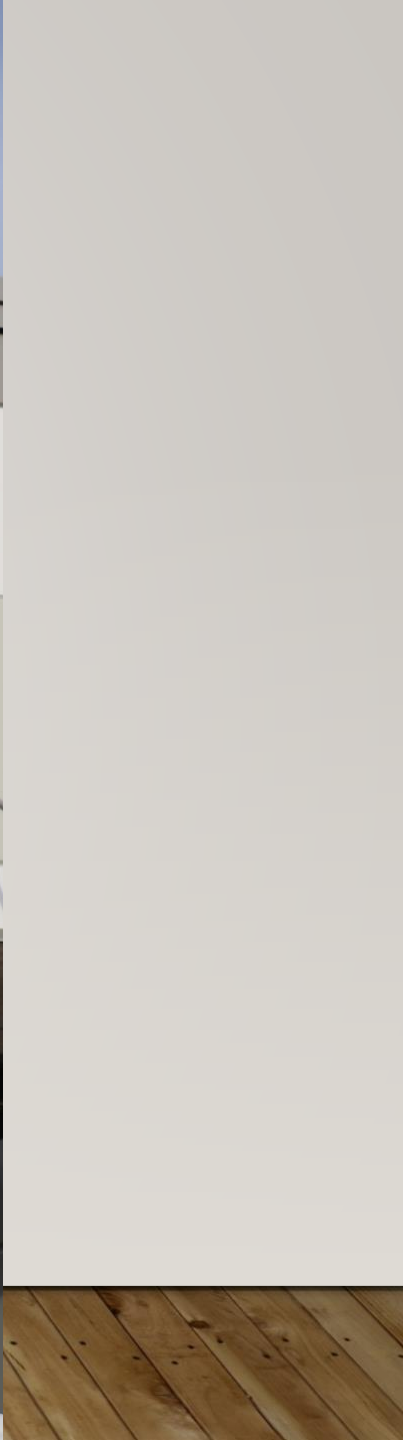
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BELLMONT CABINET





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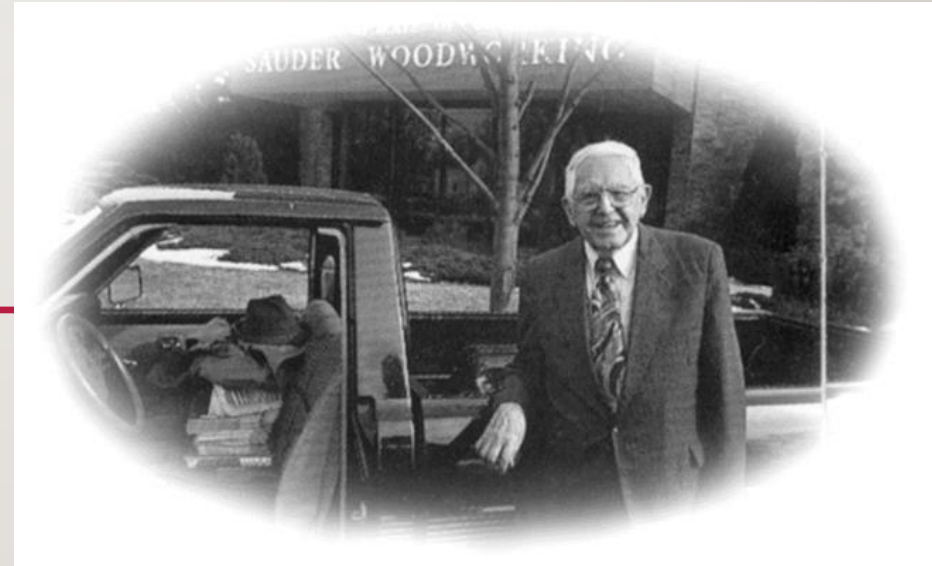
BELLMONT CABINET



BELLMONT CABINET

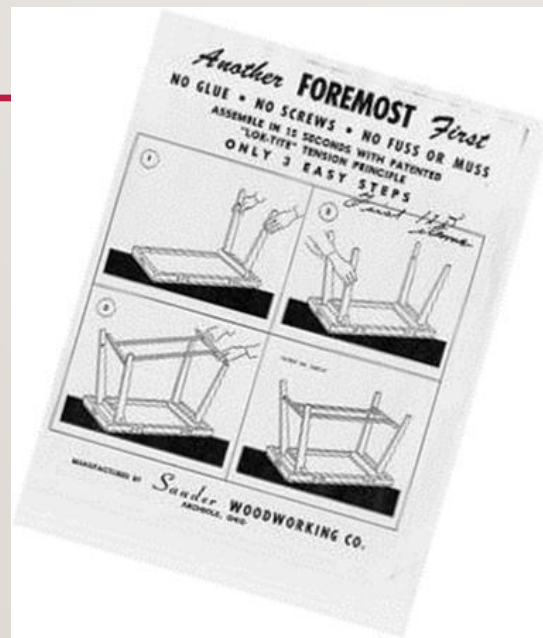
WHO IS SAUDER ?

FOUNDED 1934

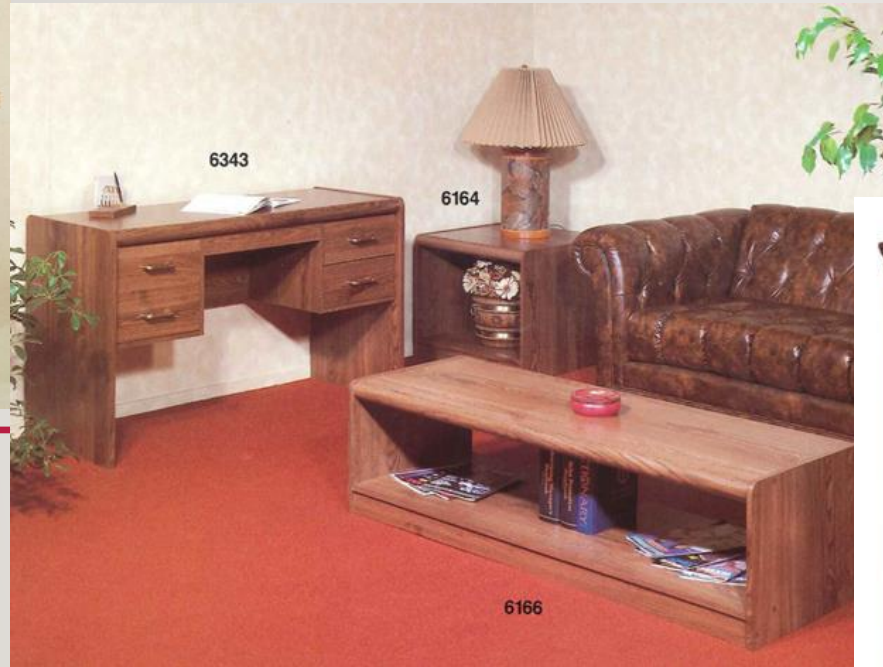


Founder:
Erie Sauder

BIRTH OF AN INDUSTRY -THE FIRST RTA TABLE



LAMINATES



SAUDER RTA PRODUCTS TODAY



IKEA KITCHEN CABINETS



I. IDEATION

Ideation event-

- 85 innovative ideas for New Markets. Used Eureka winning ways methodology. Down to 12 then 4 then 2 (ceilings & lightweight panels)
- WoodTrac Ceilings was the first choice. Idea from Marv Burnett



WoodTrac Ceilings overview

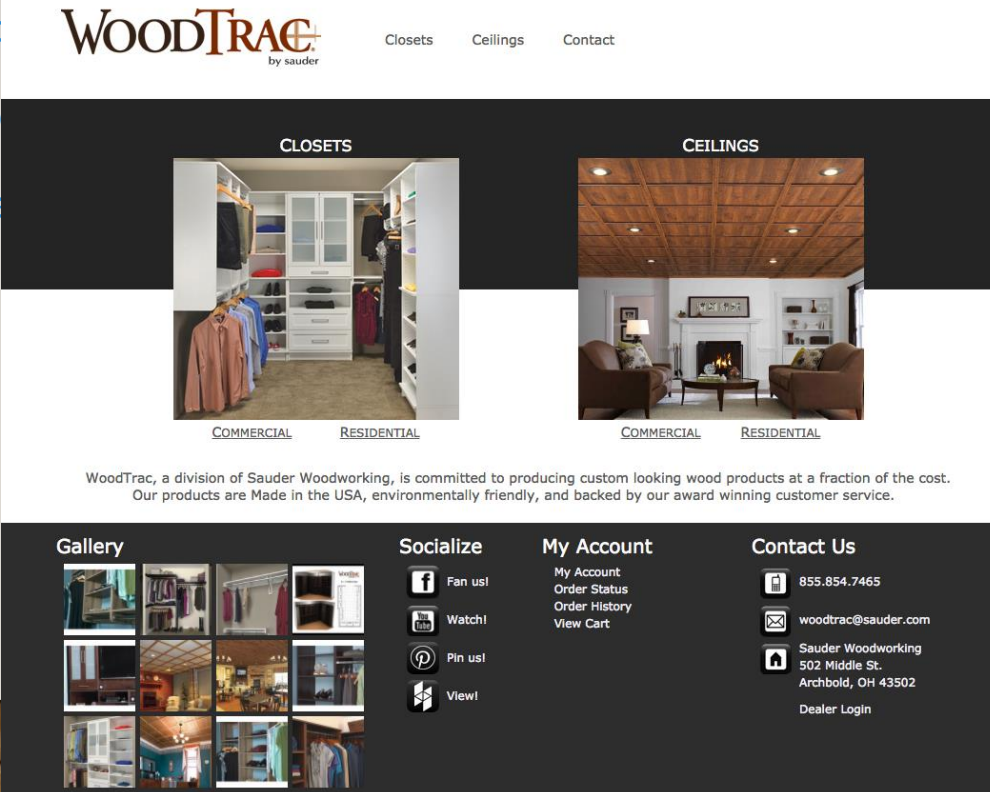
- Fits over standard suspended ceiling grid or installs over joists, drywall, plaster, etc.
- Great for remodels and new construction.
- \$4 per sq foot. Approx 75% less expensive than most wood ceilings
- 5 stock finishes, 35 special order finishes
- 3 molding profile choices



WHO IS WOODTRAC TODAY?

- Building materials division of Sauder Woodworking. Dedicated employees, reps, office/warehouse space separate from Sauder's furniture business.

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The screenshot shows the WoodTrac website. At the top is the logo "WOODTRAC by sauder" with navigation links for "Closets", "Ceilings", and "Contact". Below the logo are two main sections: "CLOSETS" and "CEILINGS". Each section has two images: one labeled "COMMERCIAL" and one labeled "RESIDENTIAL". The "CLOSETS" section shows a walk-in closet with white cabinetry and hanging clothes. The "CEILINGS" section shows a living room with a wood-paneled ceiling. Below these sections is a paragraph: "WoodTrac, a division of Sauder Woodworking, is committed to producing custom looking wood products at a fraction of the cost. Our products are Made in the USA, environmentally friendly, and backed by our award winning customer service." At the bottom of the page are four columns: "Gallery" with a grid of 12 small images, "Socialize" with icons for Facebook, YouTube, Pinterest, and Twitter, "My Account" with links for "My Account", "Order Status", "Order History", and "View Cart", and "Contact Us" with a phone number (855.854.7465), email (woodtrac@sauder.com), address (Sauder Woodworking, 502 Middle St., Archbold, OH 43502), and a "Dealer Login" link.

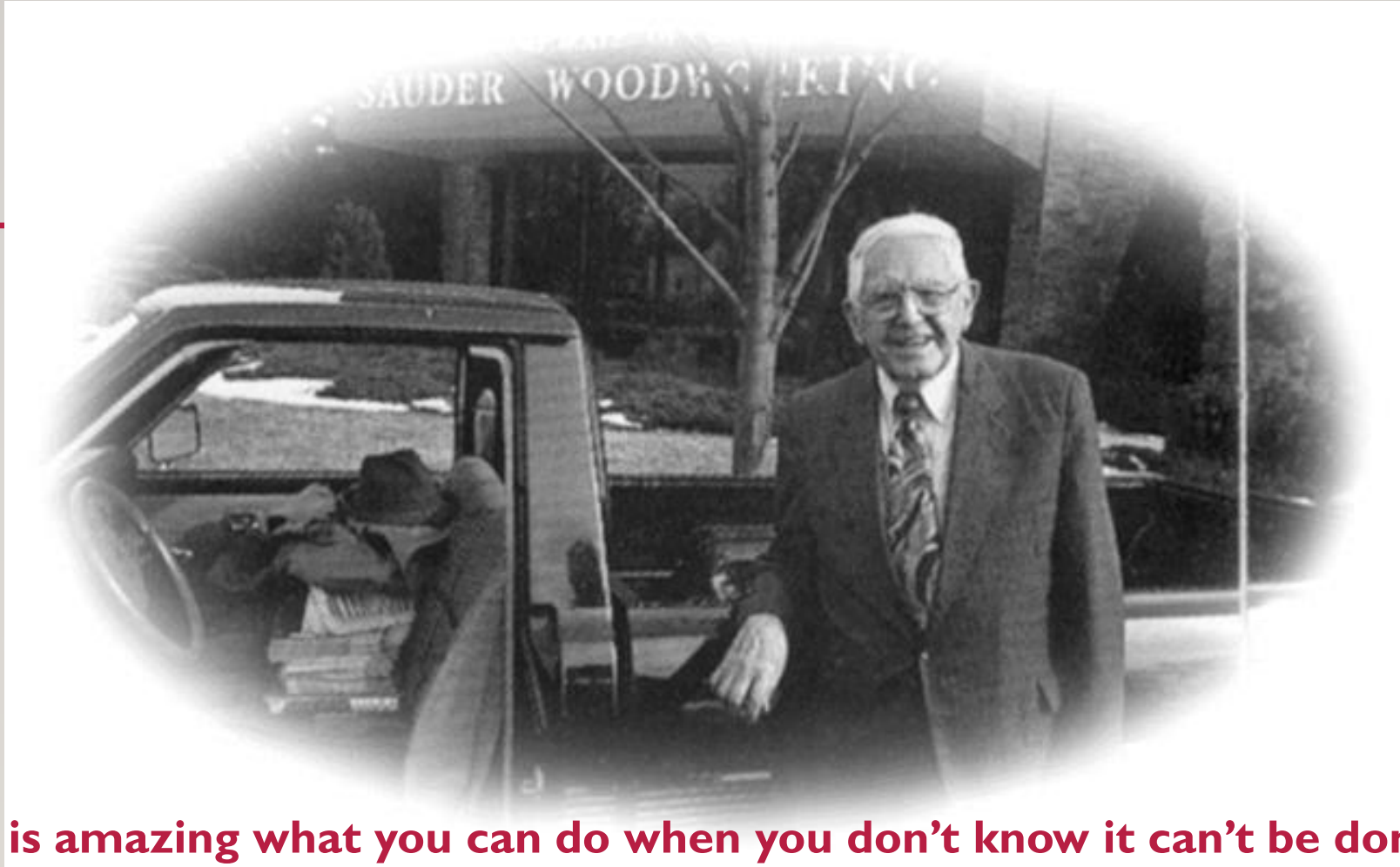
Closet Cabinets



Closet Shelving



“Don’t do it just like everybody else”



“It is amazing what you can do when you don’t know it can’t be done!”

“Nobody is clapping when you start something”

Erie Sauder



GENESIS PRODUCTS



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