

Wood Components Buyer's Guide

WOOD COMPONENT MANUFACTURERS ASSOCIATION 2020-2021

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WCMA | Why choosing an outsource partner makes good sense

Outsourcing wood components makes good sense. It can oftentimes save money and enables you to take advantage of other's design and production expertise, thereby saving on the personnel and capital expenditures that would otherwise be required if you were to produce the parts in-house.

If any of these thoughts run through your head, outsourcing is most likely the best decision you can make:

- I need to increase my productivity, quality, consistency and efficiency.
- I'd like to expand my product offerings.
- I have trouble training new employees.

- I could get more sales if I just had the time.
- Machinery costs too much.
- It's hard to know exact job costs before starting.

Typically used for furniture, cabinets, building materials and other decorative wood products, dimensioned products include: cut-to-size blanks, edge-glued panels, solid or laminated squares, mouldings, turnings, bendings, upholstered frame stock, interior trim, millwork, staircase parts and component parts for cabinets, such as doors or drawers.

Specified by thickness, width, and length, dimension products are classified into three types: rough dimension, semi-machined dimension or fully mechanized dimension.

Rough dimension stock consists of blanks cut and ripped to specific sizes, normally rough surfaced two sides or more to a nominal size.

Semi-machined dimension is rough dimension parts carried one or more steps further in the manufacturing process, including: finish surfacing, moulding, turning, tenoning, flat sanding, edge or face gluing, equalizing, trimming, mitering, etc., but which will not make the product a completely machined part ready for assembly.

Fully machined dimension parts are completely machined with no additional work necessary prior to assembly. A final polish sanding operation may be required prior to finishing or painting.

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What to ask before buying

The secret to buying dimension products is communication. Tell your dimension suppliers exactly how

the part is going to be used in your finished product. Discuss tolerances, specifications and quantities with your dimension suppliers. Ask them for suggestions to improve lumber yields, production efficiencies,

product quality and ways to reduce costs – especially material costs. Since material costs account for over half of the total cost of producing dimension, the use of lower grade materials and optional species can result in dramatic savings. Be sure to discuss alternative solutions to meet your needs.

Dimension buyers also should specify the minimum requirements possible in order to maximize the wood utilization and minimize their costs. To arrive at the most efficient cost, dimension buyers are encouraged to specify only those faces and tolerances necessary to produce a satisfactory wood component product suited to the end use. All too often, a higher grade of material is specified than is actually needed. When this happens, it means the dimension purchaser is paying more than is necessary.

The WCMA publishes the Rules and Specifications for Dimension and Woodwork rulebook to serve as a useful guide for dimension and component manufacturers and buyers. It is intended to standardize the methods and procedures for specifying, purchasing, and designing these products. Contact the WCMA office for more information at wcma.com or call 651-332-6332.

How to find suppliers

The WCMA represents manufacturers of dimension and wood component products who can supply any component you might need for cabinetry, furniture, architectural millwork, closets, flooring, staircases, building materials and decorative/specialty wood products, made from hardwoods, softwoods and a variety of engineered wood materials.

The WCMA makes it easy for buyers to find WCMA members that can produce the wood component products they need. Beginning on **page 11 of this guide** is a list of WCMA members with their product offerings, location, and contact information.

Buyers can also take advantage of WCMA's trademarked "Member Match" program. This online database matches buyer's needs with our members' production capabilities. Once you enter the parts you are looking for, a list of manufacturers that can produce those parts is generated so you can contact the manufacturers with your exact specifications. Just visit our website at wcma.com and click on "Source Guide" under "Manufacturers."

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Case studies | How companies benefit from outsourcing components

Outsourcing wood components makes good sense for furniture, cabinetry, closets and other types of manufacturers, whether large, mid-size or small. The ability to obtain quality products, consistency, as well as design expertise, are just some of the benefits realized by these companies. Savings in production time and money, by not having to invest in additional labor, inventory and equipment, are others.

Don't just take our word for it. Read what these companies have to say.

Outsourcing brings design options to table

Slagle Wood Designs began as a business almost by accident. Kalyn and Brian Slagle founded the Dawsonville, Georgia-based custom woodworking business in February 2016 when the couple decided to build a farmhouse table for their home.

"We built the table together and had a lot of fun in the process," said Kalyn. "It was the first time I had ever used a miter saw. We took our time and the end result was so pretty. I wasn't sure if the color of the stain worked for our home, so we took a lot of pictures of it and put the table for sale on Craig's List. It sold immediately for full price."

Early on the couple faced the question of whether to make or buy various components for their growing business. "We made the decision to outsource wood components along with some of our tabletops after weighing all the pros and cons," she said.

"Available space in our shop was one consideration. It didn't make sense to invest in new machinery we didn't really have room for once we knew we had a great resource for outsourcing," Slagle added. "Outsourcing has opened up a whole world of styles and designs for us to choose from and that we can offer to our clients."

The company outsources a variety of wood components. "We do a lot of tables and coffee tables with tapered legs. We found a great resource online, and I am extremely grateful for them. They are only about an hour and 15 minutes from my home. They ship all over the nation, but I like to visit them in person and see what is new. [The WCMA components supplier member] has opened up a whole world of styles and



Outsourcing has enabled Slagle Wood Designs to expand its designs. This table features the Slagle Leg.

designs that we can offer to our clients," she said.

"Everything we have needed thus far they have delivered, including some custom legs that I personally designed," Slagle added. Others also liked the custom leg design, she said, and as orders grew the components supplier asked if they could name it the Slagle Leg. "We said yes, and thought it was very cool."

With the exponential increase of Slagle's range of products over the years, "sometimes we have challenged ourselves big time, but at the end of every single challenge we have come through very strong," she said. "Our portfolio is expanding all the time, from the general farm house tables to entry and sofa tables, living room furniture and bathroom vanities. We also build bunk beds and bunk rooms, and loft beds – the list literally goes on and on." One of the newest items is built-in banquettes.

The company also outsources from other wood suppliers for slabs and other lumber products. "Because we do a lot of farmhouse-style designs we typically work with pine," Slagle noted, but if oak, maple, walnut or another species is requested, they will contract with a local source for the slab or even

fresh-cut lumber.

"We outsource to him to plane and rip the boards we need, and he does his magic. It has proven to be a big help in another way, as we don't have the room in our shop to store a variety of different woods or the equipment we would need to rough mill the lumber," she added.

Slagle said it has been a whirlwind four years since the first farmhouse table was built. "Before we started our business I was a children's fashion designer and my husband worked with Verizon Wireless. I spent 10 years behind a sewing machine and I'm much happier with this career."

Social media has played a big part in the company's success. "Good photography skills are important. A picture sells. We get images of new items up on Facebook and Craig's List immediately." The company's website is slaglewooddesigns.com.

Slagle Wood Designs currently has more than 100 pieces in its repertoire, with custom projects accepted. "We are open to doing what a customer wants. A client comes to me and says, 'Hey can you build a barn door unit, but I want it to have a hutch

on top and add this and add that, we'll do our best. We love a challenge."

Outsourcing saves company time & money

Hartford House Furniture is known for its heirloom quality furniture, customized for each client. "One-of-a-kind is our specialty," is a slogan and a policy of the company based in Alto, Georgia, 60 miles north of Atlanta.

Founder Sarah Smith started Hartford House 32 years ago and remains active in the business still today. Initially, she refinished furniture but started the business to sell furniture from other companies and also pieces they designed, built and finished on-site.

Hartford House Furniture currently employs eight people, including two furniture builders who can do "just about everything including building, sanding and finishing," said Mickey Quincey, production and store manager.

"We are a small operation and we build-to-

order," she said. "Lately we have been doing a lot of custom work. We just finished a massive bookcase that was really an entertainment center with bookcases on each side. We delivered and installed it in the home and the clients were delighted.

"If a client can imagine it we almost always can build it."

A variety of species are used to produce the solid wood furniture, including pine, oak, cherry, maple, and walnut. "We work with any wood a client specifies," Quincey said. "We just finished a table out of heart pine and we have worked with rustic pine, maple and cherry very recently. Our company offers a wide and varied selection of unique designs in stained, painted, lacquered and aged finishes."

Over the years, the company realized there were certain things that were easier to outsource than produce in-house. "Many years ago, we researched what would be our best options and it turned out that outsourcing some items was the way to go."

Today, Quincey added, "We outsource legs for

dining room tables, bedposts and anything that is turned, such as feet for the bottom of chest." Components are brought in unfinished, then stained to blend by the Hartford House employees.

"Outsourcing is done for a variety of reasons," she said. "Our main reason is to allow us to do the kind of custom furniture we want to produce."

"With custom furniture, you really never know what you are going to be asked to do with a design. The customer might want to add corbels or turnings or a very wide range of things. For us to be able to give customers exactly what they want in a design, we rely on finding a supplier with the experience to do turnings and much more."

For example, one of the company's component suppliers, a WCMA member, "has the capability to pretty much do everything in turnings and corbels. We just couldn't compete with trying to manufacture that ourselves, by the time we bought the needed equipment and hired extra personnel who could create that type of work," Quincey said.

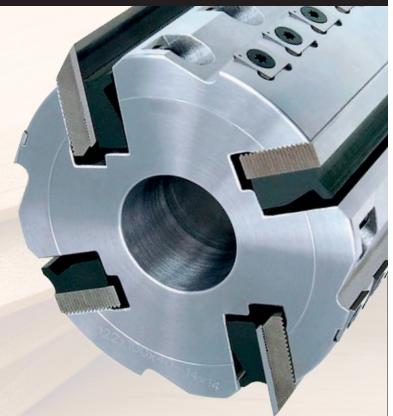


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“Just looking at the cost factor, outsourcing often makes sense,” she added. “It allows us to have a better cost for our customers than if we were doing some things in-house.”

Another reason for outsourcing is it helps the business stay current with design trends. “Outsourcing lets us offer a greater variety to our customers, while being more cost efficient,” Quincey said. “It allows us to offer a greater spectrum of parts that we can carry, and what we expand on design-wise.”

Dining room chairs is another product line outsourced. Chairs can be very time consuming to build. “We researched our options and decided outsourcing let us provide a better cost to our customers, and still be able to provide the quality we wanted,” Quincey explained.

Hartford House has a showroom in addition to the production area. “We invite people to visit us in person or visit our website, hartfordhousefurniture.com, to see our collections and what we can do.”



Outsourcing allows Hartford House to offer a greater variety of products and designs to customers.

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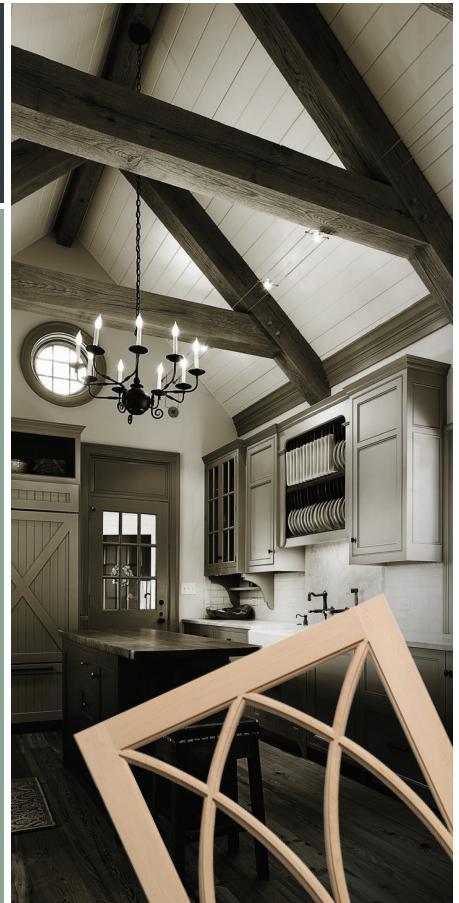
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WCMA | How we can help you succeed in the industry

If you are a manufacturer of wood components or dimension, membership in the Wood Component Manufacturers Association is now more important than ever. The WCMA is committed to becoming a progressive, nationally recognized association whose focus is meeting the needs of its members.

WCMA membership involves many things, but first and foremost, it provides access to a wide range of industry experts. Your colleagues are often your best source for in-depth insight and ideas. WCMA gives you the opportunity to connect with industry professionals across the United States and Canada, and members share openly, freely, and with great enthusiasm. In addition, the association offers the following to its members:

Networking Opportunities. The number one benefit of membership in the WCMA, according to our members, is the multitude of networking opportunities we offer throughout the year. We strive to offer our members the opportunity to network with other manufacturers across the nation in a non-competitive atmosphere through trade shows, online discussion forums, roundtable dinners, plant tours, and other social events. Many WCMA members also take advantage of the opportunities to do business with each other.

Fall Conference & Plant Tour Event. Each year, the WCMA hosts a Fall Conference and Plant Tour Event. By touring dimension and component manufacturing facilities, members see the latest technology at work, witness working solutions to common problems, and exchange information with seasoned counterparts. Held in the fall each year, this event enables members to conduct their own field research as well as gather a host of money-making, money-saving ideas.

European Plant Tour Event. The WCMA hosts European Plant Tour events to provide an opportunity for members to observe advanced woodworking and manufacturing facilities in Europe and observe leading-edge solutions to improve their quality and production methods. This is an excellent opportunity for attendees to discover “what’s next” in the global woodworking industry, where trends come



Tour participants can get a closeup look at the technology and techniques in place at a variety of plants.

from, and gain insights into making their business more successful.

One-Day Plant Tour Regional Event. The WCMA also hosts One-Day Regional Plant Tour Events. These events focus on a specific region and are short enough for participants to be out of the office only one-day, yet still see advanced manufacturing plants.

Get New Business. Sales inquiries from component buyers are received by the WCMA office on a regular basis. The WCMA’s Member Match™ Program is a system that provides prospective buyers with a list of all WCMA members who can produce the specific component products they need. The service is free of charge to component buyers and WCMA members, and can be accessed on our website in the Source Guide area.

Trade Promotion. The WCMA participates in several promotional programs for the purpose of promoting the products of our industry and generating more business for our members. Our promotional activities include: Exhibiting at trade shows, like IWF, and highlighting the various products produced by WCMA member companies; participating in specialized woodworking industry events and seminars; and joining forces with other associations

regarding important issues to our industry, like the Real Hardwood Promotion Coalition (RHPC), and the Wood Industry Resource Collaborative (WIRC).

Members’ Website: The newly designed WCMA website, **WCMA.com**, features a simplified design, improved functionality and more content to keep members and visitors up-to-date on the latest news in the secondary wood manufacturing industry. The site is a resource where members can update their online profile, register for meetings, keep current on industry issues and initiatives, “chat” with other members, and more! It is a comprehensive and easy to navigate site that serves as a one-stop site for all the information you need on the industry including the WCMA Labor Relations Bulletin, Legislative News, Virginia Tech Housing Reports, and other important Industry News and Events.

As a company in the wood components industry, one of the wisest investments you can make is membership in the WCMA. To take advantage of these many member benefits, please visit the website today and fill out the membership application. You can also contact the WCMA office with any questions:

Wood Component Manufacturers Assn., PO Box 662, Lindstrom, MN 55045 Tel: 651-332-6332, Email: **WCMA@WCMA.com**, Website: **WCMA.com**.

Tech Partners | Industry providers of equipment, supplies & services

A service of the Wood Component Manufacturers Association, the Technology Partnership program connects suppliers of woodworking machinery, supplies, software and business solutions to WCMA member companies who utilize these products and services.

Technology Partners have the opportunity to showcase and educate WCMA members on their newest technologies, products and services. The centerpiece of the program is the Wood Technology Expo, held annually in conjunction with the WCMA Fall Conference & Plant Tour Event.

To find out more about becoming a WCMA Technology Partner contact the association at 651-332-6332 or email WCMA@WCMA.com. More information on all Technology Partners can be found at WCMA.com, click on Suppliers.

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KENDRICK, INC. DBA/ KENDRICK FOREST PRODUCTS

Edgewood IA
KD lumber, dimension, dry kiln, sawmill, railroad ties, pallet cants
563-928-6431
greg@kendrickinc.com
kfp Iowa.com

KEYSTONE WOOD SPECIALTIES INC.

Lancaster PA
Custom cabinet doors, face frames, dovetailed, dowelled drawers, mouldings, wainscoting
717-299-6288
info@keystonewood.com
keystonewood.com
See our ad WCMA page 7

KRETZ LUMBER CO., INC.

Antigo WI
Rip-to width, S4S, butcher block, custom sanding, premium hardwood lumber
715-623-5410
troyb@kretzlumber.com
kretzlumber.com

LEWIS LUMBER PRODUCTS, INC.

Picture Rocks PA
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570-584-4460
keitha@lewislp.com
lewislp.com

MACDONALD & OWEN LUMBER CO.

West Salem WI
Cabinet parts, drawer sides, blanks, lumber, custom ripping and S4S
608-269-4417
justin@hardwoodlumber.net
hardwoodlumber.net

MENZNER LUMBER AND SUPPLY CO.

Marathon WI
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menznerhardwoods.com

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Email: sales@yoderlumber.com
www.yoderlumber.com/livesawn



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NORTHERN HARDWOODS

Atlantic Mine MI
30mmbf Premium Kiln Dried Hardwood
Lumber and moulder/flooring blanks.
715-533-6193
rpeterson@northernhardwoods.com
northernhardwoods.com

NORTHWEST HARDWOODS

Tacoma WA
American hardwood lumber, exotic hard-
wood lumber, exotic decking, imported
plywood
253-568-6800
jacob.schriner@nwhardwoods.com
northwesthardwoods.com

OSBORNE WOOD PRODUCTS, INC.

Toccoa GA
Furniture parts and kits, onlays,
corbels, custom millwork, decorative
components
706-886-1065
info@osbornewood.com
osbornewood.com
See our ad WCMA page 13

PREFERRED HARDWOODS, LLC

Richfield WI
Hardwood mouldings, S4S, residential
and commercial component parts, store
fixtures
262-628-4792
rcupery@preferredhardwoods.com
preferredhardwoods.com

SEARS TROSTEL LUMBER CO.

Ft. Collins CO
Custom solid wood mouldings, S4S
cabinet components, profiled cabinet
components
970-482-0222
steves@sears-trostel.com
sears-trostel.com

SPARTA WOODWORKS LLC

Sparta TN
Components for chairs, tables, desks,
mouldings, lumber, musical instrument
components.
931-738-1896
jaydee@spartawoodworks.com
spartawoodworks.com

THOS. MOSER

Auburn ME
Contract & residential furniture, squares,
CNC component manufacturing, cross
cutting, ripping
207-330-3159
markp@thosmoser.com
thosmoser.com

TILO INDUSTRIES

Lewisburg PA
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rails, millwork, mouldings, table tops
570-524-9990
tyoder@tiloindustries.com
tiloindustries.com

VALLEY CUSTOM DOOR

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paneling
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cguerts@valleycustomdoor.com
valleycustomdoor.com

WALNUT CREEK PLANING

Millersburg OH
Chair and stair parts, S2S, S4S, panels,
butcher block, fingerjointing
330-893-3244
sales@wcpianing.com
wcpianing.com

WDI COMPANY

Forest Lake MN
Cabinet doors, drawer parts, boxes,
stiles, rails, instrument & toy parts
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jimk@thewoodster.com
wdicustomwood.com

WOODENWARE USA, INC.

Etna Green IN
Cabinet doors and drawer fronts with
coatings
574-372-8400
troy@woodenwareusainc.com

YODER LUMBER CO., INC.

Millersburg OH
Moulder blanks, custom semi-ma-
chined, machined components, S4S,
stair treads, risers
330-893-3121
Jackm@yoderlumber.com
yoderlumber.com
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YOUNG MANUFACTURING CO.

Beaver Dam KY
Stair components, exterior wood & clad
frames and door sills
270-274-3306
kim.obrien@youngmanufacturing.com
youngmanufacturing.com

ZELAZOSKI WOOD PRODUCTS, INC.

Antigo WI
Mouldings, flat work, turnings, laser
engraving, branding, shaping, toy parts
715-627-4804
mail@zwp.com
zwp.com

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6. Outsourcing can reduce your capital expenditures.
7. Oftentimes, it enables you to obtain better product quality and consistency.
8. It allows you to reduce your inventory and overhead.
9. Outsourcing allows you to concentrate on your own product development.
10. It enables you to offer an expanded variety of products to customers.



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