

CabinetMaker

Indispensable Tool for the Small Shop

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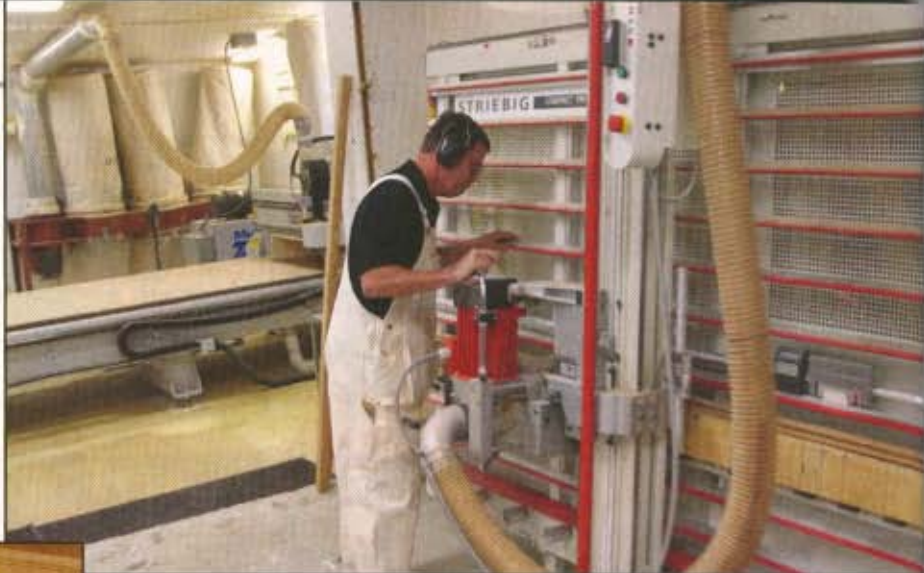
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www.cabinetmaker-digital.com

CoverStory



Vertical Cut — Baynham prepares to run the Striebig Compact Panel Saw, which he also uses for processing solid wood.



Rounded edges — This trestle-style dining room table, with rounded edges to maximize the people it could seat, was made from yellow birch. The top was cut out on the Multi-Cam CNC router, with very little sanding required.

When owner Bill Baynham decided to expand Baynham Wood Products Co. to a full-time business, he realized he couldn't do it alone. With contacts through Vermont WoodNet and the Cabinet Makers Assn., he's been able to grow his business and draw upon other woodworkers' expertise.

For more than 20 years Baynham had split his time between teaching home building to high school students and woodworking in his Shelburne, Vt., shop. When he recently retired from teaching, he became a

full-time woodworker.

"I was afraid that when I retired ... I would maintain the same volume I've had in the past and would only have a small amount of work, but fortunately it hasn't worked out that way," Baynham says. "I'm just starting out, but I've got enough work ahead of me, enough big jobs, where's it's been very good."

He attributes the sustained workload to his varied skills, networking and shared use of equipment.

New work, outsourcing

Baynham specializes in custom built-ins, furniture and fine finish carpentry. He gets most work through

Shop Snapshot



Company: Baynham Wood Products Co.

Location: Shelburne, Vermont

Founded: 1987

Proprietor: Bill Baynham

Employees: one (owner)

Annual sales: \$120,000 (est.)

Shop size: 3,000 square feet

Product: custom cabinets, furniture

Key equipment:

- ▶ Holz-Her edgebander
- ▶ Multi-Cam CNC router
- ▶ Ramco wide-belt sander
- ▶ SCMI Sintex moulder
- ▶ Striebig compact panel saw

WoodNet fosters networking, cooperation

Bob Bouvier, owner of Wood BU Believe, founded the non-profit Vermont WoodNet in 2000. "I started it, with some grants from the State of Vermont, purely to help the business economy of the small-scale woodworking business in Vermont," he says.

First, WoodNet set out to identify and network the state's thousands of woodworking shops.

Replacing competition with cooperation and tapping into each shop's strengths were intended to serve the greater good. "We aren't all good at everything, and by making the best use of each piece of us, we're all better off," he says.

A key part of this unifying effort

was the publication of the Vermont WoodNet Resource Directory, which lists organizations, businesses and agencies that provide materials or services for the state's small-scale woodworkers.

Second, WoodNet stressed the benefits of marketing Vermont's wood products outside the state. "We're looking at it very parochially. Instead of a big effort to keep (woodworking) in the United States, we want to keep it in Vermont," Bouvier says.

Three years ago WoodNet opened the Vermont MapleWood Gallery, a retail space featuring products from the state's woodworkers. Its promotional material

Networking spurs shop's growth

Vermont woodworker's interaction with other shops creates business, increases knowledge and improves skills

Story and photos by George Lausch
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local contractors, referrals and members of Vermont WoodNet, a nonprofit organization promoting networking and cooperation among the state's woodworkers (see sidebar below).

He also handles outsourced jobs. His 3,000-square-foot shop is equipped with a Felder sliding table shaper, Holz-Her 1310-1 edgebander, Multi-Cam 5 x 10 flat table CNC router, Ramco wide-belt sander, SCMI Sintex four-sided moulder, SCMI planer and jointer, Striebig Compact panel saw, Weaver shapers and Williams and Hussey moulder.

Most of the other shops in the region don't have Baynham's equipment; they seek his expertise for outsourcing.

Many are Vermont WoodNet members or learn about him through www.vtwoodnet.org.

Outsourcing projects

A half dozen shops hire him or rent time on the Ramco wide-belt sander. Some shops need plywood cut on the Striebig panel saw while others require edgebanding on the Holz-Her edgebander. Contractors doing remodels are also looking for moulding. "If it's not an off-the-shelf product that they can get at the lumber yard, they'll come to me for moulding. I'll run moulding either through the Wil-



"Education is the key to ... the future of this woodworking business."

— Bob Bouvier

cabinet building piece of SkillsUSA (see sidebar on page 28) — to get kids to understand you can build a cabinet and fine furniture. Consider that as part of your future."

Vermont WoodNet currently has 150 members. Membership is open to the entire supply chain, from land owners with forests and sawyers to secondary wood products manufacturers and marketers.

For more information, visit www.vtwoodnet.org.

liams and Hussey or I'll do S4S stuff on the SCMI Sintex," Baynham says. He charges \$70 to \$100 an hour.

Still other shops need what his Multi-Cam CNC router can provide. With so many small operations in Vermont, few shops have CNCs of the Multi-Cam's size and capability. The owners of Beeken Parsons, a furniture manufacturer that uses the CNC, have become fellow students. "Bruce Beeken, Jeff Parsons, Jared Poor and I have learned EnRoute (software) together," Baynham says. "I gave them one of my training CDs, and it was certainly to their advantage to learn the software as quickly as possible because I was charging them by the hour.

"We actually tutored each other because they are pretty clever fellows, and so they've done a lot of furniture parts on the CNC," Baynham says.

"They draw it in their own CAD pro-

continued ➤



Shop Tour

Go online to
www.cabinetmakeronline.com/baynham.aspx
for a shop tour. To read more about Bill Baynham's career, see www.cabinetmakeronline.com/baynhamcareer.aspx

stated, "If it's made from wood, we can make it." Unfortunately, the association had to close the gallery this summer. "We just couldn't make it go," Bouvier says.

Third, WoodNet promotes education as a way to sustain the industry. "Education is the key to not only existing shops, but the future of this woodworking business," Bouvier says. "There are virtually no opportunities for younger people to learn how to do this skill, which is why we sponsor and support the

gram, we import it into EnRoute and out to the CNC it goes. Once again that's a networking thing; they're another member of WoodNet."

Reciprocal assistance

Baynham also gets help from other WoodNet shops. "I don't do painted finishes necessarily, but there's a shop up the road that's got a spray booth that will do the painted finishes for me," he says. He'll also check with other shops

to see if he's in the financial ballpark on a bid proposal. "That type of thing is really helpful," he says.



"I don't have to fall on my face making a mistake if somebody else who has already made it can help me out."

— Bill Baynham

WoodNet sponsors contest

Through the efforts of Bill Baynham, owner of Baynham Wood Products, and Vermont WoodNet, cabinetmaking became part of that state's SkillsUSA student competition five years ago.

The dozen or so students in the annual Vermont competition are required to build an entire cabinet in six hours. Baynham and Bob Bouvier, Vermont WoodNet founder and owner of Wood U Believe, design each year's cabinet with KCDw software and prefab

some of the parts in Baynham's shop. WoodNet provides the cabinet design, materials, major tools and prize money.

WoodNet members also serve as judges. They evaluate each contestant's safety, construction process and finished product. First prize is \$500, second is \$350 and third is \$250. Each state's winner is eligible to travel to Kansas City for the national contest.

For more information, visit www.skillsusa.org.

mortise-and-tenon construction for mahogany-framed exterior screens. So he logged on to www.cabinet-makers.org. "I was picking people's brains on the proper way to do the engineering on it, what would be the fastest and still be strong enough and meet the contractor's needs and prices," Baynham says. "Three people answered my question within the day and all three people I knew personally. All three people had done the same



Well-equipped shop — *The Multi-Cam CNC router, run with EnRoute software, is one of the few CNCs owned by a one-man shop in all of Vermont.*

job, the same type of work.

"It was really helpful," he says. "It soothed my mind on how I was going to go about engineering this." He also benefits from the CMA's round table meetings. Baynham has been a CMA member since its inception, and he says it does on the national level what WoodNet does on a state level. "Once again, one of the big benefits is you



In one end — *Baynham runs a board through the SCMI Sintex four-sided moulder. Contractors requiring moulder work for remodels are among his customers.*

have a group of people that you can bounce things off of," he says.

Avoiding mistakes

"I don't have to fall on my face making a mistake if somebody else who has already made it can help me out," he adds. "It's invaluable. I can't imagine what it was like before the Internet and having this information right there." □

For more information on products mentioned in this article contact the companies below, or visit www.cabinetmakeronline.com

Cabinet Makers Assn.
562.987.1898 www.cabinetmakers.org

Colonial Saw, Striebig panel saw
781.585.4364 www.csaw.com

Felder USA, shaper
866.792.5288 www.felderusa.com

Holz-Her Inc., edgebander
704.587.3400 www.holzher.com

KCDw software
508.760.1140 www.kcdw.com

MultiCam LP, CNC router
972.929.4070 www.multicam.com

Ramco, wide-belt sander
616.457.5999 www.ramcosanders.com

SA International, EnRoute software
610.521.6300 www.enroute3.com

SCM Group, planer and jointer, Sintex moulder
770.813.8818 www.scmgroup-usa.com

Vermont WoodNet
www.vtwoodnet.org

Weaver Co., shapers
913.831.1800 www.weaver-sales.com

Williams and Hussey Machine Co. Inc., moulder
603.732.0219 www.williamsnhussey.com