

eCabinet Systems

VOLUME 1, NUMBER 2

MEMBER MAGAZINE

SHARING...

Designs • Production Capacity • Ideas

IWF REVIEW

FOR THOSE THAT
COULDN'T ATTEND

PRODUCTION
SHARING MEMBERS
AT IWF...MEET THEM INSIDE



eCabinet Systems

VOLUME 1, NUMBER 2. OCTOBER 2006

MEMBER MAGAZINE

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production without hiring more help and benefits the router owner as well. Like everything in the eCabinet Systems Cooperative, it is a win, win situation. As a Thermwood router owner, if your machine does find some idle time, you might want to look into cutting some of the carvings used in the Thermwood Furniture Network. This program is in it's infancy but with the introduction of Design Sharing program and the use of the Production Sharing program and the Furniture Finishing program, I don't think it will be long until thousands of small cabinet shops across the country are creating beautiful pieces of furniture using parts outsourced from Thermwood routers. Thermwood has made it easy for the Cooperative Members to obtain professional furniture finishes and hardware to complete these projects.

There are links to much more information on all of these programs on the Thermwood, eCabinets, and eCabinets Member Store Web pages. Take a minute to look them over and see how they can work for you.

Thermwood through their eCabinet Systems Cooperative is making it easy for small shops to compete in today's world economy. They are giving us access to the design, manufacturing and marketing tools that we need to grow. They are providing us with the purchasing power for products, tools and techniques that before were only available to large factories. eCabinet Systems took one of the great ideas of the past, the cooperative, and tied it to the technology of tomorrow to provide all of us the opportunity of a lifetime. It is up to each of us to take advantage of these programs and through our cooperation make them work.



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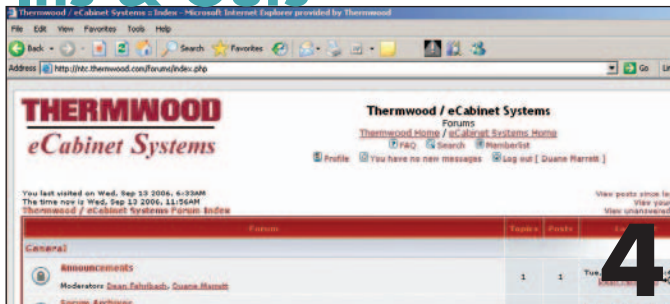
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Ins & Outs



New Member Store



IWF Show '06



eCab World



A New Approach...



Construction Report



Focus On...





Sharing

By Ken Susnjara

The theme of this issue of the Member Magazine is sharing. Sharing is that thing that your mom tried to teach you as a kid, you know, that thing that seems to be against human nature.

Well, you are no longer a kid and as a professional in the woodworking industry, sharing may very well become a major part of your future. Sharing is certainly a major part of the eCabinet Systems program, but not the idealistic altruistic sharing you envision when you hear the word “share”. In fact, there are now some new ways to share that can be quite profitable to both the “sharer” and the “sharer” alike.

Traditionally when you say the word “share” it means you give part of what you have to someone else, so you have less and they have more. At first glance it doesn't seem like a great way to run a business. That is not the kind of sharing we are talking about in eCabinet Systems. In our sharing, everyone involved benefits. This magazine will look at the ways that sharing benefits eCabinet Systems Members.

Some of the sharing, such as answering questions or helping others on the forum, seems to be one sided, but it really isn't. It creates an overall atmosphere from which everyone benefits. This atmosphere exists almost automatically in a big company. If you have a question on some technical issue there is probably someone in the company you can call who can give you a quick answer. Traditionally small shops don't have this resource but with eCabinet Systems, you are part of a worldwide network with thousands and thousands of Members and the forum provides a way

to get an answer or opinion, quickly and easily. In fact, you probably have more resources than most large companies. Most big companies discourage going outside for assistance while you have a highly diverse worldwide membership with highly varied experiences and knowledge from which to solicit answers.

Production Sharing has become another major program. A network of thousands of shops using a common software technology just naturally opens the idea of sharing production capacity. When a job from any Member of this program can be machined on any CNC router in the program, it is natural that those with extra production time available will machine parts for those who don't have production capacity or who don't even have a CNC router. The only requirement is a method of getting these people together. In our program this is handled by providing an area on the web site where those that want to machine parts for others can post their names and phone numbers for free. You will also see ads by some of these shops in this magazine and we invite Production Sharing Members to use our booth at major trade shows to meet and work out arrangements with other Members. You can read about the Production Sharing Members that came to Atlanta in this magazine.

Here is an example where sharing helps everyone. The shop with the machine gets full utilization, and these machines are very profitable if you keep them busy. The shop that buys the parts gets higher quality, more accurate parts and probably gets them at a lower cost than if they make them using a tape measure and table saw. We get our

customers to use up their machine capacity so they buy more machines. Everybody wins.

We now have another sharing area that could significantly transform the eCabinet Systems program, Design Sharing. You can design almost anything using eCabinet Systems and the software is becoming more and more powerful. This power, however, means the software is more and more involved and a lot of shops don't want to get all that involved with software. The reason you need flexible software is so you can design cabinets or other jobs the way you want them. For most shops, if they can get what they want without the design effort, they will, even if they had to pay something for the designs. Enter "Design Sharing".

There are already tens of thousands, if not hundreds of thousands of hours of eCabinet Systems design effort saved in files all over the world. Design Sharing is intended to set these files free. To encourage those with the designs to share them, we are allowing them to sell designs in libraries. With thousands and thousands of Members, this could be potentially very profitable. For those that need designs, they could eventually have access to virtually any design they want, without actually having to learn the software and without having to actually design them. They do have to pay for them, but if they place any value at all on their time, the purchase cost will be much lower than the cost of developing their own. If they are willing to put the time and effort into learning the software and developing something they can't buy, they can then offer these new and unique designs to others and potentially make ongoing profits from them. Everybody wins, including us.

There is an effort required to set up and publish these libraries, sell and download them and collect and disperse the money, and for this we split the sales fee with the library developer, but there is another aspect. We are trying to sell merchandise through the program and through the software. To encourage this, we track any orders we receive through the software for designs that came from a shared library and pay the library developer 10% of the margin on those sales. We hope this will encourage developers to use items available through the program in their designs and also provide them with an incentive of ongoing profit after the initial sale.

Here again is a sharing program that benefits everyone. Unlike sharing when you were a kid, which meant you had less yourself, sharing in eCabinet Systems means everyone gets more.

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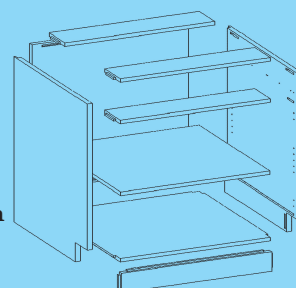
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The Ins & Outs

of Design Sharing

Until now, the biggest effort for a new eCabinet Systems user was developing a library of cabinets so they could begin laying out and building jobs. Learning to design cabinets represents the biggest part of the learning curve with some saying that it represents as much as 60-80% of the total learning effort.

Now a new program promises to eliminate the entire design effort for those who don't really want to design and generate extra profit for those that do. It's called "Design Sharing".

It's about as simple an idea as there is and the details have all been worked out so it is up and running.

The idea? Let those who design libraries of cabinets sell their libraries to those that don't want to design cabinets.

Before some of you say this isn't all that new, after all several software suppliers sell their software with imbedded libraries, remember, those libraries were designed for the most part by computer programmers and there are precious few different designs. We are talking about a program where cabinets are designed by real cabinetmakers and we are talking about a program that could eventually offer hundreds or even thousands of libraries in every conceivable configuration and design. Although it has

just started, we can already see where it might lead.

Although the idea sounds simple, there are a lot of details to a program like this, so let's look at how it works behind the scenes.

First, submitting a library for sale. Within Version 5 there is a routine that lets you do this. You group your cabinets into specific directories that contain nothing but the files you want to share. Then you press the Design Sharing Library Creator icon to start the process.

The system then retrieves the latest submission form over the Internet. You need to be connected for this



A job Bill Rutherford built using designs from his shared library

process. In the submission form you will find primary and secondary “Search” words. Check all that apply to your library.

Remember we said there could be hundreds or even thousands of libraries? If that happens we will need these words for folks to find what they want. If they are looking for frameless cabinets, there is no reason to search through everything else being offered.

There is also a place for you to tell everyone about yourself. Don't be shy. When folks are searching for libraries to buy, they want to know something about the guy or gal that created the library. This will have an impact on whose designs they buy, so sell yourself. There is even a place for you to put your web site address if you have one to help you gain trust and sell.

There is both a short and long description of the library you are

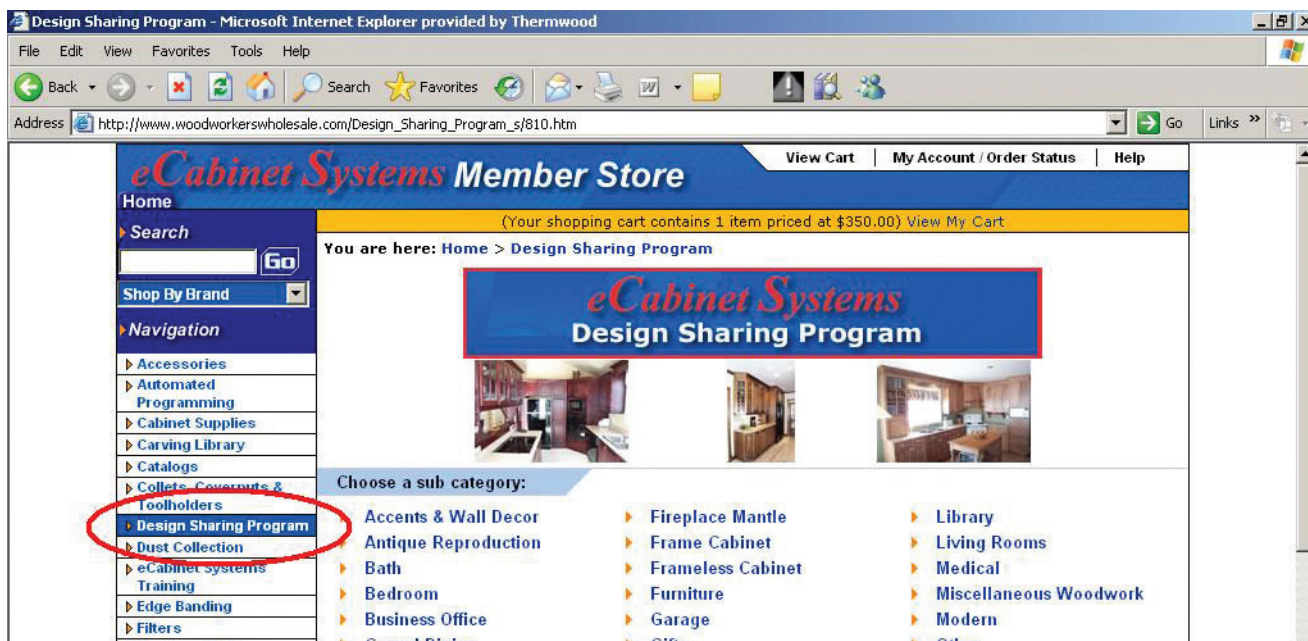
offering. When we present libraries for sale on our store, we offer a list with a single image and a short description. That is the short description you supply.

If they click on your library they get the long description, so the short description catches them and the long description sells them. Make sure both give the information that a cabinetmaker needs - you are a cabinetmaker so make sure they give the information you would want.

There is a Requirements to Build area. Here you need to detail the tools and equipment someone needs to build your designs. Some designs are made for a table saw and hand router, others need a CNC router. If you need an edge bander, let them know. Again, this is a cabinetmaker to cabinetmaker discussion. Tell them what they need to build your cabinets.

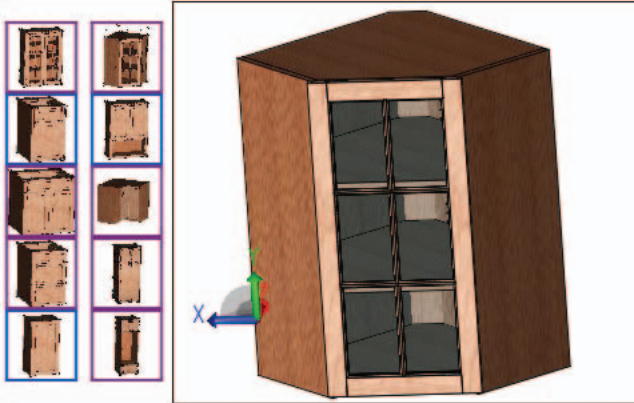
The remainder of the fields describes the joints used, doors, drawers and other detail items. One area that is kind of important is whether the designs have actually been built.

Find Design Sharing Libraries in the Member Store - click the selection at the left



Designer:	Bill Rutherford
Library:	NorthWoods Manufacturing Kitchen Library
Item:	36 upper corner - glass door lh

Right-click on the 3-D image below to open the Controls Menu
Click on any thumbnail below to change 3-D image



Generated in eCabinet Systems.

Note: This control will only function in Internet Explorer.

Right-Click on cabinet for menu or use the Shift and left-mouse button to pan and Ctrl and left-mouse to zoom. Left mouse alone spins cabinet.

Bill Rutherford offers a library of cabinets for CNC production

Obviously, designs that have been in production and have been refined are more saleable than a design that has never been built.

Once you are done, validate the data. When your data validates successfully, click the Next Step button. Now we are going to actually add the libraries. Indicate the directories that contain the cabinets or assemblies that you want in your library. You also need to establish a price. You can set any price you want as long as it is at least \$1 a cabinet and no library is less than \$10. Remember when you set the price that we will split the revenue with you (we need to get paid for the stuff we do too).

Next come jpeg photos. This is for photos of real, complete jobs using the design. If you haven't built the design you don't have photos, so leave it blank. If you have photos, here is where to put them. You can also select up to 10 files from your library for 3-D viewing on the Member Store. This

is a great way for clients to see a little more detail of your designs.

You will now generate a file that you need to copy to a CD. Send us the CD.

When we get your CD, then we go to work.

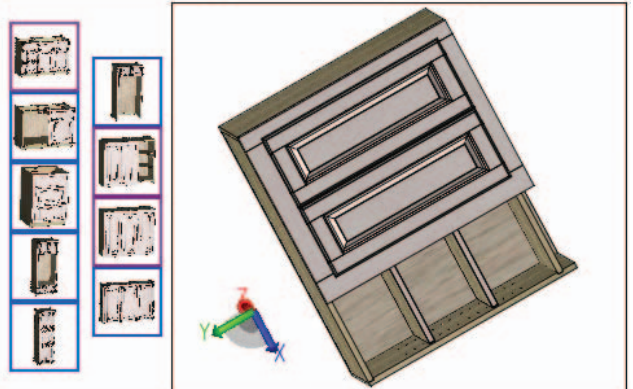
First, we process your CD through a program that puts it in our store and on our web site. It also gets processed through our internal software system that establishes it as a product that we can sell and get paid for. We also establish you as a vendor so you can get paid.

Now your library is on the web and ready to sell, what next?

With any luck, you sell it. Then we go to work again. We need to create a copy of your library to send to your new customer. We need to do two special things before we send your designs out. We stamp your code on each file so we know it is your design and we stamp the name of the person that bought it on the file so if they misuse it we can catch them. This is

Designer:	Kerry Fullington
Library:	Kerry Fullington Standard Paint Grade Cabinet Library
Item:	wbl_36_30

Right-click on the 3-D image below to open the Controls Menu
Click on any thumbnail below to change 3-D image



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Note: This control will only function in Internet Explorer.

Right-Click on cabinet for menu or use the Shift and left-mouse button to pan and Ctrl and left-mouse to zoom. Left mouse alone spins cabinet.

Kerry Fullington offers libraries for the non-CNC cabinet builder

all fairly automatic, but when we are done, we burn the library onto a CD and send it to your new customer.

By imprinting the name of the person buying the library on each file, we can allow them to use it for legitimate purposes without having to work around cumbersome security systems. They are buying a license to use it on each of the computers they own and to send files to Production Sharing shops to have parts made.

When your customer buys components through the software using your designs, each purchase is transmitted with your code. We keep track of these purchases and each quarter and send you a check for 10% of the margin on these purchases.

We have a Design Sharing area of the user forum where your customers can ask questions about your designs and you can post answers. Also, your customers can rate your library and write reviews, both good and bad. This rating and the reviews are available to

prospective new customers looking for libraries on the Member Store.

You can have your library removed from the program by just asking us. Also, if there are no sales for a continuous 24 month period, your library will be removed from the offering.

That's it. It's pretty simple with the potential to make you a lot of money and save new Members a lot of time. ■



A job Kerry Fullington built using cabinet designs from his library ▶

There is a special forum where you can discuss shared libraries and ask questions of library developers ▼

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Forum	Topics	Posts	Last Post
General			
Announcements Moderators Dean Fehribach , Duane Marrett	1	1	Tue, Jun 27 2006, 6:49PM Dean Fehribach →
Forum Archives Links to the original Thermwood and Cabinetmakers' forums. Moderator Dean Fehribach	2	2	Mon, May 16 2005, 2:51PM Dean Fehribach →
eCabinet Systems Cabinetmakers' Forums			
eCabinet Systems Software Moderators Duane Marrett , Jason Susniara	2721	15845	Today at 11:28AM Mike Bowers →
Beta Testing Moderators Duane Marrett , Jason Susniara , Scott C. York , Larry Eoplin	431	1409	Tue, Sep 05 2006, 10:32AM Joe Dusel →
Design Sharing Place to discuss only the "Design Sharing" aspects of the eCabinet Systems software. Moderators Duane Marrett , Jason Susniara	8	126	Sat, Sep 09 2006, 6:43PM Karin Sasse →
Customer Images	195	1106	Mon, Sep 11 2006, 10:03AM Denis L'Heureux →

IWF SHOW

Wish you were there



Professionally designed furniture from the Thermwood Furniture Network, ready for the show to open

The IWF Show was great. We got to show our wares to thousands and introduce eCabinet Systems to a lot of new shops. We also got to see and talk with a many current Members, but a lot of you couldn't make it so we decided to take you to the show in pictures, in this magazine.

Besides introducing eCabinet Systems to folks who didn't know about us, the major theme of our booth was showing all the things that can be done with eCabinet Systems and a Thermwood CNC router. A lot of shops think nested based means cabinet boxes, and only cabinet boxes. Now it means a lot more. We call it "Kicked Up Nested Based".

Our first machine did four separate demos, one each hour. It produced nested dovetail drawer boxes from birch plywood. Then it machined cherry five piece doors, a square door, an arched door and a cathedral door. Then it produced MDF doors, six that used standard MDF door tools and six that were modeled to look just like five piece doors. Finally, it machined an inset carving in two of the MDF doors.

The second machine was used to design and buildalmost anything. Thermwood's guys really let their imagination go, They started with some cabinet boxes and wardrobes but quickly began to make some real-

ly strange stuff, from tables to chairs to stools to tote boxes. They even created a box with the letter "A" cut in it. When asked what it was they said it is "A box".

This was used to show just how easy and seamless the process is. A lot of folks think it is difficult or complex or involved to design and build cabinets. We showed it is really quite easy.

For the first time a lot of smaller shops started to realize that by being able to make not only the cabinet boxes, but also doors and drawer boxes, they could actually cost justify a machine, in some cases on as little as one kitchen a month.



Dovetail drawer boxes and doors were a big hit and clearly demonstrated that with eCabinet Systems, nested based means a lot more than just cabinet boxes.

Another way to keep the machine busy is to make parts for others through our Production Sharing program. We had quite a few Production Sharing Members in the booth selling their services right along with us. One Production Sharing Member explained it to a new prospect by saying Production Sharing was a natural step in getting your own machine. First, learn eCabinet Systems and then send files to a Production Sharing shop and begin using CNC parts. Now you know exactly what to expect from the machine and you have more time to sell new jobs since you are not busy cutting up parts by hand. When your volume gets large enough you can get your own machine.



Another eCabinet Systems user said he wishes he had a machine last week to cut some complex curved parts for a job he was building. A Production Sharing Member told him “You DID have a machine last week, you just chose not to use it”. You could have sent your file to any Production Sharing Shop and had the parts cut.

Another great way to keep a machine busy is by making furniture parts and to demonstrate this we had a third machine. Each day it machined all the parts needed for an Italian Renaissance Credenza that houses a

Bill Rutherford, a Production Sharing Member talks with a prospective client about his services and the program



Our high quality furniture finishes attracted a lot of attention ▲

▼ We designed and built some pretty strange stuff, showing how easy it really is

plasma television that lifts through the top for viewing. Each day we completely assembled a credenza from the parts machined the day before. A lot of furniture makers were shocked that a small shop could build elaborate furniture using standard tooling with no

major investment (we completely manufactured the pieces in a 30' x 30' area, about the size of a typical garage).

To further support this program we showed samples of each of the furniture pieces currently available through the program (more are coming). We

also displayed the furniture finishes available for these pieces including a new line of painted finishes that also work on MDF. We showed these finishes on some modeled MDF doors that even experts thought were five piece wood doors. As a lark, we also built an



Kicked up Nested Based...

DOVETAIL DRAWERS... MDF DOORS... AND MORE

With Thermwood and eCabinet Systems, nested based means more than cabinet boxes.

eCabinet Systems, Version 5 software also means nested drawer boxes, with a choice of joints including dovetail. These are machined right along with cabinet boxes... same system.

It means nested MDF doors. Not just run-of-the-mill MDF doors, but also quality modeled doors that look just like five piece doors. Design them in the software, send them to the machine and cut them...same system.

It means carvings on doors and cabinets. An entire library to exploit. Applied carvings.. inset carvings. Resize them as you want right in the software. Customize your design, send it to the machine and carve it...same system.

It means furniture designed by leading professional furniture designers. Customize it in the software, output it to the machine and make it...same system.

It means cutting custom profiles without custom tools. Design profiles in the software, send them to the machine and model them with standard modeling tools...same system.

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a new APPROACH TO FURNITURE DOORS

Other than a simple slab, doors are basically variations of the traditional five-piece door. MDF doors are single piece doors designed to look like five-piece doors. A five piece door is made of two horizontal rails, two vertical stiles and a center panel. The center raised panel, which is generally made of solid wood, floats in a frame made from the

stiles and rails. It floats because solid wood expands and shrinks with changes in moisture and, if we attach the center panel to the frame, the door will warp with changes in moisture. Also, if it shrinks enough, the finish splits where the raised panel enters the frame and a line appears that is not good for your bottom line - The larger the door the greater the effect.

Most of you know this already, but few realize that there is an alternative that works well, even for large doors. As a bonus, it is also less expensive.

The alternative approach is something we developed when working on furniture designs. It reduces the use of solid wood to components that must have a shape or profile cut into them and uses veneer covered plywood for the other components. Since the center panel is almost always plywood in this approach and the amount of solid wood is minimized, the tendency to warp is all but eliminated. To understand this approach, let's look at a couple of examples from our furniture network:

The first is a Door from our Italian Renaissance Credenza. In finished form it appears to have eight to ten quarter stiles and rails and a flat center panel. In solid walnut, this would be a very expensive piece if built in the traditional manner. This same design is used on the end panels which are rather large and would be difficult to keep flat using solid wood.

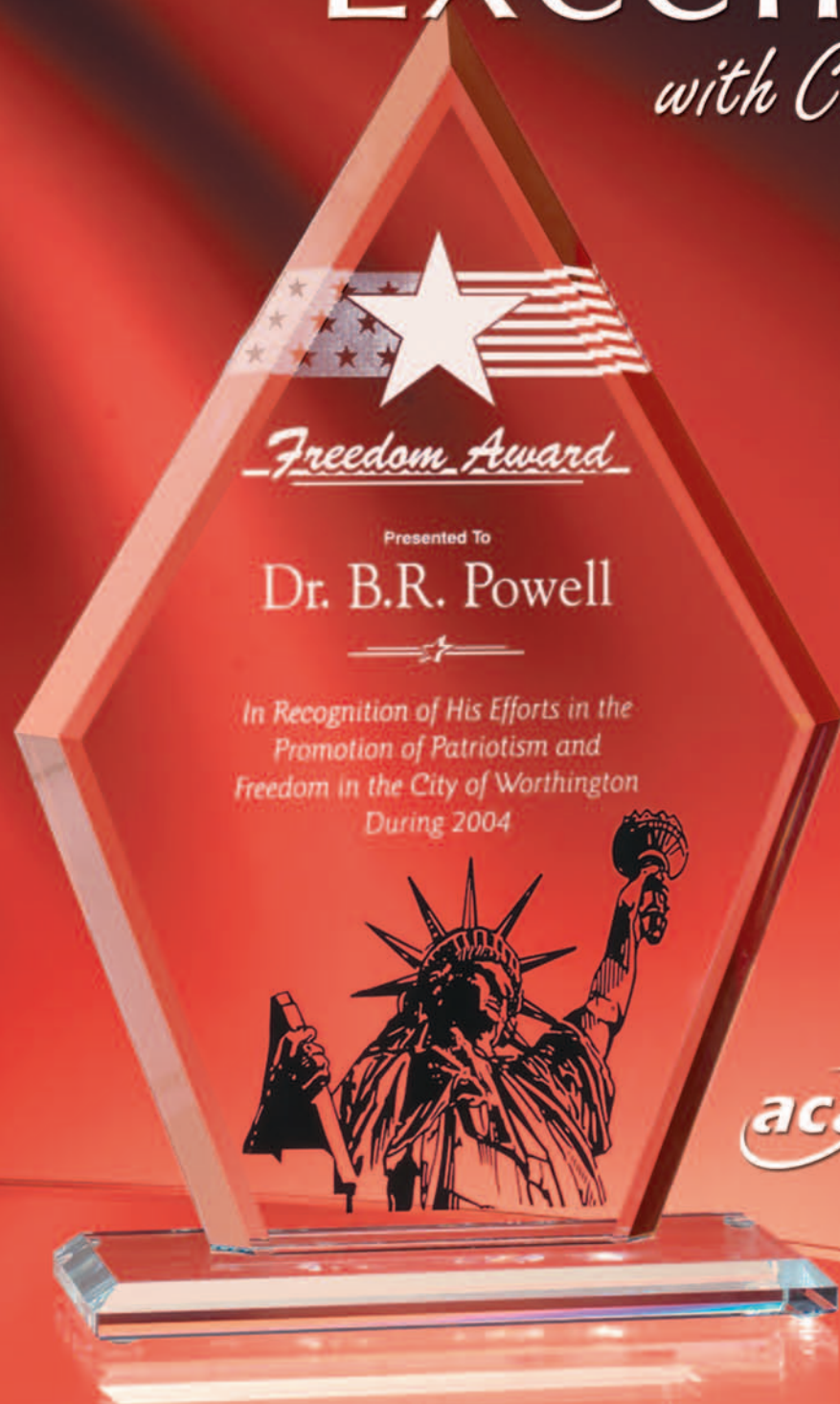
In our approach we start with a walnut veneer covered plywood slab the size of the finished door. To this we glue "stiles" and "rails", also made of



The Italian credenza door is made of walnut veneer plywood, a modeled center molding and walnut edge banding

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Finished doors look like traditional five piece raised panel doors - but they are not as you can see.

veneered plywood. Then for the profiled center shape, we use shaped walnut (in this case we modeled it instead of buying a special profile tool). Finally, we edge banded the outside of the door to obtain the final result.

As you can see, the final result is very attractive and both stable and reasonably economical. Now let's look at another example.

The Italian door we just discussed can probably be made using traditional tools, but the approach for this second door most likely needs a CNC router because some of the fit tolerances are too tight for manual machines.

This door is from our Brittany Credenza. It appears to be a raised panel door with a modified arch top. Built in the traditional manner, it has typical stiles and rails but the relatively large raised panel can easily be a source for expansion and contraction problems. It would be nice to make this center panel from plywood but, since it has a profile raise cut around its outside, a new approach must be found.

Our solution is to make the raise, which is normally part of the center panel, part of the stiles and rails instead. Then, the flat part of the center panel can be made from plywood and edge glued to the stiles and rails. The result looks almost identical to the traditional raised panel door but without the potential problems.

The only real difference in appearance is that there is a joint in the center panel raise that would not be there if the raise was cut into a solid wood center panel. This can be virtually eliminated by the finishing process and is noticed by almost no one, not even experienced furniture builders.

As you can see, it is important that the joint between the stiles, rails and center panel be tight and true. This is where a CNC router is vital. It can create a match joint that would be all but impossible any other way.

As our furniture program continues to expand, you will find us using these techniques more and more. You might even find some areas in your

own products where this approach might be exactly what you need. ■

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FOCUS ON

PRODUCTION SHARING... A GROWING TREND

The problem looks daunting but the solution turns out to be simple.

The problem - how does a shop that is too small to justify a CNC router compete with larger shops that have CNC routers and can produce at a lower cost? The answer is to network and share.

We simply need to get everyone in the network to use a common software and machine interface (so everyone can talk to everyone) and then have some members buy machines and make parts for the others. What we are describing is eCabinet Systems and a program called Production Sharing.

Over 60 shops offer machining services through Production Sharing to eCabinet Systems Members, and that number is growing each month. At the IWF show in August, a number of Production Sharing Members used our booth to try to drum up new business and were a great help talking to other cabinet shops about the program. In the next few pages we will introduce you to some of these Members and hear what they have to say about Production Sharing.

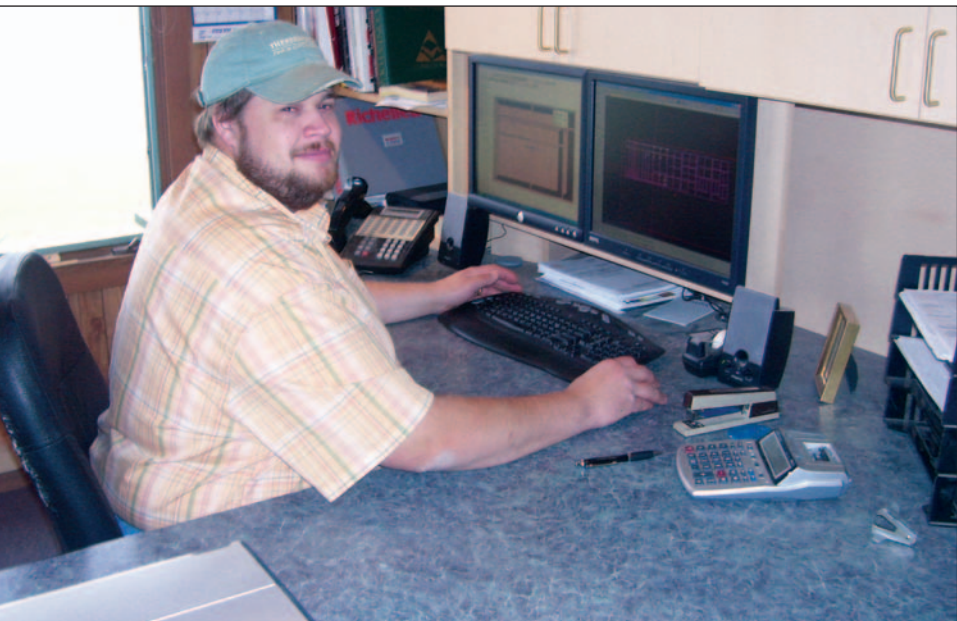
Let's start in Lancaster, NH. NorthWoods Manufacturing was started by Bill Rutherford and Nick Campanella in November of 2005, primarily to make parts for other shops. Bill was not new to Thermwood, having worked with Thermwood CNC routers at a previous shop he ran. "After real life experience with a Thermwood CNC, the decision to buy a Thermwood for my shop was easy", says Bill. "We wanted to make parts for other people and the Thermwood router and eCabinet Systems program provided us with a ready market for this service".

NorthWoods regularly ships parts to cabinet shops all over the country. Bill explains, "Fortunately with this type of a business model and the technology available today, it is very easy to run a business such as this from virtually anywhere in the country. It is this ability that has allowed my wife and myself to settle in an area we truly love. Northern NH is very rural, with old time values and ideas. People are more than willing to help others and gen-

uinely care about their neighbors. In addition to great communities NH boasts some of the most beautiful scenery and wildlife in the country. Just a few weeks ago we actually had a black bear walk right past the shop windows! I get to spend my days working with state of the art technology, doing what I love to do, all the while surrounded by incredible scenery, my family and some great friends, it truly does not get any better then this!!"

In addition to standard components, Bill regularly runs carvings from Thermwood's carving rental program. The new dovetailed drawers and MDF doors are also being offered, allowing NorthWoods to provide virtually anything a cabinet shop or furniture shop could need. Another unique service they provide is to order doors, drawer fronts, and hardware for a number of shops. "We order these components through Thermwood and have them

Kitchen Craft's president, L.W. "Nicky" Gwinnett with their Thermwood Model 40 ▲



Bill Rutherford designing yet another job using eCabinet Systems ◀

Forrest Chapman (r) and his father James showing some of the work done by Chapman Cabinets. ▼

With 20 years of information technology experience the computer side of the business comes naturally to Hall. He offers full programming services, often working from customer supplied sketches and he often helps guide new eCabinet Systems users through the software to produce files that are ready to machine.

David was a Version 5 beta tester and is a regular contributor to the eCabinet Systems CabinetMaker's Forum.

In 1997, Forrest and James Chapman

drop shipped directly to our customer. The shops that take advantage of this service prefer to have a turn key solution, so all they need do is concentrate on assembly, finishing and installation. In the future we plan to become even more involved in supplying purchase parts to other shops."

Another Member whose business was changed by production sharing is David Hall. David started making cabinet's in his basement in Stamford, CT full-time in 2002. Working with eCabinet Systems Version 2 and outsourcing machining of large jobs it wasn't long before he outgrew his 1000 sq ft basement shop. Late in 2004, Hall decided to refocus his business exclusively on production sharing. "I took a look in the Yellow Pages under cabinetmakers and decided I'd like to have these shops



as my customers, rather than my competitors", says Hall. eCabinet Systems Version 4 was about to make it's debut and the software's user demographics was a perfect match with David's target customers.

Hall purchased a new Thermwood CS-40, Holz-her edgebander, and a forklift. With eCabinet Systems Version 4.0 and a new 3000 sq ft shop, Hall's Edge was machining parts for cabinet-makers by March of 2005. CNC machining service and edgebanding is now David's only business.

started Chapman Cabinet, Inc. in Anderson, SC. James, Forrest's father started building cabinets in 1977 as Booths Cabinets and then moved to Melbourne, FL where he started Cabinets by Booth. This is where they first became familiar with frameless cabinets. They returned to Anderson with their new found knowledge of frameless construction and started Chapman Cabinets.



The NorthWoods Manufacturing shop with a ◀ Thermwood CNC router ready for action.

Dave Hall of Halls Edge and his Thermwood CNC router. ▶



“Getting started in this area with frameless cabinets was difficult at best. The market, as a whole, was very traditional and most people didn't know what "frameless" even meant. But after creating and educating our own market on the benefits, we became the “go to” place for euro style. This led to a large increase in business. While trying to keep up with production but retain the quality, it became ever more evident that nested based CNC was in our future.”

“We started looking at routers a few years before our purchase. Thermwood was one of two companies that we narrowed down to. The real turning point for us was with the release of Version 1 of eCabinet Systems. Even in its infancy we could see the real potential for the program and Ken's vision and looked forward to things coming. We also saw a noticeable difference in Thermwood as a company and knew we wanted to be a part of the growing family of users.”

“So at the IWF 2002 we purchased a model 40 with 5x12 table and haven't looked back. Now I'm not saying there weren't any rough spots but the staff at Thermwood was always there to patiently help us thru whatever problems that came up (mostly operator error) and took the edge off the learning curve.”

“Thermwood's unique business model has inspired us to continually find new and better ways of doing



Jerry Schiller (right) and Joe Elbert in the J&J Cabinet Works shop.

things. This has led us to become more involved with other shops thru the Production Sharing site. My eCabinet Systems customers have the benefit of drawing on our experience as well as having cabinet parts they designed machined on our router. How great is that! Access to state of the art machinery without the investment and concerns of owning one.”

“Another business that has sprouted as a result of our Thermwood is Main Street Mantel Co. Thru this company we offer paint grade MDF mantels, decorative columns, raised panel arches, and radius moldings. This has caused a huge increase in business and profits. It has also benefited our eCabinet Systems customers giving them access to a broader and very unique product line.”

“We hope to continue growing and serving the eCabinet Systems community with closet and casework components along with our MDF

product line and we welcome new customers. In order to help with the present growth we have recently purchased 34 acres and plan to construct 15000 sq. ft. for manufacturing. This move will allow for continual growth and faster turnarounds”

“I can truly say that Thermwood has changed the way I look at everything I do in the shop. They have even opened up the door for some interesting projects such as wooden surfboards and prototype work with polystyrene foam. I know in the future I will be adding another router and Thermwood is the obvious choice.”

About an hour south of Minneapolis/St. Paul in the small city of Owatonna, MN is another Production Sharing member, J&J Cabinet Works, Inc. In 1998, two cabinet makers, Jerry Schiller and Joe Elbert combined their 40 years of cabinetmaking experience to form J&J. They build a wide range of products including residential and commercial casework, along with custom countertops, both plastic laminate and solid surface.

They discovered eCabinet Systems and decided they could be more productive using this new technology. They recently purchased a Thermwood CabinetShop 45 to even further increase productivity, increase accuracy and ultimately increase bottom line profit. “As profits increase, so does one's quality of life. This is one of

Michael Kowalczyk and his Thermwood Model 40





Kowalczyk's Display Ideas also has a dual head Thermwood Model 42

the main goals of this venture". Jerry and Joe feel it's important to have a balance between producing a quality product and having time with family and friends.

Once they had their Thermwood router installed, they quickly saw they would have extra production time available so they decided to offer machining time through the Production Sharing program. "With our new machine and the expanding eCabinet Systems programs there are unlimited possibilities for our company as well as the industry".

We now move to Houston, Texas to meet our next Production Sharing Member, Michael Kowalczyk. Michael moved to Texas from Connecticut where he had built some cabinets and his reputation as a cabinetmaker followed him to Texas. At a Cub Scout meeting in the early 1990's, he was asked to build a "few" display racks for a company the

scout master's family owned. Those few grew into orders of 50 - 100 at a time and he was in business. He called the company Display Ideas.

In the ensuing years the business expanded and he was introduced to CNC routers, buying a low cost entry router. It worked well for him but soon he needed more production and a larger "production" machine.



Stricklin Builders Shop and Thermwood CNC Router

Every two years he attended the IWF show and watched the CNC routers. He especially liked the Thermwood machines and in early 2002, he bought a CabinetShop 40 and moved into a new facility. He sold his starter machine and was able to buy a used dual table Thermwood Model 42 with dual spindles and drills at an auction. He later added a rotary playback axis option to his Model 40 to allow him to produce carved legs and posts.

"What I would like to offer other members is not only the production sharing side but to take it another step forward to really high end 3D carved furniture that is personalized, unique designs that offer a challenge, low to high volume production of your parts and/or components that you may need. I am looking forward to seeing the new designs that will be available on the Furniture Network and how we will help others segue into these markets".

From Houston, still in Texas, we move about 20 miles from Lubbock to the town of Slaton. There, in the mid 70's, Elsford and Darlene Stricklin started building custom homes under the name Stricklin Builders, Inc. In the 1980's, they were joined by son Geron who began adding custom cabinets to their offering.

By 2004, Geron was president of Stricklin Builders and had discovered eCabinet Systems. It allowed his cus-



The remnants of Spriggins Custom Woodworking after hurricane Katrina

tomers to view computer generated pictures of their dream home before parts were actually cut. Soon, he added a Thermwood CNC router to his operations to further enhance and upgrade his custom cabinet business. He was especially proud that the machine was made in the USA.

Geron then decided to join the Production Sharing program and offer machining services to other eCabinet Systems Members. He and his staff can machine eCabinet Systems parts along with both library carvings and furniture network carvings. They also welcome MDF doors and any other specialty items that need to be designed and manufactured.

The next Production Sharing Member we focus on shows that even larger shops participate in the program. Kitchen Craft Cabinets, Inc. in Brooklet, Georgia already has 12 full time employees and continues to expand. Founded in 1984, the business specialized in the design, manufacture and installation of custom cabinets for kitchens, baths, laundry areas, entertainment centers, specialty furniture and commercial cabinetry. Kitchen Craft initially focused on the housing and construction industries in a limited area of Southeast Georgia, particularly around Statesboro and Bulloch County. As

the business grew, the area of operations expanded to include Savannah and Coastal GA, Middle Georgia and Southeastern Carolina.

The company's focus remains around custom design and manufacture of cabinets, with emphasis on specialty items including entertainment centers, mantles, bookcases and storage cabinetry along with many other items not available through standard manufacturing processes. Currently, Kitchen Craft produces and delivers over 150 sets of cabinets and specialty product orders per year with sustained growth averaging 15% to 20% annually. Production facilities include several building totaling over 10,000 square feet of working space.

They joined eCabinet Systems and then purchased and installed a Thermwood CabinetShop 40 CNC Router in December, 2004. Expansion plans include continued growth in the Southeastern U.S. and shipment of stock cabinets, custom cabinet parts and specialty items throughout the United States.

Kitchen Craft's president, L.W. "Nicky" Gwinnett says, "I decided to purchase the Thermwood Model 40 CNC Router because I needed to speed up operations, reduce the time required for the manual machining of parts, increase accuracy to improve fit-

ting of components, reduce material use and eliminate waste. The software also gives me the ability to accurately track costs and provide quicker quotes for customers. The system gives me the ability to construct a quality product with less need for skilled cabinet craftsmen, which are hard to find in today's workforce. The fact that it is American made and supported is also a plus".

Kitchen Craft offers a wide assortment of services through Production Sharing, including machining eCabinet Systems parts, edge banding, dovetail drawers in solid or plywood, custom molding design and production, face frame parts and assemblies and MDF doors. They also offer cabinet design and layout services.

For our next shop, we will move back down south, all the way to New Orleans. Spriggins Custom Woodworking was started By Todd Spriggins in 1996 and was successfully building cabinets, entertainment centers and custom furniture. Then, on August 29, 2005 Hurricane Katrina "Destroyed my shop", Todd says.

"I did not have an adequate amount of insurance, and therefore was unable to rebuild the shop. With the destruction that Hurricane Katrina caused throughout the city, I knew that there would be a need for cabinets for many years to come throughout the city. After, consulting

Todd Spriggins at his resurrected business, Crescent City Custom Cabinets

with a friend of mine, Sean Bruno, who is a CPA, we decided to enter into a partnership and form a new company "Crescent City Custom Cabinets".

"With the amount of potential business throughout the city, we realized that we had to do things differently. We had to become more automated. I dragged my partner to the woodworking show in Connecticut, where we met Alvin McDonald and the Thermwood family, and there was an instant connection. We knew that this was a company that would work with us and our experiences have proven that we made the right decision. Thermwood has been there for us throughout our learning process. My partner is a CPA by trade, but with the assistance of Thermwood and eCabinet Systems, he has been able to operate the CNC machine with little assistance. We are now operating more efficiently and with the use of blind dado construction, assembly is an easy process. We now have a constant flow of business and have been able to cut our turn around time almost in half because of the use of the CNC."



"We are looking forward to being more involved in Production Sharing. We have cut some jobs for smaller cabinet companies in the area, and are looking forward to increasing our Production Sharing work."

"Hurricane Katrina has caused a lot of destruction in the New Orleans area. We are life long residents of New Orleans and look forward to helping rebuild."

These are just some of the stories of Production Sharing Members but from this sampling you can see that this is a

strong and growing program. If you need parts machined this is a great place to look. If you are trying to cost justify a CNC router this is another factor to take into consideration. ■

Location of current Production Sharing Members in North America





There are actually two stores. The first, Woodworkers Wholesale, targets the wood-working hobbyist and home wood-worker and can be accessed by anyone. Prices are very competitive with other similar stores but, not nearly as good as prices for eCabinet Systems Members. The second store, the

eCabinet Systems Member Store, is where Members should shop.

There are two ways to enter the Member Store. You can access it through the eCabinet Systems software, at which point the store will recognize you as a Member and move you directly to the Member Store. You can also go

to Woodworkers Wholesale and log in using your email address and zip code. As long as you have cookies enabled on your computer, the store will recognize you when you return and greet you by name. You only need to log in once, after that each time you enter the store it will recognize you.

Our new Member Store offers all the features of a top-notch web store with Member discount prices



There are two differences between the Member Store and Woodworkers Wholesale: First, there are products available to Members that are not available to the general public. Second, Member Store prices are lower. Items that are discounted for Members show the price regular customers pay, as well as the discounted price that eCabinet Systems Members get with the amount Members save clearly shown. Just a note, Woodworkers Wholesale prices are quite competitive with other stores that sell to the general public, they are just not as good as eCabinet Systems Member prices.

Products can be located in several ways. You can search for an item by entering the name/description or part number, or by clicking on applicable categories.

We make it easy to find the exact part you want - you can search by Manufacturer or Type of Product or simply choose to view all entries in a category. You can then further sort items by Price: High to Low or Low to High, Title, Highest Rated, Newest and Oldest.

The store offers several ways to search for the exact product you want ▲

We offer the ability to view some items in 3D, a feature seldom found on a web store ▼

Vendor:	Classic Brass
Item:	CB-1002pb

Right-click on the 3-D image below to open the Controls Menu
Click on any thumbnail below to change 3-D image

Generated in eCabinet Systems.
Note: This control will only function in Internet Explorer.

[Close Window](#)

You can also shop for all products by a particular Manufacturer across the entire store by using the Shop by Brand pull-down. You can further sort the results to get the exact products you want.

The store offers gift certificates that you can purchase for yourself or a friend. These will then be emailed to you and automatically applied to your account for future purchases. You can check this gift certificate balance any time to find out how much credit you have left.

The store suggests Accessories and Related Products for each item that you may be interested in as you shop. The store keeps a list of products that you recently viewed that you may be interested in purchasing on each page as you navigate. You can easily and quickly return to an item with one click instead of hitting back multiple times (this feature can be turned on or off if you want).

You can email the details of a product you think a friend may be interested in by simply clicking the Email a Friend button on each product.

Some items qualify for free shipping - Look for the green truck

Some items are available for free shipping and have the Free Shipping icon (a green truck) next to them. If you purchase a Free Shipping Item, no shipping charges will be applied.

The top of the page shows a summary of the number of items in your shopping cart and the total cost as you browse the site.

You can determine how many products appear on each page, and you can instantly jump to any page of product listings.

You can review and rate any product in the store. This helps others determine if the product is right for them. You have the ability to go back and modify your ratings/reviews in the future if you have additional information to share on a product. You can also use these ratings to help select products you might be interested in and you can also specify if a product review was helpful or not.

Each product has detailed descriptions, technical specifications, and extended information, and for many products we supply more information than the original manufacturer does on their web site. In addition, all products have at least one photo that can be blown up to a larger size; many products have more than one photo.

Many pulls, hinges and knobs have an eCabinet 3-D image associated with them. Members can view, rotate, and expand this 3-D image in the store just as they do in their eCabinet Systems software.

Any product can be added to My Favorites where they can be quickly and easily accessed later.


By the way, we have expanded our product offering to over 16,000 items and are adding new items weekly!






The ordering process has also been improved. You have the ability to view and/or modify items on any order still in process, and can view details and print invoices on any orders placed in the past. You can track packages from email notifications as well as from your account on the store.

You can now pay using your PayPal account in addition to credit cards.

The store is connected to UPS Live Rates to give an exact and accurate shipping amount for items that you order. The shipping rate you see is what you will be charged.

From time to time, we may offer coupons and discounts to Members - the store allows you to enter these codes when checking out to apply the credit to your purchases. The software saves previous billing/shipping

Sort By: Most Popular  45 per page Page 1 of 1

<p>MBB0854 - Thermwood - The New Furniture - How Modern Technology is Changing the Furniture and Cabinet Industry</p> <p>Woodworker's Wholesale Price: \$24.95 each  more info add to cart</p> 	<p>MBB0849 - Thermwood - eCabinet Systems Made Easy</p> <p>Woodworker's Wholesale Price: \$49.00 each  more info add to cart</p> 	<p>MBB0768 - Thermwood - The Furniture Fabrication Factory Book</p> <p>Woodworker's Wholesale Price: \$24.95 each more info add to cart</p> 
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addresses that you can choose from to help you quickly complete an order.

The store features a One-Page Checkout interface that eliminates the time-consuming process of entering information on multiple pages during the checkout process. There is also a pictographic progress bar displayed during this time to let you know where you are in the checkout process.

You can update your email address, billing/shipping info, and credit card info on the site at will. You can also add items to your shopping cart, leave the site, and still have those items ready to purchase in your cart when you return later.

Design Sharing libraries are available through the Member Store, and this is an area where we have made some real advancements. In addition to extensive information about each library, we also offer 3-D images of representative designs from the library that you can

zoom, pan and rotate just like in eCabinet Systems software. This should make it much easier to decide which library you might want to purchase.

All of the rental carvings from our Carving Library are available for immediate download in the Member Store. The same downloaded .exe file will work on your SuperControl or in eCabinet Systems software. You can browse these rental carvings on the store where they are categorized and complete with images and all prices/dimensions and CNC setup information.

The Thermwood Furniture Network files are available in the Member Store for immediate free download, or can be purchased on CD for \$5.00. Each has complete information about the piece, the designer as well as multiple finished photos.

Furniture Finishes from Thermwood and Valspar are also

available in the Member Store. Here photos of pieces with each finish on it can be viewed. Members can obtain DVD's outlining the steps to creating each finish, and entire schedules or individual components can be easily purchased.

And finally, eCabinet Systems Training Classes & Seminars are listed in the Member Store where you can register for class, quickly and easily. Each class/seminar is arranged by date, and also offers real-time information on the number of available seats left for each venue.

We are quite proud of the new stores and soon eCabinet Systems software will be closely integrated providing a single easy interface to find and buy virtually everything you need. If you haven't visited the new store, just click the Member Store menu selection in your software. We think you'll like it. ■



Stricklin Builders Inc.

Geron Stricklin
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Slaton, TX 79364

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Five Piece Doors

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eCabWorld

Information Sharing and Technology

At the IWF Ken told me the theme of this issue was going to be about sharing - as in production sharing, design sharing, etc. and I said "Cool." After all, sharing is what the eCabWorld and eCabinet Systems families are all about.

Let me start off with a little background on information technology in general and the internet specifically. This is after all, the backbone that makes sharing vast amounts of information in near real time possible.

How It All Started

"The Internet began as a Cold War project to create a communications network that was immune to a nuclear attack. In 1969, the U.S. government created ARPANET, connecting four western universities and allowing researchers to use the mainframes of any of the networked institutions. New connections were soon added to the network, bringing the number of "nodes" up to 23 in 1971, 111 in 1977, and up to almost 4 million in 1994. As the size of the network grew so did its capabilities: In its first 25 years, the Internet added features such as file transfer, email, Usenet news, and eventually HTML. Now, new developments come to the Net one right after the other. It is this explosive growth in recent years that has captured the imagination of computer users the world over." -- <http://smithsonian.yahoo.com/internethistory.html>

Developing and possessing information is what makes one society more technologically advanced than another. The ability and willingness to share that information with others is what keeps society and the entire world moving forward.

Listing the segments of society not impacted by information technology would be far shorter than one focused on those that have been directly impacted. In fact, compiling such a list would be very difficult indeed. Everything imaginable has been impacted in some way by information technology.

We are all aware of the impact information technology has had on business. From its humble beginnings as a method of automating accounting tasks, information technology is used through the business environment. Products are designed with computers then manufactured using computer controlled machinery. Inventory is tracked using a variety of computerized methods including bar codes and radio frequency identification tags (RFID). RFID has gotten so sophisticated that, in conjunction with Global Positioning System satellites (GPS), any product can be located anywhere-from production to point of sale-with the same precision that military forces can pinpoint targets.

Information technology, in the form of the internet and eCommerce, has enabled small businesses to easily offer their products in the global market. Almost overnight, small "mom and pop" businesses were competing in the global marketplace. The transformation from "bricks and mortar" to "clicks and mortar" is so commonplace now that the first question many customers have is "Do you have a website?" Shopping from home no longer involves looking at a paper catalog and mailing or telephoning an order to the seller. The catalog, in its electronic form, offers what no paper catalog could ever offer: sound and motion. The electronic order is received and processed immediately instead of waiting for an order to arrive in the mail.

These are not the only areas of business impacted by information technology. New plants and offices are designed with computerized climate control and premises monitoring as well as electronic entry into restricted areas. Older plants and offices are quickly being retrofitted with the same electronic amenities. The savings from more energy efficient climate control systems can pay for the cost of such a system in a short period of time.

Electronic advertising can be targeted to reach a narrower demographic than traditional methods. We have

all seen pop-up advertising on the internet. The reason you see these messages are that you visited a site or you have searched for a keyword on a search engine that has a demographic the advertiser desires to reach.

One of the more appalling uses of information technology has got to be in the realm of illegal activities. The internet has allowed child pornography to become a global business, with perpetrators moving from location to location so often that they are difficult to trace and arrest. Terrorist groups have gone from local to global activities. Like the child pornographers, they often hijack a legitimate computer system on the internet and use it to serve their illegal purposes.

Impact on Woodworking

What does this do for me, the cabinet or furniture maker? First off, it gives you quick access to trends in other areas of the country or world. That's nice, you say. I can get the same information from industry magazines. You certainly can but you get it two or three months after everyone else does.

Okay, so what else can it do for me? How many times have you been in the middle of designing an item using eCabinet Systems and you just can't figure out how to do something? If you are like most of us it happens pretty often. So, what do you do? Resort to paper and pencil? Not me-I get on the eCabinet Systems Software Forum or the eCabWorld Shop Talk Forum and post a question about the problem I am having. Most of the time I will have an answer within minutes and I can continue my design.

That's great, is there anything else that information sharing can do for me? You bet! One of the best time saving features of eCabinet Systems Version 5 can be found in the Design Sharing Program. There you can purchase libraries with hundreds of cabinet designs from noted designers such as Kerry Fullington and Bill Rutherford. You can use the designs as-is or modify them to suit your needs, either way you will save hundreds if not thousands of design hours developing the cabinets on your own, leaving you to do what you do best-build cabinets.

Alright, I'm sold, but what if I have information I want to share with others? That's even better! You can help answer other's questions on the forums or you can package your own design library for sale in the Design Sharing Program. You can find details by clicking the Design Sharing menu item on the eCabinet Systems menu.

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A family owned and run business, Shoreline has been building and repairing custom & spec cabinets and furniture for over 15 years in California.

Trusted by private individuals and large insurance companies, Shoreline has earned and maintained it's highly respected reputation in this industry. We have adopted state of the art computer technology from Thermwood using the e-cabinet software and the CS40 CNC router. This allows us to offer individuals and companies with the software, but without the expensive equipment to have access to precision CNC building techniques.

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eCabinet Systems Seminars & Training Schedule



November 2006

Three-Day Training Seminar

13-15 November at Tacoma, WA

27 November-1 December at Thermwood Corporation

December 2006

Five-Day Training Class

11-15 December at Thermwood Corporation

January 2007

Five-Day Training Class

8-12 January at Thermwood Corporation

29 January-2 February at Thermwood Corporation

February 2007

Three-Day Training Seminar

12-14 February at Greensboro, NC

26 February-2 March at Thermwood Corporation

All courses conducted at Thermwood are 5 days and all seminars are 3 days.

To enroll in a Seminar or Training Class sign up online through the Member Store. You can access the Member Store through the eCabinet Systems software or at www.ecabinetsystems.com.

Please visit the Member Store for the latest information on course schedules, cost and availability. Additional seminars will be scheduled for 2007.

Dates are subject to change or cancellation.

For further info you may call us at 1-800-221-3865

Seminars

During these three days you will learn how to:

- Create a material library and review cost methods
- Modify and profile cabinet parts
- Design cabinets both frame and frameless
- Design and use a profile tool
- Work with different joinery techniques
- Create cutouts on parts
- Combine cabinets into assemblies
- Generate Cut Lists
- Create furniture
- Maintain Buy List/Bill of Material
- Design a room and install cabinets
- Generate photo-realistic views
- Create line drawings
- Electronically purchase for a job
- Create sales proposal
- Save and exchange cabinet/job files

Seminars are held from 8 am-4 pm (beverages and lunch are provided). Seminars are limited to no more than 25 students. Cost will be determined before each seminar - payable in advance by major credit card. Sign-up online.

To get the most from the seminar, students should have a computer (preferably laptop/notebook due to space limitations) with the latest version of eCabinet Systems registered and functioning.

Note: Seminars are conducted in English only.

Training Classes

During these five days you will learn how to:

- Create a material library and review cost methods
- Design a variety cabinets both frameless and framed
- Incorporate a variety of joinery techniques and materials
- Modify cabinet parts to create specialized cabinets, such as a clipped corner cabinet
- Design a profile for a cutter and add profiles to a part
- Design and apply cutouts on a part for such as items as wire loom installations
- Attach and design cabinet parts and display items
- Create furniture from simple cabinets
- Create assemblies
- Incorporate hardware with your door or drawer installation resulting in accurate bills-of-material
- Design a room and install cabinets via the Custom Layout features
- Create special objects for a room, such as curved walls
- Modify cabinets after they've been installed
- Review and print a variety of reports, i.e., buy lists, cut lists, cost sheets, including a nested diagram of the parts to be cut on each sheet and individual part diagrams
- Create specialized drawings, such as plan and elevation views, orthographic projections of a cabinet and part drawings
- Generate sales proposals
- Create sales materials for photo-realistic presentations, as well as generate a slide show
- Purchase your materials from a single source.

The training at our facility also transitions the cabinet project(s) to the machine - You will have smaller class sizes which enables more one-on-one assistance with the instructor.

Training Classes are held at our facility in Dale, IN from 7:00am-4:00pm.

Beverages and lunch are provided.

Training Classes are limited to no more than 10 students.

The cost is payable in advance by major credit card. Please register for the class online.

Note: Training classes are conducted in English only.

CONSTRUCTION REPORT

In the last issue of the Member Magazine we announced a major expansion at Thermwood. Hard to believe but the first building, a 56,000 square foot expansion of our factory is up. Here are some photos of the construction process, but by the time you receive this we should be about ready to move in.

The second building, the showroom and office, was delayed just a little so we could focus on the production expansion which we needed quicker. Construction of the office, however, is now well underway and in a few more months we will be moving in there too.

Once we have settled in, we hope to have an “open house/mini-trade show” and give you all a chance to visit and see what is happening. ■

We moved 18,000 cubic yards of earth and are ready for the building ▲

The steel frame is about up and we are ready to start the roofing and sides



Starting to erect the steel



Is Your Version 5 Not Registered Yet?

You have Version 5 but, maybe you haven't installed it yet. Perhaps you had problems with an earlier version or, are just not a "computer person". Great news, Version 5 has a huge shortcut that can eliminate 90% of the effort. Instead of learning the software and designing your own cabinets, you can buy libraries of designs from other Members, load them in a job and be cutting parts in five minutes. Or, you can just send the job file to a Production Sharing Member and have them make the parts for you - the easiest way ever to make cabinets. You will find these libraries in our Member

Store which you reach by clicking Member Store from the top menu of the software.

If you had Version 4 installed, all you need to register Version 5 is the CD that was sent with the last Member Magazine. If you don't have Version 4 loaded, you also need the registration code, which you've probably lost. That's OK, a new one is easy to get. Just go to www.eCabinetSystems.com and click on Registration Code Generator. Input your email address and we will automatically generate and send you a new registration code. Note, as part of the initial release, the system will automatically download the latest

build so your software will be fully updated and current when you start.

This works, provided your current email is the same as it was when you signed up. If your email changed you will need to update your email address in our system before you request a registration code. By the time you receive this magazine, we should have a system to easily update your email on the eCabinet Systems web site.

So, there is no excuse to not be using Version 5. It is easy to install and register and if you don't really want to learn it, you can just buy a library and you are in business.

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Kerry's Corner

Are You Getting the Most from eCabinet Systems?



By Kerry Fullington

By now I think that most of us know what a great benefit the eCabinet software is to our business. With the additional features added in Version 5 it truly has become the premier cabinet design and manufacturing software on the market today, but software is just the key that unlocks the door to the eCabinet Systems Cooperative.

The eCabinet Systems Cooperative begins with purchasing. Purchasing through the program is the life blood of the system. It in reality is what feeds the software development and support. Purchasing through eCabinets is much like the fuel cooperatives that still exist in many farming communities across the nation. In these communities, farmers who could only purchase small quantities of fuel on their own at a high price, banded together to purchase larger quantities of fuel and get better prices. These cooperatives often did well enough that they could pay a dividend at the end of the year. Thermwood through their eCabinet Systems Cooperative is using that same philosophy. By grouping the purchases of many small cabinet shops together they can get better pricing for the products and allow us to purchase in smaller quantities. They then take a portion of the profits from these cooperative sales to fund the eCabinet Software development and support and are able to pay us the dividend of free use of software that would normally cost thousands of dollars. With the release of Version 5 of the eCabinet Software, Thermwood also launched the eCabinets Systems Member Store - A state of the art web-based shopping center for all of your cabinet and tooling needs. This site is easy to navigate and features a favorites section where you can save frequently purchased items for easy access. When logged onto this site as a member you will

receive all of the discounts that you enjoy by purchasing through the eCabinet Software. Thermwood treats purchasing just like they do their software. If you don't find something you want or see changes that need to be made, let them know and they will fix it, they want this to be the best place on the web to shop.

A new feature with Version 5 is Design Sharing. In Design Sharing, any Member can create a library of cabinets using the eCabinet Systems Software and offer it for sale to other Members through a link in the software or the eCabinet Members Store. These libraries can be basic cabinet designs that let new Members get a jump start on designing using the software, or they can be detailed cabinet or furniture designs that allow you to create beautiful styled kitchens, baths, etc. by clicking and placing the designs in a room. As the collection of libraries grows, eCabinet Systems Members will have a smorgasbord of cabinet styles and construction techniques to choose from. For those selling the libraries, you will benefit from the income they will generate and those purchasing will benefit from the time saved and from the ideas of others. This seems like a great opportunity for Thermwood router owners to create libraries using the construction techniques they prefer when they offer Production Sharing.

Production Sharing has been around a while but I think it will take wing with the introduction of Design Sharing and some of the new features of Version 5 such as nested Dovetail Drawers and nested MDF Doors. Any Member can send their eCabinet Systems Software design files, via the Internet, to a Production Sharing Member and have boxes, and now dovetail drawers and MDF doors outsourced. This allows the Member to increase

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Murphy Creek Turnings porch posts, spindles, and rail add personality, charm and value to porches, decks and landings.

Porch Posts and spindles are turned using the latest state of the art turning tooling. This gives the sharpest cleanest cuts possible and makes exact duplication possible.

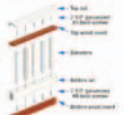
Posts are made from finger-jointed kiln-dried lumber. Turned area of posts are hand sanded for easy painting.

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Here is an opportunity for you to easily, but dramatically, enhance your product, become more competitive, bid those high-end, high-profit jobs, and generally be more successful.

There is more information on our web site. www.thermwood.com or www.eCabinetSystems.com and click "Furniture Finishes for Cabinets"



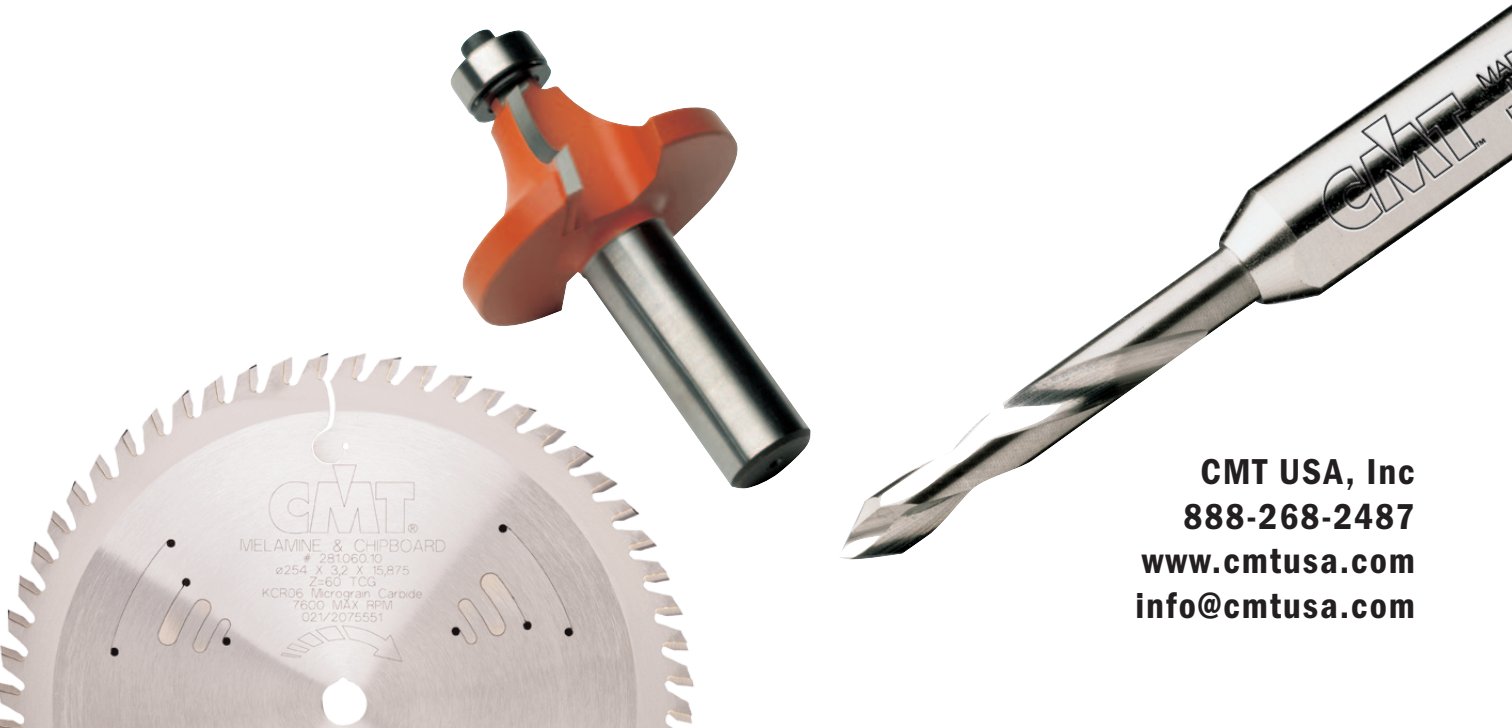
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