STANLEY FURNITURE COMPANY

Thursday, August 2nd, 2012

Phil Mitchell for Bob Harold, Stanley Furniture Company
North Carolina State University
and
US Forest Service’s Wood Education and Resource Center

web www.cnr.ncsu.edu/usalocalwood
Success Story—Stanley Furniture Company, Robbinsville, North Carolina

• Sent $50+ million youth bedroom line overseas then brought it back to make in the US

• Heavy capital spending for flexibility and CNC machinery

• Greatly raising labor productivity-30%+ improvement

• Lots of style and color options for customers

• Using standard part dimensions to streamline production
Wood Products Extension Client

• New VP of Manufacturing = Bob Harold

• Wanted help-
  • Lumber yard
  • Rough mill lumber yield
  • Factory layout

• Smart investment of large capital $ for flexibility and productivity
Yard Problems/Solutions

<table>
<thead>
<tr>
<th>Problem</th>
<th>Solution</th>
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<tbody>
<tr>
<td>Stain on lumber yard</td>
<td>Kiln dry from green</td>
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<tr>
<td>Sloppy schedules</td>
<td>Cleaned up schedules</td>
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<td>Poor monitoring equipment</td>
<td>Replaced oven and scales</td>
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<td>Too many/wrong species</td>
<td>Reduced to poplar &amp; northern hard maple</td>
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Rough Mill Solution

- Replaced traditional rough mill with a CNC rough mill
- Upgraded planer and panel gluing equipment
- Put sanding wheels directly behind moulders + return conveyors

Bob Harold Replaced All These Old Technology Equipment Pieces
Mill, Finishing, Packing

- Redesigned furniture-simplification-reduced rip widths
- Five axis CNC machining centers = one stop machining
- Added lots of return conveyors = one employee operation
- Two automated spray lines
- New case packing machine

Results = ability to compete in US using US hardwoods!