



## A Quicker, Harder, Better Finish

**How Carver Cabinetry is modernizing its operation with Turino™ conversion varnish from M.L. Campbell.**

In the southwest pocket of Ontario, Canada, a family-owned business with just 18 employees produces custom-made cabinetry for commercial and residential markets throughout the region. To address increased product demand paired with a lack of skilled laborers in the trade, Carver Cabinetry is automating various legs of its business, including its finishing operation.

“The woodworking industry is difficult to get into,” says William Van Lagen, owner of Carver Cabinetry. “And a lot of skilled tradespeople are getting ready to retire. With so much work to be done, we had to reevaluate some of our processes.”

Established in 2005, the Norwich-based cabinetry maker has been in business for more than 15 years, but its family roots in woodworking date back to the 1960s when William’s dad, who worked in a cabinet shop, immigrated to Ontario from Holland. By the 1970s, the family was operating its own carpentry business in Canada.

### **Automation as a solution**

As a midsized producer of customized commercial and residential cabinetry, Carver serves multiple types of customers on both the renovation and new-build sides

of construction, but Van Lagen notes that most of its resources are going to renovation projects at this time. To keep up with high demand, while addressing a few color issues, Carver switched to M.L. Campbell’s Turino™ line to improve finish line efficiencies, and achieve excellent color quickly.

Turino pigmented conversion varnish is a high solids, post-catalyzed, HAPs-compliant, two-component (2K) amino alkyd solution that provides excellent durability and quick dry times on wood surfaces.

“Before Turino, we were using a high-performance lacquer on the spray line,” says Edwin Van Lagen, manager at Carver Cabinetry. “But we were seeing long dry times, especially with darker colors, and gradual color fading after installation. We wanted a quicker, harder, better product, which is why we invested in the Turino coating system.”

One of the biggest benefits to using a 2K system is automated mixing. By using the Turino coating system and mixing equipment, Carver is able to reduce errors and rework, which ultimately saves the business time and money. According to Edwin, the paint process was the bottleneck of the operation before automation.

Now it runs for just three hours per day with the help of two on-staff finishers.

Chris Mancuso, M.L. Campbell account manager for Carver Cabinetry, affirms the line of Turino products was engineered for ease of use.

“Turino products were intentionally designed by our research and development team to eliminate reducers,” says Mancuso. “We don’t expect our customers to be scientists, and when they don’t have to worry about thinners, we’re making it that much easier for them to spray and go.”

### **The perks to being close to a local distributor**

The local M.L. Campbell Wood Finishing Systems distributor, W.E. Saunders, is within a ten-minute drive from Carver, which is convenient, says Edwin. Carver taps Saunders for custom color matching, which the distributor achieves using Color Studio™, M.L. Campbell’s color matching machine. This unique color tint system comes equipped with precise color matching technology that is easily duplicated with accuracy.

“It’s so nice to have the products we need right there,” says William. “We also have an excellent relationship with them, which is important to us, from one family

business to another. They’re more like partners to us than suppliers.”

To align on current trends, Carver works closely with a handful of interior designers who consult on color and style. Recently, the cabinetry producer changed its philosophy on color.

“We used to recycle all the unused colors, but now we try to consult and advise on color trends, and mainly concentrate on 14 colors,” says Edwin. “It helps from a sustainability and stocking standpoint. It’s resourceful.”

### **Working with the M.L. Campbell team**

Working directly with the M.L. Campbell team also has its perks. Mancuso is Carver’s go-to person for application input, expert advice on finishing systems, and new product information.

“Chris was present throughout the Turino transition process, and if there’s ever a problem, he’s here,” says William. “But, we haven’t had any problems with this new system, and we’re hoping it stays that way!”

To learn more about M.L. Campbell, visit [mlcampbell.com](http://mlcampbell.com).

