

GLACIAL WOOD: YOUR ACTUAL MANUFACTURER



GLACIAL
— WOOD

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"Nothing is made in America anymore,
or so it seems."

The word *custom* has been bastardized and reduced to just another buzzword akin to amazing or epic. Yet, there are people and places – in America – doing custom work, one-of-a-kind craftsmanship across every medium, infiltrating every industry. You just have to know where to look.

And once you know where to look, you'll likely be met with both amazing and epic work. Especially if you're looking at Glacial Wood, in rural Brooten, MN. As a designer, architect, project coordinator, or just an aficionado who dabbles in custom woodturning, knowing just whom you're working with is important. On behalf of your clients and customers, you have to communicate, read minds, meet deadlines, procure strange and wonderful things, and do it all while maintaining your identity and integrity. That's what we're here for. To make you look good, and to inspire you to get outside the lines every once in awhile.

It's good for you.

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I have little patience with scientists who take a board of wood, look for its thinnest part, and drill a great number of holes where drilling is easy.

-ALBERT EINSTEIN

WE ARE THE **ACTUAL MANUFACTURER**

When customers interact directly with the manufacturer, the important details of each completed piece become amplified. In the case of brokers or other third party vendors, you may never know whose hands or minds created and executed your parts.

Glacial Wood is different. We advance the art of turned wood and squared parts by using lean principles, constructive thinking, and empowered teammates. Great, but what does this mean for you? We realize great project result from great partnerships between clients, designers, and craftsmen. With this in mind, we engage our customers in every step of the process to bring their vision to life. Our talented designers and craftsmen work tirelessly to create beautiful and effective turned wood and square parts.



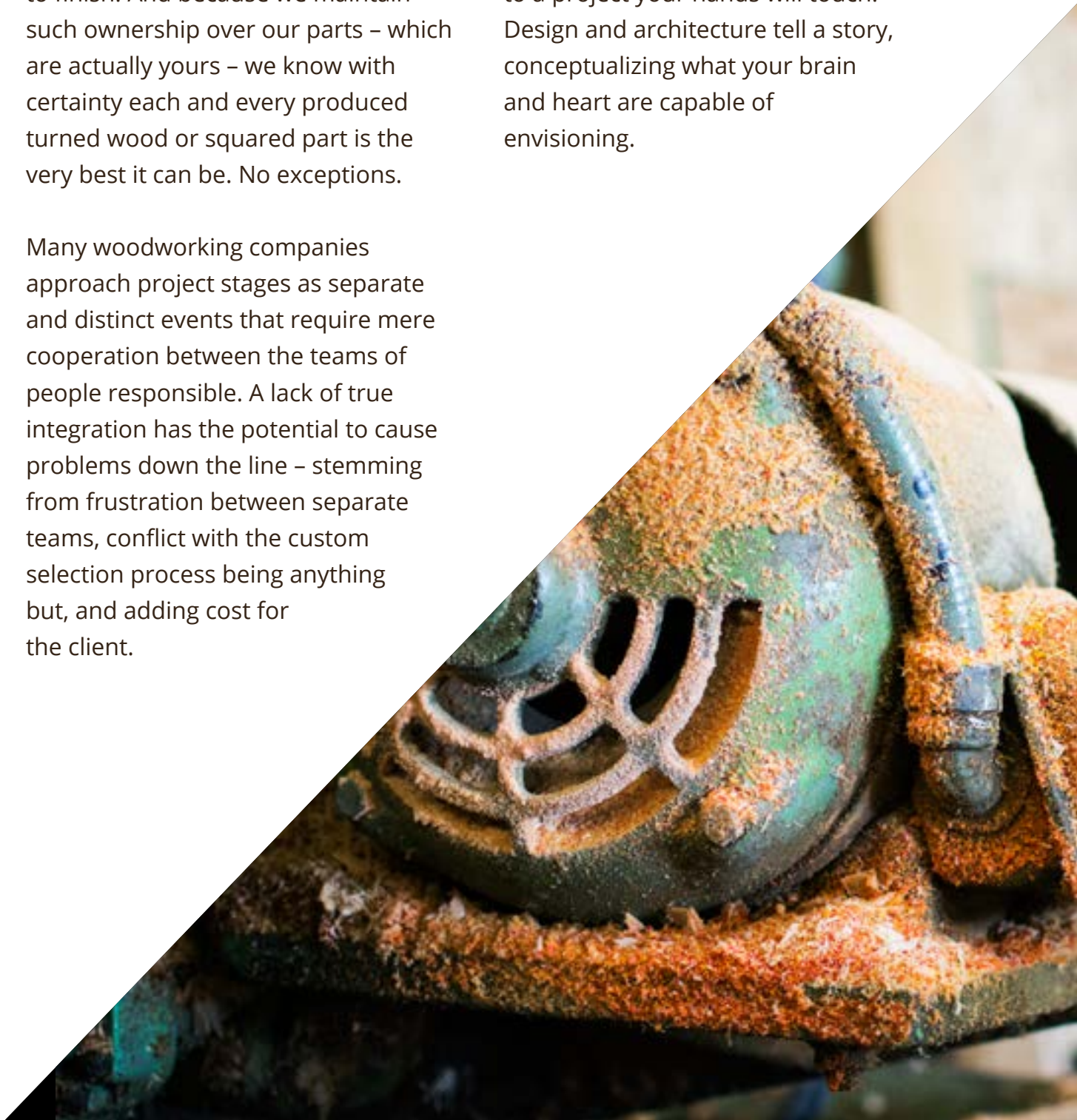
Glacial Wood was founded in 1991 as a specialty in the world of woodworking. At the time, a large portion of the business was dedicated to the creation of craft items, like painter's plates and basket covers. The company began as a woodturning business a few years later, after partnering with a cabinet company. Glacial Wood's ability to provide high quality designs and excellent parts to clients and builders in the Midwest continued to grow. Committed to serving the overall project needs of a customized client base, Glacial Wood continues to be the actual manufacturer of turned wood and square parts, always proud to be an American-made company.

Glacial Wood is the culmination of decades of experience serving designers, stair builders, architects, and cabinetmakers throughout several industries. Glacial Wood is not your average woodworking company or your average manufacturer. If you're used to custom-made products that you picked from a catalogue, display shelf, or web gallery, see what sets us apart - we are 100 percent custom, and we prove it.

Our approach to custom seamlessly integrates both the design and production phases. There are no external or internal handoffs between a draftsman and a craftsman. This unique process guarantees a true, single-source responsibility from start to finish. And because we maintain such ownership over our parts – which are actually yours – we know with certainty each and every produced turned wood or squared part is the very best it can be. No exceptions.

Many woodworking companies approach project stages as separate and distinct events that require mere cooperation between the teams of people responsible. A lack of true integration has the potential to cause problems down the line – stemming from frustration between separate teams, conflict with the custom selection process being anything but, and adding cost for the client.

But we're not talking about other woodworking companies. We're talking about Glacial Wood and how our goal is to ensure you meet yours. There's no greater satisfaction than knowing a piece our hands touched, shaped, and built is integral to a project your hands will touch. Design and architecture tell a story, conceptualizing what your brain and heart are capable of envisioning.





THERE'S CUSTOM. AND THEN THERE'S NOT CUSTOM.

The old adage *you get what you pay for* easily translates to the manufacturing industry. And in the case of Glacial Wood, what you get and what you pay for is truly custom work. You're reading this guide because time and time again, we're asked to present our catalogue.

We don't have a catalogue, and we never will. Custom is arbitrary; it's not necessarily a tangible, producible theory. The risks you take can define you as a designer. Do something out of the ordinary.

**"Rethink, reimagine, retool, and reinvent
new ways of doing the same thing."**

Challenge your clients by offering them solutions through a different lens, or cut from a different cloth.



What you want and what your project requires is unique, custom. Even if it's the same exact baluster you ordered from Glacial Wood last year, it's still custom. Your piece is not on a shelf; there is no inventory sheet listing the availability of our parts.

Because, they aren't our parts so to speak. We don't have anything resembling a part in our facility. What we have is stacks and stacks of blanks. Pieces of wood waiting to be shaped, formed, and created into the custom piece of turned wood or square parts you're

looking for. This shift in mentality is just that – a shift. We know there's a perception of custom only being supplied via a catalogue, or that you must choose from within a set of parameters. We're challenging each customer to think differently.



What you need, we can create.
You are not bound to specifications or supply or stock.

If there was a better word than custom to use, we would. Instead, we'll redefine it and restore it to its natural intention and connotation.

A traditional and widely accepted way of behaving or doing something that is specific to a particular society, place, or time. Woodturning and squared parts.

"Made or done to order for a particular customer. You."



ARTISANS & INSPIRATION

At Glacial Wood we

"shape, finesse, coax, and create."

While technology grants us the ability to hone our craft and do so swiftly, there is much, much more to the process than simply pressing a button. Woodturning is a craft, and is administered by passionate, visionary artisans who chose this medium for very specific reasons.

Sometimes, that reason develops after years in the business. Some kind of hold comes over our team, as we each fall deeper in love with wood and the way it smells. The way it looks. The way it yields into beautiful woodturnings of grandiose or tiniest detail. Every aspect of our work is reflected in the final outcome: your parts.

In your professional realm, you must sweat the details. At its heart, design and architecture seek to solve problems, and how you're able to solve those problems is what brings the magic. Think of a staircase. A railing is the obvious solve in the problem of safety and functionality, but do you choose a minimalist style, or do you go for the edgy look with unexpected wood and other metals?

See? Details matter, because they are often the things people interact with most on a daily basis. The details reflect the ways all of the components come together in your structure or project. Consider details in a plural sense, too. Choose a focus to highlight throughout your project. Maybe that focus is dark walnut, or a general shape like conical.



MATERIALS **MATTER**

So... why wood? With metal, you know what's inside. More metal.

With wood, you don't know what's inside. It's organic, non-manmade. It's a gamble (a beautiful one) each and every time we pick up a piece of raw wood. Timber is an artifact of nature that cannot be truly replicated. That's part of why Glacial Wood exists, because working with wood and meticulously refining the craft for three decades is a testament to our passion and stance as craftsmen.

The grain, the scent, the way sawdust acts like confetti, celebrating each vision and interpretation our customers have for their parts... all of it is why. Woodturning, engineering, and nature. The trifecta. Think of your senses, and how often you call upon them when designing. Erecting a large, sometimes ostentatious hotel can be visually stunning; yet creating an interior that shields guests from noise, cold, and the elements involves the rest of your senses. Wood uses all of ours. Cool vs. warm. Light vs. dark. The sound of footsteps on a marble floor. The way laughter reverberates off a wood-laden wall.



SIMPLIFY: ELIMINATING THE UNNECESSARY

Our woodturners are renegades and free thinkers with limitless imaginations. Because they are not robots in a widget factory, pushing buttons and managing a standard assembly line, our team requires an environment that enables them to be renegades.

Lean has fostered that atmosphere, and granted our production team the ownership to be their best. Too often, complexity clouds judgment and poses as an intermediary for interest. Designers like yourself could pare down your parts and products to the essentials, so nothing clutters up your final product. If there is no function, it should be eliminated.

Glacial Wood operates very much by the same principle.

Our focus is always on the design, shape, form, and aesthetics of our woodturned and square parts; applying lean principles to this process has further strengthened that singular focus. While lean principles support building with less, we're still building with more at Glacial Wood. More time spent in production. More empowering of our team. More added value. More sustainability. Naturally, there is need for order. Lean principles grant a hierarchy which means we decide what's the most important, and let everything else defer to it.

WAYS IN WHICH LEAN HAS BEEN **APPLIED AT GLACIAL WOOD:**

JUST-IN-TIME MANUFACTURING

In Glacial Wood's production model, parts are created to meet demand, instead of in surplus or in advance of need. This avoids the waste associated with overproduction. In addition to the waste of overproduction, there is **six other types of waste lean principles work to eliminate.**

VALUE ADDING

As customer requirements continue to shift, manufacturing companies respond with different production practices. Mass production of standard products used to be the method many industries forecasted, but it's clear this method resulted in excessive inventory, too much movement, and wasted resources in people, processes, and products. Glacial Wood focuses on quality through our small-lot, on demand-based production of customized parts. Our teammate-oriented approach empowers a team to take action and achieve improvements in a continuous, contiguous way. Any activity that doesn't add value to the form or function of the turned wood and square parts we manufacture is a non-value added entity. We employ lean principles to not only seek value added steps, but to eliminate waste.



SUSTAINABILITY

More than just a buzzword, **sustainability is a goal and an attainable one at that.** During manufacturing we process our resources into parts with minimal negative environmental impact. Save motion. Save time. Save energy. Save money. The impact Glacial Wood has can be seen in our customers, craft, and community. That's the obligation we willingly have and it governs our sustainability practices. The lean principles are an ongoing dedication towards continuous self-improvement. Remaining swift and responsive to the changing needs of production keeps our team at the forefront of concerted sustainability.



DESIGNING FOR THE PEOPLE YOU ARE

We're proud to serve our customers and community from our spot on the map in Central Minnesota. We still believe the best practice is our people, and anytime our customers pick up the phone to contact us, a team member will be on our end of the line.

That's another integral piece of our custom process: engaging and relying on people from inception to shipping. We encourage all potential and existing customers to reach out to us when presented with a woodturning or squared part procurement request. Our draftsmen and craftsmen have been perfecting processes and experimenting with raw materials for decades. We can help you find your bigger, guiding idea to influence your design decisions.



Glacial Wood's responsiveness means there is no such thing as parameters that cannot be met. We love hearing what you're searching for, and developing the solution to your inquiry. Each designer's habits are individual and idiosyncratic; each time our team is exposed to those particular nuances, we gain. Gain knowledge, perception, and foundations for good design. Our capabilities have only been fortified by these experiences and exposure to people like yourself. Building a relationship with Glacial Wood helps designers not only today, but also down the road. Quantity doesn't matter, but specification does, and our process affords us the unique ability to tend the minutest detail of each part we design and manufacture.



When you contact us, we like to see what you have in mind, or what role your intended part will play in the overall composition of the project. Your custom inquiry will be met with a quote and image from our team of craftsmen prior to production, ensuring your ideas come to life via our manufacturing facility. The final stage is producing your custom parts and getting them out the door to where they belong. Rest assured, our process, like our parts, is custom. You don't have to meet any criteria or even feel all that confident in your request. That's what we're here for. To keep you successful, relevant, and inspired.

We rely on our expertise in the woodturning industry to meet your needs. We call on our passion, dedication, and love of the craft to completely exceed your expectations.

GET YOUR CUSTOM QUOTE



GLACIAL
WOOD