

Woodcraft Inc, a business opportunity

Woodcraft Inc was founded by me in 1996. We are a small but well reputed organization in Portland Oregon, doing business with two DBAs, Mark Newman Design in Wood, and Mark Newman Architectural Woodworking.

I am currently looking for an owner successor. I don't plan to retire soon, but rather to work alongside you, the new employee, for a long enough period to mentor you into the position of new owner. I see a successful transition being achieved by integrating the new owner into the company culture as well as relationships with vendors and customers. There is the expectation that the new owner would make an investment in the company, take an active daily role in running it, as well as gain the approval of key employees. My vision is that together we could achieve more than either of us might on our own. We are an equal opportunity employer, and that is just as true of this position.

I am searching for the right person by working within my network of local industry contacts and other organizations. If you know anyone who may be interested, please pass this on.

The company

We are the elite of the woodworking community. Our portfolio (below) speaks for itself. Combined with our reputation for doing good work it is our ultimate sales tool with new customers. We have the capability to do projects that are not typical, like a studio artist, while also having a large enough capacity to be able to do a broad range of job sizes.

We serve two market segments that have common production requirements but are different in the business relationship. On the wholesale side of the business, we are subcontractors to builders, while on the retail side we work for homeowners, and interior designers. The essential difference in the relationship is in the scheduling. Builders need you to be on their schedule, while homeowners are happy to accept the schedule that we lay out for them. This is a winning and efficient combination because scheduling (balancing demand with production capacity) is the most difficult part of growth in this industry. Our diversity in the market is one of the reasons we have survived the ups and downs of the economy over the years.

Our capabilities also bridge the commercial and residential divide. Working out of a 4000 sq. ft. shop in the southeast industrial neighborhood, we have done projects that range from the lobby of a downtown office tower designed by an international architecture firm and built by a national contractor, to a custom bedside piece designed by me. We also have a unique position in our market as the only commercial architectural woodworking company with certified ESB status.

You: The job description

As the company founder, the list of skills/job functions that I bring to the company pretty much covers everything that happens. You will bring a different skill set, and so the transition will require negotiation to cover all the company functions that are not your strengths. Here is the job description that covers it all, without the expectation that one person does everything:

Marketing: social media, web presence, and other out reach .

Sales/bidding: contacts come from online platforms, word of mouth, and return clients. We use an inhouse bidding software.

Project management.

Production: design, drafting, woodworking

Human resources: hiring, employee training, company culture development, company procedures and policies.

Finance: financial control, cash management, project financial analysis, company financial analysis.

This is a unique opportunity.

If you are a good person, have the desire and energy to be a business owner, like working with people as much as you like working with wood, can imagine creating a company in the same way you can imagine building a beautiful piece of furniture, and want to be able to stand back and take pride in what you and your company can accomplish, it could be an exceptional opportunity.



Mark Newman, President



MARK NEWMAN
ARCHITECTURAL WOODWORKING

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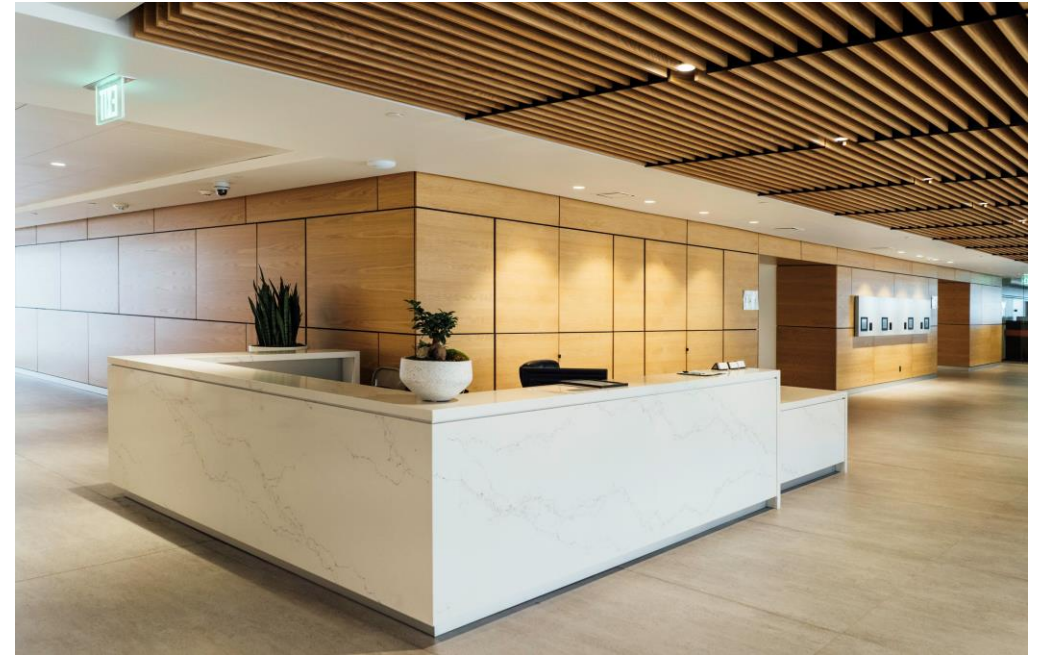
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Certified Emerging Small Business: 13788

Pac West Center Lobby

oak paneling
concierge desk
greenwall trim
stadium style bench
coffee tables
bar counter

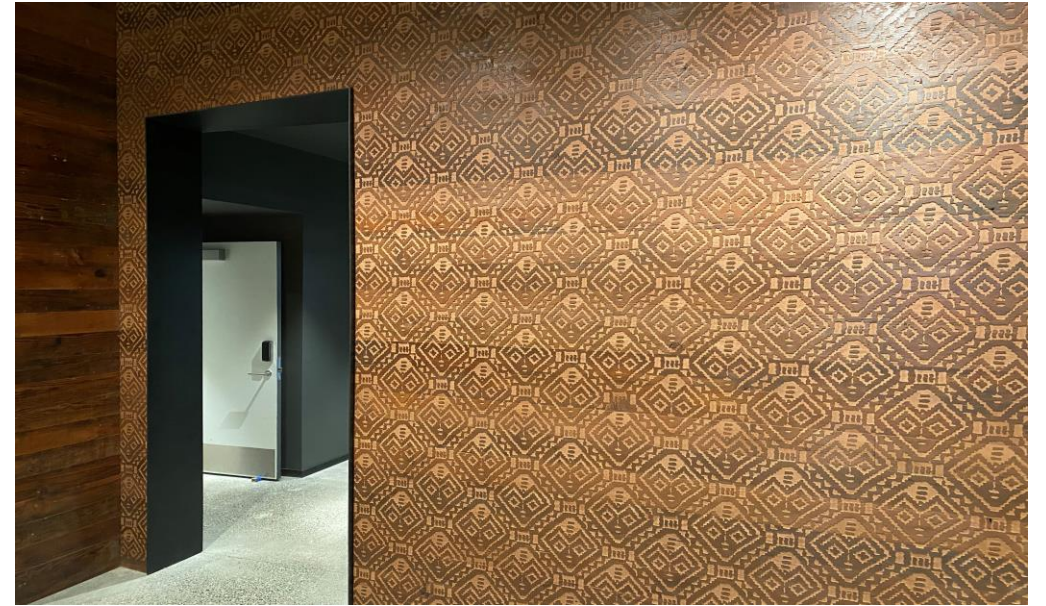


GBD Architects
Hoffman Construction
Company

PAE Living Building

Doors and paneling
Basket Weave Wall
(CNC by native artist
Toma Villa)
Fibonacci panel wall
Fibonacci slat wall
Kitchens, pantries,
and wellness rooms
Deckony paneling

ZGF Architects
Walsh Construction



[The Living building initiative](#) meets the world's most rigorous sustainability standards

Singing Sands Beach House

kitchen
loft railing
tonsu stairway
breakfast table
living room entertainment center
master closet and bath

Jones Studio Architecture
Don Tankersley and Co.



Oregon State Capitol Governors Office

fire restoration



SRG Partnership Inc
Howard S Wright Construction

After the fire in 2008, we restored the paneling, doors, and window jambs, and created new hidden spaces in the paneling to bring technology into the room. Because of the historical significance of the project, we restored the finishes on every part that could be saved, and then made new paneling to match the old.

Goodwin residence



Fireplace Mantle, TV,
and Display Shelves

Mark Newman
Design in Wood



Cascadian Plaza Condominium Lobby

maple paneling in 2 finishes

bench and console

cast concrete

cast glass

Lamb Design Studio

LCG contractors



Williams Residence

fireplace surround with secret door

Mark Newman Designs
Don Tankersley and Co.



Nau Clothing Store, Pearl District

POS counter

logo display

display wall

window displays

louver screens

mirror units

lighting shades

Engin Creative

Colas Construction



Blue Hour Restaurant

bar
reverse pyramid wall panels
host table
exterior seating
wine room
serving bar
banquette
waiting area furniture

Allied Works Architecture
Don Tankersley and Co.



Historic Ladd Summer House

exterior balustrade, colonnade,
pilasters, fascia, frieze, and soffits

Green Gables Design and
Restoration





fur•ni•ture \ fur-ni-chər \ *n* :

1. the movable articles, as tables, chairs, desks or cabinets, for use or ornament in a room.

ar•chi•tec•tur•al wood•working
\ ahr-ki-tek-cher-uhl wud-wər-kiŋ \ *n* :

1. object made of wood and connected to a building.

F U R N I T U R E

A R C H I T E C T U R A L

The Elizabeth Bed

Relax... this environment of contemporary simplicity will have you going to bed early and taking afternoon naps just because you love to hang out

Mark Newman in collaboration with architect Jeff Lamb



Under the bed: 4 drawers

The Elizabeth Bureau

Technology and art... the wood on wood drawer guides, inspired by an antique I once came upon, are unique. No other system would allow the elements that have come together in this piece of furniture; the suspended drawers with no cabinet surrounding them, the deconstructionist pulls that reveal the dovetail structure of the drawer box, and pull asymmetrically from the front corner without binding, and the feeling of quality each time you open it

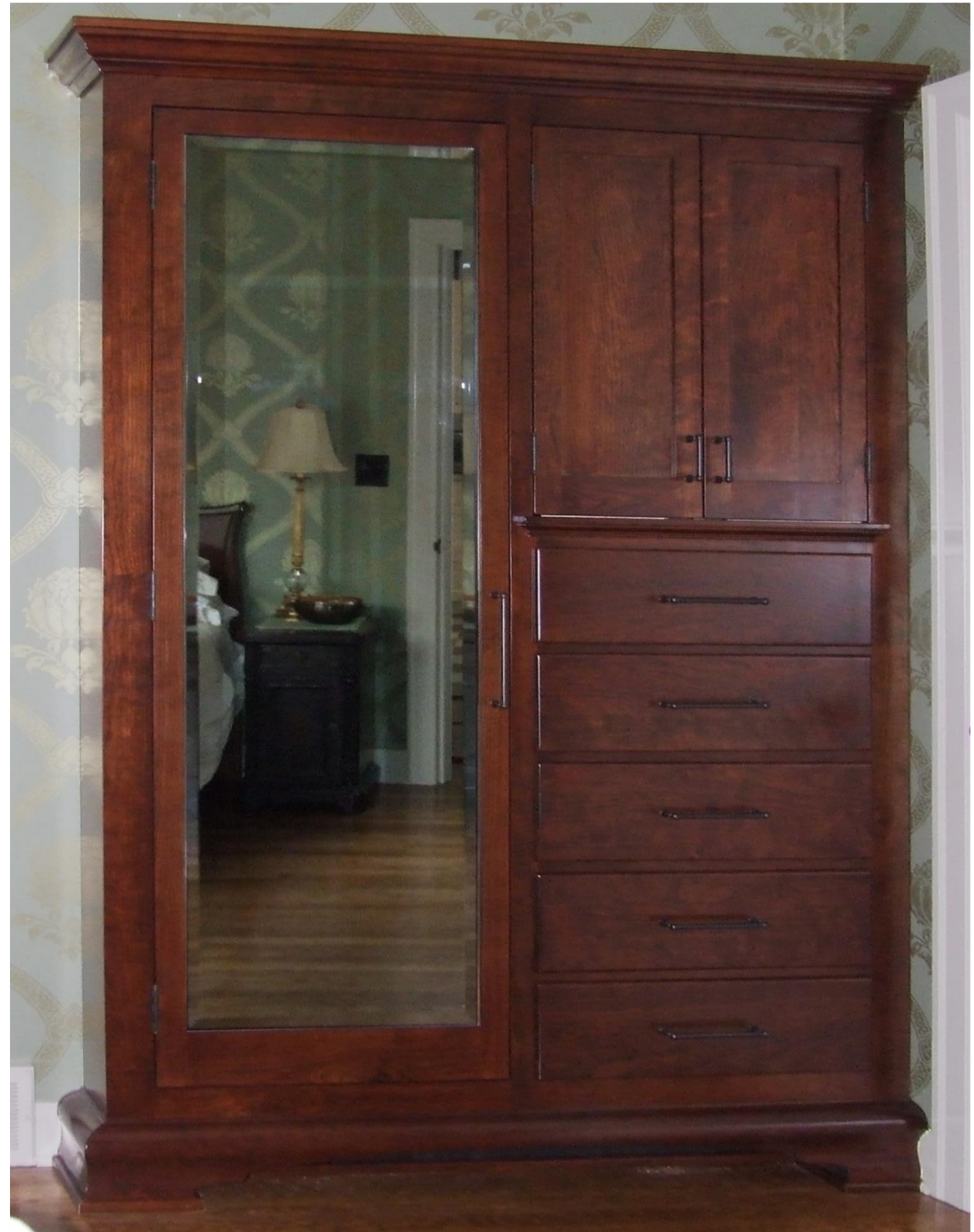
Mark Newman in collaboration with architect Jeff Lamb



Burford Armoire

While this piece gives the impression of being a free standing armoire, it only uses about 8" of floor space. The body of it fills what was previously a closet.

Mark Newman in collaboration with interior designer Robert Becker



The T-Bone Chair and Table

I designed this piece many years ago after taking a chair building workshop from Sam Maloof. It was a pivotal moment for me as a craftsman. The chair is still the most iconic piece I have done, and I use the image in all of my advertising.



Mark Newman

The apron below the table top pulls out as drawers (2 on either side).

Live edge tables



Top left: Dining table - Koa and Ash, middle:
End table - Myrtle with blackened steel base,
bottom left: Coffee table - English Walnut and
Wenge.



Dining and coffee tables: Mark Newman
End tables: in collaboration with Endurawood

Jewelry Armoire

This piece has 15 lockable drawers with movable dividers as shown below, to hold and display all of your jewelry collection, in birdseye maple bubinga, and ebony.



Mark Newman

The pinwheel tables

These tables are based on the pinwheel motif (originally developed Architect by Frank Lloyd-Wright)



Architect Jeff Lamb

The Garlic Table

This Piece was designed for a client who does a lot of entertaining. The three tables can be tables attached together or arranged separately in the room to seat from 4 to 22 guests. The drop-leaf center table folds up and can also be folded up and placed against the wall to serve as a side board. The unique styling of the garlic pedestals, the heavily carved edge, the ogee-shaped tongue and groove connection between the units, and the deep color of wenge, combine to give this piece a strong presence in the large room.

Mark Newman



The Queen En Table

For me this piece breaks new ground. It's not purely furniture, but it's not quite sculpture. It's not an antique reproduction, but you might think so if you don't look closely enough. It's sexy, humorous, and a thoroughly modern celebration of dance, but the form is rooted in furniture tradition and the finish is copied from an original Chippendale in the Winterthur Museum. I love it when the casual observer perceives it as a traditional piece, and then suddenly realizes its real form.

The finish has 15 layers (7 different colored layers of stain alternating with 8 clear lacquer coats and 6 polishing operations). The 24 karat gold on the table top is applied in the traditional water guild technique with rabbit skin glue over gesso and burnished with agate, while the pointe shoes are oil gilded and glazed with Japan colors in the deep folds.

