



PRESS RELEASE
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Cabinet, Millwork and Small Shops Featured in AWFS Fair Education Program

Seminar topics tackling critical concerns of cabinet and architectural millwork shops and shops with less than ten employees play a prominent role in the 2013 College of Woodworking Knowledge (CWWK), the education program of the AWFS Fair. Two education tracks, Cabinet/Millwork and Small Shops Ten and Under, are dedicated to these segments.

The Cabinet/Millwork track is populated with entrepreneurial business owners and sector trade associations who will showcase a variety of ways manufacturers can increase profits and growth. "Diversification Strategies" is a panel comprised of three successful business leaders who will share their methods and ideas for expansion and growth. The Stairway Manufacturers' Association will sponsor a session on "Rising Opportunities in the Niche Market of Stairs," discussing the potentially missed opportunity for sales in this market and how to break into it.

The Association of Closet & Storage Professionals and the Woodworking Network will co-present "Intro to Closet Systems Design, Manufacturing & Sales, delineating the differences and similarities to cabinetmaking and the value added products available in this arena. Cabinet Makers Association will sponsor "Architectural Woodwork Sales & Estimating," with information on what to expect and what's different about working in the commercial market.

The Small Shops Ten and Under track focuses on issues and solutions unique to the small shop, including "Dust Collection for the Small Shop," which discusses the basic design and rules of thumb for efficient and safe systems, delivered by Robert Williamson of Nederman LLC. Popular speaker, Craig Saxton of SNX Technologies, delivers an informative seminar on "Understanding CNC Routers and their Capacities, which includes the things you need to know and ask before embarking on an automated journey.

For those wanting a Lean Manufacturing experience from the small shop perspective, Gary Conner of Lean Enterprise Training will present an intensive three-hour session that not only reinforces Lean as a waste strategy but explores it as a means to gain market advantage. The session also covers facility layout. Phil Stevenson of the American Wood Finishing Institute leads a panel discussion on Compliant Finishes for Small Shops and two experienced practitioners jointly present "Estimating & Project Management" which covers a management system for one or multiple jobs running, preparing detailed proposals and developing price structures.

These sessions are complemented by numerous additional sessions in the Business Management track as well as the Techniques & Applications and other education tracks.

To view the full 2013 CWWK schedule and to register, go to www.AWFSfair.org. For information, contact AWFS at 800-946-2937 or e-mail nancy@awfs.org.

About AWFS

The full-scale international AWFS®Fair, scheduled for Wednesday - Saturday, July 24 – 27, 2013 in Las Vegas, has become a critical hub for international commerce in the woodworking industry. The AWFS®Fair brings together the entire home and commercial furnishings industry, including manufacturers and distributors of machinery, hardware, lumber, construction materials and other suppliers to the furniture, cabinet manufacturers and custom woodworkers.

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