INNOVATION BEGINS HERE.

NORTH AMERICA'S LARGEST GATHERING OF WOODWORKING EQUIPMENT AND TECHNOLOGY IS COMING!

REGISTER NOW and Save $25! www.awfsfair.org
EARLY BIRD REGISTRATION ENDS June 27th

AWFS FEBRUARY 2019 VEGAS
JULY 17-20, 2019
LAS VEGAS CONVENTION CENTER
LAS VEGAS, NEVADA
About AWFS® Fair
Take advantage of North America’s largest woodworking event of the year:

PRODUCTS & SERVICES FROM
600+ EXHIBITORS
REPRESENTING
400+ PRODUCT CATEGORIES
NETWORK WITH
18,000+
INDUSTRY PROFESSIONALS FROM
70+ COUNTRIES

EXHIBIT HALL DATES AND HOURS

Wednesday, July 17
9:00 A.M. - 5:00 P.M.

Thursday, July 18
9:00 A.M. - 5:00 P.M.

Friday, July 19
9:00 A.M. - 5:00 P.M.

Saturday, July 20
9:00 A.M. - 2:00 P.M.

LOCATION
Las Vegas Convention Center,
Las Vegas, Nevada

REGISTER TODAY and Save $25
Early Bird discount ends June 27, 2019

REGISTER NOW at awfsfair.org

Should You be at AWFS® Fair 2019?
If you work in any of the following areas, regardless of the size of your operation, the answer is yes!

This is Where Everything Woodworking Comes to Life.

Where new ideas and opportunities lurk up and down every aisle of the show.

Where you’ll find things you didn’t know existed or that you hadn’t considered could benefit your business.

Where you can ask exhibitor representative’s questions, get answers and ask more questions.

Where you belong. If you are a woodworking professional dedicated to improving your business and career opportunities, this is where you belong—and where you need to be.

Where you will learn what new, shop and compare products, see product demonstrations and get answers to your questions in real time so that the machines and supplies you invest in meet your current and future needs.

This is Where Everything Woodworking Comes to Life.

"Like" AWFS’ Fair on Facebook to receive frequent show updates and photos. Facebook doubles as an easy way to connect with attendees and exhibitors. fb.com/awfsfair

Follow AWFS’ Fair on Twitter for event updates.
twitter.com/awfsfair
The digital transformation is already underway in the woodworking industry.

Staying on top of technological advances can be the biggest challenge right now for many businesses. We’re now embarking on Industry 4.0, where artificial intelligence and internet-connected equipment are introducing previously unheard-of capabilities to streamline production, increase efficiency, detect maintenance issues, track products, exceed customers’ expectations and much more. AWFS®Fair takes you to the forefront, where you will see what’s going to revolutionize your business and what’s new and exciting in this industry.
Visionary New
Product and First
Time Exhibitor
Product Showcase

Make this your first stop and see a full scale display of the industry’s newest product launches. Preview this year’s entrants of the prestigious Visionary Awards, as we honor the best new products of the year.

Awards Presentation
Friday, July 19 at 9:15 a.m.

Showcase
Check out our showcase highlighting Industry 4.0 and the technology that will heavily influence the future of manufacturing including: Artificial Intelligence; Augmented and Virtual Reality; Robotics; 3D Printing; Cloud Computing; Internet of Things (IOT) and Internet of Services (IOS).

Interactive Mini-Build
Go make something! Take a break from collecting swag from exhibitors and build yourself something fun! Machinery will be set up and “builds” will take place Wednesday-Friday of the show from 10:00 a.m. to 12:00 noon and 2:00 p.m. to 4:00 p.m. Get some sawdust on your hands while you network with SWM members and other attendees in a fun and casual experience!

Fine Woodworking
"Shop Talk Live” Podcast
Fine Woodworking magazine editors gather together to answer your woodworking questions and interview some of the world’s leading furniture makers.

Woodwork Career Alliance
Skill Evaluator Training
Creators of the Wood Manufacturing Skill Standards conduct on-site training to qualify candidates as Accredited Skill Evaluators—individuals able to assess and certify students and professionals on the tool and machine standards. Also, don’t miss the three FREE industry-focused educational sessions on WCA, see seminar program for more details.

Destroy Responsibly
WEIMA America is returning as the Official Recycling Partner of the 2019 AWFS®Fair in partnership with AWFS, Freeman.
Curious About Woodturning?
Join the American Association of Woodturners (AAW) for live lathe-turning demonstrations with AAW members. Our turning demonstrations will showcase innovative and exciting turning techniques on Wednesday, Thursday and Friday afternoon. AAW is also a host of the Turning to the Future student exhibition.
Demos - Wednesday through Friday at the top of the hour between 11:00 a.m. and 2:00 p.m. and at 11:00 a.m. and 12:00 noon on Saturday.

Introducing “WED Talks” Wood Education Talks
Join us on Thursday and Friday for free 15 minute presentations by experts, influencers, and wood industry community members on the topics they are passionate about...including social media, marketing, technology, skilled trades development, the future of our industry and more.

Fresh Wood & Turning to the Future Student Award Ceremony
Fresh Wood & Turning to the Future Student Award Ceremony
Friday, July 19 at 4:00 P.M.
Glimpse the future of the industry in this exciting student contest. View entries and cast your vote for the People’s Choice award at the Fresh Wood booth, then return for the Award Ceremony to find out if your favorites won.

Closets and Organized Storage Pavilion
Closets and organized storage is hotter than ever! The pavilion will have its own designated area on the show floor, and is complemented by the full-day Woodworking Network Closet Symposium taking place on Tuesday, July 16.

Rapid Fire Presentation
Join us on the show floor for a variety of short, single-focus topics, as industry experts showcase the latest must-see technologies, hardware and software products critical to today’s consumer. Located on the Show Floor, the event will feature several 15-minute presentations to divulge what’s new with some of the hottest companies in woodworking. Stop by to learn and network with the experts.

Fine Woodworking Live @ AWFS®Fair
Fine Woodworking brings expert instructors to share their knowledge, history, and woodworking tricks with an engaged, passionate audience of enthusiasts.
Woodworking Network Symposia

Tuesday, July 16, 9:00 a.m. to 5 p.m. | $350 early bird thru June 27, $420 regular

Expanded for the 2019 to include a total of four learning tracks, a full day of industry education and networking is available the day before the opening of the AWFS®Fair exhibit halls. The Woodworking Network team has assembled a group of industry experts with real world experience in four areas: Finishing, Closets, CNC Technology and Leadership.

Finishing Symposium
Moderated by FDMC’s veteran editor, Karl Forth, the full-day finishing symposium will look at a variety of new and emerging finishing technologies and best practices. Finishing system organization, performance measurement and problem solving are addressed. The Finishing Symposium is sponsored by Milesi, Superfici, and Burkle.

Problem solving in wood finishing and surface preparation
Jason Chiu of the Centre for Advanced Wood Processing, University of British Columbia

Experiences in finishing from a consultant
D.C. Clark of Clark Deco

Become familiar with newer types of finishing chemistry
David Jackson of Gemini Coatings

New finishing technology from Italy, soft touch and natural look coatings
Marcello Vitale of Milesi

New ways to conduct remote maintenance and improve productivity
Jeff Henry of Superfici

Finishing Professionals Consulting Panel

Closets Symposium
Moderated by Closets & Organized Storage magazine’s popular editor, Michaelle Bradford, the Closets Symposium is a must-attend event for closet and garage businesses, closet designers, and builders and remodelers. Learn latest design trends, sales and marketing techniques.

50 Storage Designs & Trends for the Home
Moderated by Michaelle Bradford

Lighting: Trends & Opportunities
Greg Price, founder of Gap Supply

How to Close the Sale and Increase Profits
Eric Marshall, Kitchen and Closets by DEA Remodeling

Working with Builders: Learn how to use referrals and how to get your products into model homes

Simple Solutions to Typical Design Challenges
ACSP President Wendy Scott, Boutique Closets & Cabinetry

How to Set Up a Closet Manufacturing Shop
Thomas Laville, Laville Closets

Research: Closets & Organized Storage 2019 State of the Industry
Laurel Didier, Publisher of Closets & Organized Storage

July 16 program registrations include education sessions, lunch, Leadership Reception, and July 17-20 AWFS®Fair Expo Hall admission. Visit woodworkingnetwork.com or awfsfair.org for speaker and schedule updates.
Woodworking Network Leadership Reception
Immediately Following 5:30 p.m. – 7:30 p.m

Introducing the Woodworking Network 40 under 40 Class of 2019. All July 16 program registrations include education sessions, lunch and Woodworking Network Leadership Reception. The 40 Under 40 Leadership Reception is sponsored by Timber Products and Hexagon.

CNC Technology Symposium
Moderated by FDMC’s renowned editor, Will Sampson, The CNC Technology Symposium features presentations designed to appeal to all levels of users and sizes of operations, and there will be ample opportunity for questions and answers to make sure you get the information you need. Sponsored by RSA.

An overview of CNC from desktops to high-volume production
Ted Hall, Shopbot

Buying a new CNC and working with your distributor to get the most out of your CNC
C.R. Onsrud; Jason Dingess, Quis Machinery

CNC evolution to Industry 4.0
Cesare Magnani, Biesse

Modern material handling for CNC
James Swanson, Stiles/Homag

What to know before buying your first CNC
Castaly

How aggregates expand your CNC’s capacity
Paul Roza, Benz

Tooling for CNC

Choosing the right CNC for your operation
Michael Cassell, Holz-Her

How data management can improve the bottom line of your CNC operation
Roger Shaw, RSA

Woodworking Network Under 40 Leadership Conference
Inspired by Woodworking Network’s 40 Under 40 program, the Under 40 Leadership Conference is aimed at current and future woodworking industry leaders and any executive who wants to get up to speed with the latest in technology, management and marketing in today’s fast changing business environment. Sponsored by Hexagon and Timber Products. Moderated by Harry Urban, publisher of Woodworking Network.

Keynote: Leadership Matters
Guy Bucey, Inova LLC

The Connected Factory/Industry 4.0
Georg Frey, Lignum Consulting

Digital marketing and the new consumer
Panelists include Jeff Finney, Ultimate Cabinet Components; David Biggs, Woodworking Network; and Ezra Drissman, marketing specialist.

Workforce Strategies
Panel includes Robert Dalheim, Woodworking Network and Whitney Pyle, Advanced Cabinet Systems and others.

The shape of things to come
Manufacturing Execution Systems

40 under 40 leadership panel

Visit awfsfair.org for complete program details
Skill-Building Opportunities at the AWFS® Fair

All the Knowledge you Need, Together in One Place

The College of Woodworking Knowledge (CWWK™) is the AWFS® Fair’s comprehensive seminar program, constructed around important trends, new technologies and business-building practices. Choose topics to explore in this highly regarded education program offering a wealth of business and skill-building seminars, delivered by experts and seasoned practitioners at the top of their fields. Create your own customized learning curriculum from the 50 sessions spread over three days. The CWWK delivers a variety of panels, round tables, demos and workshops in six different educational tracks.

Education Program Highlights

FREE Seminars!
As a service to the industry, AWFS® is pleased to offer attendees seven free seminars related to workforce development, regulations, and safety. The sessions are free to all attendees but registration is required so we can be sure to have enough seats.

Workforce Development – The Future of Our Industry
Hear from various experts and voices within our industry on how you can make an impact on the skills gap and change your culture to attract and retain the talent you need to develop a skilled workforce.

SMART! Seminars
A special feature of the show’s education program, the SMART! (Special Machinery and Relevant Technology) seminars combine lecture and technology demonstrations, live, on the show floor before the show opens. From the newest concepts in nesting, edgebanding, and sanding, to Industry 4.0 implementation, the SMART! sessions provide an up-close opportunity to learn from the technical experts at the show. Space is limited to 25 registrants in each session so register early to ensure your place. Look for the SMART! icon on the seminar schedule and descriptions.

Check the Seminars-at-a-Glance (page 9) for dates and times of the seminars mentioned above.
## Seminars at a Glance

All seminars are located on the main floor across from Hall C4 except for the SMART! Sessions which are conducted on the show floor.

<table>
<thead>
<tr>
<th>Wednesday, July 17</th>
<th>Thursday, July 28</th>
<th>Friday, July 19</th>
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<tbody>
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<td>TH41: 9:30 a.m. - 11:00 a.m. The Proper Three Are Key: Dust Collection for Small Shops</td>
<td>FR66: 1:30 p.m. - 3:00 p.m. Manufacturing Engagement: Smart Strategies to Keep YOUR Top Talent from Becoming THEIRS</td>
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<td>WE30: 3:30 p.m. - 5:00 p.m. Wood Industry Regulatory Update</td>
<td>TH53: 1:30 p.m. - 3:30 p.m. Interactive Case Studies in Lean Manufacturing</td>
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<td><strong>Cabinet, Millwork &amp; Furniture</strong></td>
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<td>WE31: 3:30 p.m. - 5:00 p.m. CNC in the Furniture Shop: Introducing Modern Manufacturing</td>
<td>TH45: 7:30 a.m. - 9:00 a.m. Why Digital Technologies are the Big Opportunity for the Woodworking Industry</td>
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<td>WE32: 1:30 p.m. - 3:00 p.m. Taking the Leap to a Bigger Machine: What You Need to Know Before You Invest</td>
<td>TH45: 7:30 a.m. - 9:00 a.m. Why Digital Technologies are the Big Opportunity for the Woodworking Industry</td>
<td>FR79: 3:30 p.m. - 5:00 p.m. Boundary-Pushing With Your Nested-Based Router</td>
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<tr>
<td>WE36: 3:30 p.m. - 5:00 p.m. New Technology for Woodworking Businesses</td>
<td>TH54: 7:30 a.m. - 9:00 a.m. Processing Solid Wood Components on CNC</td>
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<td>WE20: 1:30 p.m. - 3:00 p.m. WCA - What’s In It For Me</td>
<td>TH52: 1:30 p.m. - 3:00 p.m. Teacher Curriculum and Resources</td>
<td>FR64: 11:30 a.m. - 1:00 p.m. How to Get Money for Your Program...and Spend it Wisely!</td>
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<tr>
<td>WE29: 3:30 p.m. - 5:00 p.m. Classroom Tool Safety - A Participatory Session</td>
<td>TH51: 3:30 p.m. - 5:00 p.m. Teaching Fun Design/Build</td>
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<td>WE21: 7:30 a.m. - 9:00 a.m. Zero Edge Techniques and Applications</td>
<td>FR71: 7:30 a.m. - 9:00 a.m. Demystifying Sanding</td>
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<tr>
<td>WE28: 11:30 a.m. - 1:30 p.m. OMG! Why is This Happening In My Finishes?!</td>
<td>TH55: 9:30 a.m. - 11:30 a.m. Veneer Me Crazy 101 - Everything You Ever Wanted to Try but Didn’t Know Where to Start</td>
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<td>TH46: 11:30 a.m. - 1:00 p.m. Growing Your Business By Creating a Sales Culture</td>
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<td>TH47: 11:30 a.m. - 1:00 p.m. How NOT to Make Furniture (How to draw more attention to your furniture)</td>
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Seminar Pricing

New in 2019, 2 ways to buy!

“A la Carte” Sessions:
By June 27: $75 each  |  After June 27: $95 each

Unlimited One-Day Package Pricing:
• Purchase a day package to access unlimited sessions within that day!
• Purchase Package for each day, or just one day
• Combine with “a la carte” pricing for sessions on other days

By June 27: $195  |  After June 27: $245

*Package pricing does NOT include SMART seminars. SMART seminars must be purchased a la carte.
**Woodworking Network Symposia are NOT eligible for Package Pricing.

Choose Seminars Relevant to Your Company
Look for these icons to help you decide which seminars most closely align with your shop size.

- Targeted to small and medium custom shops
- Targeted to medium-large volume production shops
- Appropriate for all size businesses

Satisfaction Guarantee
AWFS strives to make the CWWK a positive and useful learning experience. We offer a satisfaction money-back guarantee on the seminars. If you are not satisfied with your seminar, please ask for a refund form on-site.

Where Are Seminars Held?
The 2019 CWWK seminars will take place on the main floor in the classrooms across the hall from Central Hall 4, in rooms N101-N120, except for the SMART! seminars which take place on the show floor at exhibitor booths.

Business Management

Wednesday, Jul 17, 9:30 a.m. - 11:00 a.m.
**Profitable Growth Through Digital Marketing**
Jonathan Mills, Fruition
Uncover which digital marketing channels and strategies have the best ROI for your business. Leave this session with a clear action plan for evaluating, executing, and tracking of your digital marketing efforts.

Wednesday, Jul 17, 11:30 a.m. - 1:00 p.m.
**Profit is Important but Cash Flow is Critical**
Tom Grandy, Grandy & Associates
Learn the principals of working on your business not just in it. This session will be part lecture and part Q & A.

Wednesday, Jul 17, 3:30 p.m. - 5:00 p.m.
**Wood Industry Regulatory Update**
Gene Wengert, The Wood Doctor
Amanda Conger, Cabinet Makers Association
Matt Wehner, Cabinet Concepts by Design
Get a update on the TSCA Title VI regulation and others impacting wood products manufacturers.

Thursday, Jul 18, 9:30 a.m. - 11:00 a.m.
**The Proper Three Are Key: Dust Collection for Small Shops**
Curt Corum, Air Handling Systems
All you need to know about dust collection, including hood size and proper duct sizing. Get the facts on filter material, matching the collector to the type of wood waste, and much more.

Thursday, Jul 18, 11:30 a.m. - 1:00 p.m.
**Diversifying Your Business: Think Outside the (Cabinet) Box**
Gene Wengert, The Wood Doctor
Matt Wehner, Cabinet Concepts by Design
Amanda Conger, Cabinet Makers Association
Gene Wengert, aka the Wood Doctor, will provide an overview of the current economic conditions impacting the industry and then suggest ways to adapt your business so you can succeed (even now).

Thursday, Jul 18, 3:30 p.m. - 5:00 p.m.
**Making it in the Cabinet Industry**
Jeff Finney, Ultimate Cabinet Components
Learn the principals of working on your business not just in it. This session will be part lecture and part Q & A.

Thursday, Jul 18, 3:30 p.m. - 5:00 p.m.
**Growing Your Business By Creating a Sales Culture**
Dr. Cindy McGovern, Orange Leaf Consulting, LLC
In any growing business, every job is a sales job! Leave with a game plan to put a whole new spin on sales, along with actionable steps you can take immediately to jump-start your company’s growth.

Thursday, Jul 18, 3:30 p.m. - 5:00 p.m.
**Interactive Case Studies in Lean Manufacturing**
Gary Conner, Lean Consultant
This highly interactive, media rich session will apply and demonstrate “Mass Customization” from a presentation standpoint. See examples, case studies and intervention techniques to address your current problems.

Friday, Jul 19, 1:30 p.m. - 3:00 p.m.
**Protecting“Why Work Harder? Learn to Work Smarter!” Series**
Mark Laury, The Wood Doctor
Throughout the series, Mark will demonstrate different tools and techniques to improve your company’s growth.

By June 27: $195  |  After June 27: $245

Unlimited One-Day Package Pricing:
• Combine with “a la carte” pricing for sessions on other days

REGISTER TODAY and Save $25
Early Bird discount ends June 27, 2019
REGISTER NOW at awfsfair.org

“I always appreciate the information received. This is my 3rd AWFS Fair and I plan on coming back.”
-2017 Attendee
Featuring an exceptionally high percentage of western pine and produced in Klamath Falls, Oregon, FreeForm® is the first FSC-Certified Particleboard with no added formaldehyde. Along with the third-party NAF validation, it is also the first to carry the Declare Label. For highly moisture resistant applications, we offer a MR50 rated panel.

Collins Pine FreeForm® Particleboard

Come see us at booth number 4467!
Culture & Workforce

WE23  Wednesday, Jul 17, 9:30 a.m. - 11:00 a.m.
Taking Your Business to the Next Level: Why Leadership Matters
Guy Bucey, Inova
Amanda Conger, Cabinet Makers
Guy Bucey helps Inova increase employee morale and decrease turnover by over 80%, while more than doubling the size and capacity of their factory.

WE34  Wednesday, Jul 17, 9:30 a.m. - 11:00 a.m.
Industry Workforce Development Opportunities
Panel Discussion
Get updates on the WIRC industry-wide workforce campaign, SkillsUSA, and other workforce initiatives and opportunities.

WE35  Wednesday, Jul 17, 11:30 a.m. - 1:00 p.m.
It Wasn’t Me: Are Your Leadership Skills Attracting the Next Generation’s Workforce?
Jason Dingess, Quis Machinery
Hear inspirational stories of companies in our industry with millennials at the helm, with takeaways you can apply to improve your corporate culture and interaction with younger generations.

WE22  Wednesday, Jul 17, 1:30 p.m. - 3:00 p.m.
Communication Breakdown: You’re Driving Me Insane!
Jason Dingess, Quis Machinery
Do you know what drives your employees? If not, how are you motivating them? Interview tips and techniques will also be covered.

WE26  Wednesday, Jul 17, 3:30 p.m. - 5:00 p.m.
The Price Is Right.....Or Is It?
Tom Grandy, Grandy & Associates
Improper labor pricing is the #1 killer of small businesses today! This session will cover all the basics of profitable labor pricing using a Sample Company and worksheets.

TH50  Thursday, Jul 18, 9:30 a.m. - 11:00 a.m.
Company Culture: Where to Start
Paul Downs, Paul Downs Cabinetmakers
The session explores the journey of creating a corporate culture and will include handouts detailing how Paul defined the kind of worker and workplace he wanted.

TH40  Thursday, Jul 18, 11:30 a.m. - 1:00 p.m.
Finding, Training, and Retaining Workers
Patrick Molzahn, Madison College
In a tight labor market, you need to get creative. This seminar will provide strategies to overcome many of the challenges you face recruiting and retaining quality employees.

FR65  Friday, Jul 19, 9:30 a.m. - 11:30 a.m.
Manufacturing Engagement: Smart Strategies to Keep YOUR Top Talent from Becoming THEIRS
Lisa Ryan, Grategy, Inc.
If your employees aren’t engaged, your customers won’t be either. Attend this program to learn what you need to succeed in keeping your best employees from leaving.

FR69  Friday, Jul 19, 11:30 a.m. - 1:00 p.m.
Creating a Stronger Workforce Through Diversity
Mei-Yen Shipek, Autodesk Pier 9
Hear from business leaders in the woodworking industry who embrace a varied workforce and why it’s important and the best option for their bottom line.

F660  Friday, Jul 19, 3:30 p.m. - 5:00 p.m.
Building a Training Program for Your Workers
Patrick Molzahn, Madison College
Scott Nelson, Woodwork Career Alliance
How to get started and access readymade resources to create your in-house training program.

TH47  Thursday, Jul 18, 11:30 a.m. - 1:00 p.m.
How NOT to Make Furniture (How to draw more attention to your furniture)
Judson Beaumont, Straight Line Designs
Judson Beaumont will discuss his unique design process, how to find your own style and how to take chances in your design process while also sharing advice on working closely with clients.

TH49  Thursday, Jul 18, 3:30 p.m. - 5:00 p.m.
Project Managers: Are yours Properly Equipped?
Bob Krejci, Riverside Architectural Millwork
Randy Lange, Lange Bros. Woodwork Co., Inc.
Enjoy this fast pace overview study that will leave everyone with takeaways that can be implemented tomorrow to increase the efficiency of your project management department and your skillset.

FR73  Friday, Jul 19, 9:30 a.m. - 11:00 a.m.
Experience the New AWI Standard Suite
Ashley Goodin, AWI
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Cabinet, Millwork & Furniture

WE33  Wednesday, Jul 17, 11:30 a.m. - 1:00 p.m.
Estimating: Do You Have a Process?
Luke Remmert, Remmert & Company
Doug Hague, AWI (Architectural Woodwork Institute)
Learn about the importance of a process and data tracking within an estimating department to help you better understand which projects present their greatest opportunity for contribution.

WE31  Wednesday, Jul 17, 3:30 p.m. - 5:00 p.m.
CNC in the Furniture Shop: Introducing Modern Manufacturing
Paul Downs, Paul Downs Cabinetmakers
Paul provides a detailed look at his shop before and after CNC’s arrival, including hard numbers on his labor costs and build times.

TH47  Thursday, Jul 18, 11:30 a.m. - 1:00 p.m.
How NOT to Make Furniture (How to draw more attention to your furniture)
Judson Beaumont, Straight Line Designs
Judson Beaumont will discuss his unique design process, how to find your own style and how to take chances in your design process while also sharing advice on working closely with clients.

TH49  Thursday, Jul 18, 3:30 p.m. - 5:00 p.m.
Project Managers: Are yours Properly Equipped?
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WE32
Wednesday, Jul 17, 1:30 p.m. - 3:00 p.m.
Taking the Leap to a Bigger Machine: What You Need to Know Before You Invest
Chris Dehmer, Dark Horse Woodworks Matt Wehner, Cabinet Concepts by Design Amanda Conger, Cabinet Makers Association Small shop owners share their stories of taking the leap and buying $50-$250k machines; they will cover all steps in the process and all of the surprises that come with integrating a big machine into your shop.

WE36
Wednesday, Jul 17, 3:30 p.m. - 5:00 p.m.
New Technology for Woodworking Businesses
J. Sassaman, Autodesk Pier 9 What are some new technologies that woodworking businesses are embracing to help their productivity and bottom line? This panel will share what they are doing!

TH45
Thursday, Jul 18, 7:30 a.m. - 9:00 a.m.
Why Digital Technologies are the Big Opportunity for Woodworking Industry
Manuela Andreani, SCM Group Sergio Castoro, SCM Group Learn about new business opportunities that can be unlocked with Digital Technologies, with special regard to IoT, focusing on the role played by services enabled by these technologies.

TH57
Thursday, Jul 18, 7:30 a.m. - 9:00 a.m.
Labor Shortage Got You Down? Automation is the Solution!
Jason Varelli, Biesse Learn how automation is available in all shapes and forms, making it available for all shop sizes and not just large shops.

TH58
Thursday, Jul 18, 7:30 a.m. - 9:00 a.m.
Processing Solid Wood components on CNC
Cesare Magnani, Biesse Explore the importance of CNC machining different features and what kind of solution is better suited for different production needs. We will also discuss techniques to maximize efficiency and productivity.

FR78
Friday, Jul 19, 7:30 a.m. - 9:00 a.m.
Robotic Applications for Wood Products Manufacturers
John Park, SCM Group Review multiple applications and installations of robots in the industrial sectors of cabinets, closets, furniture and millwork. ROI considerations and technical support will also be evaluated.

FR79
Friday, Jul 19, 3:30 p.m. - 5:00 p.m.
Boundary-Pushing With Your Nested-Based Router
Tracy Yarborough, Maple River Woodworkers Chris Dehmer, Dark Horse Woodworks Amanda Conger, Cabinet Makers Association Two small shop owners share how they are using their CNC routers, ways to simplify routine processes, and tactics to make additional revenue.

"This was my first show and I really enjoyed it, very well done and organized." -2017 Attendee
Innovative Mosca Strapping Systems: Solutions for Automation, Secure Loads & Lower Operational Costs

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**Teacher Track**

**WE29**
**Wednesday, Jul 17, 3:30 p.m. - 5:00 p.m.**
**Classroom Tool Safety - A Participatory Session**
John Stearns, The MiLL
Come prepared to share your shop safety resources and tricks with teachers across the country and learn some new ones in exchange!

**WE20**
**Wednesday, Jul 17, 1:30 p.m. - 3:00 p.m.**
**WCA - What’s In It For Me**
Patrick Molzahn, Madison College
Whether you are in education or industry, gain useful ideas that you can use to implement the Woodwork Career Alliance credentialing system in your school or business to create and manage a training program.

**TH48**
**Thursday, Jul 18, 9:30 a.m. - 12:30 p.m.**
**AutoCAD for the Woodworking Program**
Mark Smith, Reed-Custer High School
Create a drawing you can take back to the shop to use or that can be imported into a CAM program. Leave with access to step by step curriculum, tutorial videos, and handouts.

**TH52**
**Thursday, Jul 18, 1:30 p.m. - 3:00 p.m.**
**Teacher Curriculum and Resources**
John Stearns, The MiLL
An introduction to The MiLL curriculum, Teacher Academy, and give you practical takeaways you can use in your class today.

**TH51**
**Thursday, Jul 18, 3:30 p.m. - 5:00 p.m.**
**Teaching Fun Design/Build**
Matthew Wolpe, Berkeley High School/Laney College
Hear about specific examples of projects that integrate design teaching and thinking into a hands-on class and the importance of fun while doing learning design/build process.

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**FR71**
**Friday, Jul 19, 7:30 a.m. - 9:00 a.m.**
**Demystifying Sanding**
Aaron Brink, Stiles Machinery
This session will simplify the often complicated sanding process through demonstration and discussion of techniques and applications that will enable you to provide the top-quality results your customers demand.

**FR75**
**Friday, Jul 19, 7:30 a.m. - 9:00 a.m.**
**Emerging Trends in Edgebanding**
Lauro Dominici, Biesse
This workshop is perfect for delivering valuable insight into latest industry trends for edgebanding and easy ways to create high-quality products without the high-end price tag.

**FR62**
**Friday, Jul 19, 9:30 a.m. - 12:30 p.m.**
**Wood Coatings: Training Can Take Your Business to New Heights**
Louis Jasso, Elite Fine Finish
Transitioning from consumer products to industrial wood coatings can be intimidating but also necessary to take your finishing shop to the next level. Learn how you can confidently grow your business.

**FR63**
**Friday, Jul 19, 9:30 a.m. - 12:30 p.m.**
**Resin and Wood**
Scott Grove, Imagine Grove
Gain a better understanding of resin and which to use for what application. A resource list of suppliers and a quick reference guide with application and properties will also be provided.

**FR70**
**Friday, Jul 19, 1:30 p.m. - 3:30 p.m.**
**BAM! Just Like That, Sanding and Color Consistency Made Easy**
Diane Shattuck, Gemini Coatings
Color shift can be common place when certain basics are over looked. Learn which types of staining systems available can give best results for the “appearances” you are trying to achieve.

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**FR68**
**Friday, Jul 19, 9:30 a.m. - 11:00 a.m.**
**Marketing Your Program: How to Get Started**
Mark Smith, Reed-Custer High School
Learn why you should market your program, how to do it, free resources available to you, and much more. We will discuss stakeholders and gain access to useful templates.

**FR64**
**Friday, Jul 19, 11:30 a.m. - 1:00 p.m.**
**How to Get Money for Your Program...and Spend it Wisely!**
John Stearns, The MiLL
We will discuss various sources of funding, including private grants, Perkins, and industry donations, and once you get the funding, how to spend the money wisely to get the biggest impact.

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**Woodworking Network Symposia are NOT eligible for Package Pricing.

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**Registration Hours**
Wednesday, July 17, 8am - 4:30pm  • Thursday, July 18: 8am- 4:30pm
Friday, July 19, 8am - 4:30pm

**NOTE:** The conference registration desk will be open 30 minutes prior to the start of all CWWK™ and S.M.A.R.T. sessions to accommodate these special registrations.

**CANCELLATION:** Cancellation requests must be received in writing by June 27, 2019 to receive a 50% refund. After this date, no refunds. All refunds will be processed after the event. There will be a $5 charge for replacements or substitutions on-site.

**CHILDREN:** In accordance with display rules and regulations and security measures, children under the age of 16 are prohibited from entering the trade show floor at any time, including infants. There are no exceptions to this rule. Children 16 and older must have a badge to enter exhibit halls.

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