Workshop on New Profitable Business Strategies for Value Added Wood Products Manufacturers-Cabinets, Furniture, Millwork

Tuesday, November 8th, 2011
Princeton, West Virginia

Sponsored by:

Wood Education and Resource Center

Business Strategies for Woodwork Shops Should Address Products, Pricing, Competitors, Inventory Management and Marketing Targets

Don’t Delay — Register Today!

Name:
Company:
Address:
City:
State/Zip:
Email:
Phone:

Workshop Fee = $35 Per Person

Check payable to SEDKC & mail to:
NCSU Wood Products Extension
Attn: Joe Denig
Campus Box 8003
Raleigh, NC 27695
Phone: 919-515-5582
email joe_denig@ncsu.edu

Furniture Shops Large and Small Whether Making Custom Items or Supporting a Standard Line Sold Via Catalogs Need to Develop Short and Long Term Business Strategies
Business Strategy Workshops for Value Added Wood Products

Who Can Benefit From Attending this Business Strategy Workshop?

⇒ Owners and Managers
⇒ Key Company Personnel
⇒ Existing Businesses
⇒ Startup Businesses

Workshop Description
A focus on developing profitable business strategies for manufacturers of cabinets, furniture and millwork. A look at cutting edge ideas to grow sales and profitability. Areas of interest include marketing, business management, finance, equipment, product design, employee relations and purchasing.

Lunch is included in the $35 Registration Fee!

Workshop Location: Wood Education and Resource Center, Right off I-77 North of Princeton, West Virginia

You can find motel accommodations at Exit 9 on I-77 at US 460

Kitchen Cabinet Sales are Linked to the Housing and Construction Markets. It Takes a Good Business Strategy to Be Successful in Today’s Economy.

Join in the day-long discussions on business strategy and operations

The Wood Education Center Has Excellent Facilities for Providing Quality Educational on Topics of Interest to the Wood Products Industry

Good Management and Business Strategy Are the Keys for Success for Value Added Wood Product Manufacturers

Successful businesses manufacturing cabinets, furniture and millwork base their success on good management and follow a planned business strategy that is created in advance, adjusted over time and is often reviewed for improvements.

Workshop Info Contact
Harry Watt
NCSU Wood Products Extension
Phone 704-880-5034
Fax 919-515-8739
Email: harry_watt@ncsu.edu
Web: www.cnr.ncsu.edu/woodworkshops
Profitably Drying Small Quantities of Lumber Workshop

Wednesday, November 9th & Thursday, November 10th, 2011
Princeton, West Virginia

A Great Educational Opportunity!

Registration Fee $75 Per Person

Cutting Sample Boards Correctly is an Important First Step in Learning How to Properly Kiln Dry Lumber

Don’t Delay — Register Today!

Workshop Dates = 11/9 and 11/10/2011

Registration Form - Drying

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Please provide your email address as we will be sending confirmation and workshop information via email addresses!

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Profitability Kiln Drying Small Quantities of Lumber Workshop

Who Can Benefit From Attending this Hands-On Kiln Drying Workshop?

- Portable Sawmills
- Specialty Sawmills
- Cabinet, Furniture and Millwork Shops

Workshop Description

The workshop will dry a 1,000 board foot conventional dry kiln using sample boards to monitor the drying process. Students will learn how dry kilns work and how they can add profitability to a sawmill or wood processing operation.

Lunch is included in the $75 Registration Fee!

Workshop Location: Wood Education and Resource Center, Right off I-77 North of Princeton, West Virginia

You can find motel accommodations at Exit 9 on I-77 at US 460

Topics Include:

- Drying yard practices
- Kiln operation
- Solar kilns
- Dehumidification kilns
- Vacuum kilns
- Small conventional kilns
- Moisture relationships
- Drying schedules
- Avoiding stain and degrade

Lots of Discussions of Lumber and Dry Kiln Operations

Workshop Dates = 11/9 and 11/10/2011

Students Use Sample Boards to Monitor the Drying Process to Achieve Kiln Dried Lumber That is Flat, Bright, Free of Stress and of the Right Moisture Content

The Wood Education Center Has Excellent Facilities for Providing Quality Educational on Topics of Interest to the Wood Products Industry

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New Technologies Like Tool Changers, Feed Through CNC Routers and Better Clamping Systems Can Keep the Crew Off the CNC Router Tables!

Registration Form-Bus. Strategy

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Workshop Fee $35 Per Person
Lunch is Included!

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Phone: 919-515-5582
e-mail joe_denig@ncsu.edu

Workshop Date = 6-7-2012


Please provide your email address as we will confirm registration and send workshop information via emails!

Workshop Website = www.cnr.ncsu.edu/woodworkshops

Workshop on New Technologies for Value Added Wood Products Manufacturers-Cabinets, Furniture, Millwork

Thursday, June 7th, 2012
Princeton, West Virginia

Sponsored by:
Wood Education and Resource Center, Northeastern Area State and Private Forestry, U.S. Forest Service.
New Technology for Value Added Wood Products

Who Can Benefit From Attending this Business Strategy Workshop?

⇒ Owners and Managers
⇒ Key Company Personnel
⇒ Existing Businesses
⇒ Startup Businesses

Workshop Description

New technology is coming to the wood products industry every day and this is the place to come and hear the latest. We are inviting equipment, software and tooling vendor to come and show us their latest efforts to be better, faster and cheaper with the newest technology.

Lunch is included in the $35 Registration Fee!

Workshop Location: Wood Education and Resource Center, Right off I-77 North of Princeton, West Virginia

Motel accommodations at Exit 9 on I-77 at US 460

Workshop Date = 6-7-2012

CNC Machining Centers Have Opened the Door for Many Wood Products Manufacturers to Look at Additional Technology in Rough Mills, Gluing, Finishing and Packing.

Join in the day long discussions on new technologies for cabinets, furniture and millwork

Technology is advancing on a continuous basis and it is useful to get out of the shop and look at what new options may fit your business. Changes also occur in materials and this workshop will discuss both innovations in equipment as well as software and materials.

Staying at the Top of Technology Can Keep Businesses Competitive

The Wood Education Center Has Excellent Facilities for Providing Quality Educational on Topics of Interest to the Wood Products Industry

Sponsored by:

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e-mail joe_denig@ncsu.edu
Workshop Date = 4-5-2012

Planned Demonstrations Will Include a Portable Sawmill, Board Edger, Band Resaw, a Planer Moulder and Bandsaw Grinder and Setter

Profitable Operation of Small Sawmills Workshop

Thursday, June 14th, 2012 Wood Education & Resource Center, Princeton, West Virginia

Lunch is Provided in the Workshops Registration Fee!

A Great Educational Opportunity!

Sponsored by:

Wood Products Extension

NCSU & WERC are institutions equal opportunity providers

The work upon which this workshop is based was funded in whole or in part through a grant awarded by the Wood Education and Resource Center, Northeastern Area State and Private Forestry, U.S. Forest Service.
Who Can Benefit From Attending this Small Sawmill, Lumber Drying and Value-Added Workshop?

- Small Sawmill Operators
- Lumber Drying Operations
- Value-Added Shops- Cabinets, Furniture, Millwork

**Workshop Description**

This workshop focuses on small sawmills and lumber drying operations with gas, diesel engines and single phase electric power. Equipment vendors are invited to set up exhibits and offer demonstrations. Classroom lectures cover equipment currently available for small sawmill and lumber drying operations, how to saw for improving hardwood lumber grades, basics of the hardwood lumber grading system, lumber drying basics, heating a kiln with a stick wood water stove, profitable business and marketing strategies, and how to make value-added products beyond green and kiln dried lumber. Business topics will also be covered.

Lunch is Provided in Registration Fee!

**Workshop Location—WERC, Princeton, West Virginia at Exit #14 on I-77**

This workshop focuses on these areas:

- Small sawmills and shops powered with diesel and gas engines, and single phase power
- How to saw for grade and an introduction to the hardwood lumber grading system
- How to properly dry lumber
- How to set up a business that can make value-added products like cabinets, furniture and millwork
- Equipment vendors are invited to set up their equipment and offer demonstrations
- How to make money with a small sawmill operation
- Preventing stain and other forms of degrade that lose money

Equipment Vendors Are Invited to Set Up Exhibits and Offer Demos

**Sponsored by:**
NCSU Wood Products Extension, Wood Education and Resource Center and Independent Sawmill and Woodlot Magazine

Opportunities Exist for Operations Who Are Creative and Work to Grow

The current recession has dampened the overall demand for wood products in the US. Small sawmills and related operations can be successful when being active to switch US buyers from foreign made wood products to domestic and by working to create new buyers. Many US buyers are wanting to buy locally made products and this is an opportunity for the small local operator to be successful.

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Leadership Conference for Promoting Locally Made US Wood Products

Thursday, August 2nd, 2012, Wood Education and Resource Center, Princeton, West Virginia

Workshop Web Page =
www.cnr.ncsu.edu/usalocalwood

A Great Educational Opportunity!

Locally Made Wood Products Can Be An Important Element to Support a Stronger Local Economy Throughout the US

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Sponsored by:

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Leadership Conference for Promoting Locally Made US Wood Products

Who Can Benefit From Attending This Conference?

⇒ Private Industry
⇒ Public Forestry Organizations
⇒ Industry Support Associations
⇒ Economic Development

Workshop Description

The conference is an educational and networking event to add to the foundation of the movement that is supporting locally made US wood products. Its an opportunity to learn the latest thinking on how to grow the use of US hardwoods for value added wood products like cabinets, furniture and millwork as well as marketing wood for local use of energy.

Lunch is included in the $35 Registration Fee!

Workshop Location: Wood Education and Resource Center, Right off I-77 North of Princeton, West Virginia

How Can We Develop a Real Local Wood Products Movement?

The Wood Education Center Has Excellent Facilities for Providing Quality Education on Topics of Interest to the Wood Products Industry

Workshop Date = 8-2-2012

Topics Include:

- Branding programs
- Local plus regional marketing
- The role of supporting economic development groups
- How supporting public forestry organizations can help
- What products and processes might work to grow sales
- What markets are available
- Effective marketing strategies
- Speakers include business owners who are successful at marketing locally & regionally
- Lessons to learn from the Local Food Movement

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