

Workshop Date = 11-8-2011



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

**Registration Form-Bus. Strategy**

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

**Workshop Fee \$35- Lunch Included!**

**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

**Don't Delay — Register Today!**



NCSU Wood Products Extension  
Campus Box 8003  
Raleigh, NC 27695

*A Great Educational Opportunity!*

**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 Products Extension**

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.

# 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



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## 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](mailto:harry_watt@ncsu.edu)  
Web: [www.cnr.ncsu.edu/woodworkshops](http://www.cnr.ncsu.edu/woodworkshops)



This Workshop Teaches How to Calculate Moisture Contents Based on Board Samples as Well as How to Use Surface and Pin Moisture Meters

### Registration Form-Drying

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

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

### Registration Fee \$75

**Check payable to SEDKC & mail to:**

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 Attn: Joe Denig  
 Campus Box 8003  
 Raleigh, NC 27695  
 Phone: 919-515-5582  
 email joe\_denig@ncsu.edu

NORTH CAROLINA STATE UNIVERSITY

**NC STATE UNIVERSITY**

NCSU Wood Products Extension  
 Campus Box 8003  
 Raleigh, NC 27695

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

***Don't Delay — Register Today!***

## Profitably Drying Small Quantities of Lumber Workshop

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

Sponsored by:



WOOD EDUCATION  
 AND RESOURCE CENTER



NORTH CAROLINA STATE UNIVERSITY



**Wood Products Extension**

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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**



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

## Lots of Discussions of Lumber and Dry Kiln Operations

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



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



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### Topics Include:

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

### Workshop Info Contact

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Web: [www.cnr.ncsu.edu/woodworkshops](http://www.cnr.ncsu.edu/woodworkshops)

Workshop Date = 3-22-2012



Locally Made Wood Products Include Millwork Items Like Doors, Mouldings, Flooring and Stair Parts

### Registration Form-Local Wood

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

### Registration Fee \$35

**Check payable to SEDKC & mail to:**

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Campus Box 8003  
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Phone: 919-515-5582  
email joe\_denig@ncsu.edu



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

**Don't Delay — Register Today!**



NCSU Wood Products Extension  
Campus Box 8003  
Raleigh, NC 27695

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## Leadership Conference for Promoting Locally Made US Wood Products

**Tuesday,  
March 22nd, 2012,  
Wood Education and Resource Center,  
Princeton, West Virginia**

Sponsored by:



### Wood Products Extension

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.

# 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

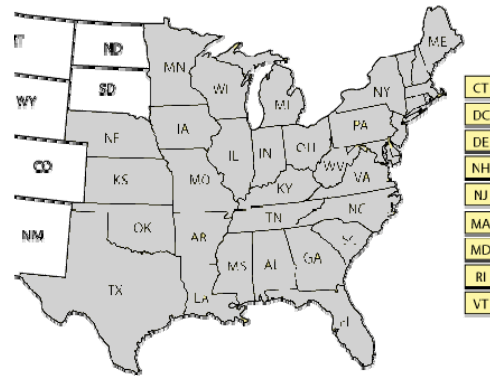
## Workshop Description

The conference is an educational and networking event to add to the foundation of the movement that is supporting locally made US wood products. It's 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**

Workshop Date = 3-22-2012



The Wood Education and Resource Center Serves the 35 States East of the Great Plains

## How Can We Develop a *Real* Local Wood Products Movement?



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



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Topics Include:

- Branding programs
- Cluster of manufacturers
- Local plus regional marketing
- The role of supporting economic development groups
- How supporting public forestry organizations can help
- What products and processes might work
- What markets are available
- Joint marketing efforts by multiple manufacturers
- Local marketing for larger companies
- Effective marketing strategies

## Workshop Info Contact

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Web: [www.cnr.ncsu.edu/woodworkshops](http://www.cnr.ncsu.edu/woodworkshops)



Demonstrations Will Include a Portable Sawmill, Board Edger, Band Resaw and a Planer Moulder

Lunch is Provided in the Workshops Registration Fee!

Name:	
Company:	
Address:	
State:	
Zip Code:	
Email:	
Phone:	

### Registration \$35-Sawmill

**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  
 Workshop Date = 4-5-2011



A Vendor at Last Year's Workshop Giving a Sawing Demonstration

This year we plan to have for demonstration a portable sawmill, board edger, band resaw and a planer moulder.



NCSU Wood Products Extension  
 Campus Box 8003  
 Raleigh, NC 27695

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## Workshop on Small Sawmill Business Strategies and Hands On Demonstrations

**Tuesday, April 5th, 2012  
 Wood Education & Resource Center,  
 Princeton, West Virginia**

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, North-eastern Area State and Private Forestry, U.S. Forest Service.

# Small Sawmill Workshop—April 5th, 2012 Princeton, WV

## 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 you 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.



Wood Products Extension

## Workshop Info Contact

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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**

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

**Workshop Fee \$35-Technology Lunch is Included!**

**Check payable to SEDKC & mail to:**

NCSU Wood Products Extension  
Attn: Joe Denig  
Campus Box 8003  
Raleigh, NC 27695  
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New Innovations for Finishing Wood Products Allow for High Labor Productivity as Well as Flexibility. Replacement of Manual Methods With Automation is Very Important When Making Cabinets, Furniture and Millwork Wood Products.

**Don't Delay — Register Today!**



NCSU Wood Products Extension  
Campus Box 8003  
Raleigh, NC 27695

*A Great Educational Opportunity!*

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

**Tuesday,  
May 3rd, 2012  
Princeton, West Virginia**

Sponsored by:



**Wood Products Extension**

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.

# 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**

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

Workshop Date = 5-3-2012



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**



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



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**Staying at the Top of Technology Can Keep Businesses Competitive**

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.

### Workshop Info Contact

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Web: [www.cnr.ncsu.edu/woodworkshops](http://www.cnr.ncsu.edu/woodworkshops)