



IWF 2014 Preview Guide

IWF • Wednesday - Saturday • August 20-23, 2014 • Georgia World Congress Center • Atlanta, Georgia

The Gateway to New Technology, Machinery, & Supplies

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- COUNTERTOPS AND FLOORING
- BIOMASS

...AND MUCH MORE

IWF 2014 Show Hours

Wednesday, August 20 – 8:30 a.m. to 5:00 p.m.

Thursday, August 21 – 8:30 a.m. to 5:00 p.m.

Friday, August 22 – 8:30 a.m. to 5:00 p.m.

Saturday, August 23 – 8:30 a.m. to 4:00 p.m.

No one under 16 admitted.

International Woodworking Fair®
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2014
Booth # 5013



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IWF Deals of the Day

List of Participating Venues

*Wednesday through Saturday, local tours, attractions and restaurants are offering great deals to IWF attendees. The best 5 deals will be featured each day.
To learn more visit Deals of the Day on www.atlanta.net/iwf2014*

Company Name

4th & Swift
7 Stages Theatre
Agatha's -- A Taste of Mystery
Aja
Alliance Theatre
Atlanta Ballet
Atlanta Braves
Atlanta Hawks
Atlanta Movie Tours
Atlanta Shakespeare Company
ATL-Cruzers Electric Car
& Segway Tours
Avis Rent-A-Car
Bantam and Bidy (Ansley Mall)
Bantam and Bidy (Crescent Ave. Midtown)
Bar 210 & Sun Dial Bar
(Westin Peachtree Plaza)
BLT STEAK-Bistro Laurent
Tourondel
Bocado Restaurant
Braves Museum & Hall of
Fame/Turner Field Tours
Cafe Intermezzo
CaJa Popcorn
Calhoun Premium Outlets
Cantina Taqueria & Tequila Bar
Carey Executive Limousine
Atlanta
Chick A Bidy (Atlantic Station)
City Segway Tours
Coast
CosmoLava
Cuts Steakhouse
Dantanna's

Der Biergarten
Fandangles Restaurant &
Martini Bar (Sheraton Atlanta)
Fernbank Museum of
Natural History
Foxhall Resort and Sporting Club
Georgia Aquarium
Goldfish
Gordon Biersch Brewery
Restaurant - Buckhead
Gordon Biersch Brewery
Restaurant - Midtown
Hard Rock Café
Haveli Indian Cuisine
(Atlanta Gift Mart Downtown)
High Museum of Art
High Velocity (Atlanta
Marriott Marquis)
Horizon Theatre Company
Hudson Grille - Downtown
Imperial Fez Restaurant
Inside CNN Studio Tour
Jimmy Carter Presidential
Library & Museum
Johnny Rockets
Underground Atlanta
Lobby Bar and Bistro
Macy's
Mary Mac's Tea Room
Max's Coal Oven Pizzeria
Medieval Times Dinner
& Tournament
Megabus.com
Morton's The Steakhouse/
Downtown
Millennium Gate

Museum of Design Atlanta (MODA)
Nikolai's Roof (Hilton Atlanta)
No Mas! Hacienda & Cantina
North Georgia Premium Outlets
One Midtown Kitchen
Original El Taco, The
Paschal's Restaurant
Peachtree Trolley, The
Pittypat's Porch Restaurant
Poor Calvin's
Premier Exhibitions
Prime Restaurant (Lenox Square)
Publik Draft House
Ray's in the City
Red Brick Brewing Company
Room at Twelve Hotel
Ruth's Chris Steak House/
Centennial Park
Serpas True Food
Shed at Glenwood, The
Shout Restaurant
Six Flags Over Georgia
Skyview Atlanta
Smoke Ring
Spence, The
Sprinkles Cupcakes
STATS
Steel Restaurant & Lounge
STK Atlanta
Stoddard's Range & Guns
Stone Mountain Golf Club
STRIP Steak-Seafood-Sushi
Sway (Hyatt Regency Atlanta)
Tap
Ted's Montana Grill
Terraces Restaurant & Lounge
(Georgia World Congress Center)
The Children's Museum of Atlanta
The King Center
Thrive Restaurant
Tongue & Groove
Trader Vic's Lounge (Hilton Atlanta)
Truva
Twenty-Two Storys (Hyatt Regency
Atlanta)
Twist Restaurant & Tapas Bar
Underground Atlanta
World of Coca-Cola
Zoo Atlanta



***Show your IWF Badge at any participating venue to take advantage of the deal.**

Company Name	Booth #
EdgeCo, Inc.	.4956
Edgemate Inc.	.1324
EDWOOD	.1344
eFactor3, LLC	.4128
EFS International Holding LTD	.3015
Electronic Wood Systems GmbH	.2047
Element Designs	.3049
Elias Woodwork	.1964
Elio: A Division of ITC Inc.	.1365
Epilog Laser	.7129
Equipment, Ltd.	.7191
Era Architectural Hardware Factory	.1946
Erhophal Maschinenmesser GmbH	.7445
ETemplate Systems	.4552
Eterna Lighting	.1724
ETP Transmission, Inc.	.6516
Eumabois	.4258
EuroLimited.com	.8117
European Woodworking Machinery Company	.6734
☞ Eurosoft, Inc.	.4923
EuroVinyl Plus USA LLC	.1630
Eurowood Machinery, LLC	.8047
Excel Dowel & Wood Products, LLC	.1910
EX-FACTORY INC.	.7714
Expo AMPIMM - Mexican Fair	.4256
EXPO PROMUEBLE	.4239
Extrude-A-Trim Inc.	.3349
E-Z Mix	.4424
EZE-LAP Diamond Products, Inc.	.2723
F	
FABA S.A.	.7353
Fagor Automation Corp.	.6912
Fandeli International Corporation	.3149
Far East American	.1661
FDSE Inc.	.1865
FELDER Group USA	.6752
Felins USA, Inc.	.7439
Ferrari America, Inc.	.3055
Ferro Industries, Inc.	.1308
Ferwood srl	.5070
Fezer S/A Industrias Mecanicas	.8061
FF&T, Inc.	.1415
FIMMA Brasil 2015	.4243
Finish Systems	.4401
Finish Tech Corporation	.1863
Fischer Precision Spindles, Inc.	.7862
● FISCH-Tools	.4761
FJM Security Products	.1721
Flakeboard	.2437
Flamex, Inc.	.5323
Fletcher Machine Company, Inc.	.7969
FlexArm Inc.	.7763
Flexaust Company	.5427
Flexible Materials, Inc.	.1431
Flex-Trim® U.S.A. Inc.	.6020
Flying Dutchman, Inc.	.5022
FN Stone Inc.	.4944
Forest Products Society - SE	.4162
Forest Stewardship Council US	.4125
FormWood Industries, Inc.	.4521
Foshan Darui Auto Welding Equipment Co., Ltd.	.8112
Foshan Jindong Metal Products Factory	.3242
Foshan Shunde Dongyue Metal & Plastic Products Co., Ltd	.1867
Foshan Shunde Junaobao Hardware Co., Ltd.	.1318
Foust Metal Works, Inc.	.4920
Franklin Furniture Institute, Miss. State Univ.	.3339
Franklin International	.2022, 2026
Franmar Chemical, Inc.	.4200
Freeborn Tool Company	.5703
Freeman Corporation, The	.1641
Freud America, Inc.	.6549
Friedman Corporation	.4412
☞ Friulmac, Inc.	.6729
Frontline Engineering	.4219
● FS Tool Corporation / FS Cruing	.6949
Full House Company	.4257
Fulterer USA	.1855
Funder America, Inc.	.2037
Furnlite, Inc.	.3313
Future Lighting	.3100

Company Name	Booth #
G	
Garnica Plywood	.1740
Gau Jing Machinery Industrial Co., Ltd.	.7994
GEM Industries	.5445
Gemini Industries	.2521
General Finishes	.3137
General International Mfg. Co. Ltd.	.6748
● ☞ General Tools & Instruments	.5972
Georgia Forestry Commission	.4639
Georgia-Pacific Corp.	.2355
German Pavilion / Federal Ministry of Food and Agriculture	.1555
German Woodworking Machinery Manufacturers Assn/VDMA/LIGNA Hannover	.4226
Gesong Enterprises Co., Ltd.	.2621
Giardina USA	.7913
Giben America, Inc.	.7873, 7973
Gildo Profilati, s.r.l.	.3325
Gingrich Woodcraft, Inc.	.4517
Giordano Colombo S.r.l.	.7838
Gizir Ahsap Insaat Turizm San. Tic. A.S.	.1737
Glacial Wood Products, Inc.	.1331
Global Abrasive Products, Inc.	.3101
Global Finishing Solutions	.4440
Global Plywood & Lumber, Inc.	.4641
Global Shop Solutions	.4853
Global Tooling & Supply Co.	.5973
Goff's Enterprises, Inc.	.4218
Golden Vantage (HK) Ltd.	.5922
Goodfellow Inc.	.4242
Goodspeed - Intorex s/a.	.6029
☞ GRACO, Inc.	.2029
☞ Grass America Inc.	.2137
Gravotech, Inc.	.7844
Great Lakes Custom Tool Mfg., Inc.	.4235
GreCon, Inc.	.6526
Greenlam America Inc.	.2520
Greenline Industries	.2600
GREX Power Tools	.6447
Grupo Alvic / Lioher Enterprise Corp.	.3069
Guangdong Cideron Industry Co., Ltd.	.1329
Guangdong Saca Precision Manufacturing Co., Ltd.	.1601
Guangdong Tutti Hardware Co., Ltd	.3062
GUHDO-USA Inc.	.6935
Guiding Hardware Co., Ltd	.2046
Gyokucho Trading Co., Ltd., Japan	.4342
H	
H&Z Hardware International Co., Ltd.	.3162
H.B. Fuller Company	.4935
H+H System, Inc.	.2712
H3D Tool Corp.	.6024
● HAFCOVAC	.4643
Hafele America Co.	.2317
Hainan Re-Cheng Trading Co.	.2063
Haining Jinmao Hardware Co. Ltd.	.2524
Haining Yicheng Hardware Co., Ltd.	.1811
Hangzhou Advance Hardware Manufacturing Corp.	.2816
Hangzhou Helun Import & Export Co., Ltd.	.1967
Hans Weber Sales & Service Corp.	.6569
Hansentek	.4859
Harbin Hi-Tech Machinery Co. Ltd.	.7225
Hardware Concepts, Inc.	.3031
● ☞ Hardware Resources	.2854
Hardwood Plywood and Veneer Association / HPVA Laboratories	.4163
Hardwoods Specialty Products	.1455
☞ Hasko / Haskan / Mekanika	.7839
Hatton-Brown Publisher's Inc.	.1349
HD Hardware Co., Ltd	.1368
Heartland Fasteners, LLC	.3113
Heico Fasteners, Inc.	.4961
Helmitin Adhesives	.4638
Hengcheng Tools	.4657
Henkel Corporation	.6161
Heshan Jofo Non-Woven Factory	.6459
Hettich America	.2115
Heyuan Fuma Cemented Carbide Co., Ltd.	.7465
Hickory Saw & Tool, Inc.	.4560
Hi-Tech Duravent	.5041
Hiwin Corporation	.7323
HMT Manufacturing Inc	.7248

Company Name	Booth #
Hoffmann Machine Company, Inc.	.6556
Holland Southwest International	.1464
HOLZ-HER US Inc	.5953
Holzwoed Inc.	.7869
Honeyville Metal, Inc.	.7459
Hood Distribution	.2055
Horizon Wood Products	.4453
Hot Melt Technologies, Inc.	.5518
HSD USA	.7846
Huang Shan Jinling New Material Co., Ltd.	.1314
Hueck Rheinische GmbH	.1355
Hurst Boiler & Welding Co., Inc.	.6103
Hurst Engineering	.4464
Hwa Lang Ceramic Hardware Factory Co.	.3063
Hymmen Industrieanlagen GmbH	.1940
I	
ICA North America	.2528
IGP Pulvertechnik AG	.1569
ILVA-USA	.1620
IMA America Corp.	.6439, 6263
IMAL s.r.l.	.2347
IMPEKK	.3200
IMS USA, LLC	.7878
INDAUX	.2407
Indiana Architectural Plywood, Inc.	.1673
Indiana Dimension, Inc.	.4425
Industrial Molded Rubber Products	.5457
Industrial Timber & Lumber Company	.2162
Infratrol Manufacturing Corp.	.8025
Integra Adhesives USA Inc.	.4845
Interlam, Inc.	.2855
International Saw & Knife Association	.4347
International Wood Products Association	.1440
Intertek Industrial Corp.	.1417
INTERZUM 2015 - Koelnmesse GmbH	.1547
Intradin (Shanghai) Hardware Co. Ltd.	.1425
● ☞ INVIS (North America), Inc.	.4349
ISFA - International Surface Fabricators Association	.4948
● ISHAD - OPTIMUS 4X	.7090
Italpresse USA, Inc.	.4813
ITW STA'-PUT	.1914
J	
J & G Machinery, Inc.	.7925
J.D.L. Co	.4264
J.W. Winco, Inc.	.4444
Jako Hardware USA	.3255
☞ James L. Taylor Mfg / JLT Clamps / Cameron Automation	.5535
Jamieson Laser LLC	.7221
JCT Products	.1313
Jiangsu High Hope Arser Co., Ltd	.4119
Jiangyin Diamond Tools Co., Ltd	.4138
Jiashan Far Plan Imp & Exp Co., Ltd	.1317
Jiaxing Kaochuan Woodwork Co., Ltd	.1773
Jieyang Biaozhi Hardware Precision Manufacture Co., Ltd	.3244
Jieyang City Gainlead Metals Industry Co., Ltd	.3212
Jinlun Metal Ware Co., Ltd.	.3324
Joos USA, Inc.	.6749
JOULIN North America LLC	.5540
Jowat Corporation	.6113
Joy Hardware Ind. Co., Ltd.	.3115
JTech Solutions	.1573
JUST Normlicht, Inc.	.1973
K	
K&B Duct	.8167
Kaeser Compressors, Inc.	.5534
☞ Kanefusa USA Inc.	.6169
Kao Jen Tools Co., Ltd.	.7455
Kay Industries, Inc.	.6417
☞ KCD Software	.1655
Keeler Home Products	.1625
KEITH Mfg. Co.	.6441
Keller & Co.	.5435
Kentec, Inc.	.6174
Kenwood Milling	.4637
☞ Kerfkore Company	.2163
Kern Laser Systems	.7228
Keystone Laminates, Inc.	.3112
Keystone Wood Specialties, Inc.	.4344
Keytrix Data Systems, Inc.	.4738
King Plastic Corp.	.2714
King Slide Works Co., Ltd.	.2837

Exhibitor List

Key: ● Exhibitor is displaying a new product or service at IWF 2014
 ☞ Exhibitor has entered the competition for the Challengers Distinguished Achievement Awards®
 Exhibitors in bold are first time IWF Exhibitors
 (current as of 6/25/14)

Company Name	Booth #	Company Name	Booth #	Company Name	Booth #
Kings Mountain International	1437	MKT USA	1320	Pennsylvania Hardwoods	
Kingstar Furniture Accessories Limited	2810	Mohawk Finishing Products	2663	Development Council	2824
Kleiberit Adhesives Canada	7153	MoldingKnives.com	8081	☞ Pillar Machine	6990
Kleiberit Adhesives USA, Inc.	7153	Moldow A/S	7562	Pinske Edge, The	4149
Klingspor Abrasives, Inc.	2820	Monarch Custom Plywood Inc.	1449	Pittsburg State University,	
Knappe & Vogt	1660	Moon's Saw Shop Supplies Inc.	4225	Wood Technology	3347
Koch Ltd. Machinery & Systems	6135	Mozaik Software, Inc.	7335	☞ Planit Solutions, Inc.	4613
Komo Machine, Inc.	5213	MultiCam, Inc.	5547	Plastix USA LLC	3217
Konig North America	1817	Murphy Company	3307	Plum Creek MDF, Inc.	3227
Koppe Timber Trading GmbH	4248	N		Plummer Forest Products	3332
Kreg Tool Company	4327, 4335	N.R. Murphy Ltd	5526	PMK Machinery LLC Dba PMK Family LLC	6153
Kremlin Rexson Inc.	1407	NAP GLADU	5113	Pollmeier Inc	4427
Krono System SRL	3223	Nash, a Gardner Denver Product	8035	PolyBak by Richwood Industries, Inc.	2500
Kubor Tooling	8060	NBMDA / Cabinet Industry		Pony Tools, Inc.	4259
Kundig	5952	Distribution Association	1421	PopLite Specialty Panels	3226
Kurier Drzewny Magazine	4145	NC State University - Forest Biomaterials	3343	Popular Machinery and Tools, Inc.	7842
KVAL, Inc.	4927	Nederman, Inc.		Porta Door Co., Inc.	4839
L		(formerly Dantherm Filtration)	4860	Porte Magazine	1362
Lacey-Harmer a Division of		NEMI	4557	Pottker USA	2341
Connexus Industries, Inc.	7866	New CNC Router	7522	Prazi USA Inc.	8120
Laguna Tools, Inc.	7772, 7581	Newman Machine Company, Inc.	5035	Precision Drive Systems	4513
LAMELLO Biscuit Joinery Systems	5523	Newport Specialty Machinery	7359	● Premier EuroCase	1521
Lamigraf, S. A.	2440	● ☞ Next Wave Automation - CNC Shark	7884	Prevost Corporation	6421
Laminate Technologies, Inc.	2362	NHLA - National Hardwood		Prime Lumber Company	4353
LAMITECH S.A.	2615	Lumber Association	4223	● Proadec	1328
Langboard, Inc.	1520	Ningbo Rieche Machinery Co., Ltd.	1424	Production Systems, Inc.	8041
Larick Machinery Inc.	6252	Ningbo Technic Lighting Co., Ltd.	3214	Products America, Inc.	1968
Laser Products Industries	4843	Nisko Plastic and Hardware		ProEdge, Inc.	5843
Lauderdale-Hamilton, Inc.	5901	Manufacture Limited	3157	Prona Tools Inc.	4205
Laurey div. Strategic Brands, Inc.	2700	Nordfab Ducting	8134	ProTech Group	2446
Leadermac Machinery Co., Ltd.	6772	Nordson Corporation	7148	Putsch & Company	6529
Leasing Resources, Inc.	5942	Norres Industrial Hoses Ltd.	7854	Q	
Lee Valley & Veritas Tools	4213	Nortec Systems	7769	Qingdao Ferretec Co., Ltd.	5522
Lee's Decorative Showcase /		North American Plywood	1717	Qingdao Sunshine International Co., Ltd.	1947
DADS NAILS	4245	North American Veneer, Inc.	1962	Quail Leasing Corporation	8045
Legacy Woodworking Machinery		North Carolina State University		QUART WOOD CO.	1869
a div. of Phantom Eng.	7929	Wood Products Extension	3345	Quick Machinery Company	8147
● ☞ Leitz Tooling Systems LP	5553	● Northern Apex Corporation	5939	☞ QuickScrews International Corp.	3258
Lenderink Technologies, Inc.	4764	Northern Contours	1913	Quickwood LLC	8114
LENMAR, INC.	1325	Northland Corporation	1949	R	
Leuco Tool Corporation	5735	Northtech Industrial Machinery	6981	R&D Coatings, Inc.	3359
Li Hsing Cutters Co., Ltd	7479	Northway Industries, Inc.	1648	RadTech - UV & EB Curing Association	1343
Liberty Woods International	1614	Northwest Hardwoods, Inc.	5052	Ram Group, Inc., The	8121
Lico Machinery, Inc.	7121	Northwood Machine		Raptor® Nails & Staples	1306
● Lignadecor Uretim ve Pazarlama A.S.	1537	Manufacturing Company	4825	Rasonics Metal & Plastic	
Lignomat USA, Ltd.	3333	Norton Abrasives	3317	(Shenzhen) Co., Ltd.	1310
Lignum Consulting	7435	Novaflex Hose	6266	RazorGage, Technical Services, Inc.	7280
Limab North America, Inc.	1926	Nurnberg Messe North America	4221	Rees-Memphis, Inc.	4734
Limtech Industries, Inc.	7847	Nyle Systems LLC	4452	REHAU Incorporated	2555
Linbide Tools	5461	NYVE Corp.	4439	Renner Wood Coatings	3044
LMT Onsrud LP	7013	O		● Rev-A-Shelf/Tresco	1955
Lockdowel	4456	☞ O2 Filtration, LLC	6420	Richelieu Hardware	2007
Loewer / Millspec Machine	7761	☞ Ogden Group	5129	Richmond International Forest Products	1529
LOGOSOL	7801	Old School Cabinets DBA KornerKing	1471	Richwood Industries Inc.,	
Long May Industrial Co. Ltd.	1713	Oliver Machinery Company	6769	Makers of PolyBak	2500
LOTI Corporation	4249, 4938	Olon Industries, Inc.	2129	Riken USA Corporation	1911
LP Building Products	1826	Olympus Lock, Inc.	2720	Rileasa Aps	8153
M		Omeco	6734	Riverside Tool Corp.	6000
M.L. Campbell	2537	Omega National Products	2014	RKO Saw	4462
M.Y. Timber Co., Ltd	3111	OmegaCube Technologies	4423	Rockford Process Control	4164
Machine Tool Camp	7735	OMGA, Inc.	6753	Roctech CNC	7429
Maggi Technology	7921	OMNOVA Solutions Inc.	1837	Roger Shaw & Associates, Inc.	8135
Mahild Drying Technologies, GmbH	4228	Oneida Air Systems, Inc.	7235	Roma Plastik San. Ve Tic. A.S.	1575
Marinus/Akhurst	6560	● Onsrud, C.R., Inc.	5013	Ron Jones Hardwood Sales, Inc.	4352
☞ Martin Woodworking Machines Corp.	6569	Opti-Sand Incorporated	8029	Roseburg Forest Products	2529
Marwood, Inc.	1373	Original Saw Company, The	7329	ROTOOL	8146
Massaging Insoles by Healthy Feet, Inc.	4234	OSAI, a division of Prima Electro	5544	Roura Material Handling	5459
Master Magnetics, Inc.	4760	Osborne Wood Products, Inc.	2515	Royce//Ayr Cutting Tools, Inc.	7552
Mastercam / CNC Software, Inc.	4715	OTB Machinery, Inc.	8020	RT Machine Co. Inc.	5047
Masterduct, Inc.	7437	Outwater Plastics Industries, Inc.	1406	Rubberwood USA (Jayakas)	1541
Masterwood America	7835	P		RUF Briquetting Systems	7163
Maya Positioning Equipment Mfg. Co., Inc.	5839	Packsize, LLC	4822	S	
MB-Maschinenbau GmbH	7135	PADE USA	6035	SA International	6018
Medi Mall, Inc.	4417	Pallmann Industries, Inc.	7263	Saber Diamond Tools, Inc.	6012
☞ Mereen-Johnson LLC	5567	Panel Buddies.com (DBA)		Safety Speed Manufacturing	6013
Micro Fence	5024	Midcoast Mfg & Supply LLC	3119	Salice America, Inc.	2829
Micro Jig, Inc.	4300	Panel Processing	3131	Salt International	3207
Microvellum, Inc.	4547	Panolam Industries International, Inc.	1507	Samet Kalip ve Madeni Esya	
Mid America Protective Coatings	3027	Paramount Extrusions Company	4821	San ve Tic A.S.	1647
Middle Tennessee Lumber Co., Inc.	4522	Parson Adhesives, Inc.	1412	Samwoo Co., Ltd.	1430
Midwest Hardwood Corporation	4546	Parton Lumber Company	4742	SandMan Products, LLC	5938
Milesi USA	2062	Patrick Industries, Inc.	2725	Sandvik Surface Solutions - div. of Sandvik	
Miltec UV	5919	Peerless Saw Company	6520	Materials Technology Deutschland GmbH	1515
Misenheimer, Inc.	4852	Pennsylvania & Indiana Lumbermens		SATA Spray Equipment	4527
MJB Wood Group, Inc.	1637	Mutual Insurance Companies	4422	Sauers & Company Veneers	4358

Company Name	Booth #	Company Name	Booth #	Company Name	Booth #
Save Edge	.4520	Surface & Panel Magazine	.1570	Vulcan – Heraeus	.1545
Saw Systems	.5554	☞ SurfPrep Sanding by Dixon Enterprises	.4835	Vytek	.7813
● Saw Trax Manufacturing Co., Inc.	.4814	Sweed Machinery, Inc.	.4952	W	
SawStop	.6712	Sylka, Inc.	.4565	W Squared Diamond Tool LLC	.4524
Sawyer Bentwood, Inc.	.4446	T		Wagner Meters	.2721
Schattdecor, Inc.	.2613	TAFISA Canada, Inc.	.2455	Wall Lenk Corporation	.1416
Schelling America, Inc.	.6446, 6462	Taiming Enterprise Holding Co., Ltd.	.2447	WalzCraft Industries	.2510
Schenk Ltd.	.1321	Taiwan Woodworking Machinery Association	.4457	Wandres Corporation	.5062
Schmalz, Inc.	.4826	TAWI USA, Inc.	.5929	Wang Tai Machinery Co., Ltd.	.7324
Schmidt Co., Inc., Charles G.G.	.5514	TECE Dekor A.S.	.1561	Weibiao Hardware USA Co., Ltd.	.3143, 3323
Schneeberger Corp., J.	.6047	Tech Mark, Inc.	.7253	WEIMA America, Inc.	.5947
Scientific Dust Collectors	.8073	Techniks	.5113	☞ Weinig/Holz-her	.5952, 5953
Scilm America	.3219	TEKNOMOTOR SRL	.7169	Weipin Mech International Co., LTD.	.5441
● SCM Group North America	.6452, 7521, 7535, 7555	Tenn-Tex Plastics, Inc.	.2155	Wenzhou Hoey Trading Co., Ltd.	.1315
☞ SD Machinery	.4575	TENRYU America, Inc.	.6457	Wenzhou Lonpa Hardware Co., Ltd.	.3240
Seemac, Inc.	.3118	Terminus	.5918	West Fraser Mills Ltd.	.1923
Selby Furniture Hardware Co., Inc.	.1907	Teverpan MDF Levha San. Ve Tic A.S.	.1629	West Wood Products	.2601
Senco Products, Inc.	.7363	The M.K. Morse Co.	.7534	Western Cutterheads LLC	.8085
Senoplast	.3011	Thermovision Products, Inc.	.2863	Western Pneumatics, Inc.	.6147
Seradex Inc.	.4942	☞ Thermwood Corporation	.5513	Western Pulp Products Company	.2828
SF Diamond Co., Ltd.	.8069	Thomco Specialty Products, Inc.	.3222	Wheeland Lumber Company	.4746
Shandong Kaiyuan Wood Industry Co., Ltd.	.1316	Thompson Forest Products International	.4665	Whiteside Machine Company	.5415
Shanghai Liming International Trading Co., Ltd.	.3114	Tiger Payment Solutions	.3326	Williams & Hussey Machine Co., Inc.	.5913
Shanghai Meaton Trade Co., Ltd.	.1812	● ☞ TigerStop LLC	.5074, 5747	Wilsonart LLC	.1525
Shanghai Xueli Import & Export Co., Ltd.	.1345	TIGER-VAC INC.	.4571	Wintersteiger, Inc.	.6535
Shantou Qunsheng Hardware Co., Ltd.	.3141	TIGRA USA Inc.	.4834	Winxon USA Inc.	.1360
Shapes Unlimited, Inc.	.2158	Timber Products Company	.1725	Wisconsin Dept. of Natural Resources	.4261
Sharp Tool Company, Inc.	.7000	☞ Timesavers, Inc.	.6426	Wood Component Manufacturers Association	.1346
● Sherwin-Williams Company, The	.3054	Tisfoon Ulterior Systems	.8129	Wood Machinery Manufacturers of America (WMMA)®	.5422
ShopBot Tools, Inc.	.7038	Titus Group	.1337, A308a	Wood Products Manufacturers Association	.1340
SHOPCARTS/adapa, Inc.	.5558	Tokyo Automach Co., Ltd.	.5455	☞ Wood Tech Enterprises, Inc.	.5847
sia Abrasives, Inc. USA	.5046	Tong Fong Cutters Co., Ltd.	.5823	Wood Technology, Inc.	.2707
SIA RKF „NOOK, LTD”	.8172	Top Lighting Corporation	.2711	Wood-Based Composites Center	.4127
Siempelkamp L.P.	.2146	TopSolid	.4222	Woodcraft Supply, LLC	.6038
Sierra Forest Products	.2654	Toray Chemical Korea Inc.	.1824	Woodline USA	.7177
SIERRAPINE	.1731	Tormek	.4761	Wood-Mizer LLC	.6773
Sigma Tool & Machine	.1807	TradeSoft, Inc.	.3023	Woodshop News	.4620
SigmaTEK Systems, LLC	.5439	Tradewinds Hawaiian Woods LLC	.4153	WoodStream Services	.7781
SII Dry Kilns	.4447	Tresco Lighting By Rev-A-Shelf	.1955	WOODWEB, Inc.	.4343
Sikai Hardware Co., Ltd.	.2429	Triple Crown Products, Inc.	.1432	Woodwork Career Alliance of North America	.7912
Silver Machine, Inc.	.7373	Tritec / Gannomat	.6913	Woodworker's Supply, Inc.	.7244
Sindmoveis / Orchestra Brasil	.2631	TriTeq Lock & Security	.3355	Woodworking & Furniture Digest	.4459
Sink and Gluewarehouse	.4943	Triton Tools	.7290	Woodworking Machinery Industry Assoc. (WMIA)	.6540
SKARPAZ Tooling Systems, Inc.	.4635	T-Tool USA LLC	.7469	Woodworking Network, division of Vance Publishing	.1860
SKF USA Inc.	.7328	U		Worldwide Surfaces, Inc.	.3216
Skooter Inc.	.1367	U*C Coatings Corporation	.2075	WSG Coating Technology GmbH	.3322
SL Laser Systems, LP	.4857	U.S. Futaba, Inc.	.3036	Wuxi Huamei Plates Processing Co., Ltd.	.4134
SlipCon USA	.7791	U.S. Metal Works, Inc.	.3357	WV HAZ and the WV Development Office	.3329, 3328
Smartech International, LP	.6713	Uhling Products Co., J. C.	.5423	Y	
SMS EDGE Banding Machine	.7566	Ultimizers, Inc.	.6157	Yadigao Hardware and Plastic Co., LTD	.1845
SNX Technologies	.7821	Uneeda Enterprizes, Inc.	.1714	Yan's Industrial Co., Ltd.	.7477
Solid Wood Systems, Inc.	.6129	☞ Uniboard	.2019	Yoder Lumber Company, Inc.	.4316
SolidSurface.com	.4947	Unique Machine & Tool Co.	.5722	Yun Liang Machinery Co. Ltd.	.1972
Solua Inc.	.1332	US Concepts, Inc.	.5835	Z	
Somerset Wood Products	.4616	US Duct	.8039	Zamma Corporation	.2307
SonicAire	.8113	USNR	.1916, 4435, 4653	Zhejiang Baide Machinery Manufacture Co., Ltd.	.7141
Southeast Tool, Inc.	.4753	UV Group Plc	.1400	Zhejiang Langchao Precision Machinery Co., Ltd.	.4544
Southern Group of State Foresters	.4135	V		Zhejiang Minmetals Sanxing I/E Co., Ltd.	.4255
Southworth Products Corp.	.7173	Vac-U-Clamp	.7113	Zhejiang Rexin Decorative Material Co., Ltd.	.4126
SpecialtyTools.com	.4939	Vaculex USA, LLC	.4523	Zhejiang Yongkang Foreign Economy & Trade Corp.	.1813
Specified Components Company	.1330	Vacu Pressing Systems, Inc.	.4649	Zhongshan City Wanli Hardware & Plastic Co., Ltd.	.4129
Spectrum Adhesives, Inc.	.4756	Vacuumpods.com	.5447	Zhongshan Haihui Metal Products Co., LTD	.3155, 3256
Spencer Inc. (C.A.)	.4339	Valspar	.2647	Zhongshan Jubao Hardware Products Co., Ltd.	.2125
Splendecor	.1827	Valuemax Tools Manufacturing Co.	.6467	Zhongshan OPK Hardware Products Co., Ltd.	.3145
SSI/Klockner Pentaplast	.1531	Vauth-Sagel America	.1937	Zimmer GmbH	.1850
☞ Stafast Products, Inc.	.1931	Vecoplan, LLC	.7773		
Stairway Manufacturers' Association	.4236	Vectric, Ltd.	.7783		
Stanza Machinery, Inc.	.7449, 7453	Vega Enterprises Inc.	.5419		
Star-M International Ltd.	.4338	Veneer Services/Biomass Engineering + Equipment	.8000		
States Industries LLC	.2607	Veneer Systems, Inc.	.6435		
Steel City Tool Works	.7721	Veneer Technologies, Inc.	.2067		
Stevens Industries, Inc.	.2328	VETAS Magazine	.4139		
☞ Stiles Machinery Inc.	.5053, 5135	Vicwood Industry (Suzhou) Co., Ltd	.1760		
ST-Mate	.8021	Virginia Economic Development Partnership	.4252		
Storopack, Inc.	.4465	Virginia Tech, Department of Sustainable Biomaterials	.3341		
STRIEBIG Vertical Panel Saws	.5523	VIRUTEX, S.A.	.4539		
Stylam Industries Ltd.	.1621	Vits Technology GmbH	.1963		
Styles Woodwork LLC dba Star Hanger Systems	.4148	Vollmer of America Corp.	.6513		
Sugatsune America, Inc.	.2516	Voorwood Company	.5713		
Super Thin Saws Inc.	.6534	☞ Vortex Tool Co., Inc.	.5140		
Superfici America / DMC	.7521				
SuperMax Tools	.6728				

IWF 2014 Education Conference Schedule At A Glance

	Tuesday, 8/19/2014	Wednesday, 8/20/2014	Thursday, 8/21/2014	Friday, 8/22/2014
SYMPOSIA	<p>FIN - Wood Finishing ... The Path to Profitability - Presented by NueMedia, LLC: 8:15 am - 4:30 pm</p> <p>CLO - Closets? A Great Opportunity to Profit: 8:30 am - 4:00 pm</p> <p>VEN - Veenering Symposium: 8:00 am - 4:00 pm</p> <p>CTP - New Direction in Decorative Surfacing Business : 8:30 am - 4:30 pm</p> <p>DSN - Woodworking Inventors: Creating New Products, and New Business: 8:30 am - 4:30 pm</p>			
FURNITURE AND UPHOLSTERY TRACK		FAU1 - Design Properties for Bariatric Furniture: 1:00 - 3:00 pm		
BUSINESS MANAGEMENT		<p>BMG7 - Wood Properties and Identification: 1:00 - 3:00 pm</p> <p>BMG3 - How do we cross The Talent Gap?: 10:30 - 11:30 am</p> <p>BMG5 - Managing a Multigenerational Workforce: 11:15 am - 12:45 pm</p>	<p>BMG1 - How Woodworking Machinery & Furniture Professionals Can Become Invincible to Lawsuits and Save Thousands in Taxes: 9:00 - 11:00 am</p> <p>BMG4 - What Does It Cost to Turn the Key in the Morning? 1:00 - 2:00 pm</p> <p>BMG2 - Can I afford a new Truck, Saw, or Edgebander?: 3:00 - 4:00 pm</p> <p>BMG10 - Pricing strategies for the new economy: Make sure your pricing is in sync with today's market while ensuring you the profit you deserve: 3:30 - 5:00pm</p>	BMG6 - Housing Markets and the Secondary Woodworking Industry – Lessons from the Downturn: 1:00 - 3:00 pm
MARKETING & BUSINESS DEVELOPMENT		<p>MKT2 - Build a Winning Marketing Strategy: 9:00 - 10:30 am</p> <p>MKT5 -Social Networking for Your Kitchen & Bath Business: 9:00 - 10:30 am</p> <p>MKT8 - More Materials, More Markets, More Money: Profiting from Diversification of Your Countertop Shop: 9:00 - 10:30 am</p> <p>MKT6 - The Truth behind Search Engine Optimization: 1:00 - 2:30 pm</p>	<p>MKT4 - Selling to Generation Y: 9:00 - 10:30 am</p> <p>MKT3 - The New Rules of Relationship Marketing: 1:00 - 2:30 pm</p> <p>MKT9 - Driving Sales, Engagement and Loyalty Through Internet Marketing: 2:00 - 3:00 pm</p>	MKT1 - Guerrilla Marketing your Small to Medium Wood Business : 9:00 - 10:30 am
MANUFACTURING		<p>MFG5 - Ten Common UV Curing Problems for Wood Finishers: How to Find Them and How to Fix Them* 3:00 - 4:00 pm</p> <p>MFG13 - Combustible Dust...an Explosive Issue 12:30 - 1:30 PM</p>	<p>MFG7 - Particle Board Properties after Implementation of CARB II.: 9:00 - 10:00 am</p> <p>MFG9 - Color Matching: 9:00 - 11:00 am</p> <p>MFG11 - A Cabinetmaker's Journey into Closets: 1:00 - 2:30 pm</p> <p>MFG3 - Partnering to Increase Capacity and Throughput: 2:00 - 3:00 pm</p> <p>MFG4 -Mass Customization – Production Cells and Quick Changes: 3:30 - 4:30 pm</p> <p>MFG12 - Applying the Principles of Lean Manufacturing to the Fabrication Shop: 3:00 - 4:30 pm</p>	<p>MFG8 - Spot Repair Touch up Techniques and Related Finishing Problems: 9:00 - 11:00 am</p> <p>MFG6 - Lean Safety: 9:00 - 10:30 am</p> <p>MFG2 - Plant Scheduling: 2:30 - 3:30 pm</p> <p>MFG1 - Speed to Deliver, Being Faster than your Competition: 10:00 - 11:00 am</p>
NEW BUSINESS SECTORS		<p>NBS3 - Inkjet & Your Business – Primer for Inkjet Printing Technology, Workflow, and Applications. 9:00 - 10:30 am</p> <p>NBS4 - Digitally Produced Surfaces – Real Life Examples; A Vendor/Producer Panel: 3:00 - 4:30 pm</p>	NBS5 - Is it for me? A Primer for 3D Technology and Applications. 9:00 - 10:30 am	<p>NBS2 - Leapfrog from Laminate to High End Concrete: 9:00 - 10:30 am</p> <p>NBS1 - 3D Printing and the Return of Cottage Industry: 12:30 - 2:00 pm</p>
CMA PROFESSIONAL CERTIFICATION SESSIONS		<p>CMA4 - Working with Designers and Architects*: 9:00 - 10:30 am</p> <p>CMA5 - Time Management for Shop Owners and Managers*: 10:45 - 12:15 pm</p> <p>CMA11 - Modern Production Techniques and Tricks to Using CNC and Software.* 12:30 - 2:00 pm</p> <p>CMA13 - Pricing strategies for the new economy - Labor, material, overhead and profit; the four basic elements to pricing.*.: 3:00 - 4:30 pm</p> <p>CMA8 - Lean Manufacturing for the Small to Mid Sized Shop.* 3:00 - 4:30 pm</p>	<p>CMA1 - How To Turn Lookers Into Buyers - Make Your Website A Selling Machine & Generate More Leads*: 9:00 - 10:30 am</p> <p>CMA6 - Automating Your Shop-What Comes First?*: 10:45 - 12:15 pm</p> <p>CMA7 - The Executive Woodworker.*: 11:00am - 12:30 pm</p> <p>CMA15-Stop Finger Pointing Before It Starts ... Coordinating Residential & Commercial Projects*: 1:00 - 2:30 pm</p> <p>CMA3 Guerilla Marketing Tactics - Non-Traditional sales and marketing techniques that work!*: 3:00 - 4:30 pm</p>	<p>CMA9 - Estimating and Project Management* 9:00 - 10:30 am</p> <p>CMA10 - Managing A Profitable Wood Finishing Operation*: 10:45 - 12:15 pm</p> <p>CMA2 - Managing and Understanding the Sales Process*: 12:30 - 2:00 pm</p> <p>CMA14 - Euro vs. Face frame - Tools, techniques and manufacturing systems that work for each and for both types to optimize yield and profits.* 1:00 - 2:30 pm</p> <p>CMA12 - From Concept to Design to Sold!* 3:00 - 4:30 pm</p>
ISFA'S AIA APPROVED CEU SESSIONS	<p>ISFA3 - Solid Surface Design Basics: 9:00 - 10:00 am</p> <p>ISFA4 - Surfacing Products – Healthcare Infection Control: 11:00 am - 12:00 pm</p> <p>ISFA2 - Ultracompact Surfacing: 1:30 -2:30 pm</p>	ISFA1 -ADA for Decorative Surfaces Industry: 1:00 - 2:30 pm		ISFA5 - Responsible Wood Sourcing: 3:00 - 4:00 pm

Design Emphasis 2014

See a fresh approach from college and university design students as they compete for more than \$10,000 in prize money. The Design Emphasis award, featured in a special exhibit area in Building A, recognizes outstanding marketable designs in seating, commercial/office/hospitality furniture, case goods, accent tables/ accent furniture and design creativity pieces. The pieces featured during IWF 2014 have been chosen by a jury as outstanding examples of the practical applications of an art form. Competition winners will be announced at a special reception at 6:00 p.m. on August 19, 2014.

Participating Schools

Schools in bold indicate finalists for the competition

- * **Appalachian Center For Craft (Tennessee Tech University)**
- * **Art Center College of Design**
- * **Brigham Young University**
- * *College of the Redwoods*
- * **Columbus College of Art & Design**
- * **Haywood Community College**
- * *Herron School of Art & Design*
- * *Iowa State University*
- * **Kansas State University**
- * *Kendall College of Art & Design*
- * *Miami University*
- * *Milwaukee Institute of Art and Design*
- * **Minneapolis College of Art and Design**
- * *Murray State University*
- * *Parsons School of Design*
- * **Pittsburg State University – Wood Tech**
- * *Pratt Institute – Industrial Design Department*
- * **Purdue University**
- * **Purdue University, Industrial Design Dept.**
- * *Savannah College of Art & Design*
- * *Seattle Central Community College*
- * **Southern Virginia Higher Education Center/Danville Community College**
- * **Southside Virginia Community College**
- * *University of Bridgeport*
- * **University of Idaho**
- * **University of Kentucky**
- * *Vermont Woodworking School at Burlington College*
- * *Virginia Commonwealth University*

All Day Symposiums - Tuesday, August 19, 2014

FIN - Wood Finishing...The Path to Profitability

Tuesday, August 19th from 8:15 am - 4:30pm

pre-August 1 - \$250.00

after August 1 - \$295.00

Presented by: NueMedia, LLC

Speakers:

- **Ron Bryze, Regional/Training Manager:** Rudd Company, Inc.
- **David Jackson, Laboratory Manager:** Gemini Coatings
- **Diane Shattuck, Finishing Specialist**
- **Robert Bein, President:** Colorspec Coatings

All day, in depth forum for finishing professionals. This year's sessions will cover all the information finishers need to make their department/company more efficient, more profitable and more professional. Session includes: The Business of Finishing Wood by Ron Bryze; Complying with VOC Regulations by David Jackson; The Critical Importance of Making a Story Board or Step Panel by Diane Shattuck; and Spray Gun and Techniques by Bob Bein.



VEN - Veneering Symposium

Tuesday, August 19th from 8:00 am - 4:00 pm

pre-August 1 - \$175.00

after August 1 - \$250.00

Presented by: CabinetMaker FDM

Speakers:

- **Frank Pollaro, Furnituremaker:** Pollaro Custom Furniture, Inc.
- **Paul Schurch, Furnituremaker:** Schurch Woodwork
- **Ang Schramm, Director of Technical Services:** Columbia Forest Products
- **Alan Hubbard, Face/Import Sales Manager:** Veneer Tech

Full day of education on the use of veneers by wood product manufacturers. Curriculum will include an overview of veneer creation, sustainable wood products, applications and uses, techniques for everything from marquetry to mass panel layups for substantial architectural projects. We will explore the spectrum of products that go into veneer creation and use, including wood, backers, adhesives, splicing and pressing equipment, sanding, finishing equipment and finishes.



DSN - Woodworking Inventors: Creating New Products and Business Approaches

Tuesday, August 19th from 8:30am - 4:30pm

pre-August 1 - \$175.00

after August 1 - \$250.00

Presented by: Woodworking Network, a division of Vance Publishing

Speakers:

- **Adam Rogers, Director of Design:** Thos. Moser Furniture
- **Peter Mai, President:** Olde School Cabinet
- **Corbin Clay, Owner:** Azure Furniture
- **Jared Patchin, Designer:** J. Alexander Fine Furniture
- **Chip Yawney, Owner:** A Cut Above Inc. - Custom Cabinetry & Design



- **Jonah Coleman, Project Manager:** Fletcher Wood Products

Building revenue by inventing new wood products, or new takes on traditional offerings, often involves reinventing the business process. A new breed of custom woodworkers is taking a fresh approach to the business, inventing original product lines, or new takes on traditional offerings, sometimes devising novel ways to produce them – or new ways to position wood products in the market. Developing new products is more than design. It also requires a business plan, a marketing strategy, as well as a scheme for reproducing the work if the product takes off. At this symposium, you'll hear from woodworkers and designers who have succeeded, and were featured in the Custom Woodworking Business Woodworking Inventors' article series. Various presenters will explain: - Product development – steps from original idea to reproducible offering - Production – how the product is design was adjusted for manufacture - Marketing strategy – including sales, distribution, and marketing communications - Impact on operations - Real world results – what happened, and how ahs it impacted their business.

CTP - New Directions in Decorative Surfacing Business

Tuesday, August 19th from 8:30 am - 4:30pm

pre-August 1 - \$175.00

after August 1 - \$250.00

Presented by: International Surface Fabricators Association (ISFA)

Speakers:

- **Keith Haight, Executive Director:** ISFA
- **Kevin Cole, Communication Director:** ISFA
- **Gene McDonald, Owner:** Refresh Interiors
- **Mark Anderson, Directory of Sales Development:** Cosentino North America
- **Dave Paxton:** Paxton Countertops & Showers
- **Patrick Foley:** Computer Programmer and Consultant: Moraware
- **Mike Langenderfer, Owner:** The Countertop Shop
- **Gordon Shell, Technical, Training, Warranty and Product Manager:** EOS Surfaces LLC
- **Nelsy Leyba, CSI, LEED AP BD+C, Marketing & Business Development Manager:** Dixie Plywood
- **Jeff Moore, VP of Sales & Marketing:** GSP Surfaces
- **Curtis Turner, President:** GSP Surfaces
- **Mike Wod, Create Counter Solutions**
- **Lisa Feldman, Business Development Manager:** CaraGreen
- **Ryan Miller, VP of Sales:** VT Industries
- **Mell Hill, VP Residential Sales & Marketing:** Old Castle Surfaces
- **Kate Dillenberg, President:** Bisley Fabrication



This one-day program is designed to provide a wealth of information to both established countertop fabricators and those exploring their options in the countertop industry. Industry experts will share information and insights to help you learn about the products and business of the decorative surfacing industry. Topics will include: - A product review of decorative surfacing, including A CEU presentation on the basics on solid surfacing - Highlights of the latest new products- How digital technology is changing the industry - ISFA Surfacing industry Forecast & business prospect - Q & A opportunities with a distinguished panel if industry experts.

Closets? A Great Opportunity to Profit

Tuesday, August 19th from 8:30 am - 4:00pm

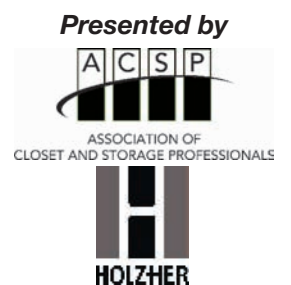
pre-August 1 - \$175.00

after August 1 - \$250.00

Presented by: Association of Closet and Storage Professionals

Speaker: **Dave Skinner, President of the Association of Closet and Storage Professionals (ACSP)**

Custom cabinet companies are finding that customers are now seeking custom closets throughout the home. There exists a strong affinity between kitchen cabinets and closet organization systems in terms of machinery and materials, but there are also lots of differences in terms of functionality, layout, installation and sales. This session, presented by Dave Skinner, the president of the Association of Closet and Storage Professionals, will shed light on what makes closets tick and how cabinetmakers can implement a strategy to improve their profits in this area.



TECHNOLOGY THEATRE PRESENTATIONS

Located in Building A

Date	Start Time	End Time	Company Name
8/21/2014	11:30am	12:00pm	InfoTrends
TBD	TBD	TBD	The Sherman Williams Company
TBD	TBD	TBD	The Sherman Williams Company

Located in Building B

Date	Start Time	End Time	Company Name
8/20/2014	1:00pm	1:20pm	SCM
8/20/2014	1:30pm	1:50pm	20-20 Technologies, Inc.
8/21/2014	10:30am	10:50am	Premier Eurocase
8/21/2014	11:00am	11:20am	TigerStop LLC
8/21/2014	11:30am	11:50am	Northern Apex
8/21/2014	1:00pm	1:20pm	SCM
8/21/2014	1:30pm	1:50pm	BIESSE
8/21/2014	2:00pm	2:20pm	InfoTrends
8/21/2014	2:30pm	2:50pm	20-20 Technologies, Inc.
8/22/2014	10:00am	10:20am	Leitz Tooling
8/22/2014	11:30am	11:50am	BIESSE
8/23/2014	3:00pm	3:20pm	Next Wave Automation

Take advantage of our Education Conference discounts before arriving at IWF 2014:

- Purchase one regular education session and the 2nd session is 1/2 price!
- Purchase one All Day Symposium and receive your show floor registration plus one regular education session free!

Education Conference Sessions - Cost: \$55 per session

How Woodworking Machinery & Furniture Professionals Can Become Invincible to Lawsuits and Save Thousands in Taxes

Session Code: BMG1

Presented by: American Society for Asset Protection

Speaker: Larry Oxenham, Author, Senior Advisor:

American Society for Asset Protection

Date: 8/21/2014

Time: 9:00am - 11:00am

Is your financial house in order? Discover the tools you can use to become invincible to lawsuits, save thousands in taxes, and achieve financial peace of mind. By the end of the presentation you will know how to: 1) Protect 100% of your assets from lawsuits. You will learn how to make yourself so unattractive to a plaintiff attorney that they will never pursue a lawsuit against you. 2) Save thousands of dollars each year in taxes. You will learn five tax reduction strategies most people fail to utilize, which could save you more than \$10,000 each year in taxes. 3) Avoid probate and eliminate all estate taxes. You will be taken through a checklist of items that are important to every estate and business succession plan. You will learn what you should be doing now to prepare for successful business and estate succession. It takes a lifetime to accumulate your assets. Take 2 hours to protect them.

Can I Afford a New Truck, Saw or Edgebander?

Session Code: BMG2

Presented by: Architectural Woodwork Institute (AWI)

Speaker: Bruce Spitz, CFO: Classic Millwork - Texas

Date: 8/21/2014

Time: 3:00pm - 4:00pm

Provide tools to calculate your income, cash flow, and return on investment related to a specific capital purchase. Calculate the payback period for the purchase of a vehicle, new or used tool or machine, including associated costs to justify the purchase.

How do we cross The Talent Gap?

Session Code: BMG3

Presented by: Architectural Woodwork Institute (AWI)

Speaker: Kent Gilchrist, Production Manager:

Fremont Interiors

Date: 8/20/2014

Time: 10:30am - 11:30am

As the economy picks up finding, training and keeping skilled productive shop floor and office employees is getting harder and harder. Advanced wood manufacturing needs much more than willing bodies. Here are the ways to build your workforce for the future of your company.

What Does it Cost to Turn the Key in the Morning?

Session Code: BMG4

Presented by: Architectural Woodwork Institute (AWI)

Speakers: Sebastien DesMarais, CEO: Hollywood

Woodworking; Scott Nelson, President:

Woodwork Career Alliance

Date: 8/21/2014

Time: 1:00pm - 2:00pm

So many firms don't know their break-even point when creating project bids or budgets. Learn how to calculate your FIXED costs of doing business and how to build in a 'contribution to overhead' in every project bid or budget. Don't go out of business one day at a time.

Managing a Multigenerational Workforce

Session Code: BMG5

Presented by: Brand Launcher

Speaker: Jon Goldman, President: Brand Launcher

Date: 8/20/2014

Time: 11:15am - 12:45pm

If you haven't experienced inter-generational clashes in your business yet, get ready! Chances are, your supply or manufacturing business will soon include Baby Boomers (1946-1964), Generation X (1960s and 1970s), and Generation Y (1982-2000). These groups don't just think, talk, and work differently they have vastly different expectations of themselves, each other, and you. As the owner or manager, you are responsible for making it work... but how do you do that when your team comes from different worlds? This refreshingly practical session reveals the way to "bridge the gap" even between employees who are 40 years apart.

- Understand the expectations of Boomers, Xers, and Yers regarding the 3 P's: Policies, Promotions, and Personal space
- Avoid becoming a Referee by encouraging employees to "intercommunicate"
- Utilize the power of Recognition in your business across generational lines
- Identify the best strategies to unify your staff into one team.

Housing Markets and the Secondary Woodworking Industry - Lessons from the Downturn

Session Code: BMG6

Presented by: Virginia Tech

Speakers: Urs Buehlmann, Associate Professor:

Virginia Tec; Matt Bumgardner, Researcher:

USDA Forest Service; Karen Koenig,

Editor-in Chief: Wood & Wood Products

Date: 8/22/2014

Time: 1:00pm - 3:00pm

The recent recession, and especially the collapse of the U.S. housing market, has seen most secondary woodworking companies fighting for survival, and led to some exiting the business. What actions helped the survivors come out of the recession? Did small companies respond differently than large ones? This session identifies some of the actions and firm characteristics associated with success through the downturn. We will be using results from several recent studies, including our annual industry housing survey with Wood & Wood Products magazine (starting in 2008) We also will briefly discuss the current state of the U.S. housing market, as well as trends in the U.S. woodworking industry and manufacturers' perceptions of recent market conditions.

Wood Properties and Identification

Session Code: BMG7

Presented by: Franklin Furniture Institute,

Mississippi State University

Speaker: David Jones, Assistant Extension Professor,

Department of Sustainable

Bioproducts: Department of Sustainable Bioproducts,

Mississippi State University (MSU)

Date: 8/20/2014

Time: 1:00pm - 3:00pm

Manufacturers of products utilizing wood and/or wood products. Suppliers of wood and engineered wood products for use in manufactured products. Company owners, general managers, purchasing managers, engineers, product designers, production managers, woodcrafters, cabinet manufacturers - anyone who works with wood.

Pricing strategies for the new economy: Make sure your pricing is in sync with today's market while ensuring you the profit you deserve

Session Code: BMG10

Presented by: CabinetMakerFDM

Speaker: Will Sampson, Editor:

CabinetMakerFDM

Date: 8/21/2014

Time: 3:30pm - 5:00pm

Most shops are challenged to balance their pricing strategies between pricing for the market to make sales and pricing for profits. That has been a particular challenge in light of recent economic pressures. This session will give you the tools and knowledge to use effective pricing to balance profitability with marketability.

Design Properties for Bariatric Furniture

Session Code: FAU1

Presented by: Franklin Furniture Institute,

Mississippi State University

Speaker: Dr. Jilei Zhang, Professor: Department of

Sustainable Bioproducts, Mississippi State University (MSU)

Date: 8/20/2014

Time: 1:00pm - 3:00pm

Manufacturers of furniture. Suppliers of wood and engineered wood, and fasteners to the furniture industry, furniture designers, engineers, plant managers, QC Managers.

Speed to Deliver, Being Faster than your Competition

Session Code: MFG1

Presented by: Architectural Woodwork Institute (AWI)

Speaker: Dave Hallett, Owner, CEO: Pull Scheduling, Inc.

Date: 8/22/2014

Time: 10:00am - 11:00am

Win more work, move projects through your plant quicker, close out the job and get on to the next one. Assuming a high level of quality already exists at your plant, how to speed the process of getting the work out the door? Tips from the most productive firms on how they do it while keeping quality high.

Plant Scheduling

Session Code: MFG2

Presented by: Architectural Woodwork Institute (AWI)

Speakers: Dave Hallett, Owner, CEO: Pull Scheduling, Inc.;

Greg Heuer, CSI: Architectural Woodwork Institute

Date: 8/22/2014

Time: 2:30pm - 3:30pm

Related to the Speed to deliver module, only efficient, effective, and accurate plant schedules can help you make promises you can keep. Learn how to avoid taking on work with ZERO possibility of success. Become the ONE subcontractor your market can depend on to deliver on time, on quality, on budget with these tips.

Presented by



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Education Conference Sessions - Cost: \$55 per session

Partnering to Increase Capacity and Throughput

Session Code: MFG3

Presented by: Architectural Woodwork Institute (AWI)

Speakers: Bob Krejci, Project Manager: Riverside Architectural; Kent Gilchrist, Project Manager:

Fremont Interiors

Date: 8/21/2014

Time: 2:00pm - 3:00pm

Also related to the Speed to deliver and Plant Scheduling modules, firms with successful records of partnering with other firms to take on projects neither could have handled alone will share the techniques. Break down the walls of "competition" by working with your friends in our industry to get the job done and invoices written.

Presented by



Mass Customization - Production Cells and Quick Changes

Session Code: MFG4

Presented by: Architectural Woodwork Institute (AWI)

Speaker: Don O'Hora, President & CEO: Northway Industries

Date: 8/21/2014

Time: 3:30pm - 4:30pm

How to transition from a traditional project-based bench operation to a modern, future looking manufacturer of Custom work on a Mass Production model. See how having production cells and the ability to quickly change from one product to another led one company to success. Leveraging technology for speed of change.

Presented by



Ten Common UV Curing Problems for Wood Finishers: How to Find Them and How to Fix Them

Session Code: MFG5

Presented by: EIT LLC

Speaker: Paul Mills: EIT Instruments; Jim Raymont, Director of Sales: EIT Instruments

Date: 8/20/2014

Time: 3:00pm - 4:00pm

UV curing is a popular technology for wood finishers. It's fast and under the right conditions produces great results. But many UV lines operate without adequate quality control and often curing problems go undetected until customers complain and products begin to fail in the field. In this session you will learn what UV curing parameters are critical to your UV finish performance, and how to measure them. You will learn the 10 most common problems that occur with UV curing and how to detect. This is a practical, hands-on view of UV curing performance that has something to any attendee, from the newcomer to UV, to the veteran user. The presentation will provide valuable insights and tips on how to ensure that your UV system is operating according to specification and how to diagnose and trouble-shoot problems with arc or microwave lamps, bulbs, reflectors, material handling and, lamp fixtures and controls. A range of new techniques from UV profiling to real-time online monitoring will be presented to help any size UV line from a small batch system, to a high speed design. This session is designed for anyone who works with a UV curing system, from plant operators, engineers, maintenance personnel and owners and managers.

Lean Safety

Session Code: MFG6

Presented by: Virginia Tech

Speakers: Urs Buehlmann, Associate Professor:

Virginia Tech; Mathias Schmitt, Management Consultant:

White Rock LLC; Omar Espinoza, Assistant Professor:

University of Minnesota

Date: 8/22/2014

Time: 9:00am - 10:30am

This 90 minute workshop will focus on using Lean to improve safety throughout an organization. Lean has attracted much attention by participants of the wood industry and has produced promising results for some of the companies practicing Lean practices. However, integrating safety into Lean efforts has, so far, not attracted much attention. This Lean Safety workshop will provide a framework as to how to combine Lean principles with a company's Safety program using a company's value stream map. Lean principles will help you free-up resources for proactive and preventive safety activities like fixing/eliminating/reducing safety hazards or making them more visible and will support the establishment of a world-class safety culture in your organization. This traditional workshop will feature two or more industry speakers that practice Lean Safety and are willing to share their insights with the audience.

Presented by



Particle Board Properties after Implementation of CARB II.

Session Code: MFG7

Presented by: Franklin Furniture Institute,

Mississippi State University (MSU)

Speaker: Dr. Dan Seale, Professor, Department of

Sustainable Bioproducts: Department of Sustainable

Bioproducts, Mississippi State University (MSU)

Date: 8/21/2014

Time: 9:00am - 10:00am

Damage to your project is almost unavoidable at some level. It can occur in the white but especially after it has been finished. You either fix that damage in shop or build a new component depending on your level of skills of repairing. If damage occurs after the object is installed, replacement becomes more costly, so onsite repair is the only other option. Repairing nicks, dents, scratches, nail holes, gouges and other surface blemishes will be covered. You need to learn the techniques of

Presented by



filling the void, how to color that filler with color matching skills, create a faux finish with grain lines and then protect your repair with the correct coating. Mitch will show you what products are available to you and the procedures to accomplish the repair. Other related problems such as matching sapwood to heart wood and repairing faded colors from sunlight will be covered.

Spot Repair Touch up Techniques and Related Finishing Problems

Session Code: MFG8

Presented by: DC Tech College

Speaker: Mitch Kohanek, Instructor: DC Tech College

Date: 8/22/2014

Time: 9:00am - 11:00am

Damage to your project is almost unavoidable at some level. It can occur in the white but especially after it has been finished. You either fix that damage in shop or build a new component depending on your level of skills of repairing. If damage occurs after the object is installed, replacement becomes more costly, so onsite repair is the only other option. Repairing nicks, dents, scratches, nail holes, gouges and other surface blemishes will be covered. You need to learn the techniques of filling the void, how to color that filler with color matching skills, create a faux finish with grain lines and then protect your repair with the correct coating. Mitch will show you what products are available to you and the procedures to accomplish the repair. Other related problems such as matching sapwood to heart wood and repairing faded colors from sunlight will be covered.

Presented by



SHERWIN-WILLIAMS.

Color Matching

Session Code: MFG9

Presented by: DC Tech College

Speaker: Mitch Kohanek, Instructor: DC Tech College

Date: 8/21/2014

Time: 9:00am - 11:00am

How many hours does it take, and how much material waste is accumulated before one becomes proficient at color matching? How do you educate the new employee with no background how to match colors? Color matching quickly is not an easy task if you don't know the basics, unless you have a serious amount of hours observing your efforts. Even those who are using the new computerized system of color matching or even using photo spectrometers often still need the human eye to perfect a color. Here are some of the topics we will go over in this session. What color or colors does it need, why does it need that color and how much color will it take to correct it?, Hue, value, chroma are the building blocks of creating color, Primary, secondary, tertiary are the corner stones of creating color, Multistep coloring finishing schedules including dyes, stains, glazes and toners color matching becomes even more critical, Color on color is serious color matching and Learn to participate in the results and not just observe them. If you guess wrong, you have hazardous waste and more time into the project. Do you have the knowledge to correct a bad color once it has been applied to the project? You begin by looking at colors the way a knowledgeable artist views and understands color. One step color applications are easier if can relate to these terms. With the correct terminology and developing the eye of an artist you can make color matching much more predictable and profitable.

Presented by



SHERWIN-WILLIAMS.

A Cabinetmaker's Journey into Closets

Session Code: MFG11

Presented by: Beacon Custom Woodwork, Inc. DBA Atlanta Closet & Storage Solutions

Speaker: David Buchsbaum, Owner, Sales Manager, Chief Engineer:

Beacon Custom Woodwork, Inc

Date: 8/21/2014

Time: 1:00pm - 2:30pm

Relating personal experiences of transitioning from doing mostly custom cabinetry and furniture to mostly custom closet and storage systems, and the differences between designing, building, and installing closets vs cabinets.

Applying the Principles of Lean Manufacturing to the Fabrication Shop

Session Code: MFG12

Presented by: International Surface

Fabricators Association (ISFA)

Speaker: Jason Nottestad, Easter Regional

Sales Manager: VT Industries

Date: 8/21/2014

Time: 3:00pm - 4:30pm

The real-time applications of the principles of lean manufacturing can be a challenge to the management of a small manufacturing business. This class will present a summary of the history of lean manufacturing concepts and a review of the elements that can be effectively applied to the fabrication shop environment.

Presented by



Combustible Dust...an Explosive Issue

Session Code: MFG13

Presented by: Wood Machinery Manufacturers

Association (WMMA)

Speaker: Jamison Scott, Executive Vice President:

Air Handling Systems

Date: 8/20/2014

Time: 12:30pm - 1:30pm

Presented by



Education Conference Sessions - Cost: \$55 per session

Combustible dusts are fine particles that present an explosion hazard when suspended in air under certain conditions. But is it not that simple – what actually is Combustible Dust? How do you prevent an explosion? How do you mitigate an impact of an OSHA inspection related to combustible dust? These questions and more will be covered in this informative presentation. Session Objective/Learning Outcomes: 1. Learn about combustible dust. 2. Understand who is in charge of combustible dust issues. 3. Become educated on prevention of combustible dust explosion as well as mitigating impact of OSHA inspection related to combustible dust.

Guerrilla Marketing your Small to Medium Wood Business

Session Code: MKT1

Presented by: Consultingwoodworker.com & Micro Jig

Speakers: Bruce Wang, Vice President of Marketing and Sale: Micro Jig; Ralph Bagnall,

Owner: Consultingwoodworker.com

Date: 8/22/2014

Time: 9:00am - 10:30am

Learn how to market your business and create 'buzz' about your products or services without buying traditional advertising. We will look at many different free or very low cost venues for helping people find your business and keep you in their thoughts when they are ready to buy. Newspapers, fairs, charity events, and classes can be used for attracting local customers. Blogs, newsletters reviews and magazines can help you find and secure sales around the country or even worldwide. Learn what options are available to you, and how to choose the ones that best suit you and your business.

Build a Winning Marketing Strategy

Session Code: MKT2

Presented by: Sales Factory

Speaker: Gary Fly, Principal, Chief Operating Officer: Sales Factory; Alex Hale, Business

Development: Sales Factory

Date: 8/20/2014

Time: 9:00am - 10:30am

Learn how to use research, both internal and external, to define your unique selling proposition and match it with you customer needs. During the session you will take time to examine your business and walk through a time tested four-part process to develop an actionable marketing strategy ready for immediate implementation. Value to attendees: Discover how to use research to analyze your business, your customers, and to develop a plan that allows you to reach buyers in a manner they will act on. You will work through a series of exercise and the result will be a strategic look at your company and your marketing plan and specific tactics you will be able to implement when you get back to the office.

The New Rules of Relationship Marketing

Session Code: MKT3

Presented by: Brand Launcher

Speaker: Jon Goldman, President: Brand Launcher

Date: 8/21/2014

Time: 1:00pm - 2:30pm

Yesterday's marketing doesn't cut it in today's world. The new buyer is wary and jaded, and he doesn't believe a word you say! In this challenging environment, traditional sales-and-marketing techniques are dead on Arrival. The secret lies in Relationship Marketing—cultivating connections with prospects and customers that last for life. Join this in-depth workshop and discover how to stop competing on price and how to start competing on relationships—the one competitive advantage that you can sustain while still making a healthy profit.

- Why most manufacturer and supplier marketing fails miserably
- The right way to conduct referral marketing to your "A" prospects
- The simple strategy that cost only \$4,800 but brought in \$748,000 in sales.

Selling to Generation Y

Session Code: MKT4

Presented by: Brand Launcher

Speaker: Jon Goldman, President: Brand Launcher

Date: 8/21/2014

Time: 9:00am - 10:30am

Generation Y (born between 1982-2000) is tech-savvy, multitasking, and impatient. And if you expect to sell to buyers in this age bracket, then you need to understand who they are and what makes them tick. Join this entertaining session and find out the selling techniques and marketing strategies that work with Gen Y. In the coming years, you are guaranteed to interact with Gen Yers in your business and your strategies will need to shift to accommodate them. Discover what they want, how you can give it to them, and which marketing moves work best with this generation. Discover what really motivates Generation Y, and how to use it effectively. Identify the most powerful marketing strategies for this distrusting group. Define their "unrealistic expectations" and learn how you can deliver on them.

Social Networking for Your Kitchen & Bath Business

Session Code: MKT5

Presented by: Z promotion & design, Inc.

Speaker: Philip Zaleon, President: Z promotion & design, Inc.,

Date: 8/20/2014

Time: 9:00am - 10:30am

The proliferation of online social networking sites has the kitchen and bath industry, along with others, looking for ways to tap these powerful new tools for marketing. This workshop will discuss the what, who and how of online social networking as it specifically relates the kitchen and bath industry professional.

The Truth Behind Search Engine Optimization

Session Code: MKT6

Presented by: Z promotion & design, Inc.

Speaker: Philip Zaleon, President: Z promotion & design, Inc.,

Date: 8/20/2014

Time: 1:00pm - 2:30pm

Everyone wants to be among the first listed when the Google, Bing or Yahoo! Results are returned. Although there are truly no guarantees, there are things you can do to increase your chances of a page-one ranking. This presentation looks at how the photos, text and the "guts" of your website effect search engine placement. During the seminar, we will look at how to develop a website from the inside out to optimize for search engines.

More Materials, More Markets, More Money: Profiting from Diversification of Your Countertop Shop

Session Code: MKT8

Presented by: International Surface

Fabricators Association (ISFA)

Speaker: Dave Paxton, President: Paxton

Countertops & Showers

Date: 8/20/2014

Time: 9:00am - 10:30am

This class will be a conversation about diversifying your business direct from a second-generation business owner. Content will include how to analyze potential new opportunities and dealing with the challenges of diversification.

Presented by



Driving Sales, Engagement and Loyalty through Internet Marketing

Session Code: MKT9

Presented by: Big Squid Interactive, Inc.

Speakers: Scott Galvin, President, CEO: Big Squid Interactive, Inc.; Andres Galdames, Senior Digital Analytics Manager: Big Squid Interactive, Inc.; Purvi Patel, Social Media Marketing Strategist: Big Squid Interactive, Inc.

Date: 8/21/2014

Time: 2:00pm - 3:00pm

This session covers an introduction to Search Engine Marketing including understanding the difference between SEO and PPC, using SEM to generate more leads and sales, the Pros and Cons of "Do it yourself" SEM, " understanding basic web site analytics - a few simple steps can help you unlock an incredible amount of actionable marketing data. Learn to optimize your brand with Social Media by understanding the benefits, what you should and should not do and what the future of social media holds.

3D Printing and the Return of Cottage Industry

Session Code: NBS1

Presented by: Consultingwoodworker.com

Speaker: Ralph Bagnall, Owner: Consultingwoodworker.com

Date: 8/22/2014

Time: 12:30pm - 2:00pm

For about the cost of a good mid-sized sedan, a workshop can be outfitted with all the equipment needed to make more than half the items in your home. Reasonably priced CNC mills, Plasma cutters Laser engravers and 3D printers are making it more possible and economical than ever to buy what you need made locally by someone you know. This seminar will introduce attendees to the ideas and concepts of "Additive Manufacturing", "Distributive Manufacturing" and the return of locally made products. These ideas are poised to change nearly everything we know about building and distributing products, so learning about them now will help prevent surprises in the future.

Leapfrog from Laminate to High End Concrete

Session Code: NBS2

Presented by: Concrete Countertop Institute

Speaker: Jeff Girard, President: The Concrete Countertop Institute

Date: 8/22/2014

Time: 9:00am - 10:30am

Are you missing an opportunity for profits by limiting yourself to laminate countertop fabrication? Concrete is the hottest new surface, and it is high end, custom and opens up endless design possibilities. Best of all, you already have most of the equipment you need to fabricate concrete - woodworking tools. Add a concrete mixer and some key knowledge, and you've got the ability to capture entire high end projects instead of giving away the countertop portion to granite shops. Learn what you need to know to be successful with concrete.

Education Conference Sessions - Cost: \$55 per session

Inkjet and your Business - Primer for your Inkjet Printing Technology, Workflow, and Applications

Session Code: NBS3

Presented by: InfoTrends

Speaker: Ron Gilboa, Director, Functional & Industrial Printing Service: InfoTrends; Bob Brown, National Sales Manager: Panel Processing, Inc.; Jordi Reichert: Hymmen Industrieanlagen GmbH

Date: 8/20/2014

Time: 9:00am - 10:30am

Inkjet printing is the core digital print technology that enables digital decoration of varied range of surfaces. With the advances in materials science and digital processing, inkjet is now emerging as a source of solutions that increase productivity and creativity in industrial applications such as flooring, laminating, and wall decoration, just to name a few. However, successful implementation of inkjet décor printing of any size requires understanding the fundamentals of the technology, and the production workflow needed to achieve optimal results. In this session you will learn about:

- The fundamentals of inkjet printing
- The capabilities and limits of inkjet
- What to consider when looking at inkjet solutions
- Pre treatment
- Printing
- Finishing
- Environmental impact
- Some of the technologies that are available in the market today.

Presented by



Rajesh Ramamurthy, Head of Innovation and Technology: WilsonArt

Date: 8/20/2014

Time: 3:00pm - 4:30pm

Digital printing is becoming available for many décor surfaces such as flooring, laminates, glass, and wall coverings just to name a few. Enabled by a new generation of inkjet printing heads and by innovative integrators, new opportunities are now becoming commercially viable for the wood working industry for décor applications, from one-of-a-kind pieces to high volume production. In this session you will hear from vendors and producers about their successes in implementing their digital print solutions in the marketplace regarding:

- Specific wood based print applications
- Lessons learned from actual print jobs
- Keys for success in future implementations
- Future direction of digital decoration.

Is it for me? A primer for 3D Technology and Applications

Session Code: NBS5

Presented by: InfoTrends

Speaker: Ron Gilboa, Director, Functional & Industrial Printing Service: InfoTrends; Rusty McDonald, Regional Manager; Stratasys

Date: 8/21/2014

Time: 9:00am - 10:30am

There has been a lot of hype around 3D printing—not a day passes without the emergence of new companies and solutions offering additive manufacturing. While, 3D printing has been around since the mid 1980's, and only slowly made its way to various environments, its impact today is dramatic, due to it shortening production time, creating one-of-a-kind products, enabling new tooling methods, and enabling a new generation of creative entrepreneurs to flourish. In this session we will:

- Review the different 3D additive manufacturing technologies
- Review key applications
- Discuss key production cycle elements
- Learn from key industry leader in 3D systems about opportunities and possibilities in 3D

Presented by



Digitally Produced Surfaces - Real Life Examples; A Vendor/Producer Panel

Session Code: NBS4

Presented by: InfoTrends

Speaker: Ron Gilboa, Director, Functional & Industrial Printing Service: InfoTrends; Bob Brown, National Sales Manager: Panel Processing, Inc. John Johnson, Owner: MARKETCRAFT

Presented by



Cabinet Makers Association Sessions - Cost: \$75 per session

How To Turn Lookers Into Buyers - Make Your Website A Selling Machine & Generate More Leads

Session Code: CMA1

Presented by: CMA - Cabinet Makers Association

Speaker: Rick Harshaw, CEO: Monopolize Your Market; Bryan Bauman, Vice President; Monopolize Your Market

Date: 8/21/2014

Time: 9:00am - 10:30am

Like it or not, your website is now the hub of your entire marketing program. All prospects—regardless of where they originate—will land on your website sooner or later seeking to answer one major question: “Why should I buy from you instead of one of your hundreds of competitors?” Your website’s job is to turn these LOOKERS into BUYERS by instantly, definitively, and powerfully communicating your company’s advantages to your prospects, including precise descriptions of who you are, how you’re different & better, and what customers can expect when doing business with you. The standard-issue platitudes and a pretty site design just aren’t going to cut it anymore—not when every single one of your competitors’ websites are literally a single mouse-click away. In this session, remodeling marketing expert Rich Harshaw will teach you the five elements of “Conversionability,” including professionalism, identity, the headline funnel, social proof, and evidence. The information is intuitive and easy to understand; you’ll very likely see where your site is falling short now (and it IS falling short. . .) and how to fix it. Prepare to rethink everything you thought you knew about building a compelling website—it’s all about to change.

Presented by



Guerilla Marketing Tactics - Non-Traditional Sales and Marketing Techniques That Work!

Session Code: CMA3

Presented by: CMA - Cabinet Makers Association

Speaker: Rick Harshaw, CEO: Monopolize Your Market; Bryan Bauman, Vice President; Monopolize Your Market

Date: 8/21/2014

Time: 3:00pm - 4:30pm

You don’t have to be a scrappy startup to benefit from guerilla marketing tactics. The truth is guerilla marketing has a lot more to do with a mindset—outsmarting your competition—than it does with saving money on marketing. In this session, you’ll be presented with over a dozen guerilla marketing tactics that can immediately be implemented with minimal resources. Some of the tactics are foundational—like learning how colors and sizes can build awareness for your company and nab new customers. You’ll learn how to effectively use jobsite signs to generate leads and an amazing technique that will quadruple event leads. Other topics included are hiring strategies, in-home sales tactics, gift card ideas, publicity stunts, winter marketing strategies, phone etiquette, and hiring strategies. You’ll come away surprised at how easy some guerilla marketing tactics are to implement, and what an impact they can have on your business.

Presented by



Managing and Understanding the Sales Process

Session Code: CMA2

Presented by: CMA - Cabinet Makers Association

Speaker: Dave Grulke, Executive Director: Cabinet Makers Association

Date: 8/22/2014

Time: 12:30pm - 2:00pm

Your phone rang, an e-mail arrived in your inbox, someone walked into your shop or you are about to make a sales call on what you think may be a prospect for goods and services you offer. The next words you utter or write begin the sales process. This management session explains best practices and measurements necessary in running an efficient, effective sales process for your company.

Presented by



Working with Designers and Architects

Session Code: CMA4

Presented by: CMA - Cabinet Makers Association

Speaker: Joe Knobbe, Senior Project Manager: Exclusive Woodworking, Inc.

Date: 8/20/2014

Time: 9:00am - 10:30am

Understanding the needs, wants and how you can be a valued partner for designers and architects can put your company on the short list for design driven projects from these professionals. You’ll learn where these projects are, how to approach a professional firm and how to help them reach their goals while you earn their valuable repeat business. You won’t want to miss this session!

Presented by



Cabinet Makers Association Sessions

Time Management for Shop Owners and Managers

Session Code: CMA5

Presented by: CMA - Cabinet Makers Association

Speaker: Members of the CMA's Speakers Bureau

Date: 8/20/2014

Time: 10:45am - 12:15pm

Managing multiple jobs, time and priorities while seeking new opportunities has never been more challenging. We'll discuss best practices that include outsourcing, delegation, scheduling, sales and marketing, technological aids and a number of other items that you need to manage to keep your business moving forward.

Presented by

KCD
software



Automating your Shop - What Comes First?

Session Code: CMA6

Presented by: CMA - Cabinet Makers Association

Speaker: Kevin Ward, Job Title: Company

Date: 8/21/2014

Time: 10:45am - 12:15pm

You are in the gray zone in your business and are seriously considering automating processes. The machinery, software and systems necessary to make the jump from manual to automated not only mean significant financial investment, but also time and most likely some basic business re-tooling. This session explores not only the obvious parts of automating, but also the infrastructure and mind set necessary to successfully move to automation.

Presented by

KCD
software



The Executive Woodworker

Session Code: CMA7

Presented by: CMA - Cabinet Makers Association

Speaker: Matt Krig, Vice President: Northland Woodworks

Date: 8/21/2014

Time: 11:00pm - 12:30pm

Want a clear path from shop floor to front office to retirement, selling or transferring of an ongoing valuable business? Hear from woodworking executives who have actually done exactly that! There is no better or less expensive teacher than someone else's experience. Don't miss this session!

Presented by

KCD
software



Lean Manufacturing for the Small to Mid-Sized Shop

Session Code: CMA8

Presented by: CMA - Cabinet Makers Association

Speaker: Members of the CMA's Speakers Bureau

Date: 8/20/2014

Time: 3:00pm - 4:30pm

This session takes Lean Techniques and the Theory of Constraints to practical applications for a custom job shop. You'll learn how others have applied these abstract theories to workable solutions inside their shops. Eliminate waste and add profits as you create a new set of operating procedures your production floor and front office.

Presented by

KCD
software



Estimating and Project Management

Session Code: CMA9

Presented by: CMA - Cabinet Makers Association

Speaker: Rick Thaler, President: OGB Architectural Millwork

Date: 8/22/2014

Time: 9:00am - 10:30am

You'll learn about the commercial estimating process: How to find commercial jobs to bid, how to set up an estimate, how to communicate with general contractors during the pre-bid process, how to read a specification manual, the dangers and pitfalls of commercial estimating and how to close a sale and how to hand a project off from estimating to production.

Presented by

KCD
software



Managing a Profitable Wood Finishing Operation

Session Code: CMA10

Presented by: CMA - Cabinet Makers Association

Speaker: Members of the CMA's Speakers Bureau

Date: 8/22/2014

Time: 10:45am - 12:15pm

This session discusses starting or strengthening standard operating procedures for predictable results, developing color blocks/standard finishes for customer selection, custom finishes beyond standard finishes – what to charge, how to do etc., why your finish supplier may not be the best place to find information and much more.

Presented by

KCD
software



Modern Production Techniques and Tricks to Using CNC and Software

Session Code: CMA11

Presented by: CMA - Cabinet Makers Association

Speaker: Tracy Yarborough, President: Maple River Woodworks; Matt Krig, Vice President: Northland Woodworks

Date: 8/20/2014

Time: 12:30pm - 2:00pm

You've already made the investment in automated equipment and software, and now want to take your efficiencies and products to the next level. Learn from others who have already pioneered a number of innovative approaches and are willing to share their unique perspectives on making significant product and production improvements within their businesses.

Presented by

KCD
software



From Concept to Design to Sold!

Session Code: CMA12

Presented by: CMA - Cabinet Makers Association

Speaker: Keith Krepplein, President:

Olde Saratoga Millwork

Date: 8/22/2014

Time: 3:00pm - 4:30pm

Increase your sales and close the deal! Fabricating what you have proposed will become an easier process once you have the essential tools to show your customers what they are purchasing. 2D drawings and 3D renderings lead the way to customers saying "I've got to have it". Learn how to go from simple hand drawing to more refined computer generated photo realistic illustrations and close more deals.

Presented by

KCD
software



Pricing strategies for the new economy - Labor, material, overhead and profit; the four basic elements to pricing.

Session Code: CMA13

Presented by: CMA - Cabinet Makers Association

Speaker: David Buchsbaum, Owner, Sales Manager, Chief Engineer: Beacon Custom Woodwork, Inc.

Date: 8/20/2014

Time: 3:00pm - 4:30pm

Pricing strategies for the new economy - Labor, material, overhead and profit; the four basic elements to pricing. is it? You'll learn: Finding hidden labor and overhead expenses; How and why to consider depreciation of assets into their hourly rate; How to Calculate owner/operator value; Determine "true" hourly rate based on efficiencies. Make sure your pricing is in sync with today's market while ensuring you the profit you deserve.

Presented by

KCD
software



Euro vs. Face Frame

Session Code: CMA14

Presented by: CMA - Cabinet Makers Association

Speaker: Matt Krig, Vice President:

Northland Woodworks

Date: 8/22/2014

Time: 1:00pm - 2:30pm

Euro vs. Face frame - The debate between these cabinetry styles will likely go on forever, but there are tools, techniques and manufacturing systems that work for each and for both types to optimize yield and profits. Regardless of your personal preference, or the preference of your clients or market, you need to understand not only the why's but the how's in building each type profitably.

Presented by

KCD
software



Stop Finger Pointing Before It Starts ... Coordinating Residential & Commercial Projects

Session Code: CMA15

Presented by: CMA -

Cabinet Makers Association

Speaker: Dave Grulke, Executive Director:

Cabinet Makers Association; Joe Knobbe, Senior

Project Manager: Exclusive Woodworking

Date: 8/21/2014

Time: 1:00pm - 2:30pm

No matter how efficient a woodworking shop's internal operations are, it's the day-to-day performance of your trade partners and suppliers that can make or break a successful project. The best time to address trade partner efficiency is long before the project starts, and fortunately, we all have the tools in hand to help put subcontractor and supplier performance on a par with our own staff and processes. We'll discuss why communication is key, implementing an accurate construction schedule, eliminating price agreement conflicts, educating your trade partners on your processes, procedures and technology and much more.

Presented by

KCD
software



ISFA's AIA Approved Continuing Education Sessions - \$55

ADA for the Decorative Surfaces Industry

Session Code: ISFA1

Presented by: International Surface Fabricators Association (ISFA)

Speaker: Jeffrey Smith, Sales & Marketing and Design Manager: Gemstone

Date: 8/20/2014

Time: 1:00pm - 2:30pm

The maze of regulations and applications of design principles associated with the Americans with Disabilities Act (ADA) can be daunting. This seminar reviews aspects of ADA as it applies to countertops, worktops, vanities and showers. The class reviews the ADA requirements and discusses critical elements needed to comply with the Federal regulations.

Jeffrey Smith is the Sales & Marketing and Design Manager for Gemstone. He has been distributing, fabricating, or managing some aspect of Solid surface sinks and other shaped products for more than 17 years. For 13 years, Jeff worked as a Customer Service manager, Fabrication Manager for solid surface, quartz and granite products, Product Manager, and eventually a Sales Manager for Transolid and has created numerous original sink and shower pan designs for various projects and companies. Through his work, he has developed a particular expertise in ADA applications and Universal Design.

Presented by



Surfacing Products – Healthcare Infection Control

Session Code: ISFA4

Presented by: International Surface Fabricators Association (ISFA)

Speaker: Gordon Shell, Technical, Training, Warranty and Product Manager:

EOS Surfaces LLC

Date: 8/19/2014

Time: 11:00am - 12:00pm

In the healthcare industry, there is a significant amount of emphasis on infection control. Surfacing in hospitals and other facilities needs regular cleaning and sanitizing and recent advances in decorative surfacing technology show great promise in helping to control infection. Learn about how one new technique has been successfully applied to countertops in healthcare facilities.

Presented by



Ultracompact Surfacing

Session Code: ISFA2

Presented by: International Surface Fabricators Association (ISFA)

Speaker: Mark Anderson, Director of Sales Development: Cosentino North America

Date: 8/19/2014

Time: 1:30pm - 2:30pm

In this course, we explore a cutting edge surfacing technology, ultracompact surfacing. Gain insight into how this surfacing material possesses the same characteristics of natural stone while providing unmatched color and design flexibility.

Presented by



Solid Surface Design Basics

Session Code: ISFA3

Presented by: International Surface Fabricators Association (ISFA)

Speaker: Nelsy Leyba, CSI, LEED AP BD+C, Marketing & Business Development Manager: Dixie Plywood

Date: 8/19/2014

Time: 9:00am - 10:00am

This course covers the important aspects of solid surface materials including characteristics, performance properties, ISFA standards and design examples.

Presented by



Responsible Wood Sourcing

Session Code: ISFA5

Presented by: World Wildlife Fund – Global Forest & Trade Network

Speaker: Amy Smith, Senior Program Officer, Global Forest & Trade Network-North America: World Wildlife Fund

Date: 8/22/2014

Time: 3:00 - 4:00pm

World Wildlife Fund's (WWF's) Global Forest & Trade Network (GFTN) has been working for more than 20 years with hundreds of companies across the globe at all levels of the wood and paper supply chain to promote responsible forestry and trade. Drawing on that expertise, GFTN is offering a continuing education course designed to arm U.S. building and flooring professionals with the information they need to source wood responsibly. The course gives an overview of the vital role forests play in maintaining biodiversity, climate, and human well-being, the global threats to forests, and solutions to deforestation, including concrete actions that building professionals can take to support the responsible forest products trade.

This course lays out both the urgent challenges facing the world's forests as well as the opportunity for building and flooring professionals to use their specifying and purchasing power to address those challenges. Attendees will:

- Master actions for selecting, specifying, and sourcing responsible wood for building construction
- Gain insights into the importance of forests
- Understand the threats to forests in priority places and the impacts of deforestation
- Learn about forest protection strategies, including responsible forest products sourcing

IWF 2014 Challengers Award® Finalists

Innovation, new technology and the future in design will be on display at IWF 2014



Aiken Development LLC

nDepth 3D Sensor Booth 4661

Castle, Inc.

Pocket Cutter/Screw Inserter CSI 1.5 Booth 7713

Colonial Saw Company

Lamello Tenso P14 Self Clamping Glue Aid Booth 5523

Earth Anatomy

Earth Anatomy Thin Stone Veneer Booth 5038

Friulmac, Inc

Randomax End Matcher Booth 6729

Graco Inc.

ProMix PD2K MC2000 Booth 2029

Leitz Tooling Systems LP

Leitz DFC Dust Extraction Hoods Booth 5553

MARTIN Woodworking Machines, Corp.

HEBROCK Airtronic AKV 3005 DK-F Booth 6569

Next Wave Automation

Ready2Rout Booth 7884

SD Machinery

MagPi - 120 Booth 4575

Stiles Machinery

Kentwood Random Scraping Machine for Flooring Industry Booths 5053, 5135

Stiles Machinery

Homag Group powerTouch Control Booths 5053, 5135

Stiles Machinery

Holzma dustEX 3 and 4 series Booths 5053, 5135

Stiles Machinery

airTec by Homag Group Booths 5053, 5135

Stiles Machinery

Microtec Scanner - Golden Eye 502 Booths 5053, 5135

Thermwood Corporation

Cut Center - Cut Ready Booth 5513

Timesavers, LLC

Automatic Opposed Self Centering Knife Planer Booth 6426

Weinig/Holz-Her US

Surface Structuring P1200 Booths 5952, 5953

Weinig/Holz-Her US

GluJet Booths 5952, 5953

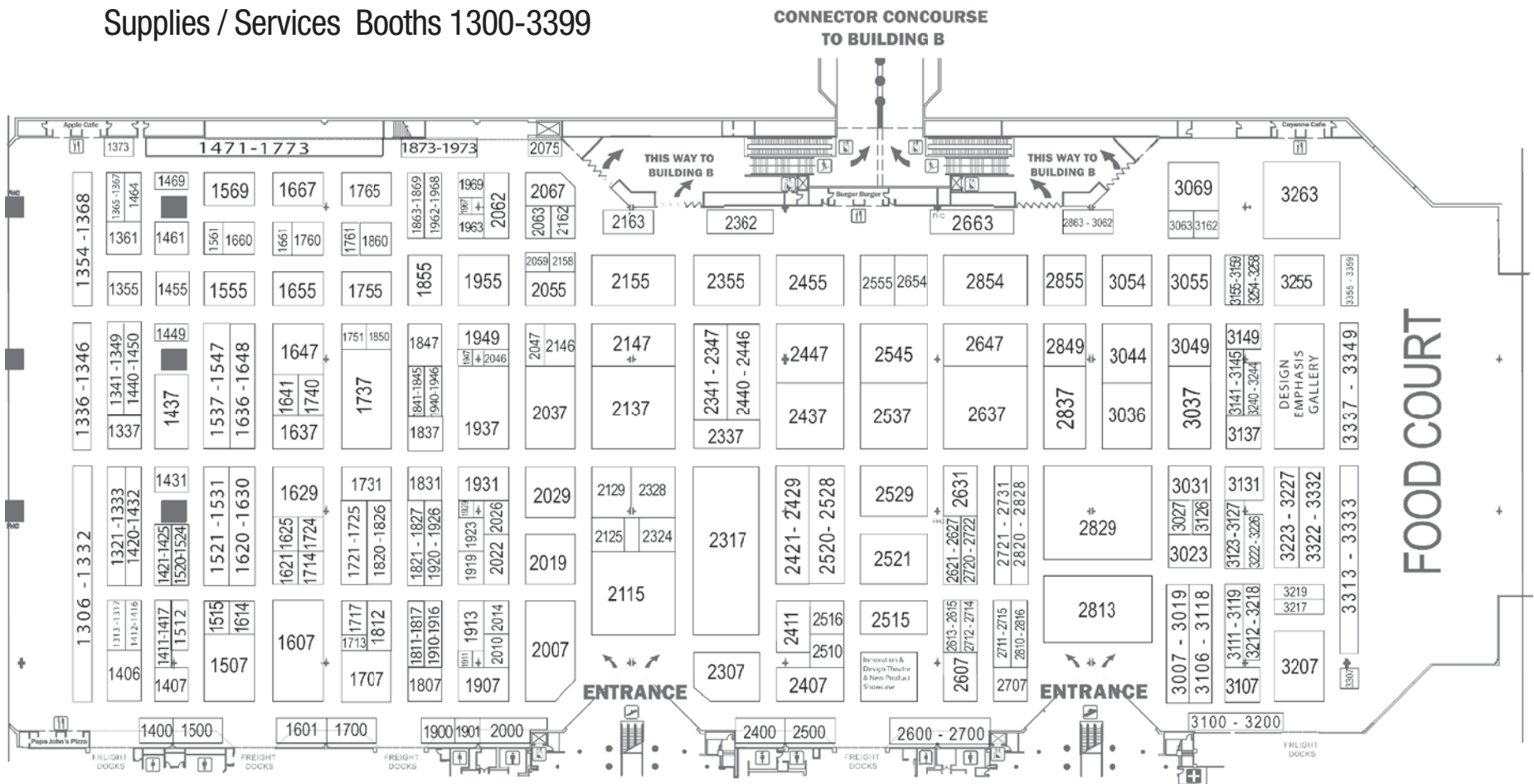
Weinig/Holz-Her US

Evolution Vertical Machining Center 7405 Booths 5952, 5953

Floor Plans

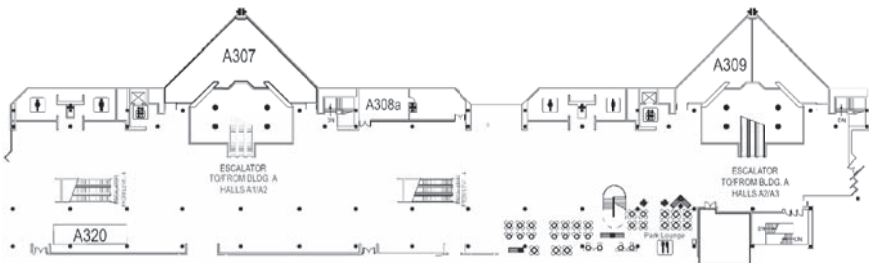
Building A Exhibit Hall Level

Supplies / Services Booths 1300-3399



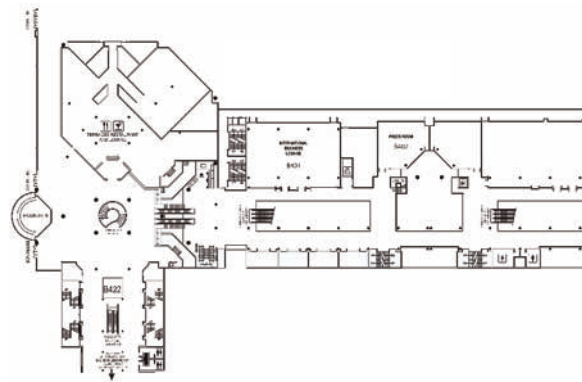
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Supplies / Services Booths A301-A316



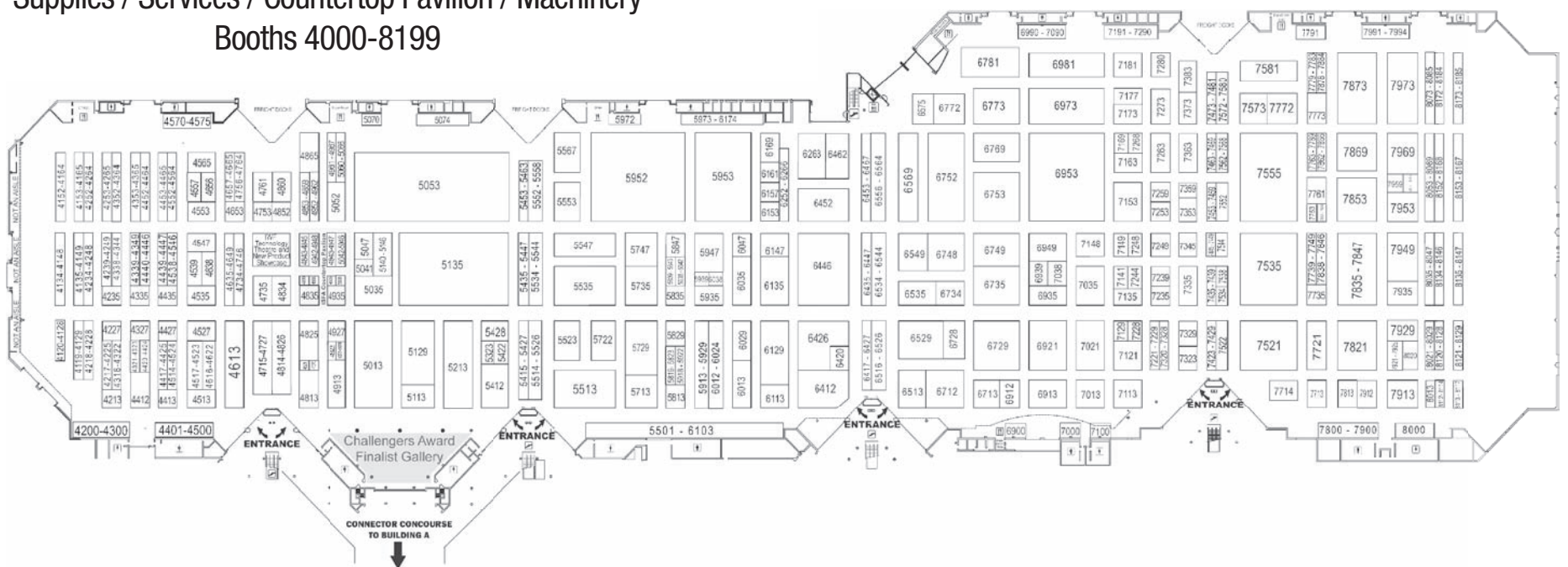
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Building B Exhibit Hall Level

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Current as of 7/01/14

What you'll see at IWF

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(current as of 6/25/14)

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Hotel and Travel Information

ATLANTA WELCOMES IWF PARTICIPANTS

Atlanta attractions, hotels and restaurants in the downtown area are offering special discounts to IWF exhibitors for food and entertainment. Be sure to check out the deals on our website at www.atlanta.net/iwf2014 and take your badge with you to get the best deals around town! Travel providers such as Delta offer discounted fares especially for IWF. For details, please go to www.iwfatlanta.com under Attendees / IWF Hotel and Travel Information.

Hotels

IWF has negotiated special rates at the following Atlanta area hotels just for IWF participants. To find out more about these hotels, go to www.iwfatlanta.com under the **Attendee tab - Hotel and Travel**. Staying within the IWF hotel blocks puts you where your customers are outside of show hours, creating opportunities for "Business After Hours". Many hotels in the IWF block are also offering discounts for hospitality events or sponsorships aimed at the customers who are staying in the same hotel. You also get the best rates in the downtown hotels - guaranteed and complimentary shuttle service between all downtown and midtown hotels and the convention center when you book within the block. Your room rates and availability for reservations are only **guaranteed** when you book your room through Experient.

DOWNTOWN

HOTEL	Sgl. Rate/DbI Rate	Parking Fee**	IWF Shuttle
Best Western Inn at the Peachtrees	\$119/\$119	\$15.00	Yes
Doubletree Downtown Atlanta	\$138/\$138	\$30.00 Valet	Yes/Walk
Embassy Suites -COP	\$148/\$148	\$29.00 Valet	Walk
The Glenn Hotel	\$145/\$145	\$28.00 Valet	Walk
Hilton Atlanta	\$139/\$139	\$30.00 Valet/\$22.00 Self	Yes
Hilton Garden Inn	\$138/\$138	\$26.00 Valet/\$20.00 Self	Walk
Holiday Inn Downtown	\$117/\$117	\$15.00 Self	Yes/Walk
Hyatt Regency Atlanta	\$139/\$139	\$24.00 Valet***	Yes
Marriott Courtyard Atlanta	\$133/\$133	\$25.00 Valet	Yes
Marriott Marquis Atlanta	\$141/\$141	\$25.60 Valet ***	Yes
Omni Hotel at CNN Center	\$159/\$159	\$32.00 Valet	Walk
Ritz Carlton Atlanta	\$160/\$160	\$32.00 Valet	Yes
Sheraton Atlanta Hotel	\$133/\$133	\$29.00 Valet/\$22.00 Self	Yes
W Atlanta Downtown	\$139/\$139	\$30.00 Valet	Yes
Westin Peachtree Plaza	\$128/\$128	\$32.00 Valet/\$23.00 Self	Yes

MIDTOWN

HOTEL	Sgl. Rate/DbI Rate	Parking Fee**	IWF Shuttle
Hilton Garden Inn Midtown	\$121/\$121	\$15.00 Valet	Yes
Homewood Suites Midtown	\$131/\$131	\$15.00 Valet	Yes
Marriott Suites Midtown	\$133/\$133	\$30.00 Valet/\$22.00 Self	Yes
Renaissance Atlanta Midtown	\$133/\$133	\$32.00 Valet	Yes

BUCKHEAD

HOTEL	Sgl. Rate/DbI Rate	Parking Fee**	IWF Shuttle
Fairfield Inn and Suites Buckhead	\$119/\$119	FREE!	NO
Hyatt Place Buckhead	\$124/\$124	FREE!	MARTA
JW Marriott Buckhead	\$140/\$140	\$32.00 Valet/\$22.00 Self	MARTA
Ritz Carlton Buckhead	\$153/\$153	\$32.00 Valet	MARTA

** Parking rates are subject to change

*** Reflects parking discount for IWF participants

SPECIAL RATES FOR FIVE NIGHT STAY

The following hotels are offering a special rate for IWF participants staying for 5 nights or longer. Extend your trip and see what Atlanta has to offer! Guests must complete 5 night stay to receive the special rate. Cancellations to stays under 5 nights will be charged at the standard IWF rate.

HOTEL	Sgl. Rate/DbI Rate	Location
Best Western Inn at the Peachtrees	\$109/\$109	Downtown
Hilton Atlanta	\$119/\$119	Downtown
Hyatt Regency	\$119/\$119	Downtown
Marriott Marquis	\$120/\$120	Downtown
Sheraton Atlanta	\$119/\$119	Downtown
W Downtown	\$132/\$132	Downtown
Westin Peachtree Plaza	\$121/\$121	Downtown
Hyatt Place Buckhead	\$119/\$119	Buckhead

DRIVING DIRECTIONS TO IWF

From I-85 or Ga. 400 driving south into Atlanta:

Take I-85 or Ga. 400 south into the city. (Southbound Ga. 400 ends when it merges into I-85, and I-85 merges with I-75 as it enters downtown.) Exit at Exit # 249C Williams Street (Ivan Allen Jr., Blvd.) and continue straight until it deadends, turn right onto Andrew Young International Blvd., then left onto Centennial Olympic Park Drive and follow the "From Downtown" instructions in the next column.

From I-75 driving south into Atlanta:

Exit Northside Drive (exit 252) and follow it south until you reach Simpson Street. Parking is available to the left off Simpson Street (Yellow lot) or just ahead on the right (Blue lot). Both lots are an easy walk to the Northside Drive entrance to the Georgia World Congress Center. If those lots are full, follow Simpson Street (which turns into Jones Avenue) and turn right on Marietta Street (more lots on Marietta); turn right onto Centennial Olympic Park Drive and follow the "From Downtown" instructions in the next column.

From East of Atlanta:

Take I-20 Westbound into the city, take I-75/I-85 North, exit at Andrew Young International Blvd. (exit 248C). Turn left on Andrew Young International Blvd. and go straight for approximately five blocks, then left onto Centennial Olympic Park Drive and follow the "From Downtown" instructions in the next column.

From West of Atlanta:

Take I-20 Eastbound into the city, take I-75/I-85 North, exit at Andrew Young International Blvd. (exit 248C). Turn left on Andrew Young International Blvd. and go straight for approximately five blocks, then left onto Centennial Olympic Park Drive and follow the "From Downtown" instructions in the next column.

From South of Atlanta:

take I-75 or I-85 north into the city, exit at Andrew Young International Blvd. (exit 248C). Turn left on Andrew Young International Blvd. and go straight for approximately five blocks, then left onto Centennial Olympic Park Drive and follow the "From Downtown" instructions below.

By car from the Atlanta Airport (Hartsfield-Jackson Airport):

Take I-75/I-85 North from the airport, exit at Andrew Young International Boulevard (exit 248C). Turn left on Andrew Young International Blvd. and go straight for approximately five blocks, then left onto Centennial Olympic Park Drive and follow the "From Downtown" instructions below.

From Downtown:

Follow Centennial Olympic Park Drive south past the Philips Arena/CNN Center and Philips Drive. Just past Philips Drive, take a right onto Andrew Young International Boulevard to access the Red Lot (International Parking Deck). If the Red Lot is full, there will be a "LOT FULL" sign on Centennial Olympic Park Drive; you'll need continue straight on Centennial Olympic Park Drive and then take the first right onto Martin Luther King Jr. Drive, then the first right onto Northside Drive. Here you will have access to the Blue Lot across from the Northside Drive entrance to the Georgia World Congress Center. You can continue straight to Simpson Street, and turn right to access the Yellow Lot. Continue straight on Simpson Street (which turns into Jones Avenue) and turn right onto Marietta Street for access to the Green Lot. Continue straight on Marietta Street to Centennial Olympic Park Drive where you can turn right to be back near the Andrew Young International Boulevard and the upper entrance to the Georgia World Congress Center.

PARKING INFORMATION

Georgia World Congress Center's public parking spaces are available on a first-come, first-served basis. Rates are \$10 per day for the International Plaza Parking Deck and \$8 per day at all of the Georgia World Congress Center's open-air lots. Additional spaces (prices vary) are available in independent lots throughout downtown Atlanta that are within walking distance of the Georgia World Congress Center. Go online to www.iwfatlanta.com for additional parking maps and travel information.

If you prefer, park at an outlying "Park and Ride" MARTA Station and take the MARTA rapid rail train to the "W-1 Dome/GWCC/ Philips Arena/CNN Center" station (a limited amount of daily parking is free at the following MARTA stations: Avondale, Brookhaven/Oglethorpe University, Chamblee, College Park, Doraville, Dunwoody, Edgewood/Candler Park, Indian Creek, Kensington, Lenox, Lindbergh Center, Medical Center, North Springs, and Sandy Springs.)

FREE IWF SHUTTLE

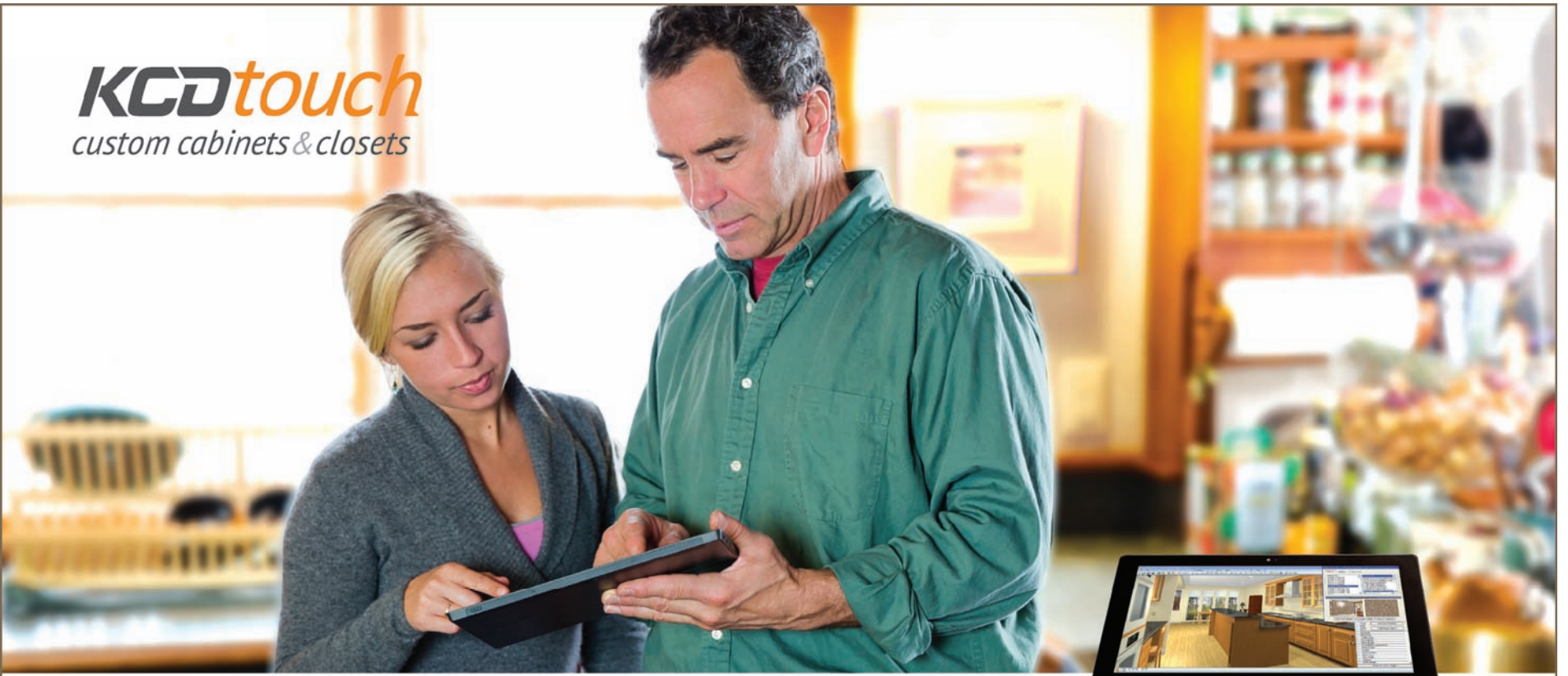
Complimentary shuttle buses operate between selected downtown and midtown hotels and the Georgia World Congress Center. Complete schedules and routes will be available on-site, in hotel lobbies, at the Georgia World Congress Center, and at www.iwfatlanta.com/Attendees/HotelandTravel.

MARTA RAPID RAIL SYSTEM

The fastest and least expensive way to the Georgia World Congress Center and around Atlanta is on MARTA, a safe, modern rapid rail system. Most of the hotels listed are near a MARTA station. MARTA also connects right into the Atlanta Airport terminal building.

Easy directions are available from the MARTA information desk at the Atlanta Airport or on the website www.itsmarta.com.

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