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Association for
Retail Environments
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PRESS RELEASE

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A.R.E. Sponsors Woodworking Profitability Session at IWF

Hollywood, Fla. (July 22, 2008)—In today's economy, woodworkers need every advantage to remain competitive. Find out what makes high-profit companies in the industry successful and how you can improve your firm's profitability in the A.R.E.-sponsored session at The International Woodworking Machinery & Furniture Supply Fair - U.S.A. (IWF), Aug. 20-23, 2008, Georgia World Congress Center, Atlanta.

In "Improving the Bottom Line," 3:30-5:00 p.m., Thursday, Aug. 21, an industry-specific analysis is presented by John R. Mackay, president of the Mackay Research Group, a research and executive education firm headquartered in Lafayette, Colo., and producer of A.R.E.'s annual Industry Performance Report.

Mackay will review the results of financial performance in the woodworking industry in North America, with particular emphasis on separating high-profit-performing companies from typically performing companies.

In many woodworking companies, top management has a clear understanding of how to improve results as owners focus on sales, gross margin, inventory turnover, and ultimately the bottom line. But employees tend to focus on their own results—compensation, benefits, and job security. For a total firm commitment to profit improvement, the essentials of profitability must be understood by owners, managers, and key operations employees. This session for individuals at all three levels will provide an understanding of the key factors that influence profitability in the industry and why the high-profit firms have become more successful.

You must be registered at IWF to attend this session. To register and for information about IWF, visit www.iwfatlanta.com.

For a list of A.R.E. member exhibitors, visit www.retailenvironments.org/iwf/exhibitors2008.cfm.

To purchase A.R.E.'s Industry Performance Report, visit www.retailenvironments.org/magazine/pub_PROFIT08.cfm.

About A.R.E.

Members of the Association for Retail Environments (formerly NASFM) are retail environments professionals and proven industry leaders—companies that are well known for excellent craftsmanship, topflight service, and cutting-edge innovation. More than 800 member companies offer a full range of products and services for retail environments, and include store fixture suppliers, retail design firms, suppliers of visual merchandising products, and suppliers of materials and equipment for the retail environments industry. Member capabilities include importing, exporting, consolidating, installing, project management, engineering, design, and more.



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