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Canada does its part for Xylexpo's success

The winners of the *Wood Industry/Italian Trade Commission Free Trip to Italy!* contest last October were cautious. "I have won things before," one said, "and it ended up costing me more than if I had bought it myself."

Reassured that all travel, hotels and most meals were, indeed, paid in full, the travelers returned from their trip in May enthused. In fact, winner Julian Kleinsasser from Netley Millwork in Winnipeg, said the trip was as-advertised, worth going to and he definitely got information he will incorporate into his operation in the future.

Of special interest this time at Xylexpo, Canadians outnumbered Americans by 18 percent. This is a change, as we usually report that the attendee numbers are approximately equal, even though Americans outnumber Canadians in their general populations by 10 times.

From Xylexpo, regular registrations by professional visitors were 15,250, up by 7.1 percent compared to 2012. Attendance from Italy increased 4.6 percent and increased 8.5 percent from abroad. Continen-

Winner Iraj Safari from Legend Kitchens, left, with Benjamin Goertzen of Chervin Custom Woodworks.



tal Europe showed a 12.7 percent increase, while Africa was up 16 percent and the Americas were up 1.8 percent. Interestingly, visitors from Asia decreased, though only by 1.5 percent.



Julian Kleinsasser from Netley Millwork, fourth from the left, shown with Italian and Canadian colleagues.

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