



# THE CUTTING EDGE

WOOD MACHINERY MANUFACTURERS OF AMERICA

## Ergonomics

*John Satagaj, London & Satagaj*

The Occupational Safety and Health Administration (OSHA) has published the final ergonomics standard. The rule was published on November 14, 2000 in the Federal Register. It has an effective date of January 16, 2001, but employers would be given until October 15, 2001 to comply.

The rule goes beyond OSHA's original proposal. You may recall the proposal was drafted to apply to types of jobs rather than types of businesses. The original proposal covered only manufacturing and manual handling jobs. The final rule applies to all general industry employers. Therefore, all employers will have general monitoring and education responsibilities. A second tier of responsibilities involves the adoption of an ergonomics program and remedial activity. The second level of responsibility is triggered when employees report signs or symptoms of musculoskeletal disorders (MSDs). For WMMA members it is a "double whammy," as WMMA members have to worry not only about their own workplaces, but also whether the machinery they manufacture is "ergonomically correct."

The rule requires employers to inform workers about common MSDs, MSD signs and symptoms and the importance of early reporting. When a worker reports signs or symptoms of an MSD, the employer must determine whether the injury meets the definition of an MSD incident — a work-related MSD that requires medical treatment beyond first aid, assignment to a light duty job or temporary removal from work to recover, or work-related MSD signs or MSD symptoms that last for seven or more consecutive days.

If it is an MSD incident, the employer must check the job, using a Basic Screening Tool to determine whether the job exposes the worker to risk factors that could trigger MSD problems. The rule provides a Basic Screening Tool that identifies risk factors that could lead to MSD hazards. If the risk factors on the job meet the levels of exposure in the Basic Screening Tool, then the job will have met the standard's Action Trigger.

If the job meets the Action Trigger, the employer must implement either a Quick Fix or the following elements: Management Leadership and Employee Participation; Job Hazard Analysis and Control; Training; MSD Management; Work Restriction Protection; Program Evaluation and, Recordkeeping.

The employer may use a Quick Fix instead of a full ergonomics program for a job if the employees have experienced no more than one MSD incident in that job, and there have been no more than two MSD incidents in the employer's establishment, in the preceding 18 months.

To use a Quick Fix, the employer must provide "MSD management," as appropriate, to the employee promptly after the employer determines that the employee's job meets the Action Trigger; talk with employees in the job and their representatives about the tasks the employees perform that may relate to the MSD incident and observe employees performing the job to identify which risk factors are likely to have caused the MSD incident; ask the employee(s) performing the job and their representatives to recommend measures to reduce

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## SUBMIT YOUR NOMINATIONS

### **The Ralph B. Baldwin Award**

Who will be awarded the prestigious Ralph B. Baldwin Award for Excellence in 2001? Do not miss your opportunity to honor an industry peer for his/her contributions to the U.S. woodworking industry.

Please note that emphasis is on "the industry." The nominated individual may or may not be from a member company of WMMA. The nominated individual, for example, could be an association or trade show executive from an industry organization that has made a measurable difference in the U.S. woodworking industry. Maybe, the nominated individual has established an educational program that greatly benefits the industry or produces students regularly hired by industry companies. Sit back and reflect upon those who have helped you during your Business career in the woodworking equipment and cutting tool industry; then give serious consideration to their nomination for the Baldwin Award.

The nomination forms that were distributed to members earlier this month are due in February. Remember, all previous non-winning candidates are eligible for submission this year. The winner will be announced in April at the Woodworking Industry Conference in Carlsbad, CA. Submit your entry form to WMMA headquarters today!

## WMMA WILL BE PAPERLESS FOR 2001

This is the final hard copy issue of The Cutting Edge. As stated many times before, WMMA will be all-electronic beginning January 1, 2001. What does this mean? Most all correspondence that you will receive from WMMA will be sent via e-mail or found on the WMMA website ([www.wmma.org](http://www.wmma.org)).

Some of the things that will be available in the electronic format will be:

- Cutting Edge
- Transportation and Logistic Bulletin
- Flash Report
- Delinquent Dealer Report
- Updates on New Members Services
- Reminders on Association Projects

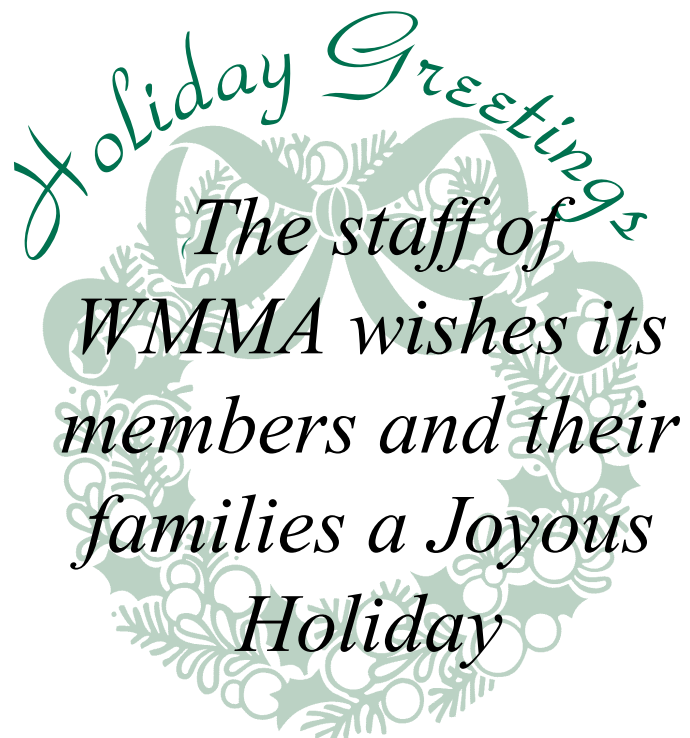
For those of you who are not connected yet, do not miss out on this opportunity to see the new changes for WMMA members. The 14 member companies without an email address should advise headquarters as soon as each secures an email address.

### **Nominations to WMMA's Board of Directors are Open!**

WMMA's Leadership Development Committee, formerly known as the Nominating Committee, is starting the hard work in preparing the slate of Directors for the Board term expiring in 2004. Todd Herzog, Chairman of the Leadership Development Committee, is open to your suggestions as to whom the committee should consider for these openings. Your suggestions should consider people of member companies who have been active in the Association and its activities. These individuals should be known for their character strength and integrity. They must also embrace change, while maintaining the strengths of the existing organization and identifying the key challenges facing the Association and industry.

Balance in the Board is also an important factor. "Balance" means that there are representatives with different geographical locations, different sizes (in sales and number of employees), and different product types.

Nomination suggestions should be immediately sent to Mr. Herzog, care of Accu-Router, Inc. at 634 Mountain View Industrial Drive, Morrison, TN 37357; fax: 931.668.9187; email: [todd@accu-router.com](mailto:todd@accu-router.com).



## Tooling Subcommittee to Address Tooling Standards

by Russ Martin

Great Lakes Carbide Tool

At WMMA's Product & Engineering Standards Committee meeting of September 14, 2000, the committee discussed warning labels for tooling. Of major concern are the improper installation and/or use of tools in their machinery by some end users. Gary Metzger (North American Products), Russ Martin (Great Lakes Carbide Tooling), John Schultz (Super Thin Saws) and John Branch (Midwest Automation) agreed to form a subcommittee to deal with the possibility of various types of standards for tooling.

The subcommittee intends to address issues relating to proper running speeds (Min./Max. RPM's), critical surface speeds (SFM), weight limitations and their importance for safety in the work place. Standards for marking/identifying cutting tools, which would identify these characteristics, will also be investigated. Of course, the committee welcomes input and support from machinery manufacturers as to the best method for preventing improper feeds and speeds of cutting tools. If a survey of various contacts does not reveal a source for the warning or installation icons, the subcommittee will work on designing some. Watch The Cutting Edge and the WMMA website - [www.wmma.org](http://www.wmma.org) - for continual updates. Please contact any member of the subcommittee with any comments or suggestions about this project:

Gary Metzger - [garmet@naptools.com](mailto:garmet@naptools.com)

Russ Martin - [coach@glct.com](mailto:coach@glct.com)

John Schultz - [jschultz@superthinsaws.com](mailto:jschultz@superthinsaws.com)

John Branch - [jbranch@midwestautomation.com](mailto:jbranch@midwestautomation.com)

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## 8th Annual Workshop on Forest Products Marketing

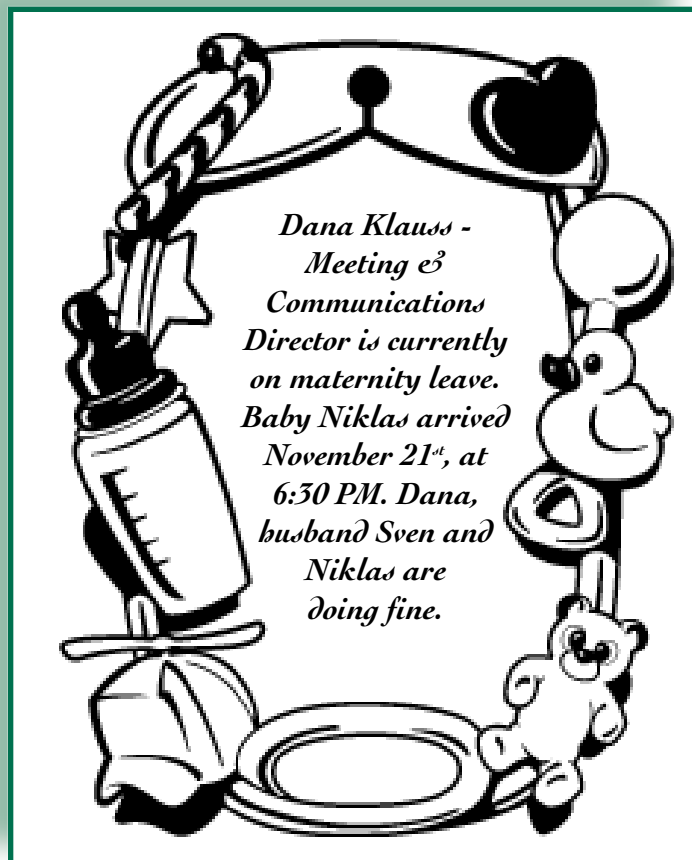
The Center for Forest Products Marketing and Management at Virginia Tech announces the upcoming Annual Workshop on Forest Products and Marketing. The program will concentrate on the fundamental principles of marketing and salesmanship as they apply to the forest products industry. The two-day workshop will be held on the Virginia Tech campus in Blacksburg, VA on March 15-16, 2001.

For registration materials or additional information contact:

Bob Smith  
Center for Forest Products Marketing &  
Management  
Department of Wood Science and Forest Products  
1650 Ramble Road  
Blacksburg, VA 24601-0503  
Phone: 540-231-5876  
Fax: 540-231-8868  
Email: [rsmith4@vt.edu](mailto:rsmith4@vt.edu)

## PLP&D Winter Workshop

Product Liability Prevention & Defense Group is accepting registrations for the Winter Workshop to be held at the Hyatt Regency Orlando International Airport on January 18-19, 2001. Call the Hyatt directly at 407-825-1234. A special feature offering analysis and information on companies' operations manuals, brochures, flyers and other educational or promotional materials is to be included. Please send samples of materials directly to: Cal Burnton, Wildman, Harold, Allen & Dixon, 225 West Wacker Drive, 27th Floor, Chicago, IL 60606



# Member News

## NWPA

Northwest Wood Products Association has just launched its new website [www.nwpa.org](http://www.nwpa.org). Their new and improved website includes a new feature: trade lead posting and member search capabilities. This dynamic feature will allow users to go online and post trade lead requests as well as searching their database for companies to provide a service or product. NWPA have also included their very popular used Equipment and Wood Exchange Listings, available to all. If you are interested in linking with the NWPA website, please call them at 541-385-5353 or email them at [nwpa@nwpa.org](mailto:nwpa@nwpa.org).

## RAMCO

RAMCO has been selected as the U.S. representative for Tagliabue Widebelt Sanders, Edge Sanders and profile sanders. Tagliabue is an Italian manufacturer of high quality veneer and sealer sanders.

## CTD Machines, Inc.

CTD Machines, Inc., manufacturer of high speed Mitre, Double Mitre and automatic cut-off Saws, announces the appointment of John Ramsey as its National Sales Manager.



Carter Products Co., Inc. has expanded its line of Stabilizer Band Saw Guides to thirteen kits. The Stabilizer guides provide stability for contour cutting and working on scrollwork details using blades 1/4" or smaller. The line was introduced in 1999. For information on any of their extensive product line,

contact: Carter Products Company, Inc. 437 Spring Street, NE, Grand Rapids, MI 49503. Telephone: 616-451-2928 Fax: 616-451-4330 E-mail: [sales@carterproducts.com](mailto:sales@carterproducts.com) or visit their website at: [www.carterproducts.com](http://www.carterproducts.com).

## Ergonomics

### *continued from front page*

exposure to the MSD hazards identified; within 90 days of the employer's determination that the job meets the Action Trigger implement "controls" in the job that control the MSD hazards or reduce MSD hazards in accordance with or to levels below those in the OSHA provided hazard identification tools and train the employee(s) in the use of these controls; within 30 days after the employer implements the controls, review the job to determine whether the employer have reduced the MSD hazards to the specified levels; and keep a record of the Quick Fix process for each job to which it is applied. The employer must keep the record for 3 years.

If the employer determines that it has reduced the MSD hazards to the specified levels, the employer need take no further action except to maintain controls, the training related to those controls, and record keeping. If the employer has not reduced MSD hazards to the specified levels, the employer must implement a full ergonomics program.

However, before it becomes a "final" final rule, it must travel through two obstacle courses. A number of Business groups, including WMMA, have filed a suit to stop the rule. At the same time, the rule is also subject to review by Congress under the Congressional Review Act (CRA). Congress passed the CRA in 1996 and the ergonomics proposal is the first major rule to come before Congress under the CRA. Under the CRA, the rule must be submitted to Congress and if both chambers pass a joint resolution to disapprove it, the rule will be thrown out (unless a President vetoes the disapproval resolution). While the Republicans will control the Senate and house in the 107th Congress, getting both to pass the disapproval resolution, given the slim projected majority margins, will be a challenge. The effective date of the regulation is stayed during the congressional review process so it is not likely that the rule will take effect in January. While the congressional review process must be completed under a 60-day deadline, since the proposal was submitted within a 60-day window before the finish of the 106th Congress, the clock starts fresh in a new Congress. In addition, the joint resolution is considered under special Senate rules built into the review law that prevents filibuster.

We will keep you posted of developments as the first deadline approaches.

## ***WIC 2001: Expanding your B2B Future***

**WMMA/WMIA/AWFS  
Woodworking Industry Conference (WIC)**

**April 25 - 29, 2001  
La Costa Resort and Spa  
Carlsbad, California**

Is your company ready for the future? The 2001 Woodworking Industry Conference will help you get there. If you want your company to succeed in the New (B2B) Economy, you cannot afford to miss this meeting. Take a look at these highlights:

### ***Condensed Schedule***

The 2001 Conference features a return to the shorter schedule that will allow attendees to accomplish more with less time away from the office. General Business gets underway on Thursday morning, April 26, and will wrap up on Saturday night, April 28.

### ***Contact Table Program***

The supplier/distributor contact table program offers two days for face - to - face Business meetings. Suppliers can sign up to host a table on Thursday (4/26) and distributors can host tables on Friday (4/27). Every company that wants to host a table must pre-register and pre-pay the fee for hosting a table. Every participant is responsible for pre-scheduling appointments in advance. Lists of participants from all three associations will be posted regularly on the website - [www.wmma.org](http://www.wmma.org).

### ***Business and Industry Education***

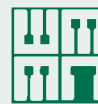
Top speakers will address compelling industry and Business management issues during the general sessions and workshops. Topics include an economic outlook, B2B e-commerce, strategic planning, Win/win negotiating and industry promotional efforts

### ***Networking and Social Opportunities***

The 2001 WIC will be held at the picturesque La Costa Resort and Spa located near San Diego. This full service resort, with its world-renowned spa, is the perfect place to mix Business with pleasure. Golf, tennis, area tours and a variety of evening social events are all part of the WIC program.

Complete promotional packages for the 2001 WIC have been mailed to members. For best results, make your travel plans early and register today.

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# Export Development

## U.S. Import and Export Trade Statistics

As an insert to this issue, we are reporting U.S. import and export figures for January-September 2000.

Statistics are reported for all woodworking equipment and its three component parts: machines, cutting tools and, accessories and parts. The following is a summary of major trends.

Harold Zassenhaus is available to provide U.S. export and import data on specific product categories. For more information, contact him at (301) 652 0693; fax (301) 986 1389 or e-mail: zemg@erols.com.

### Exports

Exports of all woodworking equipment (machines, cutting tools plus parts and accessories) remained at about the same levels as a year earlier. Within the group, exports of machinery were up over 4%, year to date, cutting tools dropped 3% while parts and accessories dropped by 13% from the same period in 1999.

### NAFTA

In the first nine months of 2000, Canada and Mexico accounted for 54% of total exports. Canada continues to be a growing strong market for most types of woodworking equipment. Exports to Mexico, although our second largest market, suffered a significant decline due to a 36% drop in cutting tool shipments.

### Western Europe

Much of the decrease could be linked to a combination of a continued strong U.S. dollar, a steep 57% decline in exports of parts and accessories to the region and extremely slow sales to Germany. Exports to Germany declined by 53%, or \$9.3 million, compared to 1999. The decline is largely due to sluggish sales of parts and machines.

### East Asia-9

Exports to the region (China, Hong Kong, Indonesia, Malaysia, the Philippines, Singapore, South Korea, Taiwan and Thailand) continued to rebound. The strong growth over the period was largely due to a 69% increase in exports of machinery.

### Central/South America (excluding Mexico):

Exports continued to grow to the region as two of our major customers, Brazil and Chile, looked to the U.S. for supplies. Exports to Brazil, our 6th largest market,

grew 34% and now account for roughly 1/3 of total sales to Central and South America.

### Eastern Europe

The improvement in exports over the like 1999 period, is largely a result of parts and machinery sales to Poland, the Czech Republic and Hungary.

### Imports

Imports continued their upward trend. Imports of parts and accessories increased 22%; cutting tools increased 13%, while machinery imports increased 5% in comparison to the same period 1999.

### East Asia

The region supplied over 50% of all U.S. imports for the first three quarters of the year. And, the importance of the region is growing at twice the rate as total imports (18% vs. 9%). Taiwan supplied over 1/3 of all equipment, increasing shipments by 19% for the period. Japan accounted for 9% of U.S. imports and China over 5%.

### Western Europe

Imports from Germany and Italy, our 2nd and 3rd largest suppliers, continued to lag in dollar terms for the three-quarters. Imports from Germany decreased by 4% and those from Italy by 2%. While the value of shipments decreased, it appears that the quantity continued to increase, more than likely a result of the strong U.S. dollar. As an example, the value of all imported Western European woodworking machinery decreased over the nine-month period by 2%. However, the number of units shipped to the U.S. increased by 24%.

### Canada

The country continues to be a strong supplier to the U.S. Parts shipments increased by 29% and cutting tools by 18% over the period. Machinery sales to the U.S. were flat.

### Eastern Europe

From a small base, imports from Eastern Europe have been increasing rapidly. The double and triple digit growth was recorded in all product categories (machinery, cutting tools and parts). Imports from the Czech Republic accounted for 70% of the shipments.