

WMMA Strategic Planning Update

The WMMA Board of Directors met in Washington, DC in September for a two-day strategic planning session. The Board conducted an in-depth analysis of the state of the Association and industry, as well as Member feedback to develop the following strategic objectives that will guide the WMMA over the next three years:

Strategic Objectives:

- 1) Accelerate Member Growth & Success
- 2) Advance Industry Quality & Innovation Through Knowledge-Sharing And Information Access
- 3) Enhance the Development of Critical Industry Talent

Task Forces have been developed to carry out these initiatives and address issues such as increasing year-round member benefits as well as increasing member diversification and engagement.

Strategic Task Forces:

Regional Gatherings Task Force, Chaired by Chris Hacker (2016)

The Regional Gatherings Task Force will focus on planning events in geographic regions that are concentrated with Member companies where members can come together to network and learn. The regional gatherings will allow for a touch point in addition to the annual WIC. The first such meeting will be held September 26-28, 2016 in Charlotte, NC.

Increase and Promote Networking Opportunities Task Force (excludes regional meetings listed above), Chaired by Paul Wilmes (2016)

The Increase and Promote Networking Opportunities Task Force will focus on identifying and planning opportunities for Members to network outside of standalone events such as WIC or the Fall Meetings.

Develop & Promote Leadership Training Programs Task Force (2017)

The Develop & Promote Leadership Training Programs Task Force will focus on developing programs to help member companies further cultivate leadership and staff development efforts.

WMMA Innovation Summit Task Force (2017)

The WMMA Innovation Summit Task Force will be tasked with planning a stand-alone event focused on helping members address operational issues such as profitability and technology.

Interested in supporting WMMA's Strategic Objectives?

If you are interested in joining a Task Force, please contact Associate Director Jennifer Miller at jennifer@wmma.org.





The Cutting Edge

February 2016

WMMA's Export Trade Certificate: An Opportunity to Join

Since February 1989, the US Department of Commerce has granted antitrust protection for members of the WMMA® that elect to be covered under the WMMA® Export Trade Certificate (ETC).

If you are a member of the WMMA's Export Trade Certificate and would like to continue your coverage under the ETC, please contact Jennifer Miller at jennifer@wmma.org.

Information is due no later than March 11, 2016. All information is kept in strict confidence.

Under the protective umbrella of the ETC, member firms can join together, without the threat of most antitrust regulations, to reduce export related costs and/or increase effectiveness in export operations. The following are examples of activities that can be initiated with a competitor company listed under the WMMA Certificate:

Joint Bidding and Selling Arrangements Any number of ETC members may join together even if they are domestic competitors and submit a single bid on a particular export project or tender. They can use the same overseas representative, agree to sell separate products as a unit, prepare joint catalogs, and allocate sales that result from joint bidding or selling arrangements.

Pricing Policies Two or more members may agree to establish minimum uniform prices for particular products. They may engage in joint negotiations on prices and terms of sale with foreign buyers.

Service and Promotional Activities Certificate members may jointly engage in a variety of activities that will promote or support their export sales. These can include establishing joint warranty service and training centers, conducting joint trade shows or missions and joint advertising.

If you have any questions concerning the above please contact WMMA's Associate Director Jennifer Miller at jennifer@wmma.org.



February 2016

WIC's Silent Auction

WIC's silent auction will be held on Thursday, April 10th. We need your help with obtaining donated items to be used in the live and silent auctions.

Can you help us out with a donation of a product or service from your business? It will greatly help woodworking professionals. All donations are greatly welcome, appreciated and are tax deductible. Your donation can be something as simple as a gift certificate to your business or an invitation to share lunch with you. We encourage creativity! Remember, the more donated items we can obtain, the more funds we will raise for the [Woodwork Career Alliance](#). In the past three years we've raised over \$8,000 for WCA!

[Click here](#) to view the donation form for auction items. Simply fill it out, then call or email me and I'll handle everything from there.

With this year's WIC being held in Mexico, we're hoping to limit the number of items actually shipped internationally. Items that are too large to be hand-carried to Cancun should be photographed and emailed. We'll be loading all photos to the WIC app and encouraging bidding there. This year's auction will be open to all members of WMMA, WMIA, AWFS, and NBMDA!

Thank you for your consideration of our request to help out the Woodwork Career Alliance. Please let me know if you have any questions.

Best regards,
Diane Schafer
Director of Meetings



Photos from 2015 Silent Auction





The Cutting Edge

February 2016

IWF has the Power to CONNECT - The power to connect you to buyers, 365 days of the year.



August 24-27 2016

Georgia World Congress Center Atlanta Georgia USA

Are you a supplier or a manufacturer? Then you need to connect with IWF, the premiere woodworking convention. The International Woodworking Fair® is where the material processing and design industries come together to solve problems, find solutions, share ideas with friends old and new, feature architectural woodwork, and reconnect with your customers. Click on the Networking Icon located underneath the IWF Quick Links section above to connect with your peers. We will be holding

many woodworking educational sessions during the convention including wood cabinetry sessions, demonstrations of woodworking tools, and furniture industry sessions from a variety of furniture manufacturers within our network.

Housing Information...[IWF Exhibitor Registration & Housing](#) is Open Exhibitor Registration and Housing is open for all exhibitors. You can log into your company's Registration and Housing Portal to register and reserve hotel rooms for your exhibiting personnel through one convenient path. Staying at hotels where your customers are staying increases your chance for business opportunities after show hours through networking and hospitality. Book within the IWF block now for the best prices and locations.

Exhibitor housing is filling up! IWF 2016 booth sales are up and many hotels are already full as participation in the Seniority Housing process was higher than previous shows! If you have not booked your hotel block for your personnel, don't delay! If you have already booked your block, please assign your personnel as early as possible so that you can release any unneeded rooms, making them available to new exhibitors or attendees so we can have the best IWF possible! To log into the Housing Portal, click here and then follow the simple steps on the site.

You can request a block of rooms for your group or register individuals and choose separate hotel rooms. If you have any questions or problems, contact the Official IWF Housing Provider- Experient at 800-803-5486 or email IWF.EXHIBITOR@experient-inc.com

Exhibitor Directory Listing.... We highly recommend that you take a few minutes to enter all your company and product information in your free listing. As buyer/attendees use IWF's online resources to plan their time at the show, you want to be sure they find your company and add you to their list of "Must-See" exhibitors for the show. To log in, go to <http://iwf16.exh.mapyourshow.com> and follow the simple steps on the site.

Also, IWF has contracted with the service provider Map Your Show, to create the official online exhibitor listing portion for IWF 2016. Online tools will include interactive floor plans, searchable exhibitor lists and product categories and technical conference session listings, and a show planning tool, my IWF Show Planner, used by the buyer/attendees to plan their trip and create walking maps showing the locations of the exhibitors they need to see. Exhibitors may be contacted by Map Your Show regarding upgrades to your online listing.

For more information or questions concerning IWF 2016, please email exhibitorservices@iwfatlanta.com

IWF Supports Urban Wood Conference

FOR IMMEDIATE RELEASE

Contact: Rich Christianson

773-822-6750; richsonmediapro@gmail.com

The International Woodworking Fair (IWF), North America's largest woodworking event, is lending its support to the Bringing the Urban Forest Full Circle Conference, Friday, March 18 at Hamburger University in Oak Brook, IL.

IWF has signed on as a partner sponsor of the unique event being organized by the Illinois Wood Utilization Team. The Bringing the Urban Forest Full Circle Conference will bring together public and private land managers, arborists, architects and designers, sawyers, woodworkers and other entrepreneurs to share and learn next-step actions to participate in a market-driven source local, buy local urban wood economy. The unique conference will focus on industry best practices for everything from urban tree removal and milling through wood manufacturing and marketing the distinct local appeal of urban wood products.

"The utilization of urban wood for wood manufacturing is an important new market for the industry," said Tom Onsrud, IWF 2016 Chairman and President of C.R. Onsrud of Troutman, NC. "We support efforts to salvage the highest valued use from urban trees."

"We thank the organizers of IWF for their cooperation with our program," said Rich Christianson, conference director for the Illinois Wood Utilization Team. "They understand that there is an opportunity for many public and private community trees that are felled because of insect infestation, storm damage or other reasons to be converted into lumber and ultimately used for making custom furniture, cabinets and other wood products.

"The urban wood movement is not just a Midwest phenomenon," Christianson added. "The emerald ash borer has killed more than 250 million ash trees in more than 20 states and several Canadian provinces. Its deadly rampage has given cause for federal, state, county and local governments to think beyond simply chipping and mulching ash and other landscape trees in the urban forest. This growing awareness has led to the creation and rapid growth of a cottage industry that encompasses tree care companies, sawyers, woodworkers and even hardwood retailers across the country."

The Bringing the Urban Forest Full Circle conference will include a dozen informative presentations, a live portable sawmilling demonstration, tabletop displays and a networking reception. In addition, furniture and other functional and artistic objects crafted by woodworking professionals and students will be displayed in the Urban Wood Products Showcase.

The full-day program will be preceded by a Hardwood Lumber & Sawmill Workshop presented by Prof. Dan Cassens of Purdue University Thursday, March 17 at the Mayslake Peabody Estate in Oak Brook, IL.

Learn More and Register

To learn more about attending the conference or sponsorship and display opportunities, visit illinoisurbanwood.org.

Questions about the conference should be directed to Rich Christianson, conference director, at 773-822-6750 or richc.illinoisurbanwood@gmail.com.



Bringing the Urban Forest Full Circle

Conference Partner



the U.S. Forest Service, reclaimed wood from all dead and diseased community trees could equal 3.8 billion board feet or nearly 30% of annual hardwood According to the U.S. Forest Service,

About the International Woodworking Fair

The International Woodworking Fair, owned by the Woodworking Machinery Industry Association and the Wood Machinery Manufacturers of America, is North America's largest woodworking event. IWF 2016 is scheduled for August 24-27, 2016 at the Georgia World Congress Center in Atlanta. It is the "must attend" show for supplies, manufacturing and processing of materials for the furniture, cabinetry, flooring, door and window, plastics, solid surfacing and machine tooling industries. IWF 2014 attracted more than 23,000 woodworking professionals and industry suppliers from the U.S., Canada and beyond. Learn more at iwfatlanta.com.

About the Illinois Wood Utilization Team

Founded in 2009, the Illinois Wood Utilization Team is a network of land managers, professionals in the wood products industry, natural resource and green building experts and artisans dedicated to promoting and developing a sustainable market place for achieving the best possible use of trees felled in the urban forest. The Illinois WUT is part of a four-state grant project funded through the USDA Forest Service Northeastern Area. Other grant partners include the Southeast Michigan Resource Conservation and the Southeast Michigan Resource Conservation and Development Council and Recycle Ann Arbor; the Missouri Department of Conservation; and the Sustainable Resources Institute Inc. and the Wisconsin Department of Natural Resources.

ANSI Update

A new ANSI standard entitled O1.1-4 Safety Requirements for Shapers for the Woodworking Industry has been published. WMMA members are entitled to receive one complimentary copy per company upon request. Email Jennifer@wmma.org to request a copy. Copies can be purchased from the [ANSI e-standard store](#).

Call for Committee Members

Are you interested in contributing to the development and maintenance of valuable industry safety standards? The ASCO1 is currently looking for members in the following categories:

- General Interest
- Government
- Producer
- User

If you are interested in joining the ASCO1, contact WMMA Associate Director Jennifer Miller at Jennifer@wmma.org.



2016 WOOD INDUSTRY NETWORKING & SNOWSPORTS TRIP



MAKE YOUR HOTEL RESERVATION NOW! Little America Hotel, Salt Lake City February 26-29, 2016 (arrivals on the 25th)

This is the time of year when many people start booking their winter holidays. That means that hotel prices in Salt Lake City go up. **SOON**. So, **make your hotel reservation now**, before the price goes up! You can always cancel if you need to.

4 days, jam-packed with networking opportunities!

Industry related tours, Dinners with the group or on your own, Aprés ski at the mountain or in town, Snowmobiling, Skiing & Snowboarding, Trailside, on the lift, at lunch, or in the bar

IT'S ALL ABOUT THE NETWORKING! (Ok. Ok. The snowsports are kinda important, too)

More details will be coming soon. Meanwhile, if you have any questions about the event, give me a shout or contact your association office. Thank you and Think Snow! jschultz@superthinsaws.com

MEMBER NEWS

For Immediate Release | January 22, 2016

Miltec Reflects on Employee Success in 2015



Stevensville, MD - Miltec Corporation, 146 Log Canoe Circle reflected on Employee Success in 2015 and took an opportunity to recognize and thank employees, new and seasoned veterans, at its annual holiday luncheon. There were several employees who celebrated Miltec Milestones in 2015 - specifically: one employee was recognized for their 25 year anniversary, followed by 4 employees who celebrated 10 years

and 3 employees who celebrated 5 years with Miltec. Miltec also recognized 12 employees who completed their one-year anniversary in 2015. Miltec was pleased to announce several new employees who joined their team in 2015, some of those filling key management positions in Sales, Human Resources and the Bulb Division, while others joined Miltec in Research & Development, Purchasing and Manufacturing.

Each year, Miltec formally recognizes one individual who exemplifies Customer Satisfaction, Time Management, Safety, Initiative and Miltec's Core Values. A committee of former recipients of the award collects nominations and ratings and selects the recipient of this prestigious honor. This year's award went to Jennifer McCullough. McCullough, who will be celebrating her 4th year at Miltec, is an Electro Mechanical Assembler heavily involved in both of Miltec's MPI and HPI products. She ensures high quality assemblies and provides on the floor instruction and training to co-workers. Quoting one of her peers, "Jennifer goes above and beyond for customers and Miltec employees making sure every single item is perfect before leaving Miltec's facility. She is kind, flexible and efficient".

As Miltec approaches 26 years in business, Bob Blandford, Miltec's President, took an opportunity to personally recognize and thank all employees recapping 2015 and sharing the exciting forecast for 2016. Looking forward to 2016, Miltec plans to grow its employee population to support new business opportunities and the release of several new innovative products. In addition, Miltec will continue to train employees and partner with various Maryland agencies in support of training to promote business growth in the State of Maryland which in turn makes Maryland manufacturers more competitive and profitable.

About Miltec UV:

Miltec UV has been servicing the UV industry for 25 Years and is a global leader and manufacturer of both arc and microwave ultraviolet curing systems. Miltec offers a wide range of quality UV parts, standard equipment and custom systems and services designed to interface with existing or new manufacturing production lines. These systems serve a broad diversity of industry-specific applications and market segments. Among the many applications supported are: optical fiber, wire, metal decorating, wood flooring, cabinets, automotive products and many other industries. www.miltec.com



Industry News:

Virginia Tech Housing Report: December 2015

December's housing data is a mixed bag - total starts down by 2.5% (m/m), single family homes down by 3.3%, and permits down by 3.9%. However, completions were up by 5.6% (m/m) and existing home sales were up by 14.7% from November's data. First time buyers still at 32%, well below the more typical 40% and household formation remains below trend as well. Multi family housing still strong with 34% of total and rents still increasing, thereby further strengthening the importance of multi family construction. [Click here to read more.](#)

NAM Monday Economic Report: February 8, 2016

It is amazing how quickly the economic narrative changed on Friday morning with the release of new jobs numbers. There had been a steady drumbeat of bad news recently, particularly in light of global weaknesses and falling commodity prices.

[See more](#)

Industry Calendar of Events

Note: For a complete listing of all meetings, including those held internationally, go to WMMA's website, www.wmma.org, and click on "Events."

Have an event to add to the Industry Calendar in this newsletter? Send it to

jennifer@wmma.org February 26-29, 2016

[2016 Wood Industry Networking & Snowsports Trip \(WIC\)](#)

Little America Hotel
Salt Lake City, UT

March 22-24, 2016

[2016 Cabinets & Closets Conference and Expo](#)

Pasadena Convention Center
Pasadena, California

April 6-8, 2016

[International Wood Products Association \(IWPA\) 60th Annual Convention](#)

JW Marriott Austin Austin, TX

April 12-15, 2016

[Woodworking Industry Conference \(WIC\)](#)

CasaMagna Marriott Cancun Resort
Cancun, Mexico

June 7-8, 2016

[AWFS Fair](#)

WMMA Participation in NAM DC Fly-In*
Washington, DC

*For WMMA Public Policy Committee Members
(contact WMMA office for more information)

August 24-27, 2016

[International Woodworking Fair \(IWF\)](#)

Georgia World Congress Center
Atlanta, GA

September 26-28, 2016

[WMMA Regional Meeting*](#)

Charlotte, NC

*Exact Schedule and Details TBA

July 19-22, 2017

[AWFS Fair](#)

Las Vegas Convention Center
Las Vegas, NV

November 2-4, 2017

Woodworking Machinery & Supply Expo
(WMS 2017)

International Centre, Toronto

Website: www.WoodworkingExpo.ca