

WMMA Announces New Board of Directors



Forest Hill, MD - The Wood Machinery Manufacturers of America (WMMA), the national trade association for those who make machinery, cutting tools and supplies for the woodworking industry, has announced the election of its officers and directors. The election took place during the Wood Industry Conference (WIC), held recently in Cancun, Mexico.

Newly elected officers who will be serving WMMA are as follows:

Chris Hacker, President (James L. Taylor Manufacturing, Poughkeepsie, NY)

Stephen Carter, Vice President & Treasurer (William & Hussey Machine Co., Inc., Amherst, NH)

Allen Turk, Board Member (Precision Drive Systems, Bessemer City, NC)

Paul Wilmes, Board member (Mereen-Johnson, LLC, Minneapolis, MN)

Continuing in their terms on the board of directors are the following: **Allen Eden**, (The Original Saw Company, Britt, IA),

T.R. Herzog (Accu-Router, Inc., Morrison, TN), **Shawn Larkin** (Safety Speed Manufacturing Company, Inc., Ham Lake, MN), and **Jim Laster** (Newman Machine Company, Greensboro, NC).

Jamison Scott, remains on the board in the office of Immediate Past President (Air Handling Systems, Woodbridge, CT). Other past presidents remaining on the board are **John Schultz** (Super Thin Saws, Inc., Waterbury, VT) and **Mark Chappell** (Alexander Dodds Company, Grand Rapids, MI).

INTERNATIONAL WOODWORKING FAIR Is Nearly Sold out for Exhibit Space

ATLANTA (April 2016) -The International Woodworking Fair® (IWF) is pleased to announce the 2016 edition is nearly sold out.

“The demand for exhibit space has been extremely high and we are looking forward to a great 2016 Fair.” commented Tom Onsrud, IWF 2016 chairman and president C.R. Onsrud Inc.

Nearly 1,000 exhibitors have contracted for exhibit space occupying over 500,000 net square feet making IWF 2016 the largest Fair since 2008. The Fair will take place August 24-27, 2016 at the Georgia World Congress Center in Atlanta, Georgia.

The surge continues with attendee registration pacing 25% ahead of 2014. Hotel bookings, educational session purchases are up as well. Currently the following states are leading the way with registrations (Georgia, Florida, Indiana, Pennsylvania, Texas, North Carolina, Illinois, California, Alabama and South Carolina.)

International registration is up as well with Canada leading the way. The International Buyer Program has early commitment from the following countries which will have delegations Peru, Colombia, Poland, Nigeria, Mexico, Brazil and El Salvador.

“Early numbers are very promising which will make for a great event,” added Onsrud.

The Fair will feature six Symposiums on August 23rd and an expanded educational session program which begins August 24th with over 59 educational sessions.

Check out this [video about IWF](#)



A Special Offer for IWF Atlanta Exhibitors Exhibitor Liability Insurance

As a standard requirement for all of our show exhibitors, it is necessary for you to carry general liability coverage from an insurance company in good standing with minimum policy limits of \$1,000,000 per occurrence and \$2,000,000 aggregate.

International Woodworking Fair LLC, Georgia World Congress Center, and Global Experience Specialists (GES) shall be named as additional insured. This insurance must be in force during the lease dates of the event.

Purchase your Liability Insurance Now

There are no applications to fill out. Simply purchase your insurance, which is already pre-filled with all of the proper show information, directly online using a credit card.

We have set up two Insurance Programs for this show.

Your coverage must include your move in and move out dates.

Based on when you plan on setting up and breaking down your booth, click on one of the links below to purchase the appropriate insurance.

[Click here](#) to purchase insurance covering the dates: August 22-28, 2016 Costs: \$79

[Click here](#) to purchase insurance covering the dates: August 15-September 1, 2016 Costs: \$145

The International Woodworking Fair, LLC 3520 Piedmont Road NE, Suite 120, Atlanta, GA 30305



SAVE THE DATE

WMMA REGIONAL MEETING



September 26-28, 2016 • Hotel Sheraton Charlotte • Charlotte, NC

NEW! Join WMMA for its first regional networking opportunity.

Monday, September 26

11:30am-1:00pm

Public Policy Committee Meeting

1:00pm-3:00pm

Membership Development Committee Meeting

3:15pm-5:15pm

**Technical Standards Committee/
International Business Development Committee Meetings**

Tuesday, September 27

8am-9am

Networking Breakfast



9am-10am

The Economics Behind the Monthly Housing Reports

10:30am-12pm

Ready...Hire...Aim: Just Because Your Competition Hires This Way, Doesn't Mean You Should

12-1:15pm

Lunch

1:30-5pm

Facility Tour of C.R. Onsrud

6:30pm

Reception and Dinner at Hotel

Wednesday, September 28

9am-2pm

Board Meeting

Speakers



Cindy Gave
The Metiss Group

Ready...Hire...Aim: Just Because Your Competition Hires This Way, Doesn't Mean You Should



Urs Buehlman
Virginia Tech
The Economics Behind the Monthly Housing Reports

Seeking Wood Industry 40 Under 40 Superstars

We encourage all WMMA member companies to submit nominations for this new program and get your superstar employees recognized!

Help us find the individuals in the next generation of people who are destined to make an impact on the wood products manufacturing industry in North America. Woodworking Network will launch the Wood Industry 40 Under 40 recognition program May 16. Watch woodworkingnetwork.com/40under40 or FDMCdigital.com/40under40 for details.

The Wood Industry 40 Under 40 recognizes superstars, people who do something special in:

- * Productivity
- * Profitability
- * Social Good Locally, Globally
- * Ingenuity
- * Innovation
- * Peer Inspiration
- * Product Development
- * Organizational Leadership
- * Something we missed?



40 Under 40 Superstars (and their nominators) will be invited to a party at the 2016 International Woodworking Fair, sponsored by the Wood Machinery Manufacturers of America, where they will be singled out and receive a plaque. And they will be featured in the IWF Show Daily newspaper and in the October 2016 FDMC Wood 100 Leadership Issue, and at WoodworkingNetwork.com and its Facebook site. Honorees also get a free pass to a symposium at IWF (at \$350 value) and free admission to the IWF 2016 (a \$50 value), with a VIP Tour of the hottest Challengers Award technology winners to be announced August 24.

Save the Date!

See you next year at WIC 2017 - Save the Date!
Woodworking Industry Conference (WIC) 2017

April 25-28, 2017 | Caribe Hilton | San Juan, Puerto Rico



2017 WIC Speaker Chris Kuehl provides a mid-year outlook



Each year there is a kind of inexorable pull for the economist – it is necessary to make assessments of the coming year as if there was something magical about new numbers at the end of the date. In truth there is little or nothing significant about moving from December to January and in fact there are far more significant economic transitions scattered throughout the year. This is where we are right now as we hit the mid-point. Did things turn out the way we thought they would? We are all compelled to prognosticate and many dutifully read these scribbings as they seem to conveniently forget what a hash we made of those forecasts last year.

So now we are facing another check point and we have another set of expectations. Will this be the break out year for the economy in the second half we thought we would see in the first half or will it be another draggy year that has us looking forward to 2017 already. In classic econo-speak I can assure you it will be both.

Right now there are two positive developments to look forward to and two that will not be so positive. The most threatening issue at the start of the year was the strength of the dollar. This had been a major issue in 2015 and stood to get much worse in 2016 as the Federal Reserve had finally started to raise rates. The dollar had been gaining strength even without the help of higher interest rate and now the investors will have even more incentive to acquire greenbacks. In truth was almost a misnomer to assert the dollar had gained strength – it is really a case of the other currencies losing strength. It is also a mistake to assert the dollar strength is bad or good – it all depends on which side of the equation one is on. Those that are trying to export or are competing with companies in countries with a weaker currency are negatively affected but those that are importing are well pleased and consumers are pretty happy with the lower price of imports. The change by the mid-year point is that dollar strength has ebbed and may continue to head in that direction. That is going to increase the chances of inflation as the price of imports start to go up.

Before getting too engaged in the dollar strength argument it is important to note that US exports would likely be down even without the greenback's gain as the countries the US traditionally sells to are not in good financial shape and there is not much purchasing of anything these days. As the US Fed intends to raise rates the other countries are raising theirs so the currencies will not lose value – this also slows the recovery in these nations and makes it even harder for the US to sell there. Anyway one slices it the strength or weakness of the dollar is a problem that will vex through the course of next year.

The first positive development revolves around jobs. There have been some steady gains in the last couple of years and the economy began the year with an official unemployment rate of 5% and even a U-6 rate that is under 10%. The number of job openings has not been this high since the start of the recession. Even the quit rate is trending back towards normal. There are some caveats though. The first is that too many of the new jobs created in the first half of the year are not very good or steady – many are in the service sector and the low paid part at that. The other issue is one that has been very familiar to those in manufacturing or construction or transportation. The skills needed in a new employee are not generally available and there is a shortage of qualified workers. There are many people looking for work but they are not generally hireable. There are close to 7 million available jobs and 9 million people looking for work. The issue is finding a way to match these numbers up.

The growth noted in many of the counties in the US (and 93% are growing) is a little perplexing. The growth in these communities has not been accompanied by wage growth in the majority of locations – in fact in many there have been declines in wages and salaries even as growth has been over 4%. The problem is that growth has been in the low wage sector – expanded opportunities in the health care sector has meant lots of people working in the hospitals and assisted living centers. There have also been more distribution and logistics centers opening up and these draw low wage workers as well. It is nice that unemployment is down but not as helpful when the jobs added don't contribute much to the consumer side of things.

Back to the negative – the second concern. There are always ups and downs in any given economic year and we have had our share thus far in 2016. There will be adjustments to the new rates and there will be some market swoons. All this is to be expected and most of it will be anticipated. The part that will not be as predictable is the political season. This has been an intensely partisan campaign and vicious. The business community is as worried as it can be as they have no idea what to expect. The economy has barely been talked up thus far and few policies seem to be in place. The uncertainty factor will loom large this year and that will stall decision-making. This will result in a very rocky end to the year.

The Federal Reserve has been toting the load of the stimulus all by itself for the bulk of the recovery and that has slowed the pace of rebound. The usual contributions from Congress have not been there. The desire to trim the debt has been a factor but for the most part the issue has been an intense partisan rift that stalls everything as neither side wants to do anything that would make the other look good. The recent success at passing a five-year transportation bill is a case in point. This was once the most automatic thing Congress did as everyone wanted some road work in their district. This version took years to work out despite the universal agreement regarding the state of the US infrastructure. It is going to be even harder to get anything out of the government now that the campaigning has started in earnest.

Now for the closing reference and one that is more positive than not. There is clear untapped potential in the economy and there are reasons to think this will unlock sooner than later. Corporations have been hanging on to their cash and banks have been holding on to their money because the corporations are not in the mood to spend. Consumers have a lot of cash as well and they have larger balances on their credit cards than in the past. There is money to spend when and if there is a desire to do so. The catch is that nobody quite knows how to dislodge it. Most of the motivations for consumer spending are now in the past but summer is here and this often stimulates more consumer activity. The corporate community is doing more merger and acquisition but thus far it has been for tactical reasons rather to boost growth. The point is there is potential for a good end to 2016 if spending starts to unlock.

The big question is what it will take to get that money moving again and the answer is likely to be different for each group. The banks are inhibited by a couple of issues. The first is they are just not seeing the kind of borrowers they would prefer as the best corporate customers are still not interested in getting leveraged as they have in the past. Banks are also still adjusting to the new world of the bank Reform Act and some are hoping that a new Congress and President might be persuaded to alter some of these provisions. The corporate community is not expressing a lot of confidence as regards the coming year and that means less hiring and less investment in capital equipment. It is something of a Catch-22 as the companies need consumer demand to support their growth ambitions but the consumer isn't going to do any additional spending as long as there are no wage gains and no additional job openings.

The consumer is the key to all this – as is usually the case. They have not been in a spending mood for a long time and many have speculated that the Great Recession may have changed people as much as the Great Depression of the 1930s did. If the consumer has become more frugal and more averse to credit the retailer is going to be in trouble. The consumer has seen many developments that usually provoke them to spend more and yet they really have maintained that caution. Gas prices were down and are now slightly up, employment is stable and most have seen the value of their homes improve. That used to be enough and now it may not be. The millennial generation is saddled with debt and has been slow to enter the usual adult life of home buying and child rearing. The Baby Boomer is starting to retire and end their wild spending days and the Gen-X generation was the one that took the biggest employment hits in the recession.

What does the rest of 2016 look like? More than a little like the first half. It will likely be another year of growth around 2.5% and with the same kind of roller coaster action seen last year. The first quarter was not hit with weather issues and should have kept growth at around 1.5%. It didn't as Q1 numbers were awful at 0.5%. The good news is that the second quarter will probably be the strongest of the year again and Q3 should be ok as well. The big question will be the Q4 growth data. It will all depend on the willingness of the consumer to shake off the mediocrity and spend.

Industry News:

Virginia Tech Housing Report: March 2016

[Part 1](#) | [Part 2 Economic conditions](#)



NAM Monday Economic Report - May 16, 2016

After receiving disappointing consumer spending numbers in the first quarter, the rebound in retail sales in April was welcome news. Americans increased their spending with retailers by 1.3 percent in April, up from a decline of 0.3 percent in March. [See more](#)



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.

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

June 7-8, 2016

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**

Save the Date!

April 25-28, 2017

[Woodworking Industry Conference \(WIC\)](#)
Caribe Hilton
San Juan, Puerto Rico

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