

Another Resource for Members of WMMA - Insurance



I wanted to take the time to recommend Kelly Draheim and talk about the impact he has had on our business. His knowledge of the product liability and commercial insurance industry is unparalleled with anybody that we have worked with over the years. He has taken the time to understand what we are looking for and his experience stands out as we talk through the various proposals we have worked on over the past 9 years. He has reduced our overall insurance costs and year over year strives to keep our costs down by working with the insurance carriers. In good times and the down times he has been there to talk about the best way to structure our insurance policies. He has been great to work with and bounce ideas off of as we grow our business.

Allen Eden

President
The Original Saw Company
WMMA Member

[Click here](#) for more information on First Insurance.

Educate Your Workforce! **BOOT CAMP SESSION.**

Jan 9th - 13th, 2017
Kansas Technology Center
Pittsburg State University | Pittsburg, Kansas

Designed for Sales Professionals, Sales Managers, Product Managers, and Executives.
This week long course will broaden the understanding secondary wood manufacturing processes.

In partnership with WMIA



2017 Woodworking Industry Conference

April 25-28, 2017 | Omni Rancho Las Palmas Resort | Rancho Mirage (Palm Springs), CA



Mark your calendar for the 2017 Woodworking Industry Conference, the “One Industry Conference” you won’t want to miss! Plan to join the Woodworking Machinery Industry Association and The Wood Machinery Manufacturers of America in Rancho Mirage, CA, April 25-28, 2017, for business development, networking, and education, all in a picturesque setting!

Click to read: [Dr. Chris Kuehl, Managing Director Armada, Corporate Intelligence](#)

Save the Dates for Upcoming WIC's!



WIC 2018 | May 1-4, 2018 | Hyatt Regency Maui | Maui, Hawaii



**WIC 2019 | April 2-5, 2019 | Omni Amelia Island Plantation
Amelia Island, Florida**

LIGNA 2017 - US PAVILION MAY 22-26, 2017 HANOVER, GERMANY

The world's leading trade fair for machinery, plant and tools for the woodworking and timber processing industry

Space is limited - reserve today!

Interested in learning about who attends LIGNA? Click [here](#) (need Link) to view the 2015 visitor analysis.

Join WMMA next Spring at one of the most recognized tradeshows in the wood industry. WMMA has successfully organized pavilions at LIGNA in past years to expand the American brand at this very international show, and to make it easier for our WMMA members to participate. WMMA takes much of the hassle out of the process and gives you a larger presence at the show than you would have on your own.

For a fee of \$3,500 you can have a shared booth at LIGNA! The support and package includes:

- Booth construction
- Furnishings and signage for the booth
- Cleaning
- Entry into the show directory
- Translator
- Distribution of your marketing material
- General utilities
- Refreshments for you and your potential customers
- Travel information-flights, hotels, transportation, etc.
- Manufacturing and selling tips from other U.S. manufacturers already exporting
- A unique opportunity to explore the European, Asian, and other high growth markets with other experienced industry professionals from the WMMA
- WMMA staff as the show coordinator and person on the ground during the show

Interested in having a presence in the WMMA pavilion at LIGNA 2017?

Space is limited; [reserve](#) your spot today!

Reservations must be received no later than January 15, 2017. Contact Diane Schafer at diane@wmma.org at WMMA Headquarters with any questions.

Due to the popularity of this show the first 7 members that sign up and make the full payment will have priority for participating. We will make adjustments if possible to accommodate additional members.

**Mereen-Johnson * James L Taylor * U*C Coatings
MultiCam, Inc. * Super Thin Saws * Black Bros Co.**



*It is necessary that we have a minimum of 7 members sign up to participate to proceed with this event. In the case we don't reach our minimums full refunds will be issued.

WMMA Supplier Recruitment Initiative We need your help!

WMMA member,

Throughout the year, the Membership Development Committee takes on various initiatives to recruit, maintain and develop WMMA's membership.

We are asking our membership to recruit new associate members, especially suppliers. Consider the various suppliers to your business: motors, drive systems, electronics, PLC/PC, metal products, paint, hardware, software, etc. Each of us has many relationships with companies that are perfect to be an associate member. By recruiting supplier members we not only strengthen our association but also provide our suppliers an opportunity to connect with many other companies.

I encourage you to share WMMA information with your suppliers and have them visit www.wmma.org for more information. Additionally, the on-line membership application can be found [here](#).

Thank you in advance for your help in this effort. If you have questions please contact me directly at 360-448-6140 or jragan@tigerstop.com.

Thank you.
Jack Ragan

Membership Development Committee Chair



WMMA Social Media Ambassadors

Do you tweet, twitter, or consider yourself a social media guru? If so, we want you to join the WMMA Social Media Ambassadors. There are no meetings, simply share, repost and spread the good word of the WMMA and the woodworking industry with your social media network. Simply follow WMMA on Facebook, Twitter, and LinkedIn as well as other social media platforms such as Pinterest or YouTube. Then help us spread the message by reposting, retweeting or sharing your own posts on the WMMA and the industry.

Simply email jscott@airhand.com to confirm your willingness to help.

ANSI Update

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

- * General Interest
- * Government
- * User

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



Industry News:

Virginia Tech Housing Report: August 2016



In August, aggregate monthly housing data, based on a month-over-month comparison, were decidedly negative. Total housing permits, new SF starts, and new private SF construction spending were and are problematic - in August they all were negative on a yearover-year basis.

[Read more](#)

NAM Monday Economic Report November 7, 2016



The U.S. economy grew 2.9 percent at the annual rate in the third quarter, up from 1.4 percent in the second quarter and its fastest pace in two years. - See more at:

[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

Save the Date!

April 25-28, 2017

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

**Omni Rancho Las Palmas Resort
Rancho Mirage (Palm Springs), CA**

August 22 - 25, 2018

[IWF 2018 - Save the Date!](#)

**Georgia World Congress Center
Atlanta, Georgia**

July 19-22, 2017

[AWFS Fair](#)

**Las Vegas Convention Center
Las Vegas, NV**

April 2-5, 2019

[WIC 2019 - Save the Date!](#)

**Omni Amelia Island Plantation
Amelia Island, Florida**

November 2-4, 2017

**[Woodworking Machinery & Supply Expo](#)
(WMS 2017)**

International Centre, Toronto

Website: www.WoodworkingExpo.ca