

2017 Fall Networking Meeting

September 13-15, 2017

WMMA Regional Networking Meeting

DoubleTree by Hilton Charlotte

Charlotte, NC



WMMA is pleased to announce its first regional networking and education event in Charlotte, North Carolina. We chose Charlotte, not only because of the number of current WMMA members there, but also because of the number of industry-related companies in the area who are not yet members. We hope that bringing this educational event to the area encourages not only networking among members but an opportunity for outreach within the woodworking machinery community. We encourage everyone to bring a co-worker and a friend to what we hope will become a regular event.

[Click here to register online](#) (log in required)

[Click here to fill out our registration form](#)

Wednesday, September 13 ([Click here to join a committee](#))

9:00am - 11:00am - [Facility Tour and Presentation at Precision Drive Systems](#)

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 (Concurrent Meetings)

Thursday, September 14 (Events Open to All Registered Attendees)

8:00am - 9:00am - Networking Breakfast

9:00am - 10:00am - The Economics Behind the Monthly Housing Reports, presented by Urs Buehlmann, Virginia Tech

10:30am - 12:00pm - Ready...Hire...Aim: Just Because Your Competition Hires

This Way, Doesn't Mean You Should, presented by Cyndi Gave, The Metiss Group

12:00pm - 1:15pm - Networking Lunch

1:30pm - 5:00pm - [Facility Tour of C.R. Onsrud](#)

6:30pm - Reception and Dinner at DoubleTree by Hilton Charlotte Hotel

Friday, September 15

9:00am - 2:00pm - WMMA Board of Directors Meeting (By Invitation Only)

Learn more about the 2017 Fall Networking Meeting by [clicking here](#).

August 2017

Speaker Cyndi Gave, The Metiss Group:

Please allow me to introduce you to Cyndi Gave from the Metiss Group, your speaker for the September 14th WMMA networking event at 10:30am. She will be presenting a hiring process that has brought much success to many different organizations; the session is titled: Ready...Hire...Aim: Just Because Your Competition Hires This Way, Doesn't Mean You Should.



To get the most out of the session, you are asked to take a brief (30 minute) online assessment The Metiss Group uses in their selection process. After completing the assessment, you will immediately receive the results. The report won't make much sense to you until after the session (bring a copy of the report with you). Please complete the assessment by Wednesday, September 13, 2017.

Below is a description of the program and instructions on how to take the assessment.

We will interactively demonstrate proven techniques for determining the best hire, including: specific job definition; candidate selection criteria; behavior-based candidate screening; candidate comparison analysis. During the session not only will you learn a powerful selection process, you'll learn how your unique behaviors, motivators, and competencies can be leveraged for your success. Additionally, you'll better understand your team members and how to interact with them more effectively.

Although the science is in the tools, the power is in the process. You'll need to take a complimentary executive candidate assessment prior to the session to better understand how assessment tools can be used during the selection process. Bring your assessment results with you to the session and we will show how you compare to two business icons.

To take the three part Executive Candidate Assessment (allow approximately 30 minutes):

There are three separate assessments within the Executive Candidate TriMetrix assessment you'll be taking. The first assessment measures your individual competencies using a unique behavioral science called axiology. Though you'll only need about 10 minutes to complete the assessment, it is VERY sensitive and you should plan on taking it when you are focused and certain you will not be interrupted. Do not try to over-analyze the statements, they are nonsensical. The assessment can determine if you were interrupted or over-analyzed the statements and may ask you to review your answers or re-take the assessment.

The next two assessments measure your workplace behaviors and motivators and will automatically appear after you finish ordering the second set of statements in the first assessment. Once you complete these last two parts, a confirmation will be emailed to you immediately. After processing your results, a copy of the report will be emailed to you. Please bring a copy to the session.

To complete the assessment, go to www.ttisurvey.com and enter: 309439FGF

Don't hesitate to let me know if you have any questions. I look forward to meeting you all and leading you through this exciting process

Cyndi Gave

cyndi@themetissgroup.com

248-522-2593 (Detroit, Michigan)

704-837-0696 (Charlotte, North Carolina)

www.TheMetissGroup.com

Learn more about the 2017 Fall Networking Meeting by [clicking here.](#)

Committee Corner

Here is what committees will be working on during the Charlotte meeting. Committee meetings are open to all - Join us!

International Business Development Committee:

- Committee discussion (approximately 30 minutes)
 - Review of 2017 LIGNA and plans for the 2019 show
 - Potential speakers for WIC 2018 and Minneapolis Regional Meetings
 - Other International Trade Shows where WMMA should have presence
- Juanita Harthun, Sr. International Trade Specialist with the Charlotte Office of the US Department of Commerce/ US Commercial Service will provide a presentation to committee members on the export assistance that the US Department of Commerce and its partner organizations offer, including the Gold Key program. She will provide information specific to the wood machinery industry sector. This presentation is open to all WMMA members interested in International Business Development.

Membership Development Committee:

- Member Engagement Initiatives
- WIC 2018 Marketing
- Committee priorities for 2018
- WMMA Events at IWF 2018 including 40 under 40

Public Policy Committee:

- Plans for early 2018 Washington, DC Fly-In
- Update on Public Policy Committee Task Force Recommendations List
- Discussion on joining the US Chamber of Commerce and NFIB
- Committee funding priorities for 2018
- Discussion on Committee members plans for Manufacturing Day October 6

Technical Standards Committee:

- Review of ASCO1 Standards & Activity
- ISO TC49 Technical Advisory Group Activities
- Committee Priorities for 2018

Technology Committee - this is the newest committee for WMMA, established following WIC 2017. At the first in-person meeting, the committee will discuss:

- Committee objectives
- Working with WMIA as Joint Technology Committee
- Potential session topics for WIC 2018 (check your inbox for survey!)



10-6-2017

Manufacturing Day is a celebration of modern manufacturing meant to inspire the next generation of manufacturers. Manufacturing Day occurs on the first Friday in October - this year Manufacturing Day is Oct 6, 2017.

While Manufacturing Day is officially Oct. 6, companies and community organizations should plan their events on the date in October that works best for them. No matter the date, events should be registered on the site and can be marked as public or invitation-only events.

Registered event hosts have access to free event planning and execution resources and toolkits to make planning a Manufacturing Day event easy! [Click here for more information.](#)

[Click here](#) to view videos about Manufacturing Day

Wood Industry 40 under 40

Congratulations to the 2017 Wood Industry 40 under 40 winners! Winners were honored the night before the AWFS Fair, on Tuesday, July 18 at the Woodworking Network Leadership Reception. Click here to [learn more](#).

A special round of applause to the 40 under 40 winners from WMMA member companies:

Chris Dolbow - Stiles Machinery Inc.
Paul Lasavio - Vero Software

Jeff Onsrud - CR Onsrud
Thomas Tuck - CR Onsrud



Learn more about our WMMA winners:



Chris Dolbow
Stiles Machinery Inc.

It's an honor to be recognized among the dedicated professionals within the Woodworking Network's '40 under 40' program who are helping to shape the future of the wood processing industry. With rapid advancements in technology changing the way that

we interact with the world around us, it's up to this next generation of industry leaders to guide the way. Across America, manufacturing is at an exciting turning point. With traditional production methods giving way to smart manufacturing solutions and opening doors to a whole new realm of possibilities, we have the privilege to witness and take part in an industry-wide shift towards greater levels of automation and a new era of data-driven manufacturing. US manufacturers are producing higher-quality, customized products more efficiently and in higher volumes than ever before by integrating these new technologies with equally intelligent software solutions.

It's an exciting time to be a part of the woodworking industry, and I look forward to seeing how it continues to evolve at the hands of these new leaders and organizations like the WMMA who support them. Stiles is proud to be a part of the WMMA's initiatives to support the growth of the US manufacturing market.



Thomas W. Tuck III
C.R. Onsrud Inc.

I am truly honored to receive the 40 Under 40 Award this year. I have been involved in the woodworking industry since I was in high school and set out on a mission at that time to "become somebody" in this industry and support it from within. I have spent time working with several different organizations

throughout my 9 year career to encourage youth to consider the woodworking industry as a career path. I see a big need coming over the next 10-15 years to fill jobs, start new companies, and continue growing established companies, and feel it is important to educate students, parents, and business people in other industries about career options within woodworking, machinery, design, and other segments. Being a part of the 40 under 40 class of 2017 is a great group to be recognized with and it is amazing to see others "my age" finding a career path and home within the woodworking industry. I hope this award continues to recognize young talent and encourage others to look at the woodworking industry as a great career choice.

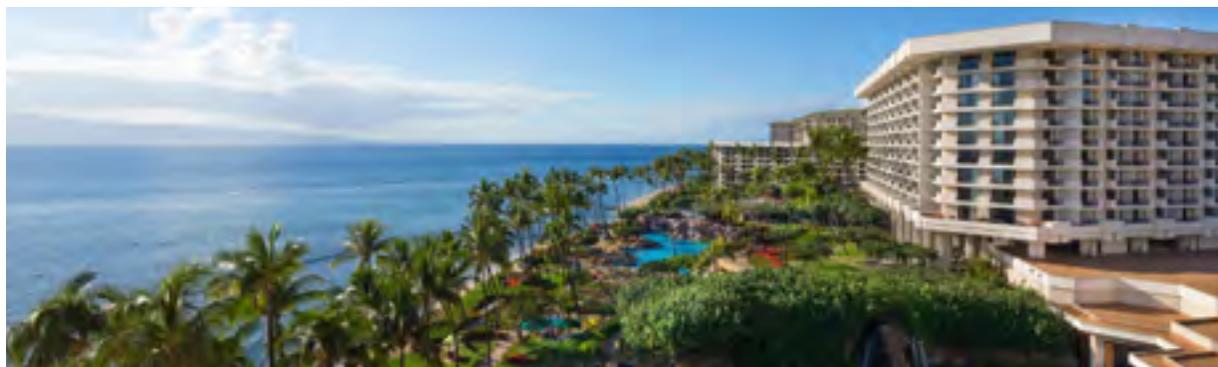
Working for CR Onsrud for the past 2 years has been a great experience and I now carry a sense of pride knowing I help contribute in many different ways to strengthening American Manufacturing and create jobs. Being that CR Onsrud is an American Manufacturer, and part of the WMMA, it is great to be involved in an organisation and association who both support the woodworking industry and can relate so well to the challenges and accomplishments of other American Manufactures.

WMMA Market Research Study

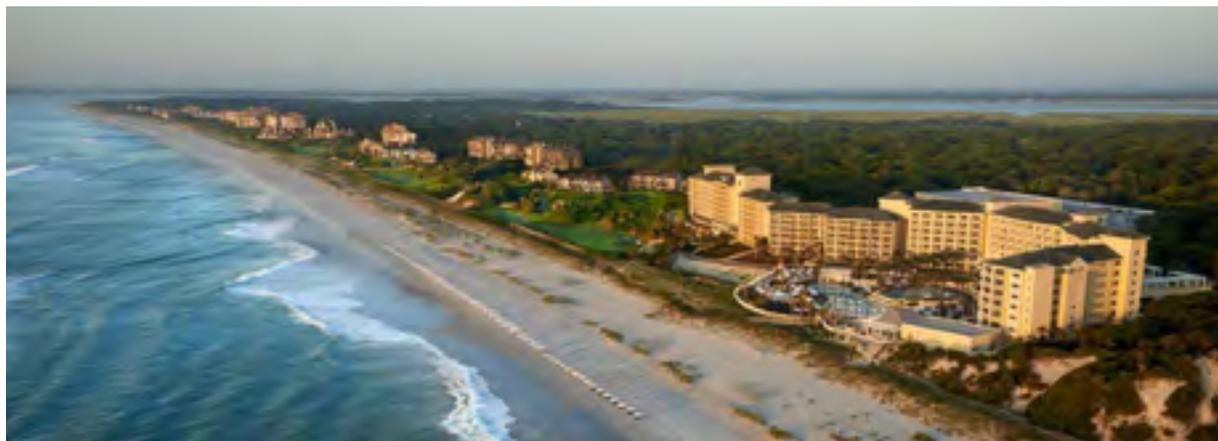
Earlier this year WMMA hired Stamats, Inc., a market research firm, to conduct a market research study to better understand the latest industry trends, operational challenges, and equipment needs. The results of the study provide valuable insight. The results were presented during the 2017 Woodworking Industry Conference and are available as a benefit of membership. [Click here to view the results.](#)



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

Education Corner

The MiLL (Manufacturing Industry Learning Labs)

Concepts in Millwork, Inc. located in Colorado Springs, Colorado donated \$15,000 to the MiLL. Company president, Scott Robinson presented a check to Dean Mattson, founder and president of the MiLL at AWFS. Concepts in Millwork is also providing much of the cabinetry for the MiLL and employs graduates of the Peyton Woods Program and participates in an intern program for students.

The MiLL opened August 15, 2017.

About 100 students started classes at the MiLL woods manufacturing lab and 50 construction students. Students are temporarily meeting off site until the final inspection takes place. Finishing touches are being made at the MiLL wiring machines, installing wifi, setting up offices and classrooms to name a few. Look for pictures and all the news on the opening in the next Cutting Edge issue. In the meantime, save the date for the MiLL's grand opening October 5, 2017 and go to the MiLL website for contact information. Any cash contributions would be greatly appreciated to go into the outfitting of the student classrooms. www.themillco.org



Sherwin-Williams announced its partnership with the MiLL committing \$300,000 over the next ten years through its industrial wood coatings division. At AWFS, industrial wood coatings division president and general manager, Dennis Karnstein presented the check to the MiLL board members; Dean Mattson, founder and president, Tim Kistler, Peyton School District superintendent and senior advisor to the MiLL, and Scott Campbell, Widefield School District superintendent. Sherwin-Williams and their partners will develop the cabinet finishing lab and design center at the MiLL.



Graduates of the Peyton Woods Program and now teaching interns at the MiLL, Colton Pring, left, and Nick Clark, right, attended AWFS working at the MiLL booth and meeting with people from industry. Assistant instructor, Christopher Harding, center, is on staff at the MiLL and is a 40 Under 40 Awardee for 2016.



Partners JLT Clamps and the MiLL at AWFS



Educate Your Workforce!
BOOT CAMP SESSION.

Jan 8th - 12th, 2018
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
WMIA
Woodworking Machinery Industry Association

The WMIA-sponsored Boot Camp is a wood processing industry overview. It's a unique project-based program that provides an exposure-level curriculum and hands-on approach to several of the industry's fundamental wood processing applications, and the machinery used in those manufacturing processes. Topics to be covered include: AutoCAD, CAM Software, CNC, Wood Science, Primary Processing, Finishing, Veneering, Cabinetry, Machine Woods, Tool Technology, Millwork, and Facilities Management. Boot Camp is a tremendously effective way to give a member of your sales, marketing, or executive staff a better understanding of the woodworking industry's manufacturing processes.

The next session is January 8-12, 2018 at Pittsburg State University in Pittsburg, KS. While the registration fee for non-WMIA members usually costs \$2400, WMIA is extending the member rate of \$1950/person to all WMMA members. This fee covers not only the course and all materials, but also hotel accommodations and all meals.

If you have specific questions relative to content of the Boot Camp, please [email](#)

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.

Thank you.

Membership Development Committee Chair

Member Corner

Join us in welcoming new WMMA members!

When you need financing for commercial woodworking equipment, no bank works harder or faster to earn your business than Stearns Bank. With 135 employee-owners working to secure your financing, we answer your call on the first ring, can approve your funding in under two hours and always keep you and your goals in mind. That's why businesses and vendors come to Stearns Bank again and again for their equipment financing needs. We get the job done! Call Amber or Michelle at 1-800-247-1922.



Industry News:

Virginia Tech Housing Report: June 2017

The collective U.S. housing market rebounded in June, as most monthly indicators were positive on a month-over-month basis. On a year-over-year basis, the majority were positive; yet single-family starts are barely "treading water." Construction spending is problematic again, as single-family and improvement expenditures were only just positive on a month-over-month basis. [Click here to read more:](#)



NAM Monday Economic Report - August 28, 2017

Many thanks to Candice Ensinger of Parker Hannifin Corporation for compiling this week's Monday Economic Report. [Click here to read more](#)



WMMA Social Media Ambassadors

Do you tweet, twitter, or consider yourself a social media guru? If so, we want to 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 pinterst 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 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

October 6, 2017

[Manufacturing Day](#)

November 2-4, 2017

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

International Centre, Toronto

Website: www.WoodworkingExpo.ca

May 1-4, 2018

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

Hyatt Regency Maui

Maui, Hawaii

August 22-25, 2018

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

Georgia World Congress Center

Atlanta, Georgia

Website: <http://www.iwfatlanta.com/>

April 2-5, 2019

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

Omni Amelia Island Plantation

Amelia Island, Florida