



Registration now open for 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 here](#) to learn more about WIC2017 and register today!

WIC 2017 Sponsorship Opportunities Now Available

The support of sponsors allows WMIA and WMMA to ensure that the Woodworking Industry Conference is the most valuable and enjoyable experience possible for attendees. [Learn More.](#)

Curt Hanson to speak at International Business Development Committee Meeting at WIC Tuesday April 25 at 9:00am



Curt is a founding principal of Trade Acceptance Group, Ltd., (TAG), an independent trade credit insurance brokerage and export finance company. Trade Acceptance Group specializes in working with small business and middle market exporters, and works with exporters in a broad spectrum of businesses in 28 states across the U.S. TAG was awarded Small Business Broker of the Year by the US Export-Import Bank in 2012, 2008, and 2002. In addition, TAG was recognized by the North Dakota Trade Office with their Service to Exporters award in 2012, and in 2015 TAG received the President’s E Award for Export Service.

Curt has over 40 years’ experience in accounting, finance, banking and international trade finance. He began his professional career as a certified public accountant working initially for the U.S. government and later for a large international public accounting firm. He left public accounting to join US Bank where he held various auditing, accounting, finance and management positions before accepting a position as a trade finance officer in early 1985. In 1994 he joined Wells Fargo where he served as a Vice President in International Trade Services until 1996 when he left to found TAG.

Curt received his bachelor’s degree in Accounting from St. John’s University, Collegeville, Minnesota, his Masters of Business Administration from the University of St. Thomas, St. Paul, Minnesota, and is a graduate of the American Bankers Association School of International Banking, University of Colorado, Boulder, Colorado.

Curt is a Certified Public Accountant (Inactive) and a member of both the American Institute and the Minnesota Society of Certified Public Accountants. He is also a member of, and a frequent speaker for, a number of international trade groups across the Midwest, and holds an appointment to the Minnesota District Export Council.

WMMA Market Research Study

The WMMA has contracted 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 will provide valuable insight. As a valued member of the woodworking/plastics industry, you will be receiving information about the study in the coming weeks. The results will be presented during the 2017 Woodworking Industry Conference. Stay tuned for more details!

SAVE THE DATE WMMA/NAM DC Fly-In June 20-21

The WMMA will once again join the National Association of Manufacturers (NAM) Washington, DC fly-in, taking place June 20-21, 2017. The WMMA Public Policy Committee will meet the afternoon of June 20, followed by the NAM Reception + Keynote speaker. On June 21, WMMA will join the NAM breakfast, conduct Hill visits and reconvene for dinner and debrief. The draft agenda is below:

WMMA Participation in NAM DC Fly-In*

June 20-21, 2017 Washington, DC

*For WMMA Public Policy Committee Members

Tuesday, June 20

WMMA Public Policy Committee meeting (3:00-5:00pm) - Grand Hyatt, Freedom Room

NAM Reception + Keynote (6:00-9:00pm) - Grand Hyatt

Wednesday, June 21

NAM Breakfast (7:45-9:00am) - Grand Hyatt

Hill visits (10:00am-4:00pm)

Drinks/Dinner + Debrief (5:00-8:00pm) - TBD

Registration and hotel information will be sent out in the next few weeks. Any questions, please contact Dan Bond dan@wmma.org.



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

Only one space left - reserve today!

Join WMMA next Spring at one of the most recognized tradeshow 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!](#)

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.
CR Onsrud | LMT Onsrud**

*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.





The Cutting Edge

March 2017

Welcome New WMMA Members!

Stearns Bank N.A. Equipment Finance Division is a leader in direct financing with fast and personal service. We specialize in creating customized financing terms by offering delayed and step payment options. We strive to fit the individual needs of our vendor partners and customers.

We answer your call on the first ring, can approve funding in less than two hours and always keep you up to date on the status of your leads. We work hard to earn your business, get your deals approved, and take care of your customers.

We get the job done!

Michelle Fuchs
320-260-5731
michellef@stearnsbank.com

Amber Hellerman
320-266-5989
amberhe@stearnsbank.com

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

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 Reports:

January 2017 - In January 2017, in aggregate, monthly housing data were mostly positive. Total permits rebounded; single-family permits declined month-over-month; completions declined month-over month basis and year-over-year basis; and new single-family sales improved.



[Click here to read more:](#)

NAM Monday Economic Report – March 20, 2017

The U.S. economy appears to be turning a corner as many indicators released last week hit multiyear highs.



[Click here to read 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

April 25-28, 2017

[Woodworking Industry Conference \(WIC\)](#)
Omni Rancho Las Palmas Resort
Rancho Mirage (Palm Springs), CA

May 22-26, 2017

LIGNA 2017
Hannover Exhibition Grounds
Hannover, Germany

June 20-21, 2017

WMMA/NAM DC Fly-In
Washington, DC
Contact diane@wmma.org for information.

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

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