



Hello Wood Industry Snowsports Enthusiast!

WINS 2018 was held Jan 26-29, at the Little America Hotel in Salt Lake City. It was by far the best attended WINS yet! 37 people attended one part or another, and we had 10 companies sponsoring 10 different networking events including breakfasts at the hotel, lunches and après ski on the mountain, and dinners at some terrific restaurants in Salt Lake City. All three of those numbers are records, easily eclipsing the previous records.

Another first for this year was that each day we had a networking topic-of-the-day. Vignettes and pointers were shared at dinner, then we voted, and the person who had the most useful information won a free lift pass for the following day. Congratulations to Patti Minialoff (King,) David Spencer, and doubly to Adam Lopuk..., he won twice!

Special thanks to all the companies who helped us financially by sponsoring networking events: Wood Industry Media, Stiles Machinery, SCM, John Henderson Machinery, Woodworking Network, James L. Taylor Manufacturing, Scarlett Machinery, Royce//Ayr, Super Thin Saws, Black Bros, and Colonial Saw.

We hope to see you ALL at WINS 2019!



Give a shout out to Wood Industry magazine for being our first event sponsor!!



Need more information? Contact

James Scarlett (james@scarlettinc.com), John Schultz (jschultz@superthinsaws.com),

Gordon Burdis (gordon@jamestaylor.com), or Dan Christensen (danc@pillarmachine.com).

WMMA DC Fly-In Scheduled for February/March 2018

Industry leaders will meet in Washington, DC during the next WMMA fly-in, which is scheduled for February 27-March 1, 2018. The Trump Administration and Congressional Republicans continue to focus on the issues of importance to WMMA members, including corporate tax reform, healthcare reform and continuing technical education (CTE). This is an excellent time to participate. Interested in learning more about the fly-in process? WMMA will host an informational webinar in mid-January to review the process answer any questions that you might have. Details on the webinar to be sent out.

[Click here](#) to learn about the value of the DC Fly-In.

WMMA DC Fly-In Informational Webinar Recording Available

Why should I participate?

- Elevates your status in the industry and the WMMA
- Helps you understand how Congress and public policy works
 - Policy that affects your company
- Helps elevate WMMA efforts to positively impact the industry
- No cost for Public Policy Committee/Board of Directors members

Fly-in Program includes:

- Meetings on Capitol Hill with your Members of Congress or their staff
- Briefing sessions on key pieces of legislation active in Congress and WMMA legislative priorities
- Networking with your WMMA peers from across the country



On February 1, the WMMA held an informational webinar for fly-in attendees that is now available for [download](#). TR

Herzog, Chair Public Policy Committee;

Tony Sutton, Vice Chair Public Policy

Committee; and Dan Bond, WMMA,

Director, Public Policy discussed fly-in logistics, requesting

meetings with Congressional offices and WMMA top public

policy topics. They also answered attendee questions. If you are

interested in attending the upcoming WMMA DC Fly-In, please

contact Dan Bond at dan@wmma.org.



WMMA DC Fly-In Informational Webinar Recording Available

Please join us on Wednesday, May 2 at the WMMA Business Meeting at WIC 2018 in Maui. Peter Perez, who served two years as Deputy Assistant Secretary for Manufacturing in the International Trade Administration of the U.S. Department of Commerce, will provide an update on overall view of manufacturing and answer your questions.

Do you work with a real standout?

The WMMA is a proud sponsor of Woodworking Network's Class of 2018 40 Under 40. The WMMA and Woodworking Network are asking for your help in identifying individuals in the next generation of people who are destined to make an impact on the wood products manufacturing industry in North America. We are seeking disruptors, innovators, rebels, those who have broken the rules or worked out of the box to make our industry - or the world - a better place. This could be someone who's come up with a killer idea, a project, product, and process, perhaps even incubated a business.

Candidates stand out for accomplishments in these categories: Productivity, Profitability, Social Good (locally, or globally), Ingenuity, Innovation, Peer Inspiration, Product Development, Organizational Leadership.

Candidates must be involved in the wood manufacturing industry, and be 39 or under in 2018.

[Nominate](#) a team member, colleague or enter yourself by June 22nd.





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

The hotel block for WIC 2018 is filling quickly!

It is very likely that we will reach capacity before the hotel cut-off date in April. Please confirm your reservation today to receive the WIC discounted group rate of \$275/night (plus \$15/night resort fee). The special rate is available three days prior to the start of WIC and three days after WIC ends (April 28-May 8, 2018). To reserve, call the Hyatt Regency Maui Resort toll-free at **(888) 421-1442**, or [reserve online](#).

Sponsorship The support of sponsors allows WMIA and WMMA to ensure that the Woodworking Industry Conference (WIC) is the most valuable and enjoyable experience possible for attendees.

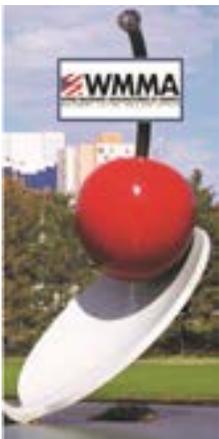
Interested in becoming a sponsor of WIC 2018? There are a number of opportunities to maximize your company's visibility to WIC attendees. [Click here](#) for a full detail of sponsorship opportunities available or, if you'd like to discuss creating your own sponsorship package, please contact Diane Schafer (443-640-1052 or diane@wmma.org).

Manufacturing Executives Panel @ WIC: President Trump signed the "Tax Cuts and Jobs Act" into law last December and it went into effect in January of this year. The Manufacturing Executives Panel at WIC 2018 will focus the effects of Tax Reform 2018. We are currently seeking manufacturing executives interested in sharing their experiences working with the new tax laws. If you have a customer interested in participating on the panel, please contact Diane Schafer (443-640-1052 or diane@wmma.org). Find out about all of the presentations currently scheduled at WIC here: <http://woodworkingindustryconference.com/speakers/>



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

WMMA 2018 Regional Networking & Education Meeting



October 1-3, 2018
Loews Minneapolis Hotel
601 North 1st Avenue, Minneapolis, MN 55403

Building from a successful debut event in Charlotte, WMMA is pleased to announce that its 2nd Annual Regional Networking & Education Meeting will be held in Minneapolis, Minnesota! Minneapolis is another key location for industry-related companies. This is a great opportunity to bring together both members and prospective members for: * Plant Tours (Is your company located in the Minneapolis area? Contact Diane Schafer for information about providing a tour!) * Educational Sessions * In-Person Committee Meetings * Networking...Networking... Networking!

[Click here](#) to learn more about the Regional Networking & Education Meeting

Next Gen Executives Group

WMMA is launching the Next Gen Executive Group to serve as a peer network for future leaders within the wood machinery industry. The NGEG will feature opportunities for networking, education, and professional development. Through a series of webinars, in-person networking events and mentoring initiatives, NGEG members will have the opportunity to grow their networks among peers and seasoned Association colleagues. If you are interested in participating in the NGEG or nominating someone from a WMMA member company, please contact Fred@wmma.org.

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 10, 2018**. 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.



Renew your 2018 Membership Dues!

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WMMA membership is an investment in the success of your business. The Association provides a broad array of programs and services designed specifically with your needs in mind. These include:

- Quarterly Economic Trend Forecast
- Sales exposure through WMMA's electronic product guide and website. (www.wmma.org)
- A 20% discount to booth space at the IWF Show - **Renew by March 19th to qualify for the IWF discount and Returning Exhibitor Allowance**
- Discounted exhibit space and free marketing for international tradeshows
- Special advertising/editorial magazine sections.
- Monthly newsletters and legislative advocacy services.
- The monthly newsletter, The Cutting Edge
- The opportunity to help shape the industry's future through a larger, collective voice.
- Clear, concise analysis of current market conditions.
- Opportunities for education and networking with peers at the Woodworking Industry Conference (WIC). Our 2018 WIC will be held May 1-4, 2018 in Maui, Hawaii



You should have received an invoice in the mail for your 2018 dues. If you have any questions regarding this invoice or updates to your company listing, please contact WMMA Headquarters at **(443) 640-1052**.

Education Corner

The MiLL Welcomes the Wounded Warrior Project

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Earlier this month the MiLL (Manufacturing Industry Learning Lab) held an Open House for the Wounded Warriors. Colorado Springs has a strong military presence with five military bases and a very active branch of the Wounded Warriors Project. The Warriors were given tours of the training center and demonstrations on the various machines. Dean Mattson welcomes these unsung heroes to the MiLL to learn high demand skills and earn certifications while volunteering in the classroom. They will be certified through the nationally recognized WCA (Woodwork Career Alliance).

The MiLL is also partnering with the local community colleges to offer college level courses next semester awarding a one year certificate or a two year associate's degree allowing veterans to use their G.I. bill benefits. The goal is to get as many of our Warriors as we can to be trained at the MiLL exposing them to potential jobs and rewarding careers in advanced manufacturing. The MiLL is proud to be able to serve these dedicated men and women who have served their country honorably and selflessly.

The MiLL plans to hold more open house events for the Wounded Warrior Project. Please contact the MiLL if you would like to be involved in supporting or hiring these Warriors. www.themillco.org



Join a WMMA Committee Today!

Members drive the WMMA programs and services that have a positive impact on their businesses, the industry and U.S. manufacturing. Committee and Task Force structures, comprised of interested and active leaders, professionals and executives from member companies, help to channel the many ideas, areas, and topics that members use to address the challenges of the global marketplace. WMMA's dedicated volunteers are an integral part of the Association's continued success. If you are interested in joining a WMMA Committee, submit the [Committee Commitment](#) form to kristin@wmma.org.



Committees meeting during the 2017 Regional Meeting in Charlotte.



The Cutting Edge

February 2018

International Woodworking Fair August 22-25, 2018 Georgia World Congress Center Atlanta, GA



IWF is the trade show where furniture manufacturing, cabinetry, architectural woodworking, material processing and other related industry professionals from all over the globe will come to find products they didn't even know existed that will help their company succeed.

For those planning to exhibit and attend IWF 2018, please note the following IMPORTANT DEADLINES:

[Learn more about IWF 2018](#)

IWF is offering a series of webinars to WMMA member exhibitors to help prepare you for the opportunities at IWF 2018. We encourage you to participate or to forward this information to the appropriate staff member who would benefit.

February Webinar

Tuesday, February 20, 2018
3:00 - 4:00pm ET

Topic: Feathr is a new exhibitor digital invite tool for attendance promotion. The Feathr webinar will showcase the new tools that will allow you to promote via email and landing pages with ease.

Please [join my meeting](#) from your computer, tablet or smartphone.

You can also dial in using your phone.

United States: +1 (646) 749-3112
Access Code: 377-590-125

March Webinar

Friday, March 16, 2018
3:00 - 4:00pm ET

Topic: The Marketing & Sponsorship webinar will showcase current offerings and allow your company to learn about opportunities to ensure success leading up to during and post IWF.

Please [join my meeting](#) from your computer, tablet or smartphone.

You can also dial in using your phone.

United States: +1 (646) 749-3112
Access Code: 904-833-269

April Webinar

Friday, April 13, 2018
3:00 - 4:00pm ET

Topic: IWF Show App Webinar - IWF vendor MYS will give a tutorial view of the capabilities of the app and the opportunity for your company to gain more exposure.

More details to follow soon!

First [GoToMeeting](#)? Let's do a quick system check:

Call for Product Images for WMMA Website!

Want free advertising for your products on the WMMA website? Send in images to info@wmma.org. There must be no noticeable branding on any photos.



Woodworking Network

Lumber Liquidators in \$36M deal to settle Chinese laminate flooring class action

TOANO, Va. - Hardwood flooring giant Lumber Liquidators agreed to a \$22 million cash settlement of a class action suit by plaintiffs in the Formaldehyde MDL (MDL 2627) case.

Under the terms of the settlement, Lumber Liquidators will contribute \$22 million in cash and provide \$14 million in store-credit vouchers for a total of \$36 million to settle all claims brought on behalf of purchasers of the Chinese-manufactured laminate flooring it sold.



UPCOMING EVENT



SEE YOUR PRODUCTS HERE!

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

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.



Call for ASCO1 Student Members

The ASCO1 has one open student membership position and it looks for student recommendations. If you know a student who meets the criteria below and would like to participate on the ASCO1 contact Jennifer@wmma.org.

ASCO1 Student Member Criteria:

- A non-voting member who meets at least one of the following qualifications regarding a curriculum determined by the committee at the time of membership application to be an educational program relevant to the scope of the Committee's responsibilities:
- Is or credibly plans to be actively enrolled full time for at least two semesters/quarters of the current school year, or
- Has graduated from the program within the last two years.

- Continued student membership shall be contingent upon:
- Meeting the regular membership participation requirements of the ASC O1 procedures, and
- Maintaining the educational program qualifications.
- Student membership shall have a maximum term limit of two years.
- Student membership shall be limited to a maximum of two roster positions at any one time.
- Student membership will not be tallied for committee balance.
- Application by ASC O1 student members for full committee membership shall be given priority consideration, in so far as the Committee determines membership balance permits.

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 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.



Industry News:

Virginia Tech Housing Report: November 2017

November's housing data remain tepid - with the exception being new single-family sales and single-family starts. Both data series increased remarkably on a month-to-month basis. Regionally, data were mixed across all sectors. The January 12th Atlanta Fed GDPNow™ model projects aggregate residential investment spending increased 9.9% in Quarter Four 2017.



[Click here to read more](#)

NAM Monday Economic Report - February 12, 2018

Analysts suggest that we might be in for more volatility than we have become accustomed to, and we have certainly seen that in recent trading days.



[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

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/>

October 1-3, 2018

[WMMA Regional Networking Meeting](#)

Loews Minneapolis Hotel
Minneapolis, MN

April 2-5, 2019

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

Omni Amelia Island Plantation
Amelia Island, Florida