



THE CUTTING EDGE

WOOD MACHINERY MANUFACTURERS OF AMERICA

Volume XVI, No. 13

January, 2001

2000 The Year In Review

Happy New Year and welcome to the start of the real millennium! 2000 was another remarkable year for the Wood Machinery Manufacturers of America; once again your association was very active on a number of different fronts. As usual, everything is on the upswing, as preparations were made throughout the year for a switch to electronic communications by year end, when a new edition of www.wmma.org was launched. In addition, WMMA piloted the development of an e-Marketplace for the industry, called www.WoodMachineryCommerce.com. Membership is at its all-time highest level, participation in industry events is always rewarding, and there is genuine opportunity for those so interested to partake in a variety of programs. Most importantly, remember that this is your Association and that you have much of which to be proud! Take a look back on the many wonderful achievements of 2000...

2000 WIC

The 9th Annual Woodworking Industry Conference was held in April in rainy Miami Beach. The event drew strong attendance with 280 delegates and guests. Contact tables were again the cornerstone of the Conference. During the Business Session, WMMA members elected Kenny Moffatt of Unique Machine &

Tool to a two-year term as President of the Association. Chuck Granger of 3M was elected as Vice President, while Peter Perez of Carter Products was elected by the Board to serve as Treasurer. Elected to the Board with Mr. Perez were Jim Arvin of Dubois Equipment and John Schultz of Super Thin Saws. The prestigious Ralph B. Baldwin Award was presented to Russ McBroom of Merein Johnson in recognition of his dedication and leadership to WMMA, IWF, his company, and the industry. Delegates learned much from the dynamic group of speakers and were able to take home valuable information to implement within their businesses.

IWF '00

The International Woodworking Machinery & Furniture Supply Fair was again a huge success. Total show participation represented a 1% increase over IWF '98 with a record total of 47,119 buyers and industry professionals. In addition, a record 1,291 exhibiting companies converged on the Georgia World Congress Center in August. The latest in woodworking machinery and cutting tool technology was on display over a record 706,007 net square feet of exhibit space. George Delaney of Powermatic served as IWF Chairman, while 187 WMMA member companies participated as exhibitors.

Executive Committee

Besides fulfilling their roles as Association Officers, the Executive Committee also acts as the Finance Committee and Long Range Planning Committee. In the former capacity, they have guided the Association's long-term investment program and have build the WMMA reserve fund to where it has finally met the goal of having one-year's average expenditures over a two-year timeframe in reserve. In their latter capacity, they have refined the Association's strategies and tactics under a set of marketplace assumptions to reach WMMA's established goals and mission. The Officers also hosted the fifth biennial Committee Chair meeting, where a plethora of creative ideas for the Association's future direction were exchanged.

continued on page 2

In This Issue...

Association News	Page 1-3
Export Corner	Page 7
Pdt & Eng Standards	Page 5
Pdt & Eng Comm	Page 6
Public Policy	Page 4
WIC	Page 6

continued from front page

Export Development Committee

As always, WMMA Export Director Harold Zassenhaus was busy in 2000. He attended three international trade shows, the WM Fair in Beijing, China; XylExpo in Milan, Italy; and TechnoMeuble in Guadalajara (a joint effort with AWFS), Mexico. In addition to the professional presence of the WMMA pavilions at these overseas fairs, the committee continued the development of tools, such as market research, distributor directory, and country statistics to promote and assist members in exporting. Two major communication vehicles are the monthly columns in *The Cutting Edge* as well as the quarterly *Export Bulletins*.

Industry Marketing Committee

This committee finished the website project started in 1999 and provided all member companies with a templated page on www.wmma.org. These pages served as the basis for the first ever CD-ROM Buyers' Guide & Directory, which was also produced for the first time in a smaller pocket-size format. For IWF 2000, there was the traditional IWF press tour involving 47 members, the fourth annual Guide to American Technology, and the "Stop with WMMA...Go with American Technology" stoplight campaign. Two more "How to..." brochures were introduced, while the Committee began work on designing a new Association logo. The traditional industry articles, special sections, advertisements, and promotional activities continued in various trade magazines.

Management Information

The Committee's goal is to provide the WMMA membership with data and statistical information to enable them to better manage their business. To that end, the monthly *Flash*, quarterly *Delinquent Dealers*, plus annual *Survey of Business Ratios and Sales/Service Compensation* reports were issued. In addition, the inaugural *Data Collection Survey* was distributed to every member company regardless of participation. A "Helpline" column was also initiated in *The Cutting Edge*.

Membership

2000 membership growth hit an all time high as WMMA gained 12 new members to reach a grand total of 228. As always, the WMMA booth and presence at the regional shows in Greensboro and Grand Rapids have been a great vehicle for reaching out to new members, distributing *Buyer's Guides* and CD-ROM's and helping our customers understand how the WMMA serves the industry.

Product & Engineering Standards Committee

The Product & Engineering Standards Committee continued to promote the Hazard Icon Warning Label system, which is a valuable safety program getting limited use. During IWF, the Committee conducted a safety workshop and learned, first-hand, about the low awareness of safety standards within the using industry. The standard manual project is progressing and has all the earmarks of potentially being of great benefit to the membership. With professional leadership that

has made a difference, the ASC 01.1 project team is finally moving forward with in-depth participation. The first ever ANSI audit of the ASC Committee was completed with only minor corrections required.

Public Policy

With the current White House situation, product liability did not receive much attention or have much success during 2000. Ergonomics, however, did, as it was the focus of an intensive rule-setting exercise throughout the year. With funds from WMMA and other wood industry associations, the Inter-Industry Wood Dust Coordinating Committee (IWDC) is amidst a six-year study, conducted by Tulane University, on wood dust exposure and health effects. The WMMA Board maintained its strong commitment to the health of the industry by continuing to fund \$20,000 per year for six years. WMMA Legislative Counsel Sheldon London and John Satagaj continued to update the membership through monthly *Cutting Edge* articles.

Scholarship & Education Committee

There were a total of five students enrolled in the Scholarship program this year: two at NC State, two at Pittsburg State, and one at Oregon State.

Technology Task Force

In conjunction with representatives from AWFS and WMIA, this group continued the beta test of the lead management software at IWF. At year end, it was decided to abandon this project, however. Led by Woodweb, the project on the digital document conversion was completed.

New Year's Greeting from Your President



By Kenny Moffatt

If you are reading this message, you are part of another "first" from your Association, the WMMA. This article is appearing in the first totally electronically issued version of The Cutting Edge.

I trust everyone is recharged and hard at work after having an enjoyable holiday season with their families and friends. During this interval, the WMMA leadership also was hard at work on behalf of the members.

In December, the Board held its traditional year-end Directors' meeting and approved the 2001-2002 budget cycle. I am pleased to report that the Association is in strong condition financially and that the revenue stream from IWF'00 was better than we first anticipated. Consequently, we have endorsed several innovative programs while achieving a long-held goal of holding reserves equal to the average expenditures over the past two years.

One goal is to have more member company participation at the Woodworking Industry Conference, or WIC. Those companies that do send delegates know that this annual meeting is a great time to meet people in the industry, solidify manufacturer/distributor relationships, and take home some solid business applications for implementation. If your company has not had a delegate attend the WIC over the last five years, now is an ideal time to do so. Your Directors feel so strongly about the networking and learning opportunities at the WIC that they approved waiving the registration fee for two people from any member company not attending a WIC since 1995. Information brochures are already in the mail. The same information is contained on the Association's website, www.wmma.org.

Another goal is the continued enhancement of the website. A new "look" and design was just launched. It contains all sorts of relevant information for those in the industry and the Association. You will also soon receive an ID name and password to access the Members Only section.

A third goal involves the launching of a new service from the Export Development Committee. It is called the Foreign Buyers Program and will be integrated into the domestic tradeshow. This program will bring foreign buyers and distributors to member booths where they can actually see the machinery and demonstrate it. The objective is to use this forum for members to gain a foothold in foreign markets.

As part of this year's Board meeting, the fifth biennial Committee Chair meeting was held. All participants approached the meeting with creativity in mind. The stimulating exchange of information from all corners of the Association's activity led to some dynamic ideas on how to increase participation and get new members involved. As these leaders found, there is much to gather from WMMA. The New Year's challenge for every member company is similar: listen, learn and look for new ideas that can help each committee individually and the WMMA as a whole.

MEMBER NEWS

Charles G. G. Schmidt & Co., Inc.

Charles G. G. Schmidt & Co., Inc. is proud to announce and celebrate its 75th year in business in 2001. It started as a small machine shop in 1926 in downtown New York City specializing in high speed tools and has expanded their product and planer. They have also expanded into the specialty machine market which includes the 645 Multi Moulder, the William & Hussey Moulder, the R200 Automatic Rosette Machine and their newest fixture the Arch Forming Rack. You can visit them at www.cggsgschmidt.com.

Piling On

by John Satagaj, London & Satagaj, WMMA's Legislative Counsel

Lame ducks can be dangerous. As you know from last month's column, the Occupational Safety and Health Administration managed to give employers an early holiday present by publishing its ergonomics standards. For several months there had been rumors that several agencies had plans to issue last minute regulations before the Clinton Administration closed its books. Well, the rumors were true. The following is a "holiday sampler" of three other policy decisions issued by the Department of Labor and the Equal Employment Opportunity Commission (EEOC) in November and December. We have a feeling we will be reporting on still more in January.

The U.S. Equal Employment Opportunity Commission (EEOC) has published a final regulation prohibiting the return, or "tender back" payments in connection with challenges to waivers under the Age Discrimination in Employment Act (ADEA). The new rule addresses the Supreme Court's 1998 decision in *Oubre v. Entergy Operations, Inc.* and related issues regarding waivers. An ADEA waiver is an agreement between an employer and employee in which the employee gives up the right to pursue an age discrimination claim against the employer in exchange for severance or early retirement benefits or something else of value. Employees are often asked to sign waivers in connection with layoffs or reductions in force (RIFs).

Under Title II of the Older Workers Benefits Protection Act of 1990 (OWBPA), which amended the ADEA, Congress decided to permit these waivers but set out a series of specific requirements with which waivers must comply to be valid. Although employers may ask for waivers, they must also comply with the ADEA requirements to ensure that the process is fair.

The regulation provides that an employer may not require an employee to return, or "tender back," severance pay or other benefits in order to challenge a waiver as inconsistent with the ADEA. In addition, the rule prohibits the imposition of other financial penalties against an employee simply for challenging a waiver in court. It does, however, protect an employer's ability to recover attorney's fees if a challenge is filed in bad faith. The rule also sets out standards regarding when an employer may obtain restitution of funds it has paid an employee and what an employer's duties are when a waiver is challenged.

The EEOC has issued a new section to its Compliance Manual which provides an updated, comprehensive analysis of compensation discrimination issues under each of the anti-discrimination laws enforced by EEOC. The new Compliance Manual section explains that the law covers all forms of compensation including salary, overtime pay, bonuses, stock options, profit-sharing plans, life insurance, vacation and holiday pay, reimbursement for travel expenses, and other fringe benefits. In addition to

"John S. Satagaj, WMMA's Washington Counsel, has been appointed to the Bush-Cheney Transition Advisory Group on the Small Business Administration. The Advisory Group consists of volunteer private sector individuals with experience and knowledge of a particular subject area. The assignment of the group is provide advice and assistance to the new Administration to ensure a smooth and efficient transition."

examining the legal standards for determining whether compensation discrimination exists, it also explains that employment practices that indirectly affect employee compensation, such as promotions, appraisal systems and work assignments, should be scrutinized carefully to assure that they are not unlawful.

The EEOC instructs its examiners to identify similarly situated employees and compare their compensation. If there are differences, the EEOC will then look to determine whether there are nondiscriminatory reasons for the differences. Even if there appear to be nondiscriminatory reasons, the EEOC will evaluate those reasons to determine whether they actually explain the pay differences. Finally, the EEOC will determine whether discrimination exists. The full text of the program can be found on the agency's website at www.eeoc.gov.

New rules have been announced by the U. S. Department of Labor to give workers new rights for the quick processing of health insurance claims and timely decisions on appeals when claims are denied. The rules cover health plans offered by employers and are covered by the Employee Retirement Income Security Act, known as ERISA.

The new rule covering ERISA-governed health plans requires timely coverage and appeal decisions; provides meaningful information to patients about their rights under the appeals process; and creates a more fair process to review decisions to deny benefits.

The final rule provides for faster decisions on initial claims and appealed claims, with time frames based on whether the claims are pre-service and post-service; special rules requiring expeditious consideration of claims involving "urgent care"; more time for patients to appeal denied health claims; different decision maker to handle appeals; consultation with relevant health care professionals in making decisions about appeals that involve medical judgment; enforcement of claimants rights through the court; timely action on "concurrent care reviews" for patients receiving a course of treatment who face early termination of benefits or have a need to extend treatment; fuller disclosure, including a full decision of the plan's claim procedures; and more information about the reasons for a denied claim and the criteria and rules applied by the plan.

Hopefully with the inauguration of President George W. Bush, this regulatory spigot will be turned off!

What's on the Horizon?

Prepared by Jim Laster, Chairman—WMMA Product & Engineering Standards Committee

The Product and Engineering Standards Committee has once again had a very busy year, working to keep the WMMA members out front in terms of industry standards, safety in the workplace and opportunities to improve our product/user interface:

ASC01.1 Safety Standard for Woodworking Machinery

The contracting of Michael Gililand to serve as the chair of the ASC 01.1 Committee continues to serve the Association well, as we are moving toward accomplishing our goal of publishing a new Standard by 2002. Assignments are made and work is published on the Internet web site prior to all meetings, making it easier to accomplish real work during the meeting sessions. All members of the Committee are working hard to complete their respective assignments and, therefore, are contributing to the process of writing the Standard. The end result will be a comprehensive Standard for the design, installation, care and use of woodworking machinery.

New Projects for 2001 and Beyond!

Three exciting projects continue to consume the committee agenda for 2001 and beyond:

Guide for Publication of Manuals for the Woodworking Industry:

Many of you know Chet Greathouse; he has done an excellent job of leading and editing the work for the manuals' project. This sub-committee worked hard at developing ideas and guidelines that the Committee could study and expand. As test cases, two WMMA member companies have already applied the Guideline for writing actual manuals to accompany their machinery; the outcome was most satisfying in both cases. The Guideline is clear and concise, where needed, and still leaves room for customization when desired.

The Committee believes that the Manual Guideline should be a living document that can evolve much easier if it is kept in an electronic format rather than printed and bound in hard copy. CD-ROM's have been discussed, but the idea which is emerging is to publish the Guideline on the WMMA web site. This means that any company seeking help or an outline for the development of manuals can go to the website and download the Guideline. In this format, the P&ES Committee would also find it easier to update and grow the guideline as the need develops.

Workplace Safety and Machine Operator Training:

The P&ES Committee is hoping to initiate a project in partnership with the end users of woodworking machinery that could lead to the development of operator training programs for specific wood machine processes. The Committee's objective is to design and develop a comprehensive operator training program for wood machining processes. If WMMA members who design and build woodworking machinery can partner with those who use the machinery on a regular basis the benefits for all concerned would be enormous. As always your thoughts, suggestions and or concerns are welcome.

Tooling and machine standards for high speed spindles:

Another sub-committee was appointed to study the issues related to tooling and high speed spindles. Background on the sub-committee's concerns and goals appeared in last month's edition of The Cutting Edge. More will follow on this important topic. Your input is welcome!



continued on page 6

The Product and Engineering Standards Committee continues to be one of the hardest working, dedicated group of individuals with whom I have had the good pleasure to work. We continue to search for ways to serve our industry and hopefully make a lasting impact through our efforts. I would hope that you might take the time to let them know what you think of their hard work:

James E. Laster, Chair

Newman*Whitney,
Division of Newman Machine Co., Inc.
JELAS@aol.com

John Branch

Midwest Automation
jbranch@midwestautomation.com

Gene R. Brooks

CEMCO, Inc.
gbrooks@lcs.net

Richard C. Cowan

Rees-Memphis, Inc.
dcowan@reesmemphis.com

Dan DeLong

Black Bros. Co.
ddelong@blackbros.com

Mark Dunigan

Machine Systems L.L.C.
lcfkings@aol.com

Charles A. Granger

3M Company Sale Center
cagranger1@mmm.com

Max A. Green

Mereen-Johnson Machine Co.
mgreen6474@aol.com

Jacob D. Greenfield

James L. Taylor Mfg. Co.
jake@jamestaylor.com

Peter Levitt

Sternvent Co. Inc.
plevitt@sternvent.com

Russ L. Martin

Great Lakes Carbide Tool Mfg., Inc.
coach@glct.com

Gary Metzgar

North American Products Corporation
garmet@naptools.com

John S. Schultz

Super Thin Saws, Inc.
jschultz@superthinsaws.com

Kathy Wettschurack

Tyler Machinery Co., Inc.
kathy@tylermachinery.com



Excitement is Building.....

- ⌚ Shorter schedule to make the best use of your time
- ⌚ Educational seminars on business and industry issues
- ⌚ Unparalleled networking opportunities
- ⌚ Face to face business meetings during the two day contact table program

Complete registration packets have been mailed.

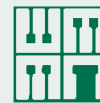
Don't delay! You can't afford to miss the 2001 WIC!

- ☞ Conference Early Bird registration deadline (save \$\$ by registering early): February 23
 - ☞ Contact Table early bird registration deadline: February 23
 - ☞ Hotel reservation deadline: February 23 (contact La Costa directly to secure your room: 800/854-5000)

Note: Early bird \$\$ savings deadlines will be strictly enforced.

All necessary forms can be obtained from the website.
Contact headquarters if you need more information.

PROFIT THROUGH AMERICAN TECHNOLOGY



**WOOD MACHINERY
MANUFACTURERS
OF AMERICA®**

Kenny Moffatt	President
Charles A. Granger	Vice President
Peter Perez	Treasurer
Kenneth R. Hutton	Executive Vice President
Elizabeth B. Franks	Associate Director
Dana Klaus	Meetings & Communications Director
Karen Boyle	Member Services Coordinator
G. A. Taylor Fernley	Management Liaison
Sheldon London	Legislative Counsel
1010 Massachusetts Ave. NW, Suite 400	
Washington, DC 20001	
John Satagaj	(202) 639-8888
Harold Zassenhaus	Export Director
7768 Woodmont Ave.	
Suite 214	
Bethesda, MD 20814	
(301) 652-0693	
Joseph Mc Hale	Legal Counsel

© 2001 by Wood Machinery Manufacturers of America, Philadelphia, PA. All rights reserved. This publication or any parts of it may not be reproduced in any form without written permission from the publisher. For permission to reprint articles or to send correspondence, write to: WMMA®, 1900 Arch Street, Philadelphia, PA 19103-1498, Phone: (215) 564-3484. Fax: (215) 963-9785. E-mail: wmma@fernley.com
The opinions expressed in any articles by outside consultants are their own views and not necessarily those of the WMMA®.

Furniture Imports from China

by Harold Zassenhaus, WMMA Export Director

A recent (November 2000) article in Wood & Wood Products highlighted the rising U.S. trade deficit in furniture and the rapid increase in furniture imports from China. Both the trade deficit and the rising imports from China highlight the growing interdependence we have with suppliers as well as customers from all parts of the world. It likewise underscores the importance of long term planning.

The article's statistics included all types of furniture, including metal. I thought it would be important and useful to elaborate on the article while narrowing the scope of the statistical analysis to wooden furniture.

Enclosed is a series of four tables:

- 🌐 U.S. Furniture Imports, by Country, 1997-1999
- 🌐 U.S. Furniture Imports, by Country, January – September 2000 (with comparisons to prior years)
- 🌐 U.S. Furniture Imports from China, 1997-1999
- 🌐 U.S. Furniture Imports from China, January –September 2000 (with comparisons to prior years).

The results are dramatic, maybe even more than the Wood & Wood Products article indicated. China, the second largest supplier to the U.S. market, will likely supply over \$2 billion in wooden furniture in 2000, or close to 25% of total wooden furniture imports. China's shipments to the U.S. have been growing at a rate in excess of 40% for the past two years, compared with a growth rate of about 20% for imports from all sources. And, unless there is a dramatic change, imports from China will likely exceed those from Canada sometime in the first half of 2001.

U.S. Government statistical breakouts lump furniture parts together with final product. However, based on anecdotal information, it's safe to assume that much of the volume is comprised of parts and components.

I do not have U.S. shipment data (if anyone does, I would appreciate receiving it). However, I would wager that U.S. shipments are below the 22% increase in imports we have witnessed from January to September 2000.

Finally, the large increase in U.S. furniture imports is not caused solely by dramatic increases from China. Other countries with relatively low labor costs and adequate supplies of lumber have seen their shipments to the U.S. rise rapidly. Take a look at this year's shipments from Germany, Poland, Czech Republic and India. All approximated or significantly exceeded China's 45% year on year increase. Brazil is another growing and important supplier. It had a good year in 1999 and probably bounced back by the fourth quarter of 2000.

I would not want to draw too many conclusions from the enclosed data. One conclusion I would not shy away from, however, is that China, as well as a handful of other developing nations in S.E. Asia, South America and Eastern Europe, will be strong suppliers for a number of years to come. It would be worth the effort by many members to at least seriously investigate the potential for marketing their equipment and accessories to these countries, if they haven't already done so.

As many members know, the Export Development Committee has been highlighting China's rapid increase in furniture shipments to the U.S. and the world while urging members to seriously consider exhibiting in China. For the past four years, the WMMA has been organizing pavilions in two woodworking equipment trade fairs. In 2001 the WMMA will be organizing a pavilion at WoodMac China (Shanghai, February 20-23). The association is also active in other developing markets. In March it will be organizing a pavilion at FIMMA (Brazil, March 20-24) and in the fall a pavilion in Woodmac Asia (Singapore, September 4-7). To learn more, contact me.

Heads Up: WMMA Launches New Export Promotion Program

The WMMA is going to underwrite the expense of 5-7 foreign representatives to visit the AWFS Woodworking Fair and meet with WMMA members. "We want to expose more members to qualified, aggressive international distributors while recognizing their importance to the U.S. industry. The best way to do that is to make it easy for the dealer to come to the U.S. and see with his/her own eyes, the benefits of representing a member's line. There is no better place and time in 2001 to do that than the AWFS Woodworking Fair, August 2-5 at the Anaheim, CA Convention Center observes Tom Onsrud, President, CR Onsrud, Inc. and Export Development Committee Chairperson.

The Foreign Buyers Program can benefit every member company. The dealers selected must first be nominated by at least one WMMA member. And the award recipients will be a select few who are well thought of and looking to add more American lines to their supplier base. So, the nominating WMMA member gets the credit for sponsoring his representative and other WMMA members get the opportunity to meet face to face with capable overseas representatives.

To learn how you can nominate a foreign representative, or learn how you can participate in this creative member benefit, contact Harold Zassenhaus, Export Director, WMMA at tel: 301. 652. 0693; fax 301. 986. 1389 or Email: zemg@erols.com.

WMMA WELCOMES YOUR INPUT

Please use this form to provide WMMA® with news about your company and input on issues you'd like to see covered in The Cutting Edge.

Member News

List any recent employee promotions, branch openings, strategic alliances, acquisitions, etc.:

Topic Suggestions

Are there any issues you'd like to see addressed, such as market conditions, improving your operations, international issues, business technologies, ISO certification, etc., in a future issue of The Cutting Edge? Suggest an article and author or submit an article yourself.

Quality Kudos

Has your company recently been recognized for its "quality" efforts: certifications, favored distributor, special awards, etc.? Share your success with other WMMA® members by listing the information here:

WWW Update

Since the printing of the directory, if your company has acquired a new website or email and would like to publish the update in The Cutting Edge please list it here:

Submitted by:

Name: _____ Title: _____

Company: _____ Phone: _____

Your e-mail address: _____ Company e-mail address: _____

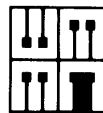
Return this form to WMMA • Dana Klauss, Cutting Edge Editor • 215-963-9785

US Imports: Wooden Furniture

CALENDAR YEAR

RANK	COUNTRY	Millions of U.S. Dollars			% Share		% Change	
		1997	1998	1999	1997	1998	1999	99/98
	-- World --	4,955	5,899	7,135	100	100	100	20.95
1	Canada	1,317	1,609	1,892	26.58	27.27	26.52	17.62
2	China	738	1,012	1,424	14.89	17.16	19.96	40.7
3	Italy	597	696	828	12.04	11.81	11.6	18.87
4	Mexico	390	449	504	7.86	7.61	7.06	12.29
5	Taiwan	377	395	412	7.62	6.7	5.77	4.25
6	Malaysia	364	354	405	7.34	6	5.67	14.32
7	Indonesia	238	291	377	4.81	4.94	5.28	29.37
8	Thailand	138	164	209	2.79	2.78	2.93	27.33
9	Philippines	130	158	184	2.63	2.67	2.58	17
10	Denmark	95	109	117	1.92	1.85	1.64	7.14
11	United Kingdom	78	99	108	1.57	1.69	1.51	8.51
12	France	43	56	80	0.86	0.95	1.12	43.32
13	Brazil	54	55	77	1.09	0.93	1.08	39.64
14	Hong Kong	33	44	50	0.66	0.74	0.7	15.11
15	Slovenia	37	43	45	0.74	0.73	0.63	5.47
16	Germany	42	39	45	0.85	0.66	0.63	14.31
17	Spain	24	34	42	0.48	0.58	0.58	21.83
18	Honduras	21	25	33	0.43	0.42	0.46	33.5
19	Sweden	20	24	28	0.41	0.4	0.39	17.24
20	Chile	23	23	25	0.46	0.39	0.35	11.17
21	Poland	16	21	23	0.33	0.36	0.33	8.81
22	India	9	17	20	0.19	0.29	0.28	15.11
23	Egypt	14	18	20	0.28	0.3	0.28	10.93
24	Belgium	7	9	13	0.14	0.16	0.18	36.49
25	Romania	6	10	12	0.13	0.17	0.16	16.75

PROFIT THROUGH AMERICAN TECHNOLOGY



**WOOD MACHINERY
MANUFACTURERS
OF AMERICA**

US Imports: Wooden Furniture

JANUARY - SEPTEMBER

RANK	COUNTRY	Millions of U.S. Dollars			% Share		% Change	
		1998	1999	2000	1998	1999	2000	00/99
	-- World --	4,246	5,123	6,260	100	100	100	22.2
1	Canada	1,184	1,367	1,644	27.9	26.7	26.3	20.3
2	China	713	984	1,429	16.8	19.2	22.8	45.2
3	Italy	490.6	614.3	749.1	11.6	12.0	12.0	22.0
4	Mexico	327.0	366.9	421.0	7.7	7.2	6.7	14.7
5	Indonesia	205.2	271.8	322.9	4.8	5.3	5.2	18.8
6	Malaysia	253.6	289.2	311.4	6.0	5.7	5.0	7.7
7	Taiwan	290.6	305.7	267.9	6.9	6.0	4.3	-12.4
8	Thailand	110.2	147.2	178.4	2.6	2.9	2.9	21.2
9	Philippines	112.3	136.2	157.4	2.7	2.7	2.5	15.6
10	Denmark	78.9	84.6	94.0	1.9	1.7	1.5	11.2
11	United Kingdom	73.9	75.3	84.2	1.7	1.5	1.3	11.8
12	Brazil	39.2	56.7	71.5	0.9	1.1	1.1	25.9
13	France	39.9	51.3	63.3	0.9	1.0	1.0	23.4
14	Germany	26.9	31.4	47.4	0.6	0.6	0.8	51.1
15	Poland	16.6	16.1	39.5	0.4	0.3	0.6	144.8
16	Hong Kong	29.5	35.7	38.1	0.7	0.7	0.6	6.9
17	Spain	25.1	30.5	37.2	0.6	0.6	0.6	22.1
18	Slovenia	30.3	33.9	29.6	0.7	0.7	0.5	-12.8
19	Honduras	17.9	25.1	22.6	0.4	0.5	0.4	-10.0
20	Sweden	16.5	19.8	21.8	0.4	0.4	0.4	10.2
21	India	12.8	14.1	20.0	0.3	0.3	0.3	41.5
22	Chile	16.6	18.7	17.6	0.4	0.4	0.3	-6.0
23	Egypt	13.5	14.4	15.9	0.3	0.3	0.3	10.3
24	Czech Republic	4.9	6.1	13.0	0.1	0.1	0.2	111.4
25	Belgium	6.4	9.1	11.1	0.2	0.2	0.2	21.4

PROFIT THROUGH AMERICAN TECHNOLOGY



**WOOD MACHINERY
MANUFACTURERS
OF AMERICA**



US Imports of Wooden Furniture from China

CALENDAR YEAR

HS CODE	Description	Millions of U.S. Dollars			% Share		% Change	
		1997	1998	1999	1997	1998	1999	99/98
Total		738.0	1012.3	1424.3	100.0	100.0	100.0	40.7
9401304000	Swivel seats w/height adjustment w/wooden frame	1.2	1.5	11.5	0.2	0.2	0.8	658.7
9401500040	Seats of rattan	24.4	21.6	28.4	3.3	2.1	2.0	31.5
9401500080	Seats of cane, osier, bamboo or similar material, nesoi	7.9	7.1	8.0	1.1	0.7	0.6	13.5
940161	Seats w/wooden frames, upholstered, nesoi	30.3	48.8	87.4	4.1	4.8	6.1	78.9
940169	Seats w/wooden frames, not upholstered, nesoi	99.6	109.2	142.2	13.5	10.8	10.0	30.2
940330	Wooden office furniture, except seats	17.3	43.2	55.3	2.4	4.3	3.9	27.8
940340	Wooden kitchen furniture, except seats	19.5	21.6	24.4	2.7	2.1	1.7	12.9
940350	Wooden bedroom furniture, except seats	40.8	81.8	170.2	5.5	8.1	12.0	108.1
940360	Wooden furniture, nesoi	389.6	550.4	745.3	52.8	54.4	52.3	35.4
940380	Furniture of cane, bamboo or similar material, nesoi	107.3	127.0	151.6	14.5	12.5	10.7	19.4

US Imports of Wooden Furniture from China

JANUARY - SEPTEMBER

HS CODE	Description	Millions of U.S. Dollars			% Share		% Change	
		1997	1998	1999	1997	1998	1999	99/98
Total		712.8	984.2	1428.6	100.0	100.0	100.0	45.2
9401304000	Swivel seats w/height adjustment w/wooden frame	0.8	9.0	5.6	0.1	0.9	0.4	-37.9
9401500040	Seats of rattan	15.8	20.3	22.5	2.2	2.1	1.6	10.9
9401500080	Seats of cane, osier, bamboo or similar material nesoi	5.0	6.1	9.6	0.7	0.6	0.7	57.4
940161	Seats w/wooden frames, upholstered, nesoi	33.6	62.4	92.0	4.7	6.3	6.4	47.5
940169	Seats w/wooden frames, nut upholstered, nesoi	74.8	99.7	123.2	10.5	10.1	8.6	23.6
940330	Wood office furniture, except seats	28.6	37.1	50.0	4.0	3.8	3.5	34.8
940340	Wooden kitchen furniture, except seats	16.7	18.2	26.3	2.4	1.9	1.8	44.5
940350	Wooden bedroom furniture, except seats	51.1	110.0	251.3	7.0	11.0	18.0	128.0
940360	Wooden furniture, nesoi	395.3	514.1	705.7	55.0	52.0	49.0	37.0
940380	Furniture of cane, bamboo or similar material, nesoi	91.1	107.2	142.2	13.0	11.0	10.0	33.0