



THE CUTTING EDGE

WOOD MACHINERY MANUFACTURERS OF AMERICA

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FEBRUARY, 2001

Are you ready to expand your B2B Future?

WMMA/WMIA/AWFS Woodworking Industry Conference April 25 - 29, 2001

February 23 is the deadline for hotel and early bird registration for the Woodworking Industry Conference! Have you made your plans to attend? You don't want to miss these highlights:

Shorter Schedule!

The new schedule allows you to accomplish more with less time away from the office. Tuesday and Wednesday are dedicated to committee meetings and recreation. The conference sessions get underway on Thursday and wrap up on Saturday afternoon. You'll gain a wealth of knowledge with just a few short days away from the office.

Valuable Educational Sessions!

The education will kick off with a bang at the Thursday luncheon. Motivational speaker Andrew Lebbey will discuss how to cope and grow in a changing environment, both in your

personal and professional lives.

Friday morning will feature a special session on topics impacting the future of the wood products supply industry. Kelly McCloskey, of the Wood Promotion Network and Jim Peterson, Founder and Editor of Evergreen Magazine, will discuss their respective efforts to educate the public about forest management and the benefits of using wood.

The WMMA Business Session on Friday will feature committee updates. This is your chance to learn all of the different programs and services that WMMA offers to help your company. This session will also feature a presentation from Dick Campbell, Chair of the IWF Challengers Award Committee, on how the Challengers Award competition works. Plus, WMMA Legislative Counsel John Satagaj will present a timely report on what is happening in Washington and how it will impact WMMA members. You will also want to be there when

the winner of the 2001 Ralph B. Baldwin Award of Excellence is announced.

The last day of the conference, Saturday, will feature a series of workshop sessions addressing current topics like "Electronic Business for Executives," "Improving the Bottom Line," "Creating the Future," "Economic and Industry Outlook," and "Relationship Selling." Can you afford not to learn more about any of these topics?

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Face-to-Face Business Meetings

The WIC Contact Table Program provides two days for valuable meetings (20 minutes each) between suppliers and distributors. Your company can sign up to host a table, or you can spend your time visiting the tables. Participants pre-schedule their appointments to make the most effective use of time. Pre-registration is required to participate in this program. See the list of participants at <http://www.wmma.org/wicschedule.htm> and make your appointments.

Networking, Networking and more Networking!

Evening activities and recreational events provide a unique way to mix business with pleasure. This is a great way to spend time with contacts and make new friends in the industry.

Complete details on the 2001 Woodworking Industry Conference were included in the conference registration brochure mailed to all members. You can also learn more by visiting the website <http://www.wmma.org>.

The Woodworking Industry Conference has something for everyone and it's one of the best business investments you can make this year. Make your plans today! Register by February 23 to get early bird discounts. Contact LaCosta Resort at 800-854-5000 x34 by February 23 to make room reservations in the WIC block.

WIC Check list:

- ✓ Register with WMMA headquarters - Early Bird rates expire 2/23.
- ✓ Sign up for the Contact Table Program - Early Bird rates expire 2/23.
- ✓ Contact La Costa for room reservations - 1-800-854-5000 x23. Our room block expires 2/23.
- ✓ Sign up in advance for tours and sports.
- ✓ Contact Uniglobe Wings Travel at 1-800-243-4370 for discount fares on United Airlines and USAirways.

See the website <http://www.wmma.org/wic2001.htm> to access WIC registration forms.



Note from the Executive Vice President

Kenneth R. Hutton

This month's issue of The Cutting Edge kicks off the fourth year of the feature "Did You Know...?" The feature article for January's issue was "2000: The Year in Review." As the title suggests, it highlighted the various accomplishments achieved during the Association's Centennial Plus One Year. WMMA members should feel proud of what the Association has done on their behalf. The challenge for the Association to be the best it can be is never-ending, however. The effort is continuous: to challenge existing programs, to develop new services that meet the members' needs today and tomorrow, and to extinguish those programs whose times have past. The end result should add value for every member's dues dollar and enable WMMA to be the best it can be in serving the needs of the woodworking equipment and cutting tool industry.

"Did You Know...?" examines the current programs and services in more detail and offers a glimpse at what your Board and Committees envision over the next twelve months. Your Directors and Association staff have worked hard to build a variety of programs and services from which members can choose to best fit their individual needs. Only when the membership is fully informed about what is available can companies make intelligent, discerning selections; that is the goal of this continuing series.

Did You Know...

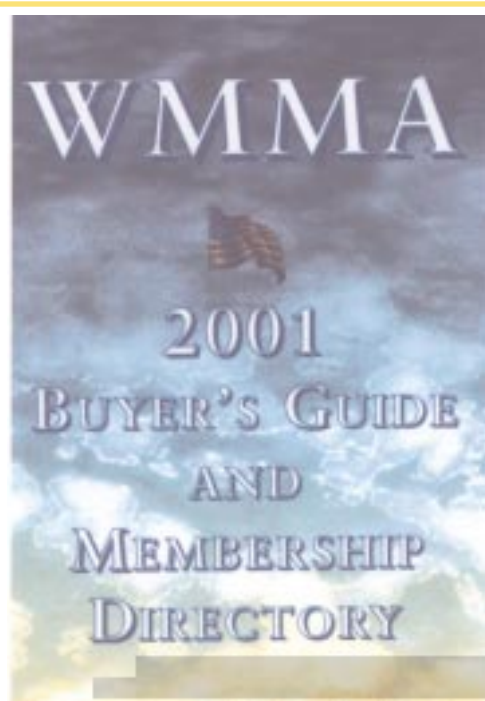
that 19.7% of the 2000 WMMA total expenditures centered around Industry Marketing?

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Key Committee projects included:

- * Printing and worldwide distribution of 11,000 copies each of the 2001 Buyer's Guide & Directory for the first time in a smaller pocket-size format as well as a CD-ROM. Worldwide distribution of 11,000 copies each was begun.
- * This Committee also finished the website project started in 1999 and provided all member companies with a templated page on www.wmma.org. Those pages served as the basis for the CD-ROM version of the Buyers' Guide & Directory.
- * Publication of The Fourth Annual American Technology Guide was distributed during the IWF. For no charge, 96 WMMA members were showcased to a trade show audience in the thousands.
- * After referring inquirers to the website or providing the CD-ROM our staff forwarded to members about 31 product leads gathered from end users utilizing the 1-800-BUY-WMMA hotline or finding the Association's website.
- * Distribution of the two latest installments of the "How to" Marketing brochures.
- * Placement of the advertisement promoting "Stop with WMMA...Go with American Technology" in numerous trade press issues, developing another thought-provoking special section, and placing industry articles on unique member stories whenever the opportunity arose.
- * Orchestration of another IWF Show Press Tour, where 47 members took the opportunity to display new products to the trade press during the final set-up day.
- * Placement of the "Stop with WMMA...Go with American Technology" stoplight among the 187 WMMA exhibitors at IWF 2000.
- * Developing areas of opportunity in technology to help members better operate their businesses and efficiently process information; projects of particular interest are the customization of lead management software for the woodworking equipment and cutting tool industry and digital document conversion.
- * The Committee also began work on designing a new Association logo.

For 2001, the Industry Marketing Committee will continue such programs as 1-800-BUY-WMMA, industry articles, "How to..." brochures and advertisements. The Committee will also look to develop another unique presence during the Anaheim Show.



WMMA Industry Marketing Efforts Working for you!

- The 2001 Buyer's Guide is available in both CD -Rom and printed formats.
- A total of 22,000 copies will be distributed around the world to promote WMMA members and their products.
- A complete, current Buyer's Guide is also available On-line at www.wmma.org.
- The WMMA website experienced over 3000 hits a day in January!
- WMMA ads in industry trade journals promote "three ways" that woodworkers can get information about WMMA member products: on-line at www.wmma.org, in the Buyer's Guide and by calling 1-800-BUY-WMMA.

Export Development

EXPORT DEVELOPMENT PROGRAMS FOR 2001

by Harold Zassenhaus, WMMA Export Director

Sign-up forms for the programs described in the following articles were e-mailed out to WMMA Members along with the announcement for the Cutting Edge. If you need additional forms, please send an e-mail to wmma@fernley.com

Foreign Buyers Program: Committee accepting nominations

In the last Cutting Edge we gave a heads up to the new export promotion effort under which WMMA will be underwriting the expense of 5-7 foreign representatives to visit the AWFS Woodworking Fair. This includes airfare and lodging expenses. Notices have been sent to all trade press, now it's time for members to step up. Members can nominate up to three representatives handling their lines in other countries, No deadlines have been set. However, it is the committee's objective to select the awardees by mid- May, giving the recipient plenty of time to plan his/her trip and for interested members to contact the awardees and begin business discussions in earnest.

Program objectives: To expose 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. In 2001, the **AWFS Woodworking Fair**, August 2-5 at the Anaheim Convention Center in California, provides an ideal time and place for member and dealer to meet.

The Foreign Buyers Program benefits every WMMA member

interested in expanding sales overseas. The nominating WMMA member benefits by strengthening his relations with the dealer while getting credit for sponsoring his representative; other WMMA members get the opportunity to meet face to face with capable overseas representatives.

During the AWFS Woodworking Fair, the WMMA will hold a press conference to welcome award recipients, present a suitable memento of the occasion and recognize the sponsoring WMMA members. All interested members will be invited and can take the opportunity to introduce themselves to the award recipients (if they hadn't done so already). Naturally, all award recipients will be invited to view the fair during the traditional "Dealer Day."

If you have questions contact Harold Zassenhaus, Export Director, WMMA at: (301) 652-0693; fax (301) 986-1389 or Email: zemg@erols.com.

WoodMac Asia only 7 months away; WMMA space discount expires March 1

The trade fair runs September 4-7, 2001 at the Singapore Expo, Singapore. The cost to exhibit for WMMA members is US\$270.00/sq. meter, space only. This discount is available until March 1 after which the cost goes up to \$300.00 sq. meter.

2001 will mark the fourth time the WMMA has participated in Southeast Asia's largest woodworking equipment trade fair and the third time it will organize a member pavilion. This event will continue to be the largest woodworking trade fair in Southeast Asia. In 1997, Woodmac Asia had 900 exhibitors covering 11,000 sq. meters net and attracted 10,000 visitors, 55% from outside Singapore.

The WMMA has an option for an island of 120 sq. meters (6x20 meters).

The region has turned the corner. Singapore is now growing at an 8% clip; Malaysia's economy is also beginning to wake up, as is Thailand's.

For the past two years the WMMA has been organizing pavilions at overseas trade fairs and taking much of the worry out of exhibiting, as well as passing on discounts to members. Pavilion location, design, layout, graphics, furniture, electrical, air, hotels, translators are all arranged through the WMMA.

If you are interested in joining other WMMA members, please use the sign-up form mailed out with the Cutting Edge announcement or contact Harold Zassenhaus. Remember, the space discount runs out March 1.

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Export Development

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WMMA's Export Trade Certificate: Opportunity to Join

Since February 1989, the US Department of Commerce has granted anti-trust protection for exporting activity only to members of the WMMA that elect to be covered under the WMMA Export Trade Certificate (ETC).

Each year, the WMMA goes through an amendment procedure that allows those members that are not currently ETC members to join. Current members must complete a separate form being mailed to them directly. There is no cost to sign up. Interested members must return the form that was e-mailed to them required by the US Department of Commerce and return it to Harold Zassenhaus, WMMA Export Director, no later than March 1, 2001.

- **Background:** The Export Trade Certificate is issued under the Export Trading Company Act of 1981. Under a provision of the ETC Act, which is implemented by the US Department of Commerce, US exporters can obtain antitrust immunity from federal and state criminal and civil prosecution for export activities. The Act also can provide reduced anti trust liability in private actions against exporters.
- **Practical Application:** The WMMA is the sponsor of the WMMA Certificate. Under the protective umbrella of the ETC, firms that are listed under the certificate can join together, without the threat of most anti-trust 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.

Twenty-one WMMA members are covered under the WMMA Certificate. If you would like to add your name, fill out the form you received via e-mail.

Ligna Update: 7 members sharing booth: There is room for more.

For the first time, the WMMA will have a pavilion-style stand on the exhibit floor at Ligna, the world's premier woodworking equipment, cutting tool and accessories fair. Members who want to have a presence at Ligna but cannot, or are not yet ready to exhibit their products, can share the WMMA booth. This entitles members to:

- Display product literature and samples.
- Have product videos shown.
- Issue press releases.
- Work out of the WMMA booth or use it as a "home away from home."
- Use the conference room, and hospitality lounge located directly behind the stand to discuss business with contacts, relax; plan your next moves, etc.
- Send faxes and make photocopies, without leaving the floor.
- Use the services of translators.

The stand will be located within the USA pavilion being organized by Hannover Fairs, USA in Hall 16. (You may have read about the USA pavilion in recent trade press articles). The cost is \$650. Within two weeks of the fair closing, H. Zassenhaus will forward the results of the fair, information and leads generated and any insights gained.

This is an excellent option for members who want to:

- Walk the show but also have a place to meet clients on the floor;
- Test the market for their products without taking out space on their own;
- Have a place to meet clients in a quiet setting on the floor;
- Be listed in the fair catalog, a lasting reference piece for buyers all over the world.

On another matter: Are you worried about hotel accommodations? Car rental or air travel? Hannover Fairs, USA has the answers here for exhibitors and visitors alike. Contact them at: (609) 987-1202; fax (609)987-0092 or e-mail: housing@hfusa.com for more information.

A Test Of Character

by John Satagaj, London and Satagaj



President Bush took office with a clear vision of his agenda. Whether it was vision or good fortune, during the campaign, the President offered a blueprint for tax relief. At the time, his platform was

based on the belief Americans should spend their own money, rather than let the government spend it. While the premise for his tax relief plan has changed, it appears we can make good use of the President's vision for tax relief.

There is a spirited debate about the value of tax relief as a stimulus to the economy. It is a multi-faceted debate. On one hand, we have the President who offered a tax relief package aimed primarily at individuals. Then there are the devotees of Federal Reserve Chairman Alan Greenspan who advocate interest rate cuts over tax cuts. The deficit hawks remind us daily that it wasn't so long ago that we were running budget deficits, and we have only tested the fine wine of surpluses just one year. The rest is aging in a cellar yet to be collected. Then, there are the divisions within the business community. We have been waiting a long time for a President who embraces our vision for investments in America. What makes the most sense? Whatever you believe, this is the time to add your two cents.

During the campaign, President Bush advocated a plan that will: cut the current 15 percent tax bracket to 10 percent for the first \$6,000 of taxable income for singles, the first \$10,000 for single parents, and the first \$12,000 for married couples; cut the maximum marginal tax rate for the middle class to 25 percent (versus the current maximum rates of 28 and 31 percent); and, cap the top marginal tax rate at 33 percent (down from the current 39.6 percent). His only nod to the business community was a call for elimination of the death tax and making the Research and Development tax credit permanent.

The President was not even inaugurated, and there were already calls for him to amend his program even from his own party. Senate Majority Leader Trent Lott (R-MS) suggested we should cut capital gains rates by 25 percent. Others called for a cut in corporate income tax rates.

From our perspective, certainly targeted relief for the

economy should include modernization of our cost recovery or depreciation system for investment in new machinery. I have no trouble making the cast for accelerated cost recovery. It makes economic sense, and quite frankly, the depreciation tables have not kept up with the reality of technology obsolescence.

Personally, I am a believer that recessions include a heavy helping of perception in their mix. The economists can look at all the charts they want, but I am of the school that recessions are irrational. While some rational factors do exist, the media and consumers react in rather dramatic fashion, forcing us on a downward spiral that is not entirely warranted. I still believe to this day, senior President Bush was a victim of a perception-based recession spiral.

That brings me to the questions, how much of a tax cut is necessary to make a difference and what kind of cut will make the difference? The President's original plan had a price tag of \$1.6 trillion over 10 years. If left as is, will consumers find that adequate? Will they jump back into the economy for less?

I might note as a rather large aside, unless we deal with the personal Alternative Minimum Tax (AMT), the relief for higher income brackets will not amount to much.

The number of taxpayers affected financially by the AMT is expected to increase from about 1.3 million in 2000 to 17 million in 2010. The projected increases in AMT coverage and additional tax liability are primarily attributable to the following: (1) unlike the regular tax system, the AMT system is not indexed to account for inflation and (2) the legislation that excludes personal tax credits from AMT rules will expire in 2001. If we do not fix the personal AMT, any tax relief will soon evaporate.

I have a fondness for both direct expensing and for capital gains rate cuts. I am not much of a fan for corporate income tax rate cuts. I would take the former two over the latter in a heartbeat. But I also wonder if we should focus just on the individual tax relief? I think this economic downturn, so far, is driven by scared consumers staying home, with a touch of rising energy costs thrown in. The fundamentals are sound. Maybe this President does have it right. I know if all the other tax lobbyists are pressing the cause for their own pet projects, it would be hard for me to abandon our own cause. Shouldn't we give this President a chance?

THE NEW ADMINISTRATION

by Jack Albertine, Albertine Enterprises

"Our long national nightmare is over," said President Ford in August 1974 as Richard Nixon departed the White House. Well finally, on January 20 of 2001, our long eight year national nightmare of corruption, incompetence and juvenile 60's baby boomer socialism is over.

All of us have three lives: our family life, our professional life and our life as a citizen. Mr. Nixon was corrupt in his public life. Mr. Clinton was corrupt in his family life, his professional life and in his public life. In our view, the Clinton Administration was the most corrupt in our history and Mr. Clinton was the worst person ever to occupy the Oval Office. Clinton left town one-step ahead of the Sheriff by pardoning many of his accomplices in crime. But worst of all, we would say about Clinton what John Kennedy said about Nixon: "The man has no class."

THE CLINTON LEGACY

Claire Booth Luce once said that history records only one line about our Presidents. For example, George Washington was the father of our country and our first President. Abraham Lincoln freed the slaves and saved the union. F.D.R. lead our country out of the Great Depression and to victory in World War II. Ronald Reagan restored optimism to American life and defeated the evil Soviet Communist empire.

What will history say of Clinton? We have some suggestions. "The first elected president to be impeached." "The first president to commit perjury before a Federal Grand Jury." "The greatest liar in American history." Our Favorite is a quote from Gennifer Flowers: "The boy will never learn."

CLINTON'S PUBLIC POLICY LEGACY:

During the 1992 presidential campaign, the leftist media which shilled consistently for their comrade Clinton, suggested over and over that the economic condition of the country was the worst, "since the Great Depression." This was, of course, a big lie. However, the leftist media has learned from the likes of Hitler and Stalin that a big lie told often enough, with a large enough megaphone, will effectively propagandize a majority of the population. The truth was that the economy was growing nicely after the mild recession of 1990. (Incidentally, that recession was caused by two policy errors loudly supported by the leftist media and enacted by their Democratic friends in Congress. The first was the tax increase of 1990 and the second was the bone-

headed Savings and Loan bill the Congress passed in 1989.) These policy mistakes lead to a slight interruption of the astonishing growth generated by Ronald Reagan's policies of free trade, low marginal tax rates, and reduced federal regulation.

The leftist media failed to report the economic phenomenon of 1993 and 1994— a slow down in economic growth. Indeed, in the first two years of Clinton's Administration when the Democrats controlled Congress, the Dow Jones average increased a miserable 300 points. The fact is that the financial markets reacted badly to Hillary Clinton's goof ball attempt to socialize American medicine and to Clinton's stupid marginal tax rate increase.

America's recent strong economic growth first happened to coincide with the financial market's extremely positive reaction to the Republican takeover of the Congress in November 1994. Booming American capital markets helped America's entrepreneurs raise the capital for the technological revolution of the last five years of the 20th century.

Clinton, of course, has never understood the truth of George W. Bush's argument that prosperity is not created by government but by the ingenuity and energy of American workers, business people and entrepreneurs. In fact, Clinton was simply an aging 60's "flower child" in love with the failed policies of German socialism and Japanese mercantilism. Remember what Clinton's Whitewater business partner, the late Jim McDougal, said about Clinton's business acumen: "Clinton doesn't know enough about business to price a can of beans." We couldn't have said it better ourselves.

Unfortunately, the Clinton administration's regulatory policy eventually began to undermine the growth of the American economy. That policy has produced an energy crisis in California and the rest of America by restricting the growth and modernization of our energy industry. Not one new oil refinery was built in the eight years of the Clinton Administration because of Clinton's extremist and irrational environmental policy. Clinton's Democratic allies in California encouraged by Washington deregulated the whole price of electricity and continued to freeze the retail price. The result is exactly what command and control policies always produce—shortages, the inevitable spiking of retail prices, and bankruptcies. The Clinton Administration's labor regulations, its financial regulations, and the regulatory apparatus newly installed on

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the international trade sector finally caught up with the American economy. Clinton and his buddy Greenspan are responsible for the current downturn.

BUSH'S TASK

President Bush should act quickly to reverse the socialistic legacy of the economic illiterate Clinton. First, he should make it clear to Mr. Greenspan that monetary policy is too tight and interests rates are too high. Second, Bush needs to stand firm on the need for marginal tax rate reduction. He needs to counter the absurd media charge that a 200 million-dollar a year tax cut in an 8 trillion dollar economy is too big. Finally, the Bush people need to reverse the regulatory binge of the Clinton Administration to get the government off the backs and out of the way of America's enterprising private sector.

We think Mr. Bush has the intelligence and the courage to do these things and we wish him success.

(Editor's note: The views expressed by the various columnists writing for this newsletter do not necessarily reflect the views of the Association, its Directors and Staff. These columns are meant to stimulate thought and discussion.)

Last call for nominations for the WMMA Ralph B. Baldwin Award of Excellence

- **Recognize an individual who has made outstanding contributions to the entire wood products industry.**
- **Judges look at contributions to the WMMA, contributions to the wood products industry and contributions to the individual's company.**
- **Nominees must still be living. He or she may be currently active in the industry or retired.**
- **Nominate an individual from your own company or another company.**
- **Every WMMA Member is invited to submit one nominee.**
- **Deadline for submissions is February 23 (ballots must be received in headquarters by 2/23)**
- **Winner will be announced on Friday, April 27 at the WMMA Business Session during the Woodworking Industry Conference at La Costa Resort in Carlsbad, California.**

What's New

New Air Handling Systems Catalog: Woodbridge, CT



- Air Handling Systems has announced the release of their new 2001 Industrial Ventilation catalog.

This FREE catalog is designed to help those involved in dust collection, fume collection, pollution collection, HVAC and many other industrial ventilation applications.

- Features a variety of components, ranging from spiral pipe, elbows, flexible hose and spun reducers to dust silencers, blastgates and lateral tees all in stock, ready for shipping.
- Contains information on designing and installing your dust system.
- Presents technical information in an easy to understand format.

For additional information please contact Air Handling Systems at 800-367-3828 or fax 800-438-7135.

Carter Products, Grand Rapids, Michigan: Carter



Products Company has introduced a new Laser Light bracket that should be a boon to people who operate

Compound Miter Saws. It promises to save time, ease the operation, and help assure that cuts will consistently be more accurate.

The new bracket allows mounting of Carter's Cableless Laser directly to the saw's blade guard, positioning the clear red laser line to provide a precise reference on stock throughout the cut.

The Series A Cableless Lasers from Z-Laser are ideal for use in conjunction with miter saws because of their compact size, internal power feature and their economical price. These self-contained units are powered by an internal AA size battery and are equipped with an on/off switch. Carter expects the easily installed bracket will help make the Cableless Laser a standard for miter saw operation.

For further information on the new Laser Bracket for Miter Saws or any of their extensive product line, contact Carter Products Company, Inc. at (616) 451-2928 or e-mail: sales@carterproducts.com or reach them on their website at: <http://www.carterproducts.com>.

On A Mission

Acrotech, Inc: Lake City, MN - Acrotech, Inc. is on a mission to become the woodworking machinery replacement parts manufacturer you contact when you want better performing and less expensive parts than those provided by OEM's! These can be found in their new Industrial Products Catalog. Please contact Acrotech, Inc. toll free at 800.345.0583, fax at 651.345.3362, or you may e-mail to the address: acrotech@acrotechnic.com.

New Horizons

.....**Congratulations to all.**

Hermes Abrasives, Virginia Beach, Virginia: One of



the world's leading producers of industrial abrasives, announces the promotion of George Barcellona and William Bratcher to Account Executive, effective January 2, 2001. Both Mr. Barcellona & Mr. Bratcher's

successful career in territory management combined with their knowledge of the coated abrasives market make them well suited for their new roles. George Barcellona is servicing accounts in the Northeast Region, while Bill Bratcher is part of the Western Region Sales Team.

Yates American, Beloit, Wisconsin: Yates is proud to announce the promotion of Phil Gusloff to Vice-President. Phil has devoted the past 15 years of his career to Yates-American, and has served as Chief Engineer for the last ten years.

DON'T FORGET...

The postmarked deadline for the IWF priority space assignment is March 2. Visit their website at <http://www.iwf2002.com> . After March 2, and once the initial priority assignments have been completed, space will be assigned to all prospective exhibiting companies on a first-come, first-served basis.

Welcome New WMMA Regular Members.

Shopcarts, ADAPA, Inc.

Serving the industry with material handling equipment
Scott Halsey
P.O. BOX 5183
Topeka, KS 66605
Phone: 785.862.2060
Fax: 785.862.4444
Website: www.Shopcartusa.com

Schmalz Inc.

Serving the industry with ergonomic vacuum lifting
Kevin Saylor
7711-109 Welborn St.
Raleigh, NC 27615
Phone: 919.713.0880
Fax: 919.713.0883
Website: www.schmalzinc.com
Email: info@schmalz.com

Additional Warm Welcome to New Associate WMMA Members

Woodquip

Talladega Machinery & Supply Co.
Serves the industry with sales & marketing of Regular Members products.
Sam Yates
P.O. BOX 726
Talladega, AL 35161
Phone: 256.362.4124
Fax: 256.761.2579
Website: www.Woodquip.com
Email: Marketing@woodquip.com

Baldor Electric Company

Serves the industry by supplying products & services, electronic motors & drives, to Regular Members.
Jerry Peerbolte, VP, Marketing
5711 R.S. Boreham Jr. Street
Fort Smith, AR 72908
Phone: 501.648.4711
Fax: 501.648.5850
Website: www.baldor.com

Our Apologies...

CTD Machines, Inc.

In the December issue of the Cutting Edge, CTD Machines, Inc. announced the appointment of John Ramsey as its National Sales Manager. The appointment was actually made to **John Rossey**. We regret any confusion this may have caused. Congratulations, Mr. Rossey, on your new role as National Sales Manager.

Attention Members!

The deadline is February 23 for:

- Nominations for the Ralph B. Baldwin Award of Excellence.
- Hotel reservations at the La Costa Resort for the Woodworking Industry Conference.
- Early-Bird registration discounts for the Woodworking Industry Conference.

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 Klauss	Meetings & Communications Director
Karen Boyle	Member Services Coordinator
Megann McCulley	Administrative Director and Editor, The Cutting Edge
G. A. Taylor Fernley	Management Liaison
Sheldon London	Legislative Counsel
& John Satagaj	1010 Massachusetts Ave. NW, Suite 400 Washington, DC 20001 (202) 639-8888
Harold Zassenhaus	Export Director 7768 Woodmont Ave. Suite 214 Bethesda, MD 20814 (301) 652-0693
Joseph Mc Hale	Legal Counsel

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The opinions expressed in any articles by outside consultants are their own views and not necessarily those of the WMMA®.