THE CUTTING EDGE

WOOD MACHINERY MANUFACTURERS OF AMERICA

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User Manual Guideline Project

by Chester Greathouse, Newman Machine Company, Inc.

The Product & Engineering Standards Committee is working on your behalf to provide standardization of best practices across the WMMA membership. The User Manual Guideline Project continues in development and is due to be completed by the end of 2001. The Guideline provides a common format and content for manufacturers to produce manuals based on best practices gathered from Association member companies. When implemented, User Manuals should be generally more readable, more consistent, more complete, and have a common appearance that should aid in use as a ready reference.

There are many standard practices that have been included in the Guideline for copying directly into your company's User Manuals. There are check-off lists of content items to assist in assuring manual completeness. A Microsoft Word shell document will also be included for building a manual directly on this pre-formatted word processor document. Microsoft Word is the preferred manual development software used by 85% of Association members.

Two WMMA member companies have already produced a number of manuals in the User Manual Guideline and have been distributed these with their products. Several other draft copies of the Guideline have been distributed to interested manufacturers for evaluation.

The current plan is to have printed copies and example manuals available for reference at the WIC. Committee personnel will also be available to answer any questions you may have about the Guideline or its application. Draft copies of the User Manual Guideline and Shell Document in Microsoft Word format will be available on a CD, consistent with the WMMA policy of being paperless by the end of the year.

Member Services for WMMA

Industry Tradeshow Discounts
Worldwide Promotion
Leads on Overseas Reps
Market Research
Benchmarking Data
Export Statistics
Industry Trends
Legislative Calls to Action
Regulatory Alerts
Monthly Newsletter
Monthly Freight Bulletin
Freight Manual
Export Opportunity Bulletins
Export Trade Certificate
Educational Opportunities
Leads for New Business
HR Hotline
Internet Links
Electronic Equipment Exchange
Electronic Sourcing Information
Virtual Tradeshow
Electronic Catalog
International & National Industry Standards

In This Issue...

INDUSTRY NEWS

15th International Wood Machining Seminar

July 30-August 1, 2001
Loyola Marymount University
Los Angeles, CA

This international seminar provides a forum for researchers and engineers to present and discuss recent advances in wood machining processes and cutting tools. The seminar will feature technical and poster presentations and discussions on:

- The cutting process;
- Tool materials and tool wear;
- Production of veneer and chips;
- Advances in sawing technology (Frame and band saws, circular saws);
- Planning, molding, routing and sanding;
- Machining with laser and high energy saw jet;
- Machine guarding and worker safety;
- Control of noise and dust;

The Wood Machining Institute sponsors this seminar in cooperation with North Carolina State University, Mississippi State University, Oregon State University and International Union of Forest Research Organizations (IURFO) Working Party Milling and Machining. IWMS-15 will be held in conjunction with the AWFS Woodworking Machinery and Furniture Supply Fair to be held in Anaheim, California, August 2-5, 2001.

Did you Know…?

Editor's Note: This is the second in a series of features discussing WMMA programs and services available to the membership.

Did You Know…

That, with just 2.4% of the 2000 expense activity, WMMA's Membership Committee recruited 12 new members; retained 95% of its existing membership; and surpassed its goal of 225 members during the millennium? By year end, WMMA membership totaled 228 members.

Key Committee projects during 2000 included:

- Supporting nearly half the membership during two regional trade shows and spreading the benefit story to prospective members.
- Recognizing new members and their recruiting partners at the WIC.
- Reactivating the mentor program to assist all new WMMA members and ensure that those members receive the information and assistance they need in order to retain them as member companies over the long term.

For 2001, the Membership Committee will continue its various recruitment and retention efforts. Particular emphasis is focused on recruiting those companies which exhibit at IWF. A detailed mailing was sent to about 800 company prospects, and WMMA Staff will conduct targeted recruitment during three TSI regional shows and the Anaheim Show. The Committee is also trying to reach all members from the past five years who have not had company representation at a WIC and encourage—via two complimentary registration coupons—their participation in April's WIC, where member networking really gets established.
The Committee has a goal of 250 members by IWF 2002.

If you would like to assist this dynamic committee or have questions about WMMA programs, please contact Committee Chairman Peter Perez at (616) 451-2928 or staff liaison Dana Klauss at (215) 564-3484, X243 or e-mail her at dklauss@fernley.com.

Back Into The Health Care Wars

by John Satagaj

Quiz time. What do Senator Ted Kennedy (D-MA) and Senator John McCain (R-AZ) have in common? If you answered nothing, you might have been right in 106th Congress. In the 107th Congress, the answer is higher health care premiums. Well, they don't see it exactly that way, but it appears to us to be the likely outcome of their collaboration.

The two senators, along with Senators John Edwards (D-NC), Lincoln Chafee (R-RI), Bob Graham (D-FL), and Arlen Specter (R-PA) and Representatives Greg Ganske (R-IA), John Dingell (D-MI), Rob Andrews (D-NJ), Marion Berry (D-AR), and Frank Pallone (D-NJ) have produced a bipartisan patients' bill of rights bill.

The proposed legislation includes patient protections such as: access to emergency care, access to specialty care, access to non-formulary drugs, access to clinical trials, direct access to pediatricians and OB-GYNS, continuity of care for those with ongoing health care needs, and access to important health plan information. The bill also protects the doctor-patient relationship by ensuring health professionals are free to provide information about a patient's medical treatment options.

The Bipartisan Patient Protection Act of 2001 also establishes an independent, speedy external review process for patients dissatisfied with the results of the internal review. External appeals will be resolved by independent medical experts who evaluate the individual patient's medical situation, current scientific evidence, and plan documents to issue a recommendation on the right course of care which is binding on the plan.

The bill allows states to develop their own patient protection laws and empowers the governors to certify that they are comparable to federal law. If the state law is comparable to those at the federal level, the state law will remain in effect. The Secretary of HHS has 90 days to approve or reject the certification request .

The bill's liability language attempts to draw a bright line between cases of injury or death involving administrative decisions, which would be heard in federal court, and cases which involve medically reviewable decisions, which would be heard in state court. Employers are protected against any liability, unless they directly participated in making the decision on a claim for benefits which resulted in personal injury or death. The bill specifically lists a number of areas that are not to be considered "direct participation" including: selecting a health plan, choosing which benefits to cover under the plan, or advocating with the health plan on behalf

of a beneficiary for coverage. For cases of personal injury or death pertaining to medically reviewable decisions (those heard in state court), state law would apply, including any caps on damages or other restrictions. Additionally, punitive damages are specifically prohibited in state court if the plan complies with the internal and external appeals process, unless clear and convincing evidence shows the plan acted with willful or wanton disregard for the rights and safety of others. However, in this instance, any state law caps on punitive damages would still apply. For cases of injury or death involving non-medically reviewable decisions (those heard in federal court), punitive damages are specifically prohibited. However, if a plan acts with bad faith and flagrant disregard to a patient's rights, a court may assess a civil monetary penalty. This penalty cannot exceed five million dollars.

President Bush has offered his views. According to the President, a federal Patients' Bill of Rights should ensure that every person enrolled in a health plan enjoys strong patient protections. Employers, many of whom are struggling to offer health coverage to their employees, should be shielded from unnecessary and frivolous lawsuits and should not be subject to multiple lawsuits in state court. Increased litigation will only result in higher health care costs, potentially forcing employers to drop employee health coverage altogether. Only employers who retain responsibility for and make final medical decisions should be subject to suit. Said the President, "Americans want meaningful remedies, not a windfall for trial lawyers resulting in expensive health care premiums and unaffordable health coverage. To protect patients' rights without encouraging excessive litigation, damages should be subject to reasonable caps."

It is not clear whether this bipartisan group can force the issue, but it is clear that the 107th Congress has not yet realized the critical issue is the rising costs of health care. There are not many that would argue the managed care system does not have its share of problems, but the question is who will pay for these added benefits and rights?

GETTING STARTED WITH ERGONOMICS

by Mike Gililland, Chairman of ASC 01.1 mgililland@esi-mo.com

OSHA's new ergonomics regulations became effective January 15th and may well change the way you do business. It will certainly change the way many employers manage workers' compensation and soft tissue injuries. If you employ more than 10 people, including yourself, you are covered by the requirements and you have much to do with little time in which to do it. Here's how to get started.

First, become informed. If you have access to the web, go to http://www.osha.gov and look for ergonomics. There is a wealth of information provided for you to download and study. If you don't have web access, you can write OSHA at :

U.S. Department of Labor
Occupational Safety and Health Administration (OSHA)
200 Constitution Ave, N.W.
Washington, D.C. 20210

Ask for the "Complete Federal Register Text for 1910.900". It's a thick book, it's all in fine print, but at least it's free.

Second, inform your employees. This is a requirement, not just a good idea. A poster is available from WMMA. It is ready to hang and fully complies with this requirement. If the Ergonomics Rule survives The Resolution of Disapproval currently underway in the U.S. Congress, you can secure this poster by requesting it from WMMA headquarters.

Finally, start preparing for action. The regulations are aimed at what OSHA has termed MSD's (musculoskeletal disorders). You may know them by a variety of names; carpal tunnel syndrome, repetitive stress injuries, or even back strains. It is generally a category of injury that occurs due to repetition or over-exertion.

When employees start complaining, you must be prepared to act. You may be required to perform job safety analyses, or even modify the job. In extreme cases, you may be required to pay the employee 90% of his/her pay while he/she convalesces. More likely, only minor adjustments to the task will be required, but you must know what to fix and how to do it. For this, go back to step 1, become informed. This is not going to be easy.

Editor's note: After this article was prepared, the U.S. Senate approved the Resolution of Disapproval on the Ergonomics Rule. This favorable vote was an awesome result, considering hardly anyone on "The Hill" knew of The Congressional Review Act when WMMA's Public Policy Committee visited their elected officials last month. WMMA was among the very early leaders in this effort.

If the regulations are rescinded, however, there still remains the specter of the labor lawyers. Without OSHA's Ergonomics Rule, attorneys will not be restricted in litigating how an employer failed to meet "this" section or "that" paragraph; rather, they can file a lawsuit about anything their expert desires. While The Resolution of Disapproval may be "good news," the eventual result may be the "bad news."

Advice from Greensboro

During the meeting prior to the Greensboro Tradeshow, many members of the Product and Engineering Standards Committee learned about a new resource, the "Accident Prevention Manual" from the National Safety Council. There are two volumes, and you should have both. In the second volume is a useful, and straightforward, method of hazard analysis, the Job Safety Analysis (JSA). This analysis is one of OSHA's the hazards surrounding employees' jobs. Moreover, it is an analysis that you can do without years of training.

To order, contact the National Safety Council Headquarters:

1121 Spring Lake Drive
Itasca, Illinois 60143
E-mail: customerservice@nsc.org
Website: www.nsc.org

What is NIMS?

NATIONAL INSTITUTE OF METAL SKILLS

The National Institute for Metalworking Skills, Inc. (NIMS) is a nonprofit organization formed in 1995 to support the development of a skilled workforce for the metalworking industry. NIMS support is accomplished through four programmatic activities: (1) developing, writing, validating, and maintaining skill standards for each industry within metalworking; (2) credentializing the skills of individuals against the skill standards through performance and written assessments; (3) certifying training programs that train to the skill standards and meet NIMS quality requirements; and (4) assisting states, schools and companies to form partnerships to implement the skill standards, achieve program certification, and credential trainees and workers.

Editor's Note:
There is a national organization whose primary purpose is to improve the quantity and quality of those entering the field of metalworking and to offer a structured method of improving those already employed. That organization is called NIMS, the National Institute of Metal Skills. What follows is a brief overview of that organization. This information was submitted by Frank York of Newman Machine. In May 2001, Mr. York will become NIMS' president.

What are the Industry Skill Standards?

Industry skill standards define competencies for workers in the metalworking industry by describing the common duties and the knowledge, skills, abilities, and related attributes needed to perform the duties well. These standards are developed by workers, managers, and trainers from companies within the metalworking industry and represent the industry's benchmarks for performance. Committees that write the skills standards are unique to each process industry (machining, sampling, press brakes, machine building and others) and each committee's work is subjected to two different forms of national validation. The resulting skill standards define what industry wants workers to know and be able to do, and define a skills and training framework for the metalworking industry nationwide.

How are The Skill Standards and Credentialing Being Used?

In a number of states, metalworking training programs curricula is being rewritten in order to bring students up to the necessary level to meet the standards, especially at Level I , which represent entry level job standards.

Companies also are using skill standards to benchwork their training programs, credential their workers to demonstrate a quality workforce to customers, define a pay-for-skill program, and to qualify for certification in quality assurance programs such as QS-9000. Companies are realizing, too, that use of the skill standards, along with NIMS credentialing opportunities, provides a strong foundation for a business-school partnership to foster training for metalworking.

How Does NIMS Program Certification And Credentialing Help Students And Employees?

A NIMS certified training program allows students and employees an opportunity to learn the skill standards most in need and demand in the metalworking industry. NIMS certified programs develop a bridge from the classroom to the workplace and offer students and employees the opportunity to certify their skills against nationwide industry standards. Earning credentials can also impact an employee's opportunity for promotions and advancements.

NIMS Contact

National Institute for Metalworking Skills
3251 Old Lee Highway, Suite 205
Fairfax, VA 22030
Phone: (703) 352-4971
Fax: (703) 352-4991
Stephen C. Mandes, Executive Director
Beverly Rudolph, Certification Director
Sherri Lundberg, Certification/Credentialing Coordinator
Frank York, President-Elect

US Import and Export Trade Statistics

by Harold Zassenhaus, WMMA Export Director

As part of this issue, US import and export figures for calendar year 2000. Statistics are reported (scroll to page 11 for details) for all woodworking equipment and its three component parts: machines, cutting tools and accessories and parts. The following is a summary of major trends. Harold Zassenhaus is available to provide US export and import data on specific product categories. For more information, contact him at (301) 652 0693; fax (301) 986 1389 or e-mail: zemg@erols.com.

Exports

Exports of all woodworking equipment (machines, cutting tools plus parts and accessories) grew by 2.5%, largely as a result of 4th quarter sales of woodworking machinery. Within the group, exports of machinery were up 13%, cutting tools dropped 2% while parts and accessories dropped by 12% from 1999 levels.

NAFTA

For 2000, Canada and Mexico accounted for 52% of total exports. Canada continued to be a growing and strong market for most types of woodworking equipment. Exports to Mexico, our second largest market, declined due to a 30% drop in cutting tool shipments versus 1999.

Western Europe

Sales dipped slightly in 2000. Dragging down the total were shipments to Germany, which dropped 46%. Shipments to the UK, on the other hand increased by 72% over 1999, rebounding to the 1998 levels. For 2000 the UK was our 3rd largest customer in the world. Exports to Belgium also jumped, in this case by 54% to over $7 million.

East Asia-9

Exports to the region (China, Hong Kong, Indonesia, Malaysia, the Philippines, Singapore, South Korea, Taiwan and Thailand) continued to rebound. Exports to Hong Kong and Malaysia leaped by over 180% each. Exports to Indonesia nearly doubled to $2 million.

Central/South America (excluding Mexico):

Exports to the region continued to grow as two of our major customers, Brazil and Chile, looked to the US for supplies. Exports to Brazil, our 6th largest market, grew 34%, and now account for roughly 1/3 of total sales to Central and South America. Shipments to Chile grew 68%. Together, the two countries account for over 53% of sales to the region.

Eastern Europe

Poland accounts for over half of sales to the region. While its imports from the US grew a modest 10%, shipments to the Czech Republic and Hungary grew from less than $200,000 to over $1.5 million.

Imports

Imports continued their upward trend, growing by over 9% to $1.3 billion. Imported machinery accounted for 63% of the total, or $832 million, while cutting tools increased 11%, to $332 million. Parts and accessories imports increased 22% to $163 million year on year.

US Imports, Woodworking Equipment
Calendar Year 2000

	$ Millions 2000	% Share 2000	% Change 00/99
East Asia-9	551.3	41.5	18.1
Western Europe	479.7	36.1	-0.8
Canada	106.9	8.1	17.6
Mexico	14.4	1.1	-6.4
Eastern Europe	4.7	0.4	251.8

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US Import and Export Trade Statistics

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East Asia

The region supplied 42% of all US imports, growing at almost twice the rate of imports as a whole and largely at the expense of European imports. Taiwan supplied over 1/3 of all equipment, increasing shipments by 19% for the period. Japan, our 4th largest supplier, accounted for 9% of US imports and China, our 6th, close to 6%.

Western Europe

Imports from the region continue to decline, now accounting for 36% of the total. Imports from Germany and Italy, our 2nd and 3rd largest suppliers, continued to drop in dollar terms.

Canada

The country continues to be a strong supplier to the US, recording its third straight year of increased sales to the US. Imports of machinery and cutting tools, as well as part and accessories all increased.

Eastern Europe

From a small base, imports from Eastern Europe have been increasing rapidly. Imports from three countries accounted for total shipments. The Czech Republic and Slovenia each accounted for 40% of shipments, with Slovakia accounting for the remaining 20%. Machinery imports accounted for over 90% of total shipments.

WMMA Exhibits at WoodMac China 2001

Shanghai, China

by Harold Zassenhaus, WMMA Export Director

Over February 20-23, the WMMA exhibited at WoodMac China 2001 along with 7 members. While the visitor turnout was much greater than in the past event, results were mixed, leaving members to reassess their potential in this growing producer of furniture for its own and world markets.

The Fair

The event was about 10% smaller than in 1999, both in terms of number of exhibitors and area occupied (about 5,500 sq. meters net). Further, in previous events, participation was limited to firms exhibiting foreign made equipment. This year Chinese equipment displays were permitted. Thus, the number of foreign equipment exhibitors was down considerably.

Despite lower participation, the number of visitors was up. The organizer tally for the first three days was 8,794 versus 6,670 for the comparable period in 1999, a 32% increase. Attendance for the last day (from 9-12 noon) was probably about 1,000, maximum. Despite the apparent slowdown in the Chinese economy, some exhibitors were pleased with the results.

WoodMac China drew almost all visitors from China with a few coming from Taiwan and Japan. About 50% of visitors came from outside the Shanghai area.

WMMA Participation

For the third time, the WMMA organized a pavilion. Seven member firms exhibited (versus fourteen in 1999); total space was 93 sq. meters (versus 222 sq. meters in 1999). Only two members showed machinery under power. Two members shared the WMMA booth. In addition to those exhibiting in the WMMA pavilion, two members exhibited on their own.

Those showing equipment under power received good leads and were able to sell their equipment off the floor. The remaining had mixed results. An informal survey found that members have mixed feelings about returning in two years.

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The WMMA Booth and Pavilion

The pavilion was designed by the WMMA and constructed by a local firm. It included a 4.0-meter high superstructure with the WMMA logo that could easily be seen from the main entrance.

The WMMA booth featured an updated trade fair presentation using the WMMA projector and 3x3 ft. screen. The presentation included information in Chinese on the WMMA and reasons for buying member equipment as well as a continuous loop of shots of members' logos and machinery. It worked well although we received few inquiries.

The Market

China is a leading producer, consumer and exporter of furniture. And, it is supplying RTA as well as finished pieces. As mentioned in previous Cutting Edge articles, China is the second largest supplier of wooden furniture to the US and seems likely to surpass Canada as the number one supplier by the end of 2001. The woodworking industry seems to be strong and should get stronger once the US economy rebounds and China's middle class increases in size and looks to rent or buy larger homes with better furnishings. Shanghai appears to be one of the most important sites for the industry, thus pointing to this show as the most relevant for WMMA members.

However, there is a question as to whether there is a significant market for US suppliers. Securing effective dealers is a major concern. The largest dealer, Golden Field, has recently signed a marketing agreement with Homag and the German equipment producer has made an equity investment in the dealership. Other once strong dealers like Wellex and Vigoria did not take out space at the show and there were rumors that the two are not nearly as strong in the market as in years past. Univic, another large dealer, had only a small booth. Part of the reason for their lack of visibility was that China has too many woodworking equipment exhibitions. As an example, another fair is being held in March at the same venue and some dealers, notably Univic opted to exhibit at that one. Per one exhibitor, the dealers are shying away from exhibiting on their own, preferring that the supplier take out space and the dealer lend support staff.

Even German and Italian exhibitors had questions about the market with no firm answers. Although China is the major producer of furniture in Southeast Asia and product quality is quickly improving, it does not appear that they are purchasing a corresponding amount of capital equipment, at least not in the short term. No one seemed to know whether the local manufacturers were depending upon low cost labor, locally made equipment, low production machinery or a combination of all of the above to service future needs.

Nonetheless, the Germans and Italians for sure will be back in April 2003 at the next WoodMac China. From discussions with the German organizer and the organizers for the show, Germany and Italy will be back in larger numbers. The event will be endorsed by EUMABOIS. The result was a strong push on everyone to sign up early for the next event. Early sign up (by the end of the show) incentives included:
A discount from $300/sq. meter to $243/sq. meter for areas greater than 90 sq. meters.
First right of refusal on existing location

WMMA opted for a contract for 102 sq. meters (an entire island of space) and was given assurances that the contract could be canceled should WMMA decide not to exhibit at WoodMac 2003. If you would like to be a part of WoodMac China 2003, let Harold Zassenhaus know as soon as possible. Our space option expires June 1.

Members exhibiting within the pavilion enjoyed space as well as construction and hotel discounts as well as increased visibility of the WMMA pavilion and the inherent benefits of exhibiting side by side with other members. We will be organizing a pavilion in Woodmac Asia, Asia's premier woodworking equipment event held in Singapore, September 4-7, 2001. To learn more about the event and your space options, contact Harold Zassenhaus, (301) 652 0693; fax (301) 986 1389; email zemg@erols.com.

Overview from Carolinas Industrial Woodworking Expo

by Ken Hutton, WMMA Executive Vice President

Just when everyone thought a financial cloud was covering the entire landscape, a bright spot presents itself. The clouds open and show that it is not nearly as dark as many first thought.

The 2001 Carolinas Industrial Woodworking Expo in Greensboro over February 16th and 17th was just such an event. Doom and gloom was in the air, but that didn't stop the writing of orders or the presentation of new ideas.

WMMA had a booth there as well in support of its 87 exhibiting member companies. In addition, WMMA staff began a new membership recruitment effort this year and met with 78 companies to discuss their potential interest in WMMA membership.

Reminder

"It's Not Too Late to Register"

Expand your B2B future April 25 through 29 at the 10th Annual Woodworking Industry Conference at La Costa Resort & Spa in Carlsbad, California. The meeting will feature a series of business, educational and networking sessions, along with a number of social events and leisure activities.

La Costa Resort & Spa is legendary for its surroundings and service. The resort is nestled on more than 450 spacious acres in beautiful Southern California. There are five heated pools dotted throughout the resort. For those athletically inclined, there are a variety of jogging and walking trails winding through the resort as well as an Aquatic Center, sports field and a sandpit volleyball court. La Costa also boasts two award-winning, 18-hole PGA championship golf courses and 21 different tennis courts on property.

February 23 was the registration deadline, after that date the WIC rooms were released and can only be confirmed on a space available basis but at the convention rate. The hotel is expecting to be at full capacity, so make your reservations NOW!!! A 48-hour cancellation notice is required in order to receive a refund. You are responsible for making and canceling any hotel arrangements. Please note: A one night deposit is required with each individual reservation at the time reservations are made.

What's New

CNC Software of Tolland, Conneticut officially announces the release of Mastercam Version 8.1. Version 8.1 improves on the success of Mastercam Version 8 with features including all-new verification, automatic stock recognition in Mastercam Lathe, and full associativity in Mastercam Wire.

Charles G.G. Schmidt & Co. is pleased to announce the addition of the "Cope-Eze" to their line of tooling and machinery.

Cope-Eze is an air operated aluminum fixture for holding wood parts while coping on a shaper. With a material thickness maximum capacity of 1 13/16" Cope-Eze makes the coping of door rails safe and easy. It can be used for left hand or right hand operation and is adjustable to fit most shapers.

Congratulations

The Center for Forested Products Marketing and Management at Virginia Tech announced that Dr. Bob Smith became its new Director. The Center for Forested Products Marketing and Management is a collaborative effort between the forest products industry and the Department of Wood Science and Forest Products at Virginia Tech to provide marketing and management education to students and employees of forest products companies. The Center conducts specific market research for its membership and on-site marketing and sales training for forested products companies.

Welcome... Welcome... Welcome

A Warm Welcome To These New WMMA Members

Associate Members

Associated Machinery Inc.

Manufacturer of Industrial Floor Trucks and sales of new and used woodworking machinery. Associated Machinery was founded in 1990 in an effort to provide area woodworking factories the opportunity to purchase new and used equipment at below market prices.

Darius D. Carico
2323 Millersville Rd.
Taylorsville, NC 28681
Phone: (828) 632-8449
Fax: (828) 632-8414
Website:
www.associatedmachinerymachinery@yahoo.com

Southeast Tool, Inc.

Serving the industry with solid carbide-tipped tooling for woodworking and plastics. On a mission to satisfy the customers needs and to provide the highest quality tooling available at the most competitive prices.

Chuck Hicks
124 1st Ave. South
P.O. Box 5326
Conover, NC 28613
Phone: (828) 465-7012
Fax: (828) 465-7013
Toll free: (877) 465-7012
Website: www.southeasttool.com
E-mail: router@southeasttool.com

Save the Date!

AWFS Woodworking Fair

Mark your calendars now for the 2001 AWFS Woodworking Fair to be held August 2-5 at the Anaheim Convention Center in Anaheim, California. Make sure to secure hotel reservations soon as some hotels are already selling out. Also, watch your mail for information on how to participate in the WMMA Press Tour. More details should be available in the next few months.

Attendees will include manufacturers of furniture, cabinets, wood products and upholstered products, as well as dealers and distributors of products and services for those industries. Exhibitors will include suppliers of machinery, equipment, software, components and services for the woodworking and furniture industry.

Don't let this opportunity pass you by, make your plans to attend now!

PROFIT THROUGH AMERICAN TECHNOLOGY
WOOD MACHINERY MANUFACTURERS OF AMERICA®

The following chart highlights the value and percentage changes in exports to the industry's major trading regions of the world.

US Exports, Woodworking Equipment
Calendar Year 2000

	$ Millions	% Share	% Change
	2000	2000	00/99
Canada	110.4	42.0	9.8
Western Europe	54.7	20.8	-4.6
East Asia-9	26.3	10.0	27.0
Mexico	25.5	9.7	-15.4
South/Central America	22.7	8.7	16.7
Eastern Europe	6.1	2.3	57.8

United States Exports, Woodworking Equipment
Calendar Year 2000

	Millions of U.S. Dollars			% Share			% Change
Description	1998	1999	2000	1998	1999	2000	00/99
Woodworking Machines	119.37	118.41	133.58	47.87	46.23	50.87	12.82
Cutting Tools	79.22	83.35	81.28	31.77	32.54	30.96	-2.48
Parts and Accessories	50.79	54.38	47.71	20.37	21.23	18.17	-12.26
TOTAL, WOODWORKING EQUIPMENT	249.38	256.13	262.58	100.00	100.00	100.00	2.5

United States Imports, Woodworking Equipment
Calendar Year 2000

	Millions of U.S. Dollars			% Share			% Change
Description	1998	1999	2000	1998	1999	2000	00/99
Woodworking Machines	717.40	780.30	832.31	63.06	64.32	62.68	6.66
Cutting Tools	282.37	299.07	332.32	24.82	24.65	25.03	11.12
Parts and Accessories	137.84	133.74	163.25	12.12	11.02	12.29	22.06
TOTAL, WOODWORKING EQUIPMENT	1137.61	1213.12	1327.87	100.00	100.00	100.00	9.46

Tables - Woodworking Machines, Top Ten Items

United States Exports, Woodworking Machines
Top 10 Items
Calendar Year 2000

		Millions of U.S. Dollars			% Share			% Change
HS Code	Description	1998	1999	2000	1998	1999	2000	00/99
	Woodworking Machines	249.38	256.13	262.58	100.00	100.00	100.00	2.51
8465910076	Woodworking Sawing Machines, Nesoi, New	9.32	13.35	14.71	7.81	11.27	11.01	10.20
8465910047	Miter Saws, Woodworking, New	19.99	17.28	14.26	16.75	14.59	10.67	-17.47
8465910027	Sawmill Machines, New	16.83	14.79	10.67	14.10	12.49	7.99	-27.82
8465920074	Routers for Woodworking	2.26	4.76	8.41	1.89	4.02	6.30	76.72
8465930075	Oth, Grind, Sand or Plish Mch,Woodworking, Nesoi,New	4.23	5.16	6.42	3.54	4.36	4.81	24.45
8465100015	Wdwrkng Mac, Dfrnt Op, w/o tl chng,no ten.Used/reblt	8.84	10.20	6.23	7.40	8.61	4.67	-38.86
8465920078	Other, Plan, Mill, Mlding(cut) Mach,Wdwrkng, Nesoi, New	2.39	4.72	5.61	2.00	3.98	4.20	19.02
8465998070	Woodworking Machine, Tools Nesoi	4.42	5.21	5.27	3.71	4.40	3.95	1.19
8465940065	Bending/assembling Machines, Woodworking, Nesoi, New	6.85	5.08	5.06	5.74	4.29	3.79	-0.33
8465950038	Drilling Machines, Woodworking, New	1.59	0.41	5.06	1.33	0.35	3.79	###.##

United States Imports, Woodworking Machines
Top 10 Items
Calendar Year 2000

		Millions of U.S. Dollars			% Share			% Change
HS Code	Description	1998	1999	2000	1998	1999	2000	00/99
	Woodworking Machines	717.40	780.30	832.31	100.00	100.00	100.00	6.66
8465910047	Miter Saws, Woodworking Machines	89.11	103.85	127.86	12.42	13.31	15.36	23.12
8465910036	Tilting Arbor Table Saw, Woodworking	37.46	54.55	66.94	5.22	6.99	8.04	22.70
8465910078	Sawing Machines, Woodworking, Nesoi	51.43	68.24	65.87	7.17	8.75	7.91	-3.47
8465910058	Panel Saws, New,Woodworking,Valued $3,000 each & ov	41.45	43.80	44.99	5.78	5.61	5.41	2.72
8465920055	Routers, New, Numerically, Woodworking Machines	32.62	19.58	40.85	4.55	2.51	4.91	108.64
8465920034	Planers, New, Woodworking Mach, Valued un $1,000 each	32.11	38.55	39.96	4.48	4.94	4.80	3.66
8465940025	Edgebanding Machines, Woodworking, New	36.32	28.44	35.27	5.06	3.65	4.24	24.01
8465930075	Grind, Sand,or Polishing Mach, Woodworking, New, NesoI	34.08	29.76	30.93	4.75	3.81	3.72	3.92
8465100045	Woodwrkng Mac, New, Exc.Tenoners, operate w/0 Tool ch	12.36	18.11	29.07	1.72	2.32	3.49	60.48
8465950055	Drill Mach Exc Boring & n/c, Woodwork, New,un$1,000ea	25.95	30.13	28.37	3.62	3.86	3.41	-5.84

United States Exports
Woodworking Machines, by Country
Calendar Year 2000

		Millions of U.S. Dollars			% Share			% Change
Rank	Country	1998	1999	2000	1998	1999	2000	00/99
	— World —	119.37	118.41	133.58	100	100	100	12.82
1	Canada	48.19	42.70	46.75	40.37	36.07	35	9.48
2	United Kingdom	15.50	6.22	13.23	12.99	5.25	9.91	112.87
3	Mexico	10.00	10.40	11.51	8.38	8.78	8.61	10.65
4	Belgium	1.26	4.17	7.00	1.05	3.52	5.24	67.94
5	Brazil	1.76	5.06	6.40	1.47	4.27	4.79	26.44
6	Germany	2.69	7.18	5.19	2.25	6.07	3.88	-27.76
7	Hong Kong	0.70	0.17	4.11	0.59	0.14	3.07	###.##
8	Chile	1.73	1.66	2.28	1.45	1.41	1.7	36.8
9	Malaysia	1.29	0.49	2.19	1.08	0.42	1.64	342.99
10	Taiwan	2.24	1.50	2.13	1.87	1.27	1.6	41.96

United States Imports
Woodworking Machines, by Country
Calendar Year 2000

		Millions of U.S. Dollars			% Share			% Change
Rank	Country	1998	1999	2000	1998	1999	2000	00/99
	— World —	717.40	780.30	832.31	100	100	100	6.66
1	Taiwan	286.74	342.86	396.26	39.97	43.94	47.61	15.58
2	Germany	148.96	131.41	124.94	20.76	16.84	15.01	-4.92
3	Italy	118.42	118.47	116.12	16.51	15.18	13.95	-1.98
4	Canada	36.69	48.96	52.44	5.11	6.27	6.3	7.09
5	China	33.69	48.06	45.23	4.7	6.16	5.43	-5.88
6	Japan	35.08	34.60	32.10	4.89	4.43	3.86	-7.24
7	Austria	19.29	19.84	21.50	2.69	2.54	2.58	8.38
8	Switzerland	5.30	6.10	10.27	0.74	0.78	1.23	68.3
9	United Kingdom	7.28	6.90	8.65	1.02	0.88	1.04	25.3
10	Spain	5.03	5.25	5.67	0.7	0.67	0.68	7.82

Tables - Cutting Tools, Calendar Year 2000

United States Exports
Cutting Tools, by Country
Calendar Year 2000

		Millions of U.S. Dollars			% Share			% Change
Rank	Country	1998	1999	2000	1998	1999	2000	00/99
	— World —	79.22	83.35	81.28	100.00	100.00	100.00	-2.48
1	Canada	33.66	34.55	38.16	42.48	41.45	46.94	10.44
2	Mexico	15.11	18.59	12.94	19.08	22.3	15.92	-30.4
3	Germany	4.49	3.00	3.87	5.66	3.6	4.76	28.87
4	Netherlands	3.87	4.48	2.81	4.89	5.38	3.46	-37.19
5	Taiwan	1.18	2.04	2.43	1.49	2.45	2.99	18.97
6	United Kingdom	2.14	2.10	2.42	2.7	2.52	2.98	15.3
7	Hong Kong	0.87	1.86	1.81	1.1	2.24	2.23	-2.72
8	Australia	1.64	1.47	1.60	2.08	1.77	1.96	8.42
9	Japan	1.75	1.07	1.32	2.21	1.28	1.63	23.69
10	Korea, South	0.15	0.54	1.22	0.2	0.65	1.5	124.61

United States Imports
Cutting Tools, by Country
Calendar Year 2000

		Millions of U.S. Dollars			% Share			% Change
Rank	Country	1998	1999	2000	1998	1999	2000	00/99
	— World —	282.37	299.07	332.32	100.00	100.00	100.00	11.12
1	Japan	55.50	59.32	67.24	19.66	19.83	20.23	13.36
2	Germany	47.71	34.91	40.32	16.9	11.67	12.13	15.49
3	China	14.67	22.72	29.71	5.19	7.6	8.94	30.75
4	Italy	22.68	27.96	29.27	8.03	9.35	8.81	4.7
5	Canada	20.66	20.04	24.53	7.32	6.7	7.38	22.45
6	United Kingdom	23.71	23.49	23.75	8.4	7.85	7.15	1.09
7	Korea, South	19.72	15.96	21.74	6.98	5.34	6.54	36.19
8	Taiwan	13.27	14.85	17.37	4.7	4.97	5.23	16.92
9	New Zealand	14.40	13.52	16.20	5.1	4.52	4.87	19.83
10	Mexico	6.40	14.18	13.71	2.27	4.74	4.13	-3.32

Tables - Parts & Accessories, Calendar Year 2000

United States Exports
Parts & Accessories, by Country
Calendar Year 2000

		Millions of U.S. Dollars			% Share			% Change
Rank	Country	1998	1999	2000	1998	1999	2000	00/99
	— World —	50.79	54.38	47.71	100.00	100.00	100.00	-12.26
1	Canada	20.97	23.27	25.47	41.30	42.79	53.38	9.47
2	Poland	2.14	2.31	3.20	4.22	4.25	6.70	38.3
3	Germany	6.78	12.34	3.05	13.35	22.70	6.38	-75.33
4	Chile	0.64	0.48	1.66	1.25	0.87	3.47	248.2
5	United Kingdom	1.85	1.68	1.59	3.64	3.10	3.33	-5.56
6	Mexico	1.50	1.20	1.09	2.96	2.21	2.29	-8.73
7	Netherlands	0.26	0.22	1.09	0.52	0.40	2.28	403.19
8	Indonesia	0.15	0.18	1.00	0.30	0.32	2.10	472.9
9	Ireland	0.23	0.71	0.84	0.44	1.30	1.75	18.29
10	Japan	1.16	1.06	0.83	2.27	1.95	1.75	-21.41

United States Imports
Parts & Accessories, by Country
Calendar Year 2000

		Millions of U.S. Dollars			% Share			% Change
Rank	Country	1998	1999	2000	1998	1999	2000	00/99
	— World —	137.84	133.74	163.25	100.00	100.00	100.00	22.06
1	Taiwan	15.91	17.31	34.21	11.54	12.94	20.95	97.58
2	Canada	22.78	21.87	29.88	16.53	16.36	18.30	36.60
3	Israel	21.32	20.20	24.91	15.47	15.10	15.26	23.35
4	Germany	23.58	23.84	19.00	17.11	17.83	11.64	-20.29
5	Japan	13.34	11.73	15.19	9.68	8.77	9.31	29.51
6	Italy	11.83	10.00	10.69	8.58	7.48	6.55	6.88
7	Switzerland	4.17	4.45	5.56	3.03	3.33	3.41	24.83
8	United Kingdom	4.49	3.64	4.83	3.26	2.72	2.96	32.76
9	Austria	5.45	7.36	3.63	3.95	5.50	2.22	-50.64
10	China	1.97	2.51	2.37	1.43	1.88	1.45	-5.47

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