

# THE CUTTING EDGE

WOOD MACHINERY MANUFACTURERS OF AMERICA

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## WIC 2003 Checklist:



Have you registered and made your hotel reservations for the 12<sup>th</sup> Annual Woodworking Industry Conference? Your colleagues are waiting to see your name on the online Contact Table Participant list. Let them know you will be there! Registrant and Contact Table Participant lists are updated on the WMMA® website each Friday. Make sure you are on those lists, so that your colleagues can make their appointments with you today.

If you question the time commitment you need to make to the WIC, consider this: the real business takes place on Thursday, Friday, and Saturday, April 10<sup>th</sup>, 11<sup>th</sup> and 12<sup>th</sup>. Can you spare two days away from the office to conduct 35 meetings and get caught up on Association news?

And, as you know, spouses and children over 12 are invited this year FOR FREE. If you have never attended a WIC before, come this year FOR FREE. If your company has not been represented in five years, come back FOR FREE. It is that simple.

The March 1st Early Bird deadline brought in 75 WMMA® delegates. Attendance continues to rise, however registration fees are now at their normal level.

If you have not yet registered, please do so today! This is also the time to sign up for tours. Do not wait to sign up onsite, as the tour you wish to go on may be cancelled due to low registration. Show your interest today! You can check out all the WIC information under "What's New" at <http://www.wmma.org>.

## WIC 2003 Program Highlights

This year's WIC promises to be chock-full of business opportunities for you. From workshops to networking, from contact tables to motivational presentations. You will not want to miss this event.

### Monday, April 7<sup>th</sup> through Wednesday, April 9<sup>th</sup>

Committee and Leadership meetings will take place on these days prior to the official start of the Conference. The Golf Tournament will also take place on Wednesday, April 9<sup>th</sup>. If you plan on golfing, register now!

### Wednesday Night, April 9<sup>th</sup>

Bring your family to the WIC Opening Dinner and Beach Party right at the Vinoy. Meet and greet your colleagues and make new friends.

✓ *Hotel*

✓ *Register*

✓ *Contact Table*

✓ *Attend!*

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# Association News

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## Thursday, April 10<sup>th</sup>

The 2003 Conference business officially begins with the Opening General Session luncheon at 11:00 AM. Bring your spouse! Joining us as the guest speaker is Retired Navy Captain Gerald Coffee, who was held as a POW for seven years in Hanoi. Captain Coffee will share his experiences as a POW and his many accomplishments since his return home, providing an inspirational and overwhelming glance at the power of the human spirit.

The Importer/Manufacturer Hosted Contact Table Sessions will follow in the afternoon from 1:20 to 6:00 PM. This is your opportunity to conduct numerous business meetings in one setting!

In the evening, enjoy a light reception at 7:00 and then hit the town for dinner on your own.



## Friday, April 11<sup>th</sup>

Friday begins with concurrent Association Business Sessions, with the WMMA<sup>®</sup> Business Session at 8:00 AM. This is the one time each year when WMMA<sup>®</sup> members gather in one room to review, to recognize, and to outline the year's goals for the Association.

The Baldwin Award will be presented to one of your industry colleagues at the Business Session, and your attendance at this special ceremony will make it more meaningful for all.

Roundtable discussions, a format tried and true in 2002, will be held on timely and pertinent topics. This is your chance to throw a radical idea on the table, speak with the WMMA<sup>®</sup>

leadership, and brainstorm inventive ways that WMMA<sup>®</sup> can help your company to be successful. Bring your opinions on the following roundtable topics:

- Strategic planning for your company
- Financing opportunities overseas
- Public Policy issues and agenda
- Proposed Innovation & Demonstration Center
- The Business Model strategic initiative
- The Industry Information strategic initiative

During the Spouse Breakfast and Program, Dr. Judith Briles will speak on Sabotage in the Workplace – Gender Issues and Personal Finance. She has authored over twenty books and is highly touted as an international motivational speaker.

At the conclusion of the Business Session, make your way to the Distributor Hosted Contact Table Sessions from 11:00 AM to 3:00 PM, and at night, enjoy an evening on your own.



*2003 Baldwin Award Winner  
Howard Grivna*

## Saturday, April 12<sup>th</sup>

This year's Workshop programs will enlighten you (and your spouse) on an array of business-specific topics.



Al Bates will discuss sales, gross margin, expenses, inventory, and accounts receivable in demonstrating how to improve the financial results of your business. Plan ahead for the next five years – where you will be and how to get there.

Dave Kahle is the author of How to Excel at Distributor Sales, and has helped hundreds of distributors to transform their salespeople. His presentation will show there is more potential for growth and profitability within your sales force than in any other area of your company.

Spencer Dick, President and CEO of TigerStop<sup>®</sup> Inc., will be on hand to share his intimate familiarity with the challenges associated with operating a successful woodworking business. He will speak on new product development, strategic planning, and overall business growth initiatives involving lean manufacturing techniques.

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Jim Devine will speak on two topics at this year's WIC. He will discuss the technical issues involved in the business valuation process, providing guidelines for maximizing the value of a closely held business. He will also speak on the business and family-related issues involved in the ownership transition and management succession process for privately-owned businesses, a pertinent topic for many WMMA® members.

Art Raymond and Dr. Dan Ping Mu will facilitate a panel discussion on the changes to come in the global marketplace and the wood products industry, offering guidance on how to position your company for success in the uncertain future.

*There is so much more in store for you and your family at the 2003 WIC. Please visit [www.wmma.org](http://www.wmma.org) and click on "What's New" to see the latest registration list, along with all the resort and festivity information you need to make your plans. Don't miss out!*

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## Tort Reform & Class Action Fairness on the Agenda

*By John Satagaj, WMMA Legislative Counsel*



We expect the effort to enact tort reform to escalate in the 108th Congress. We expect comprehensive bills to be introduced, and we expect more focused initiatives to be attached to other legislative vehicles. The President made clear that reform is a high priority for his Administration when he said in the State of the Union address, "To improve our health care system, we must address

one of the prime causes of higher cost, the constant threat that physicians and hospitals will be unfairly sued. Because of excessive litigation, everybody pays more for health care, and many parts of America are losing fine doctors. No one has ever been healed by a frivolous lawsuit."

The principal medical malpractice bill in the last Congress capped non-economic damages at \$250,000, capped punitive damages to twice the award or \$250,000, whichever is greater, created a higher standard of evidence for punitive damages and capped contingency fees in health care malpractice cases.

Representative James Greenwood (R-PA) has reintroduced the bill as H.R. 5.

On a second front, Senators Charles Grassley (R-IA), Orrin Hatch (R-UT) and Herbert Kohl (D-WI) have introduced S. 274, the "Class Action Fairness Act of 2003." The bill requires that notice of proposed settlements in all class actions, as well as all class notices, must be in clear, easily understood English and must include all material settlement terms, including amount and source of attorneys' fees. The bill requires that State attorneys general be notified of any proposed class settlement that would affect residents of their States. The notice would give a State attorney general the opportunity to object if the settlement terms are unfair to consumers. The bill disallows bounty payments to lead plaintiffs so lawyers looking for victims cannot promise them unwarranted payoffs to be their excuse. The bill requires that courts scrutinize settlements where the plaintiffs get only coupons or non-cash awards, and the lawyers get money. The courts are required to make a written finding that the settlement is fair and reasonable for class members.

The bill allows more class action lawsuits to be removed from state court to federal court, either by a defendant or an unnamed class member. A class action would qualify for federal jurisdiction if the total damages exceed \$2,000,000 and parties include citizens from multiple States. Currently, class lawyers can avoid removal if individual claims are for \$75,000 or less, even if hundreds of millions of dollars in total are at stake, or if just one class member is from the same State as a defendant.

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# Public Policy

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As he introduced the bill, Senator Grassley observed, "Abuses of the class action system abound. Specifically, class action cases have proven to be an easy way for attorneys to make millions of dollars while the plaintiff class members receive little or nothing of value. We all are familiar with the many class action lawsuits where plaintiffs were awarded nothing or coupons of limited value, while the lawyers got all the money in attorney's fees. Every one of us has found ourselves to have been a potential member of a plaintiff class in a class action lawsuit, and for those of us who are not lawyers, it has been impossible to know what our rights are or whether we are being served the attorneys we never hired in the first place."

We continue to fight for product liability reform. We expect a new statute of repose bill to be introduced in this Congress. In the last two Congresses we have supported legislation introduced by Representative Steve Chabot (R-OH) to prohibit the filing of a civil action against a manufacturer or seller of a durable good more than 18 years after it was delivered to its first purchaser.

Our industry's products are cherished by furniture makers, sawmills, and others. Craftsmen point with pride to their 30-, 40-, and 50-year-old woodworking machinery. We can try our best, but all risk will never be eliminated. The wood machinery manufacturing industry prides itself on its efforts to promote safe use of its machinery, but we cannot be asked to assume more than our fair share of the responsibility and still be expected to contribute to the economy. Yet, wood machinery manufacturers have paid a high price for the longevity of their products. Product liability claims have taken an exacting toll on the industry and penalized us for making a product that lasts a lifetime. For this reason, WMMA® strongly supports a firm statute of repose for capital goods among the product liability reforms that should be enacted by this Congress.

If you have questions or comments about this article, or other Public Policy issues, contact John Satagaj at [email@jsatlaw.com](mailto:email@jsatlaw.com) or (202) 639-8888. You can also e-mail WMMA® headquarters at [wmma@fernley.com](mailto:wmma@fernley.com).

London & Satagaj is now John S. Satagaj, Attorney at Law. Email: [email@jsatlaw.com](mailto:email@jsatlaw.com)

## *“What Does Your WMMA Dues Dollar Buy?”*

**Industry Tradeshow Discounts**

**Worldwide Publicity**

**Monthly Newsletter**

**Educational Opportunities**

**Industry Advisor Program**

**Industry Safety Standards**

**Industry Statistics**

**Economic and Benchmarking Data**

**Regulatory Alerts**

**Legislative Calls to Action**

**Internet Links**

**Leads for New Business**

**Access to Overseas Distributors**

**Export Trade Certificate**

**Networking with Industry Peers**

**Manufacturer/Distributor**

**Conferences**



## U.S. Import and Export Trade Statistics

By Harold Zassenhaus, WMMA® Export Director

The following is a summary of major trends of U.S. import and exports for the calendar year 2002. Statistics are reported for all woodworking equipment and its three component parts: machines, cutting tools and, accessories and parts.

(WMMA® members: to view detailed tables on U.S. imports and exports of machinery, cutting tools and parts and accessories, go to <http://www.wmma.org/members/commexpo.htm>). You will need your user name and password. If you don't have one or forgot it, contact WMMA® Headquarters at (215) 564-3484 or email: [wmma@fernley.com](mailto:wmma@fernley.com)). Harold Zassenhaus is available to provide U.S. export and import data on specific product categories. For more information, contact him at (301) 652-0693; fax (301) 986-1389 or email: [zemg@erols.com](mailto:zemg@erols.com))

### Imports

For the year, U.S. woodworking equipment imports increased 8.5%. Imported machinery increased slightly over 6% from 2001 levels, cutting tools increased 18% and parts and accessories were unchanged.

The largest but most predictable issue concerning U.S. imports was that shipments from China increased in 2002 by 51%, as the country continued to take market share from Taiwan and some of our traditional Western European suppliers. Machine imports from China increased 46% year over year, cutting tools 53% and parts and supplies 84%. The major share of Chinese imports continues to be woodworking machinery, and cutting tools for hobby and/or light commercial use, for example mitre saws averaging less than \$100, small band saws, scroll saws and routers valued at under \$1,000.

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

## U.S. Imports, Woodworking Equipment January to December 2000–2002

	Millions of Dollars			% Share			% Change
	2000	2001	2002	2000	2001	2002	02/01
--World--	1327.8	1129.0	1224.9	100.0	100.0	100.0	8.5
East Asia	551.5	476.3	582.7	41.5	42.2	47.6	22.4
Western Europe	477.9	434.8	419.7	36.0	38.5	34.3	-3.5
Canada	106.9	75.5	77.0	8.1	6.7	6.3	2.0
Eastern Europe	6.4	6.3	7.4	0.5	0.6	0.6	16.9
South/Central America	3.3	3.7	4.8	0.3	0.3	0.4	29.4
Mexico	14.4	9.6	2.7	1.1	0.9	0.2	-71.5

Source of Data: U.S. Dept. of Commerce, Bureau of Census

### East Asia

The region continues to build market share. China, Taiwan and Korea together account for over \$575 million of U.S. imports. They also are registering double-digit growth year over year.

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# Export News

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## Western Europe

Imports from the region continued to decline, with all but one of our largest suppliers shipping less, value wise, to the U.S. The exception: France, which increased shipments by \$3 million to \$12 million.

## Canada

Imports from Canada increased marginally over 2001, but far short of its \$107 million in shipments in 2000. Woodworking machines comprised about 44% of the total with the remainder about evenly split between cutting tools and parts and supplies.

## Eastern Europe

Imports from Eastern Europe showed a healthy percentage increase over 2001. While the dollar value is still relatively small, it is likely to continue to increase.

## South/Central America

Virtually all imports are coming from Brazil. The depreciation of the real in 2002 more than likely was a major reason for the increase in shipments.

## Exports

Exports of woodworking equipment (machines, cutting tools plus parts and accessories) continued to fall largely due to a 5% drop in machinery exports to \$139 million. Bright spots included Canada (up 10%), Australia (up 32%) and Chile (up 119%).

Cutting tools dropped 2% with the following countries bucking the trend: Canada (up 12%), Malaysia (up 11%), Taiwan (up 35%), Australia (up 48%) and Japan (up 17%).

Parts and accessories exports remained unchanged but with wild swings in country shipments.

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

## **U.S. Exports, Woodworking Equipment January to December 2000 – 2002**

	Millions of Dollars			% Share			% Change
	2000	2001	2002	2000	2001	2002	02/01
--World--	291.0	276.7	268.7	100.0	100.0	100.0	-2.9
Canada	129.6	110.3	122.2	44.5	39.9	45.5	10.8
Western Europe	57.8	55.2	45.8	19.9	20.0	17.1	-17.0
East Asia	28.2	30.7	26.6	9.7	11.1	9.9	-13.3
Mexico	28.3	24.3	23.6	9.7	8.8	8.8	-3.0
South/Central America	23.3	21.4	20.2	8.0	7.8	7.5	-5.7
Eastern Europe	6.2	5.1	4.0	2.1	1.8	1.5	-21.1

Source of Data: U.S. Dept. of Commerce, Bureau of Census

# Export News

## NAFTA

Canada was a bright spot for U.S. exports as shipments increased by 11% to \$122 million. Machinery sales, constituting 43% of the total, increased 19%. Mexico was a mixed bag with tool sales down but machinery sales up over 18%, the latter due to CNC router sales.

## Western Europe

Sales to the region continued to drag. While exports to France and Italy increased 15% and 39%, respectively, shipments to our two largest customers, Germany and the UK, fell by 21% and 45%, respectively.

## East Asia-9

Exports to the region (China, Hong Kong, Indonesia, Malaysia, the Philippines, Singapore, South Korea, Taiwan and Thailand) dropped 13%, or about \$4 million. The brightest spot was China where the U.S. shipped \$8 million, more than double the \$3 million registered in 2000. Exports to South Korea, Thailand, the Philippines and Vietnam all recorded impressive increases in imports but the dollar values are still small.

## Central/South America

Exports to the region decreased. The decline would have been steeper had exports to Chile (our number one market in the region in 2002) not increased over 100%. Shipments to Brazil dropped 38% as shipments virtually stopped in the 4th quarter.

## Eastern Europe

Despite an increasing volume of furniture arriving from Eastern Europe, the U.S. has failed to make much of a dent in the market for woodworking equipment.

## WMMA®/AWFS® Foreign Buyer Program Heads Up



We will continue the very successful Foreign Buyer Program. The AWFS® and the WMMA® will be awarding 15-20 foreign representatives of woodworking equipment and/or furnishings \$2,000 each to visit the AWFS® Fair July 31- August 3, 2003 in Anaheim to meet with member firms. Recipients will be drawn from a pool of recommendations submitted by AWFS® and WMMA® members. A joint AWFS®/WMMA® committee has been established to review nominations and determine award recipients.

Members can nominate up to three representatives handling their lines in other countries. By the time The Cutting Edge goes to press we should have an updated nomination form and further information on this year's program on the WMMA® website.

Don't delay! We want to be sure to give the recipients and members alike plenty of time to exchange information before the AWFS® Fair so when they meet they can get down to business.

Program Objectives: To expose members to qualified, aggressive international dealers and buyers and at the same time expose our customers to all that WMMA® members can provide. This year the AWFS® Fair provides the best opportunity for customer and supplier 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; other WMMA® members get the opportunity to meet face to face with capable overseas representatives and buyers.

For more information on exhibiting with WMMA® at foreign trade fairs, or any other export development business, Contact Harold Zassenhaus, WMMA® Export Director at P: (301) 652-0693; F: (301) 986-1389 or Email: zemg@erols.com. You can also contact headquarters at P: (215) 564-3484; F: (215) 963-9785 or Email: wmma@fernley.com.

## Market Surveillance of CE Compliance

*By Kathy Wettschurack, Tyler Machinery Co., Inc.*

*Member, WMMA® Product & Engineering Standards Committee*

Machinery entering the European Union must have a label indicating compliance with CE requirements. This CE mark certifies that the machine meets health, safety, and environmental requirements that ensure consumer and workplace safety. It also allows machinery to cross borders without national re-inspection or re-testing.

What are the consequences to claiming CE compliance by affixing the label to a piece of machinery, when, in fact, the requirements have not been met or have only been partially met? What enforcement is in place? What are the penalties for non-compliance?

Many of us are familiar with the use of notified bodies in the process of conformity assessment, which takes place before a product is placed on the market. A clear distinction can be made between conformity assessment and market surveillance. Market surveillance is the enforcement process, which takes place after the product has been placed in the market. Notified bodies are typically excluded from market surveillance activities to avoid a conflict of interest.

Market surveillance does take place and is the responsibility of public authorities of the individual European Community member states. In the past, there have been differences in how market surveillance was carried out. Some member states did not have a surveillance organization. Some carried out passive surveillance, reacting only after a crisis occurred. Some actively monitored product compliance. However, this has changed. A goal of the European community is to conduct increased market surveillance activities. Ongoing steps are being taken to ensure that market surveillance is more effective and consistent among member states. A chapter of the publication *Guide to the Implementation of Directives Based on the New Approach and the Global Approach* outlines extensive details about the market surveillance process.

### Market Surveillance Activities

Market Surveillance authorities monitor products placed in the market. They have the right to:

- Regularly visit commercial, industrial, and storage premises
- Regularly visit work places where products are put into service
- Organize random and spot checks
- Take samples of products, and subject them to examination and testing
- Require all necessary information

The surveillance authority will use the Declaration of Conformity and the machine technical documentation as tools in assessing compliance of a machine. The full Technical Construction File (TCF) will be requested only when clearly necessary. When requested, this TCF must be made available

within a reasonable time period, as specified by the authority.

Other mechanisms may alert authorities of non-compliance to CE requirements, such as:

- Safety inspections of the workplace
- Accident examinations
- Complaints from consumers
- Complaints from competing manufacturers or distributors

When products are imported from countries outside the European Union, Customs authorities may suspend the release of goods if products do not appear to meet CE requirements. Customs and market surveillance authorities keep each other informed and take appropriate action.

### Corrective Actions

If a product is found to be non-compliant, the machinery manufacturer or authorized representative will be notified. The corrective action will depend on the level of non-compliance, which is established on a case-by-case basis. The machinery manufacturer or authorized representative will be responsible for making the changes necessary to achieve compliance. If it is not possible to achieve compliance or if the actions taken are not sufficient, appropriate measures will be taken to prohibit placing the product in the market, or to ensure that the product is withdrawn from the market.

The surveillance authority will hold the person responsible for affixing the CE mark to a non-compliant machine accountable. Other individuals responsible for non-compliance of the product will also be held accountable. Penalties may include warnings, fines, or legal proceedings, as determined by national law.

### Notification of Other Member States

If a product is determined by a member state to present a substantial hazard, then the safeguard clause is invoked. The safeguard clause prompts the Commission (the central body) to review the case. If deemed appropriate, the Commission then informs other member countries about the dangerous product, so that they may take appropriate action regarding the product.

For additional information, official EU Websites:

<http://europa.eu.int/comm/enterprise/newapproach/standardization/>

<http://www.newapproach.org/>

If you have questions or comments about this article, contact the author, Kathy Wettschurack, at Tyler Machinery at P: (574) 267-3530 or Email: [kathy@tylermachinery.com](mailto:kathy@tylermachinery.com). You can also contact headquarters at (215) 564-3484 or [wmma@fernley.com](mailto:wmma@fernley.com)



## *Second Annual WMMA® Member Breakfast a Success!*



Over 80 WMMA® members broke bread together on the Friday morning of the Carolinas Expo on February 21st at the Greensboro Coliseum. Drawn by the promise of hearty food and the WIC registration drawing, the breakfast bonus was camaraderie enjoyed by all. President Chuck Granger addressed the group, thanking them for their continued participation in Association activities, and encouraging them to join in the WMMA® strategic vision for the future. Executive Vice President Ken Hutton also addressed the attendants, informing them of the WMMA® achievements over the past year, and enforcing the benefits of membership and of the 2003 Woodworking Industry Conference.



Congratulations to Doug Kullmar, Powermatic/Performax/Jet, who attended the 2nd Annual WMMA® Member Breakfast and won the drawing for a \$2000 cash stipend to defray the cost of WIC registration, travel, hotel, and other related expenses. Doug, who had already registered for the WIC at the time of the drawing, was reimbursed and will be recognized at the WMMA® Business Session at the WIC on Friday, April 11th. As WMMA® informed Doug, he would not have won if he were not in attendance at the Breakfast. So we thank



him for spending the morning with his WMMA® colleagues, and we wish him safe travels to the WIC.

# Employees Called To Serve

*An excerpt from the National Association of Manufacturers' **Workplace Watch***

With the large build up of our military forces in the Persian Gulf and the continued war against terrorism, many manufacturing employees have been called to active duty to serve our country in the armed services. We salute these courageous men and women and hope they return safely to their families and to a productive manufacturing job.

This might be a good time for employers to make sure that if they have an employee who is called to serve, they are in compliance with the Uniformed Services Employment and Reemployment Rights Act of 1994 (USERRA). The Act applies to

people who perform duty, voluntarily or involuntarily, in the "uniformed services," which include the Army, Navy, Marine Corps, Air Force, Coast Guard, and Public Health Service commissioned corps, as well as the reserve components of each of these services. Those in federal training or service in the Army National Guard and Air National Guard are also entitled to rights under USERRA.

The Department of Labor (DOL) has set up a section of its Web site to help employees and employers navigate the law. Employers can find out about employee eligibility and job

entitlements, employer obligations, benefits and remedies under the law. DOL has specifically set up a section on USERRA that can be found at <http://www.dol.gov/elaws/userra0.htm>. The full text of the USERRA can also be found at <http://www.dol.gov/vets/usc/vpl/us c38.htm> and the Employment Law Guide: Uniformed Service Members can be found at <http://www.dol.gov/asp/programs/guide/userra.htm>. If you have trouble with any of these links or would like a copy sent to you electronically, please contact Chris Tampio at [ctampio@nam.org](mailto:ctampio@nam.org).

# Member News

## Carter Products

Carter Products is pleased to welcome five new sales and marketing representatives to its distribution network. Marc Berner, a noted lecturer and expert bandsaw and scrollsaw demonstrator, will represent Carter in California, Arizona and Nevada. Wayne McGee will cover Oregon, Washington, Idaho, Utah, Western Canada and Alaska. Lynn Culver will manage the critical Ohio territory. Steve DeMonico and Don Bertram will handle New York and New England.

Carter Products Company, Inc.  
E-Mail: [sales@carterproducts.com](mailto:sales@carterproducts.com).



*Carter Sales Meeting, 2003*

## North American Products Corporation Qualifies For ISO 9001-2000 Certification

North American Products qualified for ISO 9001-2000 certification under the International Standards Organization. ISO certification is granted to companies that have reorganized their internal systems, procedures and manufacturing quality standards to comply with the internationally recognized quality standards set by the International Standards Organization based in Geneva, Switzerland.

Being ISO certified assures the company's customers of higher levels of quality in the company's products and all customer relations. This certification process is being demanded by the nation's largest companies in order to provide them standards by which they can measure their supplier's performance. The standards focus on continuous improvement in providing products and services that meet or exceed customer requirements. North American Products Email: [napsales@naptools.com](mailto:napsales@naptools.com).

## Texas Woodworking Show

The Custom Woodworking Business Management Conference, a cornerstone of the Texas Industrial Strength Woodworking Expo & Conference, is just around the corner.

The March 20 program, to be held at the Renaissance Hotel at 2222 N. Stemmons Freeway in Dallas, offers three exciting 4-hour seminars, plus an early-evening network reception. The Expo, featuring more than 300 exhibit booths, takes place March 21-22 at the nearby Market Hall of the Dallas Market Center, 2100 N. Stemmons Freeway.

The CWB Management programs, featuring presentation from industry experts, offer a great opportunity for learning how to increase the efficiency, productivity and ultimately, profitability of your woodworking business.

Wood Conference Office Email: [isw@bacon-hedland.com](mailto:isw@bacon-hedland.com)

## Help Us Help You!

You can always log onto [www.wmma.org](http://www.wmma.org) to view your company's web page through our site. We count on you for updates throughout the year. If your company info needs updating, please email: [wmma@fernley.com](mailto:wmma@fernley.com) with your changes. Customers search our web pages to find YOU. Let us give them the most accurate information.

## WMMA Mission Statement

*The WMMA shall represent and support domestic manufacturers of equipment and tools used in the processing of wood and wood products from the forest to finished products.*



Charles A. Granger	President
Peter Perez	Vice President
Jim Laster	Treasurer
Kenneth R. Hutton	Executive Vice President
Bill Norton	Director of Marketing & Information
Jean McCann	Director of Committees & Editor, The Cutting Edge
Raylene Torres	Director of Meetings
Karen Boyle	Member Services Coordinator
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