



Business Briefing

Will Woodworking Machinery Sales Ever Rebound?

by Art Raymond, A.G. Raymond & Company

Gross domestic product was up 2.4% last year. Personal incomes rose 3.5%. Housing starts and sales of existing homes, despite declining in February, are running at healthy rates. Shouldn't these factors be driving higher investment in woodworking equipment? After all, the purchase of a home is a major driver of furniture, cabinet, and millwork sales.

As most things economic, an answer is complicated by a number of factors:

- The marketplace no longer stops at the U.S. border – Today globalization means relocating capital and technology to China and employing labor at 1/25th its U.S. cost to produce goods for sale here. And the pace of this relocation is quickening. Last year China became the world's largest recipient of direct foreign investment, a sure sign that multinational companies believe the Middle Kingdom is a solid bet.
- Structural change is occurring in some wood products sectors – Furniture execs are closing plants, not investing in new ones or even upgrading older factories. There are simply fewer plants to retool.
- Existing capacity is under-utilized – Capacity utilization in wood products manufacturing is 72.6% vs. a 30-year average of 80.3%. Furniture plants are running at just below 70% capacity vs. nearly 84% in 1994-95.
- Debt capital is cheap – Interest rates are at 40-year lows. Refinancing of corporate debt, a tactic that reduces costs and frees cash for other purposes, is running strong.
- Businessmen are risk averse – Consumer confidence, a measure that most executives watch, has fallen for four consecutive months. Operation Iraqi Freedom has cast a pall of uncertainty that will extend beyond our inevitable victory.

Ultimately the last point – executives' reluctance to invest – must be overcome. Managers in those industries not undergoing structural change must realize their present situation is cyclical. This downturn is not the Great Depression. The war in Iraq is not World War 2. Just under 95% of Americans are gainfully employed. Inflation is under control. We are sitting in the middle of the biggest market in the universe. Cheer up! It's not the end of the world.

And know this – those who don't invest are doomed to die an agonizing, slow death. Businesses cannot postpone retooling their operations indefinitely. For evidence of this truth, look at the graph showing the investment track record of the wood furniture industry. Through the 90's managers reduced investment. Competitiveness

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declined sharply, and many plants are now shuttered. Cabinetmakers, by comparison, have steadily increased capital investment, and the resulting higher productivity has translated into fatter operating profits.

Today's uncertainty makes placing a bet on tomorrow a little more risky. But remember – taking a risk is a necessary prerequisite to making above-average profits. Your job as a machinery maker is to show business owners and managers how those bets will pay off.

Sector Situation Report

Latest news from the wood products industry by sector...

- ❑ **Office Furniture** – Weak sales of office furniture continue. BIFMA reported February 2003 shipments 12% below the same month last year. That comparison is even more painful since shipments in February 2002 were an astounding 30% below the same month in 2001. Shipments have now declined year-over-year for 24 consecutive months. Trailing 12-month shipments of \$8.8 billion were last seen in late 1994.

The drivers of office furniture sales – corporate profits, business investment, new office construction, and service sector employment – all remain weak.

- Herman Miller reported a 3Q sales decline of 8.9% from the prior year, but regained profitability after last year's operating loss. With gross margin improving to 30% and operating expenses falling by 16.1%, operating profit moved into the black at 2.6%.
- Steelcase posted a 4Q sales decline of 3.4% but was able to squeeze out a 1.1% operating profit.

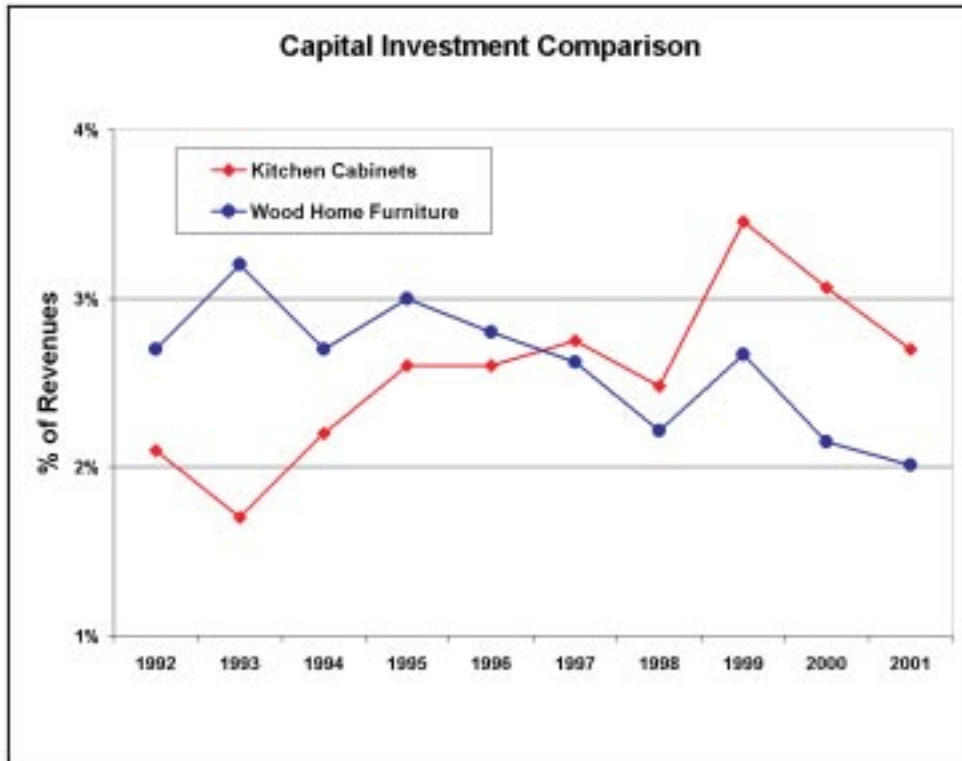
Industry analysts are not expecting a sustainable recovery in this sector until business investment and hiring improve.

- ❑ **Kitchen Cabinets** – Cabinet sales rose 11.6% in February vs. the same month in 2002 according to the KCMA's Trend of Business Survey. For the first two months of 2003 cabinet sales were up 10.2%.
 - American Woodmark, the second largest U.S. cabinetmaker, reported sales growth of 10.5% for their 3Q2003 as deliveries exceeded expectations.

A good sign for the cabinet sector – Kitchen & Bath Business predicts record spending on remodeling in 2003. Kitchen remodels will total a record of \$43.2 billion. Bath remodels will add another \$21 billion. The average value of a kitchen makeover is \$9,800, up by 80% over the last ten years. Remember that about 75% of cabinet production goes into remodeling.

- ❑ **Home Furniture** – News from this sector continues mixed as bad weather and poor consumer confidence combined to hurt retail sales:

- Furniture Brands, the largest furniture producer in the U.S., expects its 1Q2003 to fall by 2-3%. Soft business conditions continued at the higher price points in its product line.



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- La-Z-Boy, the second largest U.S. furniture maker, said 3Q2003 sales were down 6%. Year-to-date sales were only 1% weaker. On top of 14% lower casegoods sales through three quarters, upholstery sales also weakened. In spite of lower revenues, operating profit improved to 7.7% in 3Q. Their upper middle priced American Drew, Kincaid, and Pennsylvania House brands are experiencing the same weakness seen by other wood producers in that price band..

- Producer/retailer Bassett Furniture reported 1Q2003 sales down 13.6% from last year. The company also announced the shuttering of its Dublin, GA, plant.

- RTA manufacturer O'Sullivan reported 2Q2003 sales down 6.2% and year-to-date sales down 9.5% from 2002. While operating income for the year was 10.6% of sales, extraordinary expenses resulted in a net loss of \$2.7 million.

- Analysts have lowered revenue and earnings projections for Ethan Allen, the well-known producer/retailer. In February the company announced the closing of two of its older casegoods plants plus an upholstery plant in the Northeast. These plants totaled 550,000 square feet. 584 jobs will be lost.

- Keller, the Indiana-based producer, announced a 17% decline in FY2002 sales and a net loss of \$4.3 million. In November 2002 their Culpepper, VA, plant was closed.

- Even lower-priced, specialist retailer Pier 1 is seeing war negatively impact sales of its line of imported home furnishings. Management has lowered sales and earnings expectations for 1Q2004 and FY2004.

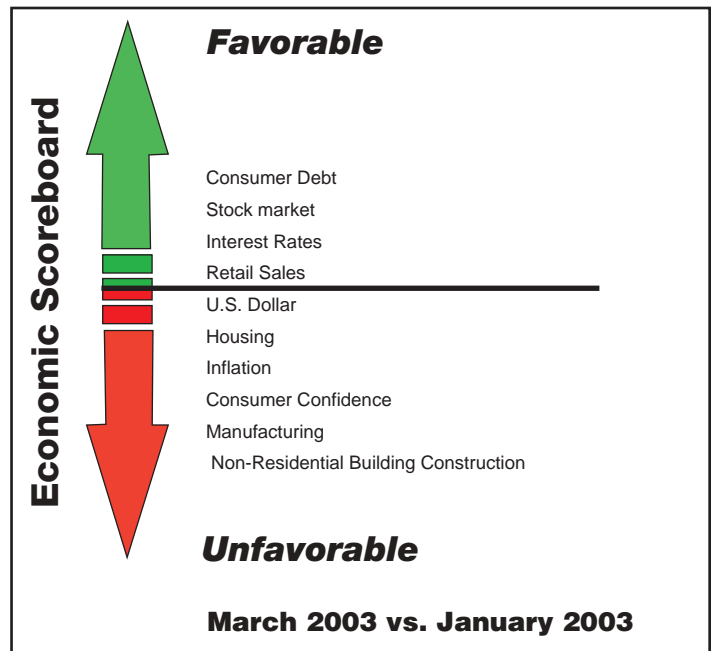
- Retailer Havertys reported sales increasing by 3.8% for FY2002. In spite of a weak 4Q when sales declined by 3.6%, net income was up by 7% for the year. The company noted strong growth in its own Havertys label that has surpassed Broyhill as the retailer's number one selling brand. Much of this product is imported.

Non-Residential Construction – According to Dodge Analytics, non-residential construction slipped by 2% in February. Commercial categories, however, were stronger with warehouses up 28% and hotels up 50%. Office construction is running at about half its 2000 volume but bounced up 6%.

In the institutional category, construction of healthcare facilities was down 23% while school construction rose by 3%. Construction of manufacturing plants dropped 31% reflecting continuing shift of production offshore.

Wood Flooring – In spite of a 9% decline in December 2002 strip flooring shipments were up 8% over 2001. Annual volume of 627.5 million board feet was the highest since 1966. In the first two months of 2003, shipments were up 2% over the same period last year.

Wood Components – For 2003 the component sector is projecting an increase of 8% in shipments. While sales to cabinetmakers and the building products industry are benefiting from the strong housing and remodeling markets, the furniture industry has dropped to third place as a destination for wood components. Through 2002 the strong U.S. dollar hurt export sales while making imported parts more competitive. Heavy investment in technology has enabled higher labor productivity plus better lumber yield, an important factor in an industry whose material cost is 50%+. Unfortunately the operating profit in this sector averages only 3%, a fact that puts future investments in plant and equipment at risk. Managers in this sector recognize the need for faster response time and the ability to produce small orders profitably – both benefits of machine technology.



Wood Furniture Imports 2002

By Harold Zassenhaus, WMMA Export Director

(A series of three tables showing three year trends of: wood furniture imports by type, imports by country, and imports from China are available to members on the WMMA website, Members Only area, under Export Development.)

The trend in furniture imports continue:

- Total imports increased 18% to \$11 billion in 2002.
- China supplies over 1/3 of the import market.
- Imports from China were \$3.7 billion, an increase of over 53%.
- Brazil, now the 9th largest supplier to the US, increased shipments by 54% to \$222 million.
- In 2000 Vietnam supplied less than \$10 million of wood furniture. In the last two years it increased its shipments 9 fold reaching over \$75 million in 2002. Shipments increased 515% in 2002 alone.
- Canada's shipments in 2002 were about the same as in 2001 --- \$2.4 billion.

The following table provides some indication of import trends into the U.S. of wood furniture by major breakdown. H. Zassenhaus is available to provide additional data. There is no charge for WMMA members.

US Imports of Wood Furniture by Type, 2002									
	All Wood Furniture	Other	Bedroom	Wood Frame Upholstered	Chairs	Furniture Parts	Office	Kitchen Cabinets	Chair Parts
Largest Supplier	China	China	China	Italy	China	Canada	Canada	Canada	China
% of Market	34%	42%	40%	35%	35%	33%	61%	85%	50%
Fastest Growing ¹	Brazil	Brazil	China	Romania	China	Brazil	China	Brazil	China
Growth Rate	54%	62%	70%	1,127%	48%	74%	109%	864%	47%

- China is the 2nd largest supplier of wood frame upholstered furniture -- shipments to the US increased 82%.
- Vietnam is becoming a player as a supplier of wood chairs --- it increased shipments to US by over 1,500% to \$7 million.
- China, the 2nd largest supplier of kitchen cabinets, increased shipments by 131% in 2002.

¹Fastest growing among the 10 largest suppliers.

Thoughts on WoodMacChina 2003

By Harold Zassenhaus, WMMA Export Director

WMMA organized a pavilion at WoodMacChina 2003, held in Shanghai from February 25th through 28th, 2003. The following are my thoughts and those of member exhibitors.

The Fair

Exhibition Area: 20,000 sqm (gross)
 No. of Participating Companies: 591
 Attendance: 15,180

The number of exhibitors and visitors was up substantially from two years ago. All floor space was booked and the



Chinese exhibitors' hall, started in 2001, was expanded to a second floor. The three-day visitor total was over 13,500 compared to 8,794 in 2001, a 54% increase.

The event took place in two venues, the INTEX Center and the Shanghaimart, located about 1 1/2 blocks from one another. The INTEX Center is made up of two floors with accessories on the second and equipment on the first. The

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Shanghaiart housed China made machinery and cutting tools. On the whole, the facilities looked better and the stand designs were upgraded (even the Chinese exhibits).

Most visitors hailed from China with about 45% coming from the Shanghai area and over 50% from other areas. The percentage of visitors from outside the Shanghai area continues to grow, indicating that the event is becoming stronger.

Due to the success of the fair and demand by exhibitors, the organizer, Hong Kong Exhibition Services, Ltd., has changed this to an annual event. The dates for 2004 are February 17-20. As incentives, they are offering a 20% discount to companies committing to exhibit in the next two fairs; an additional discount to companies exhibiting machinery and, a 10% early signup discount for the next 60 days. About 70% of the foreign exhibitors have signed up for the 2004 event. On this note, if any member knows now that they want to exhibit, please contact me so I can give him first option on the space we occupied this year.

WMMA Participation

For the fourth time, WMMA organized a pavilion. Six member firms exhibited (versus seven in 2001 and 14 in 1999). Total space was 84 sq. meters (versus 93 in 2001 and 222 sq. meters in 1999). Three members shared the WMMA booth. In addition to those exhibiting with WMMA, seven members exhibited on their own.

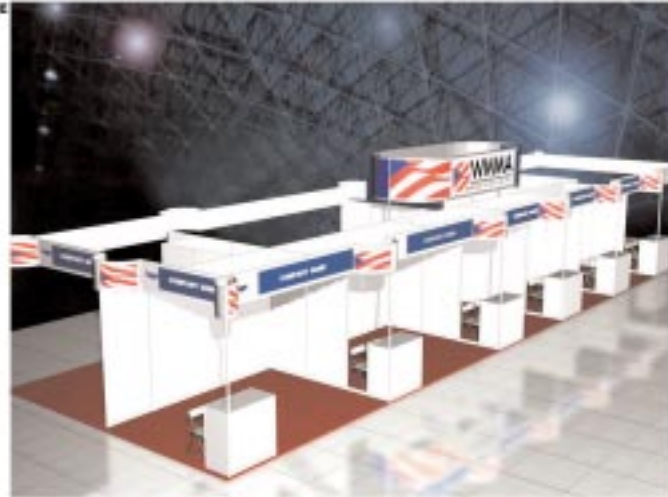
The China Market

China is one of the world's leading producers and exporters of furniture. It is the largest supplier of wooden furniture to the U.S., exporting \$3.7 billion in 2002 and accounting for 1/3 of total US imports. China seems likely to keep its position for years to come. Local demand is strong and should get stronger. Its middle class increases and looks to rent or buy larger homes with better furnishings. China gets ready to host the Olympics, and

WOODMAC2003

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continues to draw increasing amounts of foreign investment capital.

Furthermore, as the world economy recovers, China's woodworking industry will be poised to offer the products --- products that are becoming more diverse and of better quality.

Despite the bright outlook for China's woodworking industry, there is a question as to whether there is a market for many of our members. Securing effective dealers is a major concern. The largest dealers seem happy with the lines they carry and there is no incentive for them to switch to a U.S. line carrying a like product. So, members will need to be persistent and inventive in securing or developing a dealer network.

Members should not ignore the China market and its potential for those companies that have a "comparative advantage." The term is difficult to define, especially in a market like China, which will produce over \$20 billion of furniture in 2003. In general, however those members that offer the following should explore the vast potential China offers:

- Compete well in the US against lower cost machinery,
- Fill a niche,
- Are unique,
- Offer high quality and accurate products and

- Can offer excellent support to dealers in China.
- Those who don't, consider looking at China as a source.

"If you are a WMMA member interested in expanding business in China or elsewhere in the world, you should have been at WoodMacChina. WMMA made it easy and inexpensive to attend and/or exhibit. With all the details taken care of, I was free to concentrate on finding interested prospects -- and there were plenty!..." *Norm Murray, UC Coatings*

"There were 27 countries represented at this Trade Show and while the focus was on Shanghai and nearby markets, companies from Malaysia, Singapore, and as far away as New Zealand expressed interest in Ecogate and requested that more information be sent to them. Many local companies expressed an interest in becoming an Ecogate agent to either sell this system or distribute, install, and service the Ecogate system." *Gary Ward, Ecogate*

"The show was a learning experience for Onsrud Cutter. We benefited with knowledge and relationships that will help to cultivate new business in one of the fastest growing woodworking markets in the world. New business and new markets take time to develop. We are in this business for now and the future." *Mark O'Brien, Onsrud Cutter*

Workplace Issues Begin To Perk

By John Satagaj, WMMA Legislative Counsel

We expect this Congress to deal with a variety of workplace issues. Among the first may be H.R. 1119, the Family Time Flexibility Act, to allow employees to enter into a voluntary agreement with their employer, to choose paid time off as compensation for working overtime hours. The flexible working arrangement, known as "family time," is designed to help employees achieve a greater balance between family and work obligations and spend more time with their families. The Workforce Protections Subcommittee of the Committee on Education and the Workforce, chaired by Representative Charlie Norwood (R-GA), is expected to move the bill in the coming weeks and we expect it on the House floor by Mother's Day. The bipartisan measure has more than 65 cosponsors. The bill is also supported by the Bush Administration's Department of Labor.

Under the bill, if the employer and the employee voluntarily agree – or in union shops, the union and the employer agree – to allow the employee to start accruing overtime hours as compensatory or family time, the employee has the option of banking up to 160 hours that he or she can use at a later time as paid time off. The bill allows an employee to cancel the agreement at any time, and it provides protection against employer coercion of employees to accrue or use comp time.

Enacting such legislation may also ease the use of the Family and Medical Leave Act (FMLA). According to a survey by the Society for Human Resource Management, employers are struggling to comply with the lengthy regulations because of the FMLA's complexity and the varying interpretations of the law by the Department of Labor (DOL) and the courts. The primary challenges are concerning what constitutes a serious health condition where FMLA would be legitimately used, and tracking the amount of time used during intermittent leave.



The survey indicated that 63 percent of the respondent employers make exceptions to FMLA to provide more flexibility for employees; 57 percent of organizations offer job protected leave beyond FMLA requirements, such as paid leave, leave for parent-teacher conferences or for employees who have been employed for less than 12 months; 62 percent of organizations assign the work of

employees on leave to other employees, while just 15 percent most often hire temporary employees; 34 percent were aware of employee complaints because of a coworker's questionable use of FMLA leave; less than half (48 percent) of leave requests were scheduled in advance; respondents indicated that medical leave was requested twice as often as family leave; 50 percent said they had approved leave requests they believed were not legitimate, but had to be granted due to DOL interpretations of the Act.

In reaction to the Enron and WorldCom collapses, the last Congress attempted but failed to pass an employee pension rights protection bill. The House of Representatives has decided to try again. The House Education & the Workforce Committee has already given bipartisan approval to the Pension Security Act, H.R. 1000. The Committee passed the bill with bipartisan support by a vote of 29-19. It could be on the House floor soon.

While much of the bill relates to pension programs funded by company stock, it does include other provisions. The Pension Security Act provides employees utilizing a company provided 401(k) plan with access to a qualified investment advisor who can inform them of the need to diversify and help them choose appropriate investments. Fiduciary and disclosure safeguards will ensure that advice provided to employees is solely in their best interest. The bill also provides a new tax incentive, authored by Representative Rob Portman (R-OH), to help employees pay for the cost of retirement planning services. The bill includes a number of provisions designed to make it easier for small businesses to start and maintain defined benefit pension plans. For example, it simplifies reporting requirements for pension plans with fewer than 25 participants. In addition, it reduces Pension Benefit Guaranty Corporation (PBGC) insurance premiums for small and new pension plans.

While we don't expect any Congressional action on ergonomics, the Department of Labor is following through on its promise to work with industries to develop guidelines. The first set covers nursing homes. The industry reacted positively and the unions did not. Said John Sweeney, the head of the AFL-CIO, "The Department of Labor today released voluntary ergonomic guidelines for nursing home employers which are weak, incomplete recommendations that lower the bar on protecting workers from preventable injuries. The guidelines question the legitimacy of ergonomic injuries, leave out useful check-lists for employers to assess and improve job safety and move the federal government more than a decade back in making a compelling case to businesses about why ergonomic injuries are a serious safety problem that can be prevented. There are real life consequences of the Bush administration's laissez faire approach to injuries. More workers will suffer, more workers will have to quit their jobs and more workers will be burdened by lifelong pain and disability because the administration will not act aggressively."

Product & Engineering Standards

How to Defend Your CE Certification

*Dan DeLong, Black Bros. Co.
Member, WMMA Product & Engineering Standards
Committee and ASC 01.*

If your CE certification comes under attack you may wonder what your response should be.

With an annex 4 CE (Conformite Europeene) certification you are required to use a “notified body” to complete the certification. In this case the “notified body” that completed the certification becomes the responsible party for the certification, as well as for providing answers and helping defend any complaints that may occur. This system gives the company that uses a notified body a measure of protection. The manufacturer of the equipment would keep a copy of the technical construction file and supply some or all the information to the “notified body” depending on preference. The manufacturer would refer any inquiries received to the “notified body” and together, they would defend the certification.

When supplying a potentially “annex 4” machine that will be machine feed by equipment supplied by others, you may be allowed to self certify with a declaration of incorporation. This puts the burden of the final certification on the company that incorporates the equipment into the finished product.

Machines that are lower risk than “annex 4” (annex 3, etc.) do not require the use of a “notified body.” In this case you can decide to “self certify” your machines and take on the primary responsibility of supplying any answers and making any corrections. You must know your responsibilities and rights to avoid being taken advantage of or you may suffer costly fines and/or machine modifications.

As the manufacturer, you are required to maintain a technical construction file that documents the hazard analysis process and shows that CE requirements were met. Information from this file must be available in 7 to 10 business days. A request for technical construction file

information must state specifically what the complaint is. You are only required to supply the information that pertains to that specific subject, and this request must come from the surveillance authorities.



If a question or complaint comes from a local installation electrician or other contractor, you may not be required to supply technical construction file information. You may wish to respond to the request to avoid them notifying the surveillance authorities. A possible response could be, “We believe we have met all the CE requirements. In our ongoing effort to improve our products, we would like you to name the standard and the portion of that standard that you feel we have overlooked and we will take steps to correct any non-compliance found.” This type of statement may serve to stop the frivolous complaints. We would never suggest shirking your CE responsibilities, but we must recognize that sometimes “local” standards or opinions may not agree with the CE standards and may initiate a complaint that lacks validity. Some local electricians may confuse local regulations with CE compliance and may concentrate on things that are a personal preference and may not pertain to a CE standard.

The best course of action when self certifying machines is to contact a consultant and/or refer to the actual standards that pertain to your type of equipment.

The standards are written to prevent you from being harassed excessively by being asked for complete construction files, except in extreme cases. The specific complaint should be addressed so only the portion of the technical construction file involved would be supplied to the surveillance authorities.

The response to a legitimate complaint is to correct the problem immediately. If this is not done the European market may be closed to your future export attempts.

For further CE information check web site:
<http://web.ita.doc.gov/ticwebsite/FAQs.nsf/6683DCE2E5871DF9852565BC00785DDF/ED3167DEE3B48B03852569B400586FFB?OpenDocument>

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.

Two WMMA Committees Join Forces on Exporting

The WMMA Product & Engineering Standards and Export Development Committees are joining forces to assemble a thorough guideline for meeting foreign safety standards when exporting. Committee Chairs Jim Laster and Tim Brown, respectively, see this as an opportunity to brainstorm, to learn, and to share timely information, in an effort to help members grow their businesses.

Exporting is becoming a reality for dozens of members each year, and the hurdles of what is involved may seem huge, simply because they are unknown. The EDC has been delivering on its mission for years: Serving to encourage and assist all members to successfully export and to increase export sales of those already exporting. The committee develops literature to educate members about international markets and initiates programs to assist their marketing efforts outside the U.S. It acts as a steering committee for the holders of the WMMA Export Trade Certificate and as an advocate on issues which could affect the ability of members to compete internationally.

Addressing exporting perplexities is a natural progression for the PESG, whose mission is threefold: 1) recommend changes to existing standards; 2) review proposed new standards; and 3) develop means to assist Members in coping with their product liability problems. It advises

members of new developments affecting the industry and maintains liaisons with other industry organizations and standards development committees, as well as interfaces with the Product Liability Prevention and Defense Group and other coalitions seeking tort reform. Committee members have a familiarity with standards writing and an engineering background.

In 2003 issues of *The Cutting Edge*, articles written by members of the Product & Engineering Standards Committee are geared to help you unravel your exporting mysteries. Already this year, you have seen articles on "So you Want to Ship to Europe," "Risk Assessment," "Annex 4 and Self Certification" and "False Claims." In this issue, check out Dan DeLong's article on "How to Defend Your CE Certification." In future issues, you will read more articles on product liability issues and the advantages of third party certification, notified body insurance companies, and more on CE certification, among others.

At the end of this year, these articles will be compiled into a "How To" booklet, which your company can use as a quick reference on exporting and meeting safety standards. If you would like to see a specific issue in this area explored, please contact Jim Laster at JELAS@aol.com.



IWF Payment:

The WMMA membership discount on IWF booth space is 20%, provided the payments due

- May 9, 2003,
- January 16, 2004
- May 14, 2004

are postmarked by a government postal agency or overnight delivery service (not a company postage meter), by the respective due dates.

May 9th is right around the corner. Remember to submit your payment on time!



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

Member News

Day of Wood: Intro to UV Finishing Applications

May 6 - Charlotte, NC

RadTech International, the Association for UV & EB Technology and Wood & Wood Products will be hosting this seminar on May 6, 2003 at the Westin Hotel in Charlotte, NC.

This one day seminar will give a snap shot of the fast-growing Wood UV/EB Finishing Market. Some of the topics to be covered by this seminar are: Applications of UV for Wood, Application Equipment, UV Powder Finishing, UV Measurement, Emerging Applications, Health & Safety, Waterborne UV Coatings, Surface Preparation, Roller & Vacuum Coaters, and End User Perspectives by Armstrong World Industries & Decorative Veneer.

Gain the competitive advantage you need with UV Finishing! UV benefits your business with increased productivity & efficiency, large reduction in energy consumption, and more durable finished product! Please come to learn about these and many other benefits! For more information on this seminar, please visit <http://www.radtech.org/resources/dayofwood.html> or call (240) 497-1243.

Welcome New Members to WMMA!

Active Machine & Tool

6778 18th Avenue
P.O. Box 199
Jenison MI 49428
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FX: 616-662-9728
mike@activemachine.com
Key Contact: Mike Ary, Sales & Services Technician

Active Machine and Tool manufactures, distributes and services diamond, solid carbide, carbide tipped, and high speed cutting tools. We have state of the art machinery in both the machine shop and cutting tools divisions. This allows us to manufacture custom tooling completely in-house and support the tooling with a quality sharpening service. We are a major distributor of cutting tools, representing over thirty manufactures.

Osai-USA

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FX: 860-286-2619
sales@osai-usa.com
www.osai-usa.com
Key Contact: Vince Rappa, Sales Manager

Osai-USA is a sales, marketing, service and repair company. We sell and support Osai CNC/PC controls for machine tools and industrial automation applications. We have been manufacturing controls since 1957. Our areas of expertise are woodworking, glass working, metalworking, stone and marble, composite materials, plastics and the aerospace industry. Our GP (general purpose) 10/Series controls are well suited for industrial automation, material handling, assembly, palletizing, cut and bend machinery, robotics (Cartesian, cylindrical and SCARA robots) and other special applications.

Tigra USA

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Donna.kelley@tigra-usa.com
<http://www.tigra-usa.com>
Key Contact: Donna Kelley, Vice President Sales/Marketing

TIGRA USA is a carbide manufacturer. We offer a full line of carbide, steel, alloy and various other products primarily for the woodworking industry. Some of the products we offer include but are not limited to: Carbide Reversible Knives, Blanks for profiling, Edge rounding knives, STB Strips, Preforms, Router Bits, and Tips. We also offer a stellite material, TIGRALloy, in blanks and STB form, as well as High Speed Steel and a Backing Plate system termed as the Super Pac.

“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