



THE CUTTING EDGE

WOOD MACHINERY MANUFACTURERS OF AMERICA

Volume XVII, No. 11

November 2002

WMMA, WMIA and AWFS® Present: "It Only Takes One...."

Woodworking Industry Conference

April 9 – 12, 2003

Renaissance Vinoy Resort and Golf Club, St. Petersburg, Florida

Start making plans to attend WIC 2003. Why? Because "It Only Takes One!"One great contact...one great idea...one great business seminar! The 12th Annual Woodworking Industry Conference will have them all and will make your trip worth the time and money. This conference, hosted by WMMA, WMIA and AWFS® will be held April 9-12, 2003 at the Renaissance Vinoy Resort & Golf Club in St. Petersburg, FL.

This annual meeting is our industry's premier forum for networking and education. You really can't afford to miss out on such a crucial business opportunity. Here are a few highlights:

Education = Opportunity for One Great Business Idea!

The educational workshops on Saturday will address the issues that are impacting your business. You're sure to walk away with new information to help you prosper in today's competitive industry.

Networking = Time to Make One Great Contact!

Work and play go hand in hand. WIC 2003 always offers excellent programs and sessions along with evening social events so you can mix, mingle and relax with your friends and colleagues. The conference golf and tennis tournaments are a great opportunity to network and discuss business in a casual environment.

Contact Table Program = One Valuable Meeting after Another!

The WIC Contact Table Program is an opportunity for face-to-face business meetings. This is a unique opportunity for manufacturers, suppliers, distributors, importers and educators to convene one-on-one for vital business discussions.

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2003 WIC

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Contact Tables are more focused than the hectic atmosphere of trade shows and more cost-effective than traveling coast to coast. This is a crucial business opportunity for your company that shouldn't be missed.

△ Thursday, April 10, the manufacturers, importers and suppliers will host the tables and welcome visits from distributors.

△ Friday, April 11, the tables will be turned over to the distributors, who will be visited by their suppliers.

△ New This Year! -- Saturday, April 12 -- an optional - open day of appointments. These appointments are open to anyone who wishes to meet. Since the networking opportunity is such an important part of the WIC, this year it will take place over three days. We listened to your requests! We have added a third day of contact tables.

This schedule allows for a total of 35 meetings, all under one roof, all over three days.

It all adds up to One Great Investment!

Just think, for an investment of \$2,000 (total of hotel room rate of \$215/night for four nights at the Renaissance Vinoy, delegate registration fee of \$575, and airfare, say \$500), you get:

- △ 35 meetings with current and potential distributors;
- △ 5 seminars on company and industry issues ranging from e-commerce to profitability to sales to strategic planning to economic outlook;
- △ Access to Association meetings on public policy, export development, management information, industry marketing, membership, product & engineering standards and education;
- △ Networking with industry peers and colleagues; and
- △ Sessions on change and industry promotion.

Complete promotional packages for the 2003 WIC will be mailed in December. Watch your mail and make your plans to attend! In the meantime – check the website at www.wmma.org for more information. Remember, it only takes one!



The showplace of St. Petersburg's scenic waterfront, **The Renaissance Vinoy Resort and Golf Club** will host the 2003 WIC.



2003 WIC

2003 Woodworking Industry Conference Schedule of Events

Monday, April 7

7:30 p.m. Committee Leadership Reception
8:00 p.m.-10:00 p.m. Committee Leadership Dinner

Tuesday, April 8

7:30 a.m. Breakfast for Committee Leadership Meeting
8:00 a.m.- 12 p.m. Committee Leadership Meeting
12:15 p.m. - 2:15 p.m. AWFS® Trade Show Meeting
12:00 p.m. - 8:00 p.m. Registration
1:00 p.m. - 4:00 p.m. WMMA Management Information Committee
2:00 p.m. - 4:00 p.m. WMMA Product & Engineering Standards Committee
2:00 p.m. - 3:45 p.m. AWFS® Membership Committee
3:00 p.m. - 5:00 p.m. AWFS® Education Committee
4:00 p.m. - 6:00 p.m. WMMA Industry Marketing Committee
5:00 p.m. - 6:30 p.m. WMMA Foreign Buyers Program
6:00 p.m. - 8:00 p.m. WMMA Education Scholarship Dinner
8:00 p.m. - 10:00 p.m. Dessert Reception

Wednesday, April 9

6:30 a.m. - 11:30 a.m. WMIA Marketing Committee
7:00 a.m. - 8:00 a.m. AWFS® Executive Committee
WMIA Education Committee
WMMA Executive Committee
7:00 a.m. - 9:00 a.m. WMIA Membership Committee
WMIA Web Commerce Committee
8:00 a.m. - 10:00 a.m. WMMA Export Development Committee
8:00 a.m. - 6:00 p.m. Registration
8:15 a.m. - 9:45 a.m. Joint Education Committee
9:00 a.m. - 11:30 a.m. WMIA Young Executives
10:00 a.m. - 11:30 a.m. Public Policy Exchange
10:00 a.m. - 11:30 a.m. WMIA Educational Foundation

11:30 a.m. - 12:30 p.m. WMIA Statistics Committee
12:00 p.m. - 1:00 p.m. Golfers Lunch
1:00 p.m. - 6:00 p.m. Golf Tournament
6:45 p.m. - 7:45 p.m. New Member/First Timers Receptions
7:45 p.m. - 11:00 p.m. Welcome Dinner - Beach Party Theme

Thursday, April 10

7:00 a.m. - 11:00 a.m. Association Board Meetings
9:00 a.m. - 1:30 p.m. Registration
11:00 a.m. - 1:00 p.m. Opening General Session
1:20 p.m. - 6:00 p.m. Importer/Manufacturer Hosted Contact Table Session
7:00 p.m. - 8:00 p.m. Reception
8:00 p.m. *Please enjoy Dinner on your own!*

Friday, April 11

6:00 a.m. - 7:00 a.m. WMMA Membership Committee
7:00 a.m. - 8:30 a.m. Continental Breakfast
8:00 a.m. - 10:45 a.m. Association Business Sessions
9:00 a.m. - 11:00 a.m. Spouse Breakfast/Speaker
11:00 a.m. - 3:00 p.m. Distributor Hosted Contact Table Sessions
3:30 p.m. - 6:00 p.m. Tennis Tournament
Please enjoy the evening on your own!

Saturday, April 12

6:45 a.m. - 8:00 a.m. Continental Breakfast
6:45 a.m. - 8:00 a.m. Liaison Meeting for Assn Exec Committees
8:00 a.m. - 1:00 p.m. Concurrent Sessions
8:00 a.m. - 9:30 a.m. Session I
9:45 a.m. - 11:15 a.m. Session II
11:30 a.m. - 1:00 p.m. Session III
1:15 p.m. - 3:15 p.m. Optional Contact Table Session
3:30 p.m. - 5:00 p.m. WMIA Closing Board Meeting
7:00 p.m. WMMA Closing Board Meeting
Closing Party

All articles submitted for WMMA by Harold Zassenhaus, WMMA Export Director. For more information on any of these issues, contact Harold at 301/652-0693 or zemg@erols.com.

Trade Financing Without Using a Foreign Bank

Information supplied by Curtis Hanson, Principal, Trade Acceptance Group, Ltd., One Corporate Plaza, 7400 Metro Blvd. Suite 414, Edina, Minnesota 55439. Email: curt@tradeacceptance.com. Trade Acceptance Group is a specialized financial services company, organized to provide turnkey solutions to the risks and financing challenges faced by U.S. based companies involved in exporting. It has been particularly successful in helping small businesses gain access to Ex-Im Bank's working capital guarantee program and arranging medium-term loans for foreign buyers of capital equipment. You can learn more about Trade Acceptance Group and their products by viewing its web site, www.tradeacceptance.com.

When dealing in developing markets financing is often the most important consideration in the purchase decision. The lack of liquidity in the banking system, and high interest rates, make local financing impractical for most companies.

At the same time, U.S. manufacturing companies are normally not in the position to carry the risk of cross border term debt on their balance sheet for 3 to 5 years. There is too much uncertainty with currency and interest rate risk, not to mention the commercial, political and economic risks associated with repayment. Fortunately there are programs available, primarily through the U.S. Export-Import Bank (Ex-Im Bank), which allows exporters to offer extended term financing and still get paid cash on a non-recourse basis at time of shipment. The financing is available through Ex-Im Bank's medium-term insurance and guarantee programs. These programs can be used to finance a single shipment of capital equipment to a foreign buyer, multiple shipments of equipment to the same buyer by the same exporter, or multiple shipments of equipment to the same buyer by multiple U.S. exporters. Whether you use the insurance or guarantee program depends on the size and nature of the transaction, the country of the buyer, the nature of the buyer, and on the intentions of the funding source.

For most transactions under \$2 million involving a single or maybe a few shipments to one buyer, the medium-term insurance program may offer a number of advantages. There is no commitment fee, there is no requirement for either a loan or master guarantee agreement, underwriting guidelines are established for approval, and the approval process is much faster. The loan can be structured as either a supplier credit or buyer credit, but in all cases the approach is to have the buyer as the insured risk without involving their local bank. This provides the most cost effective financing for the buyer and does not tie up their credit availability with their local bank. The medium-term insurance program also provides the exporter with the ability to work directly with an experienced independent packager. They will take ownership of the transaction and provide services extending from an indicative pricing quote to handling all of the documentation requirements and arranging funding. This takes the exporter out of the picture in terms of having to gather and submit information for approval, secure necessary documentation for closing, and arrange for funding of the loan. The exporter can focus on what they do best, which is manufacturing the product. When they are ready to ship they receive a list of documents required to fund. These documents are prepared internally and usually provided by their freight forwarder. Upon presentation of the documents the exporter receives their money

"...in all cases the approach is to have the buyer as the insured risk without involving their local bank".

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Export Development

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without recourse. The only fees associated with this program are a packaging fee and the Ex-Im Bank insurance premium. It is advisable to deal only with a packager that works on a contingent fee basis, and who includes their fee in the invoice price. That way there is never any financial exposure to the exporter or the foreign buyer, and never any cost to the exporter. The foreign buyer pays the fee, but only if the loan actually happens and only as part of the loan. In other words the fee must be able to be financed as part of the loan and payable only at closing. The Ex-Im Bank insurance premium is always paid by the foreign buyer and financed as part of the loan.

As an example, the following assumes a \$500,000 five-year loan for a private buyer in Brazil.

Invoice Amount:	\$500,000
TAG Fee: Flat	\$ <u>12,000</u>
Adjusted Invoice:	\$512,000
15% Down Payment:	\$ 76,800
Financed Amount:	\$ <u>435,200</u>
Insurance Premium: 7.10%	\$ 30,899
Adjusted Financed Amount:	\$ <u>466,099</u>

Repayment: Equal semi-annual installments of Principal plus interest = 10

Interest Rate*: 6 mo Libor (2.08%)+ 2.25% = 4.33%

Summary:	Principal	Interest	Total P + I
Total:	\$466,099	\$55,501	\$521,600

Down Payment:	\$ 76,800
Total Payments:	\$ <u>521,600</u>
Total Financed Cost:	\$598,400
Cash Price:	\$500,000
Cost of Financing:	\$ 98,400

All-In Effective Rate: * 7.68% p.a.

Derived rate assuming all fees are financed as part of the loan.

The TAG fee is the fee for handling the entire loan process from quoting the pricing to arranging the funding. The fee is a contingent fee based on the loan actually closing.

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.

Participating in ExpoAMPIMM Mexico City, Mexico

From January 15-18, 2003 five members plus the WMMA will be exhibiting at the inaugural Mexico fair exclusively for woodworking equipment and supplies to the wood processing industry. ExpoAMPIMM will occupy about 5,000 sq. meters in newly constructed fairgrounds in Mexico City and attract 5,000 buyers from all over Mexico, but primarily from the Mexico City area.

Our space is sold out. But, you can join four members who will be sharing the WMMA booth for \$200.00. This entitles you to have product literature on display, show product tapes and work out of the booth if you plan to attend. Within 10 days of the fair's closing a report on the fair along with leads generated will be forward to you. If interested visit the website at <http://www.wmma.org/members/mpdf/tradefairpartform.zip> for a participation form. Your completed form must be received by December 16 to allow us enough time to forward literature and tapes to the fairgrounds.



The Mexican market is struggling. However, it is set to grow once the U.S. economy shows steady signs of growth. One issue facing many Mexican producers is increasing labor costs. To remain competitive local producers understand they will need to increase capital expenditures and this should provide an excellent opportunity for WMMA members.

Ligna Update



Did you know that of the 114,000 visitors to Ligna 2001, over 41,000 came from outside Germany?

That breaks down as follows:

19,800 came from the European Union (EU)
6,900 came from North and South America
4,000 came from Asia
3,600 came from non-EU European countries
3,600 came from Eastern Europe
1,800 came from Australia
1,300 came from Africa

Exhibiting at Ligna provides exposure to buyers from all over the wood-processing world and gives you insight to what's happening outside of the U.S. In 2003, the WMMA is making it easy for you. Ligna 2003 will mark the first time the WMMA will be able to organize a pavilion and allow members to exhibit side by side. We plan to have a 100-150 sq. meter island pavilion within the exhibit hall featuring solid wood processing. Space cost will be \$160/sq. meter. Booth construction costs should range between \$75-\$100/sq. meter.

If you are serious about exporting you must be at Ligna whether you are targeting Europe or other parts of the world. Key buyers and foreign representatives from all over the world attend Ligna.

Join your colleagues and exhibit. Visit the website at <http://www.wmma.org/members/mpdf/tradefairpartform.zip> to sign up or get more information.

Product & Engineering Standards

So, You Want To Export To Europe!

*By James E. Laster,
Newman Machine
Chair, WMMA Product & Engineering Standards Committee*

The importance of balance to our markets has become very important, especially when you consider the 10 to 15 year cycles of recession in our own country. If things are bad economically here at home, they are usually better somewhere else, so being prepared for foreign markets is a great way to keep the cash flow ...flowing. But exporting is not without its own unique opportunities. If you have a product that Europe needs, you had better be prepared for CE.

Over the next few issues of the Cutting Edge, members of the Product and Engineering Standards Committee will present articles to enlighten and hopefully facilitate your venture into this important export market.

When the European community combined into one common market, it recognized the need for standardization across the common borders. So the various governments appointed committees and assigned the task of developing a common standard for the European community. All who wished to do business within the countries that comprise the European community would require compliance with the standard, and a 'CE' label would be required on every product. So the mantra was heard throughout the land: "No label, No business."

So what's the big deal, you ask. It's just a simple little label. To have the right to affix the 'CE' label to your product, you must first wade through a mountain of European standards and follow a detailed documentation and certification procedure. In some cases if you are one of the fortunate few, you might discover that your product falls under the dreaded Annex IV. If you are so fortunate, then you cannot certify your product without going through a Notified Body. This means that history and logic have determined that a product presents a greater likelihood of personal injury, and is therefore considered inherently dangerous and requires a special certification process by a third party to assure that everything possible has been done to reduce the risk of personal injury when using the product.

So where to begin... The Internet is always a good source of information. A simple search for "CE Certification" will bring forth enough online reading to have you rubbing your tired red eyes. But it is a good way to get started. Secondly, a phone call to a member of WMMA who has already been through the process is time well spent. You can learn from their mistakes, so to speak. Thirdly, talk to a representative of a company who specializes in CE Certification. Fourthly, order a copy of the key standards and get started reading. And read the Cutting Edge for detailed information on how to get it done.

Note: Key Standards to get started on CE Certification:

△ EN 292-2: Basic concepts △ EN 954: Reliability of safety critical functions

△ EN 1050: Risk assessment △ Machinery Safety Directive (89/392/EEC)

△ EN 953 Guards, EN 1088 Interlocks, EN 418 Estops, EN 1037 unexpected starts

Every WMMA member was mailed a copy of the new Guidelines in the Development of User Manuals, valued at over \$500.

How are you using your manual?

Have you incorporated the Guidelines in the Development of User Manuals into your business?

How is it working for you?

Send your feedback to jmccann@fernley.com

If you have questions or comments about this article, or other Product & Engineering Standards issues, contact Chair Jim Laster (Newman Machine) at jelas@aol.com or 336/273-8261. You can also e-mail WMMA headquarters at wmma@fernley.com

A Failing Grade

By John Satagaj, London & Satagaj

The final chapter on the 107th Congress has not yet been written. As I write, Congress has suspended activity until after the elections. A lame duck of some kind is certain. Congress has only funded the government through November 22nd. It will have to either finish its appropriations work or, at a minimum, pass a continuing resolution to fund the government through some time early next year.

Congress may work on other matters. Ostensibly, deals have been struck on the long pending terrorism insurance federal backstop legislation and the port security bill. A bankruptcy reform bill has been ready to go for some time and there are some indications a stripped down energy bill could move through Congress.

Of course, whether Congress does anything during the lame duck will depend in part on the elections. Depending on who won, not only will the perspective change on the possibilities for the 108th Congress, it is possible that control of the lame duck could shift in the Senate, depending on a couple of variables.

As I look back on what this Congress accomplished this year, the list of unfinished business is astounding for its length. In addition to the items I mentioned above, Congress has not finished work on the creation of a homeland security department. It failed to devise a prescription drug subsidy for Medicare recipients. It failed to address funding for Medicare health providers. Both the Senate and House are interested in providing some additional tax relief to small businesses and small investors. There are pension reform bills still on the table. Congress has not dealt with the problem with the extraterritorial income tax relief system that the World Trade Organization has ruled to be an illegal subsidy. The European Union is poised to impose retaliatory tariffs on thousands of products (including some in our industry), if Congress does not act to repeal the tax relief mechanism or fix it. The list goes on and on. On the plus side, it should be noted that the ergonomics standards legislation never came to a vote in the Senate.

Then there are the issues this Congress will not address, no matter what. Health care costs are once again crushing employers. The Social Security system is still on track towards a meltdown. Federal budget deficits have returned and are projected to soar.

“Our job in the 108th Congress will be to use the bonus depreciation precedent as a springboard to secure our long-term goal — enactment of the High Productivity Investment Act. As you know, under that initiative, the current depreciation system would be replaced by a new, productivity-based cost recovery system that provides first-year expensing for all high-tech machinery and equipment that is defined as ‘High Productivity Property...’”

It appears the terrorism insurance legislation will yield another disappointment for staunch advocates, such as WMMA, of tort reform. To their credit, our allies did prove to be creative and proactive in their efforts. Congress appears to have reached a consensus on legislation to create a federal backstop for the insurance industry so they can underwrite policies that provide coverage for damage resulting from acts of terrorism. The cause for the protracted debate was a dispute over tort reform. Proponents of broad-based tort reform seized the opportunity to add a number of tort reform measures, such as a limit on punitive damages to the House version when it was passed. While the provisions would have applied only to terrorism related cases, enactment would have given us another precedent to point to. The Senate passed their version without the broad tort reform initiatives and negotiations on a final bill crawled through 2002.

In the end, our allies had to back down. The bill does include some modest tort reform initiatives such as allowing for consolidation of cases and the application of state law to punitive damages determinations. Unfortunately, the stringent prohibitions on punitive damages were dropped. The bill would provide a backstop of funds for terrorism coverage. Federal funds would be used after \$10 billion in damages are paid by the insurance industry in the first year, \$12.5 billion in the second year, and \$15 billion in the third year. There is a mechanism that would require the industry to pay back some funds under certain conditions.

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Lest we forget, the 107th Congress did provide us one victory. We were able to secure enactment of the bonus depreciation stimulus.

Our job in the 108th Congress will be to use the bonus depreciation precedent as a springboard to secure our long-term goal — enactment of the High Productivity Investment Act. As you know, under that initiative, the current depreciation system would be replaced by a new, productivity-based cost recovery system that provides first-year expensing for all high-tech machinery and equipment that is defined as "High Productivity Property;" allows businesses to deduct the cost of most of their traditional machinery and equipment (that is not expensed) within 10 years, 5 years or 3 years. For example, as a general rule, present 20-year MACRS property would become 15-year HPI property, present 15-year MACRS property would become 10-year HPI property, present 10-year and 7-year MACRS property would become 5-year HPI property; and present 5-year MACRS property would become 3-year HPI property. It is our understanding most traditional woodworking machinery is currently depreciated over 5 years.

Before long we will be planning the next Public Policy Committee meeting in Washington. At the last two meetings we participated in the successful mandatory ergonomics standards roll back effort and the economic stimulus effort. Can we make it three in a row?

If you have questions or comments about this article, or other Public Policy issues, contact John Satagaj at e-mail@lonsatlaw.com or 202/639-8888. You can also e-mail WMMA headquarters at wmma@fernley.com

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

“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**

Message From the Executive Vice President

By Kenneth R. Hutton

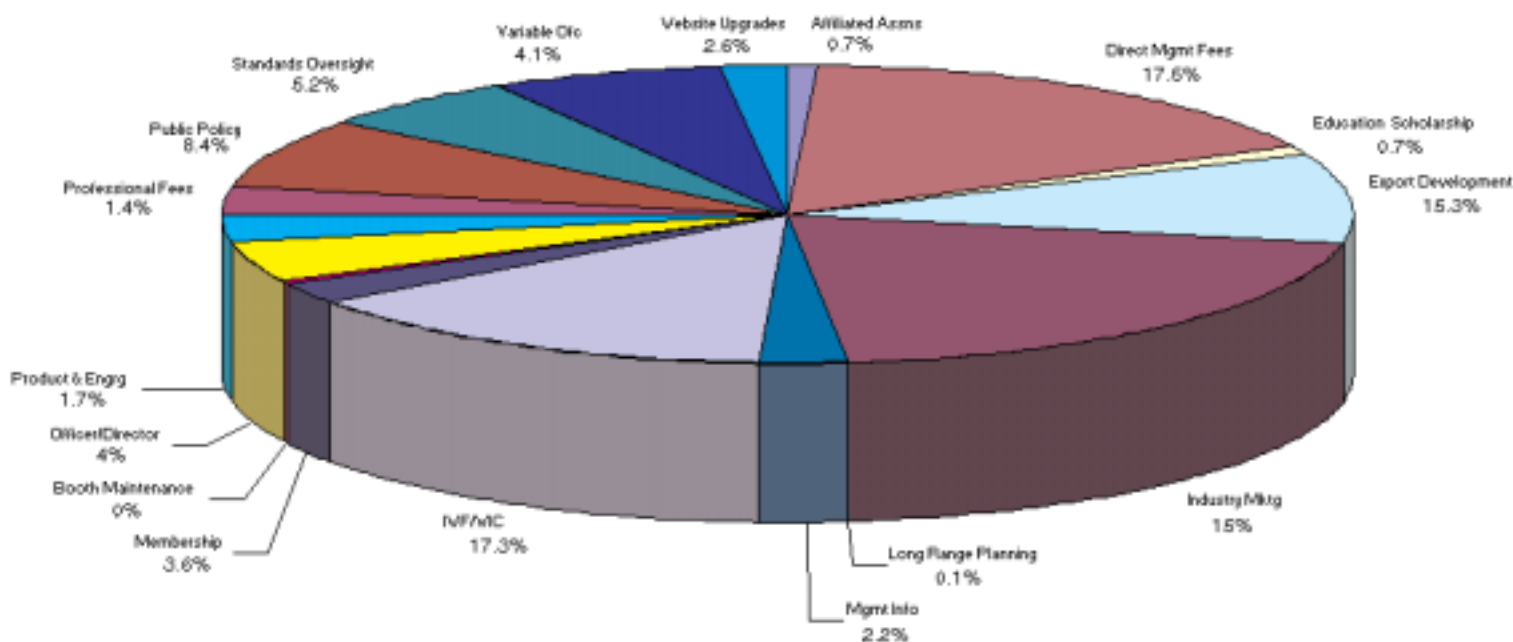
Editor's Note: Over the past nine months, a continuing newsletter feature highlighted a specific WMMA Committee or activity. The intent of this series was to keep all members, new and returning, current on the vast array of products and services from your Association.

Three years ago another tool to help you understand what potential the Association offers was mailed to each member. It is a notebook categorizing the various programs and services, with specific references on each. Of course, much of this information is now available on the Association's Webpage, www.wmma.org.

What follows is a financial summary of how the Association expenses are distributed among the various Committees and activities.

Did You Know...

...that the WMMA expenditures by percentage for 2001 were as follows?



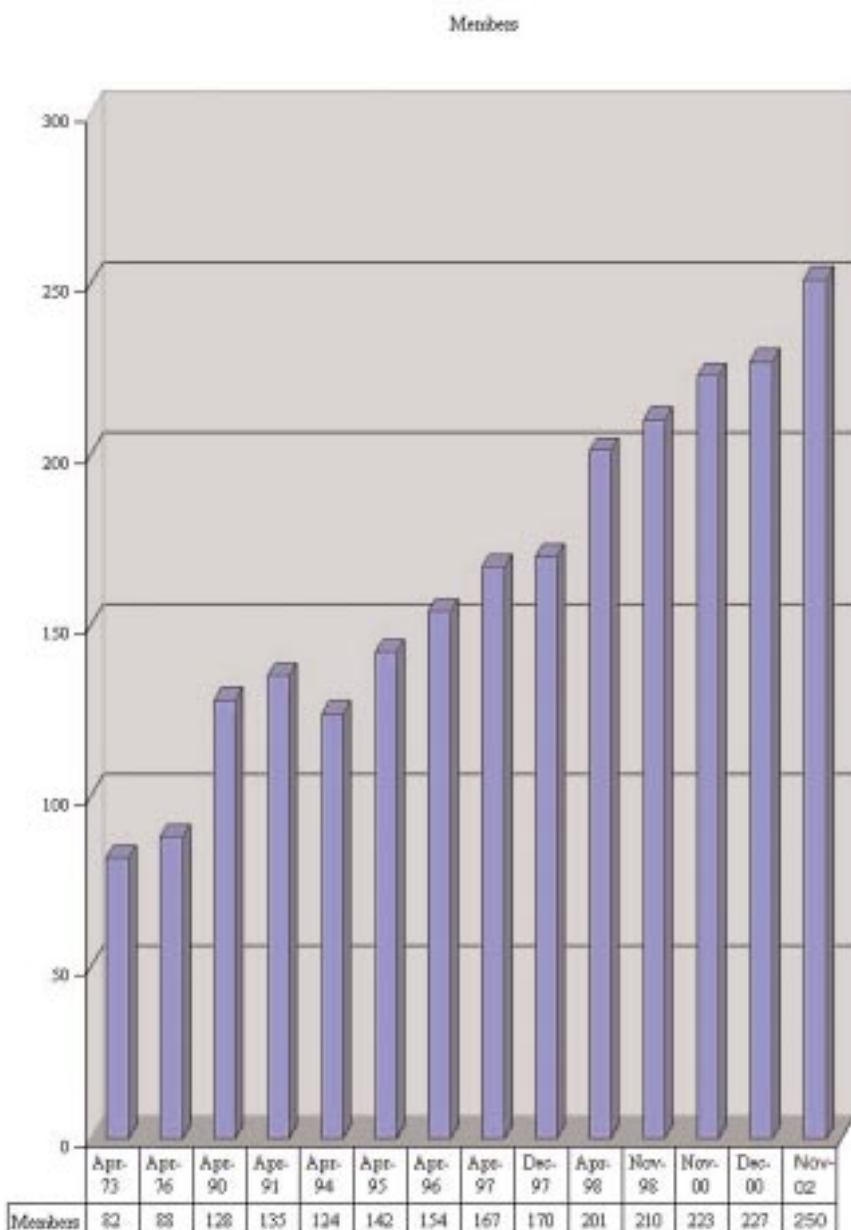
Affiliated Associations.....	0.7%	Meetings (IWF & WIC).....	17.3%
Direct Management Fees.....	17.5%	Membership.....	3.6%
Education & Scholarship.....	0.7%	Booth Maintenance.....	0.2%
Export Development.....	15.3%	Officer & Director.....	4.0%
Industry Marketing.....	15.0%	Product & Eng. Standards.....	1.7%
Long Range Planning.....	0.1%	Professional Fees.....	1.4%
Management Information.....	2.2%	Public Policy.....	8.4%
Variable Office.....	4.1%	Standards Oversight.....	5.2%
Website Upgrades.....	2.6%		

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WMMA Membership Growth

As the Association continues in its second century, examine the membership growth over the past 29 years that WMMA has enjoyed.



Sandy Berliner Retires from FDM Magazine

Sandy Berliner, Publisher of FDM Magazine for nearly 25 years, announced his retirement at the end of September.

Sandy joined FDM Magazine in 1959 as a 21-year old salesman, becoming national sales manager in 1974 and publisher in 1978. He started CabinetMaker in 1988.

When Cahners Publishing offered the magazines for sale, Berliner orchestrated an employee-led buyout. He was named President of Chartwell Communications when it was formed in February 1998.

Bob Lindsey, who has been Associate Publisher for the past several months, will succeed Sandy. Bob joined Chartwell Communications in February 1998 as regional sales manager. He has been involved in business-to-business publishing since 1970, having worked for Cahners Publishing as publisher of Building Design & Construction and Construction Specifying Engineer.

Bruce Plantz will become Executive Vice President and General Manager of Chartwell Communications. He will continue in his role as Editor of FDM and Editorial Director for Chartwell.

During his tenure at Chartwell, Sandy was an enthusiastic and involved member of WMMA and gave much of his time and talent to various committees, including the Industry Marketing Committees and Membership Committee. Sandy and his wife Barbara were fixtures at the Woodworking Industry Conference and of course all industry functions. WMMA wishes them both the best as they divide their well-earned retirement time between their homes in La Quinta, California and Chicago.



2003 Ralph B. Baldwin Award of Excellence Now Accepting Nominees

Submit your nomination for this prestigious WMMA honor

Wouldn't you like to honor the person who has guided your career by nominating him or her for the Award that recognizes outstanding contributions in the woodworking equipment, cutting tool, and supply industry?

Now is your opportunity! The WMMA Ralph B. Baldwin Award of Excellence is a timeless way to finally give credit to the dedicated individual who has touched not only you, but surely countless others in the woodworking industry. The WMMA Industry Marketing Committee is now accepting nominations for the 2003 Baldwin Award, which will be presented at the annual Woodworking Industry Conference in April 2003.

The Ralph B. Baldwin Award was established by WMMA to honor the achievements of distinguished men and women who have shaped the woodworking industry in America. The annual event gives the Association an opportunity to recognize an individual who has consistently demonstrated outstanding contributions and dedication to his/her company, our association and the entire forest products industry.

The Award is named for Ralph B. Baldwin, long-time member and Past President of the WMMA. During his career with Oliver Machinery Company and his involvement with the WMMA, Ralph exemplified the kind of commitment that really makes an Association function at, or near, its peak potential. It is in the spirit of Ralph Baldwin's vitality and dedication to the woodworking industry that this award was created—to recognize those who have contributed similar levels of involvement and to encourage others to do the same



Photo: At the 2002 WIC, Howard Grivna (center) of Sanding Systems Inc accepted the Ralph B. Baldwin Award of Excellence from Kenny Moffatt (left) and Todd Herzog

The following individuals have been presented with the Baldwin Award of Excellence since its inception in 1983. You may recognize some of these names from which you can begin to understand the prestige associated with this honor:

1983	<i>Arthur R. Segal</i>	1993	<i>Todd A. Herzog</i>
1984	<i>John A. Gillespie</i>	1994	<i>Raymond S. Vold</i>
1985	<i>Thelma L. Watson</i>	1995	<i>Steven A. Segal</i>
1986	<i>James S. Carroll</i>	1996	<i>Jeff Y. Cromeens</i>
1987	<i>Gordon L. Shuste</i>	1997	<i>George W. Delaney</i>
1988	<i>Steele C. Cameron</i>	1998	<i>Charles R. Onsrud</i>
1989	<i>M. Dana Baldwin</i>	1999	<i>Frank W. York</i>
1990	<i>Peter G. Kohler</i>	2000	<i>Russell McBroom</i>
1991	<i>Don White</i>	2001	<i>Michael C. Burdis</i>
1992	<i>Wally Bair</i>		

Nomination forms have been mailed to all members. These can also be found on the website at www.wmma.org/theindustry.htm. Please review the entry form for the details and then NOMINATE the individual you believe is deserving of this prestigious industry recognition. The award seeks to honor individuals who have made outstanding contributions to the industry, regardless of their affiliation with WMMA. Some activities that warrant consideration are: leadership in WMMA or the IWF Board, active committee involvement, innovations introduced to the industry, and participation in programs that benefit the industry.

All nominations will be voted on by the Industry Marketing Committee, the Executive Committee and Past Presidents.

The winner of the 2003 Award will be announced at the Woodworking Industry Conference at the Renaissance Vinoy Resort in St. Petersburg, FL during the WMMA business session on Friday, April 11th.

The deadline is February 14th. Best of luck to all nominees!

If you have any questions concerning this important process or other Industry Marketing Committee issues, please contact Industry Marketing Committee Chair Mark Chappell (info@dodds.com or 616/78 4-6000 x109) or any member of the WMMA staff at 215/564-3484 (wmma@fernley.com).