News and Notes

Got the app yet?
WIC 2015 has its own app. To get the new app, which contains information on sessions, speakers and events, go to the App Store and search on Woodworking Industry Conference. You should be able to find the app easily.

Happening at WIC... Want to get more involved with WMMA? Here are a few key committee meetings. Remember - committees need everyone’s help, especially yours.

Tuesday, April 21
1 p.m.-3 p.m., WMMA International Business Development Committee
1 p.m.-5 p.m., WMMA Membership Development Committee
3:30 p.m.-4 p.m., WMMA Technical Standards Committee Meeting
Thank you to WIC’s Sponsors!

WMMA would like to take a moment to thank those companies who have confirmed their generous sponsorships for WIC. The following are WIC Premium Package Sponsors:

Want to make your company extra visible at WIC and show your support for the industry? It’s not too late to reserve your sponsorship opportunity! Click here to download a form.

Wanted: Items for the Auction

TWIC’s closing night auction is just a little over two weeks away, on Friday, April 24, and organizers are accepting donated items to be used in the live and silent auctions.

Last year’s event was a record breaker for WIC, raising over double than the previous year. With your help, we can make a new record.

Can you help us out with a donation of a product or service from your business? It will greatly help woodworking professionals. All donations are greatly welcome, appreciated and are tax deductible. Your donation can be something as simple as a gift certificate to your business or an invitation to share lunch with you. We encourage creativity! Remember, the more donated items we can obtain, the more funds we will raise for the Woodwork Career Alliance.

Click here to view the donation form for auction items. Simply fill it out, then call or email me and I’ll handle everything from there.

Thank you for your consideration of our request to help out the Woodwork Career Alliance.

Want to be Seen at WIC? Be a Sponsor!

WIC offers lots of benefits to WMMA member companies - great connectivity with colleagues and competitors, the chance to attend meetings and learn about new technologies - but did you know your company can heighten its visibility?

By being a sponsor at WIC, you stand the chance to have your company’s name in front of members on a continuing basis. Throughout the meeting, you’ll gain increased recognition - as well as the knowledge that your company is a strong supporter of this important industry event.

Click here to download the flyer showing sponsorship opportunities. Hurry to reserve yours, though - the best opportunities go quickly!
WMMA will continue its time-honored tradition of organizing an exhibition pavilion when LIGNA plays host to the global woodworking community, May 11-15, 2015 in Hannover, Germany.

For five days, the Hannover Fairgrounds will be transformed into the world’s largest showcase of woodworking machinery, cutting tools and accessories. The fair also will serve as a launching pad for innovative woodworking technologies and cutting-edge manufacturing solutions.

If recent history is any indication, then North America will be well represented at LIGNA 2015. A record 3,000 plus North American woodworking professionals were among the more than 90,000 visitors representing 100 countries that attended LIGNA 2013.

Woodworkers from around the globe visiting this year’s fair will find a diverse sampling of North American suppliers displaying their wares. Many of them are members of the WMMA, a U.S. trade association representing more than 200 North American manufacturers and suppliers of woodworking machinery and supplies.

As has been the case since 2003, the WMMA’s presence at LIGNA will be anchored by a pavilion, making it convenient for woodworking attendees to talk shop with a wide array of product specialists. Many other member companies will either exhibit on their own or with one of their European distributors. Still other WMMA members will walk the show in search of new product lines to represent in North America and to see and learn what’s new.

‘Tremendous Forum for Introductions’

“For companies who would otherwise have a very small presence at such a large show, the WMMA Pavilion provides a larger footprint,” said Fred Stringfellow, executive director of the WMMA. “Many WMMA members that exhibit at LIGNA, inside or outside our pavilion, are seeking international distributors for their machinery and supplies. LIGNA provides a tremendous forum for introductions of this kind.”

John Schultz, immediate past president of the WMMA and owner of Super Thin Saws of Waterbury, VT, said his company will participate in the WMMA Pavilion for at least the fifth time, ready to discuss the benefits of its “eye-catchingly different” thin saw blades.

Schultz said every woodworker worth his sawdust should add a trip to LIGNA to his bucket list. “Everyone in the industry would really enjoy this show. You have to weigh travel costs, of course, but even if you can only swing it once a decade, go! There’s a staggering amount of new stuff each year including prototypes. I find the new concepts very exciting.”

WMMA staff and exhibitors pose for a photo at LIGNA 2013.
“LIGNA allows us to expand our brand awareness through the world and find new international dealers,” said John Branch, vice president of Mereen-Johnson of Minneapolis, MN. Branch, who is gearing up for his seventh LIGNA, will help man the WMMA Pavilion ready to talk about his company’s ripsaws, optimizing and panel sizing systems. When he’s not working the WMMA Pavilion, Branch said he looks forward to walking the show. “The amount of machinery that is displayed and running is amazing. It is worth the trip for any woodworker just to come and see all the different machinery for new ideas on how you could improve your factory.”

Brian Donohue, president of Safety Speed Manufacturing of Ham Lake, MN, said his company has exhibited at LIGNA for more than 20 years and has long since “graduated beyond the WMMA Pavilion.” Safety Speed will display vertical panel saws and routers in tandem with Vynkier Machine, its Francebased European distributor. “LIGNA is the central meeting point for the world. We get to meet with our dealers from all over the world, most of which we recruited at LIGNA. I hope to recruit more this year.”

Veterans and Rookies Look Forward to LIGNA

Jim Laster, executive vice president of Newman Machine of Browns Summit, NC, is a veteran among LIGNA veterans. He has attended LIGNA since the mid-1970s. Newman’s booth at this year’s LIGNA will be in close proximity to the WMMA Pavilion. The company will introduce its SLB3004 stationary log box with movable cutter heads and display several other machines.

“Prior to having our own stand we would send two or three people to walk the show and see what technologies were coming out. In 1991, we had our first stand and have exhibited at the show ever since. “We market to any country doing woodworking on a large commercial scale and LIGNA draws most of our international customers as well as many of our domestic U.S. customers,” Laster added. “Since the show spans the full week, visitors tend to take more time to really visit. We frequently tell our customers that they should go to LIGNA to see what the world is doing with woodworking machinery.”

In sharp contrast to Laster, Alvaro Orozco, director of international sales for U*C Coatings of Buffalo, NY, will be attending his first LIGNA. The company, which has exhibited at several past LIGNA fairs, is best known for its Anchorseal wax emulsion end sealer.

“I’m looking forward to the opportunity of connecting with people from all over the world who are in the industry and finding new potential distributors for our products. I’ve heard it’s the biggest show of all so it seems like the perfect opportunity for us to get our name out there.”

By his count, Darriel Miller, distribution manager for Wood-Mizer of Indianapolis, IN, has attended at least 10 LIGNAs. Miller chairs the WMMA’s International Business Development Committee, devoted to helping members identify strategic export opportunities. LIGNA stands front and center of those efforts.

“The whole world is represented at LIGNA and all of the latest and greatest technologies are there,” Miller said. “Woodworkers need to attend LIGNA to broaden their scope.”

For more information about participating in the WMMA Pavilion at LIGNA, contact Fred Stringfellow, executive director, 443.640.1052 x 102; fred@wmma.org.
Industry News:

Housing Report: New Single Family Home Sales Up

February housing data was mixed - as to be expected for a winter month. The bright spot was new single-family house sales. Housing reacts to the overall economy; when the economy improves, most housing sectors can be expected to improve as well. Click here to learn more.

WMMA Proposed Bylaws Amendment

Just one more reason to be at WIC: You can help shape the course of WMMA by voting on an exciting new Bylaws amendment.

A Board-appointed MER (Membership Eligibility Requirements) Task Force has been working hard this past year to review WMMA’s MERs to determine whether they are still meeting the needs of the organization and the industry. The Task Force has recommended some changes to the membership categories – which have since been approved by the Board of Directors.

WMMA’s legal counsel has incorporated these changes into our current bylaws, as the MER changes create the need for other “housekeeping” changes throughout the document. Click here to review a redlined version of these proposed bylaws changes.

According to Article XI, Section 1 of WMMA’s Bylaws, “these Bylaws may be altered, amended or appealed by a majority vote of the Members in good standing and entitled to vote thereon at any regular or special meeting duly convened after notice to the Members of that purpose; provided however, that at least twenty (20) days notice be given of a special meeting called for this purpose.”

Notice is hereby given that a vote will be taken at the WMMA Annual Business Meeting, being held on April 22, at 3:00pm CDT, at the Grand Hyatt San Antonio, in San Antonio, Texas, during the upcoming Woodworking Industry Conference.

Members may vote by proxy provided such proxy shall be executed in writing by Member or his duly authorized attorney-in-fact and filed with the Chief Staff Executive of the Association.

Those with any questions should contact WMMA executive director Fred Stringfellow.
Selling Equipment in California?

WMMA members who sell equipment to clients in California should note that California is offering partial exemption from sales and use taxes through December 31, 2016.

The partial tax exemption applies to a number of product categories including equipment used primarily for manufacturing, processing, fabricating, etc. Click here for a copy of the form.

Industry Calendar of Events

Note: For a complete listing of all meetings, including those held internationally, go to WMMA’s website, www.wmma.org, and click on “Events.”

Have an event to add to the Industry Calendar in this newsletter? Send it to maryhelen@wmma.org

April 21-24, 2015
Woodworking Industry Conference (WIC)
Grand Hyatt San Antonio
San Antonio, TX
http://www.wmma.org

May 11-15, 2015
LIGNA
Hannover, Germany
www.ligna.de/home

Interested in participating in WMMA’s pavilion at LIGNA? Contact Fred Stringfellow at fred@wmma.org.

July 22-25, 2015
AWFS Fair
Las Vegas, NV
http://awfsfair.org

Nov. 5-7, 2015
Woodworking Machinery & Supply Expo (WMS 2015)
International Centre, Toronto
Exhibitor Info: rwidick@heiexpo.com
Website: www.WoodworkingExpo.ca

August 24-27, 2016
International Woodworking Fair (IWF)
Georgia World Congress Center
Atlanta, GA
http://www.iwfatlanta.com/
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May 31, 2015
Deadline to apply for LIGNA pavilion

Information: Contact WMMA Headquarters or Click Here.

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