International Business Development Committee (IBDC) Member Spotlight: Vietnam

WMMA Member Mereen-Johnson on their experience with US Commerce Department’s Gold Key Matching Service

Paul Wilmes and Dennis Smith from Mereen-Johnson just returned from a great trip to the VIETNAMWOOD Expo and with the help of the U.S. Commerce Department’s Gold Key Matching Service (South Dakota office) we arranged several pre-qualified with both end use customers and potential sales agents in and around Ho Chi Minh City Vietnam.

Vietnam is one of the fastest and youngest growing middle class economies in the world. The people we met with were incredibly friendly and very pro U.S. manufactured equipment. Wood processing and furniture manufacturing is thriving in Vietnam and their level of advanced machinery was quite surprising.

The Gold Key Matching Service provided Mereen-Johnson with customized market and industry research. Arranged 3-4 pre-screened business meetings, transportation and interpreter service for our meetings while in Vietnam. And a briefing at the U.S. Embassy / Consulate Office.

We are looking forward to our opportunities in Vietnam and looking to arrange further Gold Key trips in other emerging markets.

Press Release October 2015
US Manufacturers Dealer Training Event

Ham Lake, MN - Safety Speed Manufacturing is pleased to announce that six US Manufacturers joined forces for a special Dealer Training Event on October 13th-15th. Multiple attendees from fifteen different machinery dealers across North America attended the training. The event was sponsored by six WMMA companies: Safety Speed Mfg, SuperMax Tools, Original Saw, JLT Clamps, Williams & Hussey and Unique Machinery. The event was a total of three days with evening events including dinners and a comedian/magic show. Each attendee had a chance to tour two different facilities, Safety Speed Mfg. and SuperMax Tools. With sponsors machines setup onsite attendees were able to get hands on training from each manufacturer represented.

Special guest speakers included United States Representative Tom Emmer who spoke about the issues he is currently facing in Washington DC and finished by fielding questions from the audience. Jamison Scott, President of Air Handling Systems spoke about combustible dust and how to become educated on the prevention of combustible dust explosions as well as mitigating impact of government inspections related to combustible dust.

Marketing Contact: Tom Houska, Safety Speed Mfg, 800-772-2327 x204 t.houska@safetyspeed.com www.safetyspeed.com
Woodworking Industry Conference
April 12-15, 2016 | CasaMagna Marriott Cancun Resort | Cancun, Mexico

WIC 2016 Registration now open!
WIC 2016 E-brochure Now Available!

Current draft conference agenda (subject to change).

Venue:
CasaMagna Marriott Cancun Resort
Boulevard Kukulkan, Retorno Chac L-41, Zona Hotelera, 77500
Cancún, Mexico
Telephone: +52 998 881 2000

The planners of WIC have secured a group rate of $149.00 single/double occupancy. You are responsible for making your own hotel reservations. To receive the discount rate, call the CasaMagna Marriott Cancun Resort, +52 (998) 881-2000 and reference Woodworking Industry Conference. You can also make your reservations online HERE. Make your reservations early since the deadline to receive the group discounted rate is March 16, 2016.

Passport Information:
Want to attend WIC16 but don’t have a passport yet? Routine processing time for new passports is 4 to 5 weeks. Apply now before the busy winter travel season begins! Visit the U.S. Passports & International Travel website for instructions on how to apply or renew your passport, necessary forms and fee information. This is also a great resource for “Before You Go” information when traveling outside of the United States. Don’t wait to apply or renew - expedited processing is available but for a higher fee!
The WMIA-sponsored Boot Camp, held at Pittsburg State University in Pittsburg, KS, is a wood processing industry overview. It’s a unique project-based program that provides an exposure-level curriculum and hands-on approach to several of the industry’s fundamental wood processing applications, and the machinery used in those manufacturing processes. Topics to be covered include: AutoCAD, CAM Software, CNC, Wood Science, Primary Processing, Finishing, Veneering, Cabinetry, Machine Woods, Tool Technology, Millwork, and Facilities Management.

WMIA welcomes your participation! Any interested WMMA member can register for this event at the WMIA rate!

The 2015 sessions were successful and well attended, and the instructors received WMIA’s Educator of the Year Award at WIC in San Antonio earlier this year. The next Boot Camp Session will be held January 4-8, 2016 and registration is now open! WMIA members receive a $450 discount; the $1950 tuition includes hotel, meals, course and project materials.

Don’t miss this valuable opportunity to provide professional development to a member (or members) of your team. For more information, click here.

REGISTER
Members drive the WMMA programs and services that have a positive impact on their businesses, the industry and U.S. manufacturing. Committee and Task Force structures, comprised of interested and active leaders, professionals and executives from member companies, help to channel the many ideas, areas, and topics that members use to address the challenges of the global marketplace. WMMA's dedicated volunteers are an integral part of the Association's continued success.

**WMMA Committees:**
- International Business Development
- Public Policy
- Membership Development
- Technical Standards

**WMMA Task Forces:**
- Education
- Technology

Join a WMMA Committee/Task Force today! [Click here](#)

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**Industry News:**

**Virginia Tech Housing Report: August 2015**

September’s housing data was mostly positive on a month-over-month basis. All data were positive year-over-year. SF starts, on an adjusted basis, increased slightly 0.3% on a month-over-month basis. SF construction spending eked out a gain; and is still up 12.7% year-over-year. Existing home sales increased 4.7% month-over-month. SF data are important from a wood products perspective, as SF starts is an essential indicator of business activity. However, for most data reported, we must remind ourselves housing remains well below historical averages in most categories.

[Click here to read more.](#)

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**NAM Monday Economic Report November 16, 2015**

As we approach the all-important holiday spending season for retailers, analysts will be looking closely for clues to gauge how much Americans will be willing to open their wallets. [See more](#)

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**Product Liability Case Law Update**

*By Dart Meadows*

Balch & Bingham LLP is in the forefront in the defense of woodworking machinery and power tool manufacturers, distributors, and dealers in products liability litigation throughout the United States. Products have included shapers, fixed and sliding table saws, gang rip saws, moulders, panel saws (including stationary and sliding as well as vertical and horizontal panel saws), jig and band saws, double end tenenors, jointers, drilling and boring machines, sanders, miter saws, hand-held circular saws, pneumatic nailers, and a wide variety of computer numerically controlled machines. In addition, the firm has represented tooling manufacturers and other companies that supply component parts, equipment, and accessories to the woodworking industry. [Read more](#)
Industry Calendar of Events

**Note:** For a complete listing of all meetings, including those held internationally, go to WMMA's website, [www.wmma.org](http://www.wmma.org), and click on “Events.”

Have an event to add to the Industry Calendar in this newsletter? Send it to [jennifer@wmma.org](mailto:jennifer@wmma.org)

- **April 12-15, 2016**
  - **Woodworking Industry Conference** (WIC)
  - CasaMagna Marriott Cancun Resort
  - Cancun, Mexico

- **August 24-27, 2016**
  - **International Woodworking Fair** (IWF)
  - Georgia World Congress Center
  - Atlanta, GA

- **November 2-4, 2017**
  - **Woodworking Machinery & Supply Expo** (WMS 2017)
  - International Centre, Toronto
  - Website: [www.WoodworkingExpo.ca](http://www.WoodworkingExpo.ca)