Over 120 WMMA Members will be exhibiting at IWF 2016. We encourage you to support WMMA Members and visit their booths, (shown below). While at the tradeshow, be sure to stop by the WMMA Booth (Number #7335) to say hello to the WMMA staff and learn about all that is going on in the Association.
WF APP: The IWF Staff have created a dynamic app that will help you make the most of IWF 2016. Be sure to download the app today in your app store by searching for IWF365.

Check out the Atlanta Visitor’s Guide for information on local hotels, restaurants and attractions in the Atlanta area.

**Combustible Dust...an Explosive Issue**

**Thursday, August 25th from 11:30 AM - 12:30 PM**

**Session Code:** MFG20

**Presented by:** Wood Machinery Manufacturers Association (WMMA)

**Speaker:** Jamison Scott, Former President: Wood Machinery Manufacturers Association (WMMA)

Combustible dusts are fine particles that present an explosion hazard when suspended in air under certain conditions. But is it not that simple - what actually is Combustible Dust? How do you prevent an explosion? Learn what standards and regulations should you be reviewing. What role does NFPA and your insurance company have? How do you mitigate an impact of an OSHA inspection related to combustible dust? These topics, questions and more will be covered in this informative presentation. [READ MORE]
Wood Industry 40 Under 40 Superstars Announced

The next generation of woodworking professionals are already having an impact on the manufacturing industries in North America. Woodworking Network has named winners of the 2016 Wood Industry 40 Under 40.

The list finds movers and shakers already making their mark in all walks of wood products manufacture, as well as suppliers and educators. Winners were selected from a field of more than 135 nominations. The call for nominations was issued May 10 at the Wood Industry 40 Under 40 Awards channel at WoodworkingNetwork.com. [Click here](#) to view the list of winners.

Join us in congratulating TR Herzog, WMMA Board Member and Public Policy Committee Chair for being selected as one of the 40 under 40 winners! Be sure to attend the celebration to show your support.

The celebration for 2016 Wood Industry 40 Under 40 takes place the afternoon of Thursday, August 25 at IWF Atlanta, with a VIP Tour of the IWF Challengers Award winners and select exhibitors on the floor. This will be followed by an awards reception from 5:00 to 7:00 p.m. [Click here](#) to register for the celebration.

Among the winners of the 2016 Wood Industry 40 Under 40 (clockwise) Jennifer Wolff, Masco logistics manager, Corbin Clay, founder, Azure Furniture, Denver; Shaun Oriold, owner, Closet Envy, Burlington, Ontario; Nathie Katzoff, NK Woodworking, Seattle, one of the top U.S. staircase builders.
WMMA is pleased to announce its first regional networking and educational event in Charlotte, North Carolina. We chose Charlotte, not only because of the number of current WMMA members there, but also because of the number of industry-related companies in the area who are not yet members. We hope that bringing this educational event to the area encourages not only networking among members but an opportunity for outreach within the woodworking machinery community. We encourage everyone to bring a co-worker and a friend to what we hope will become a regular event.

Click here for more information and to register.

The Regional Meeting will feature two offsite facility tours:

**Tuesday, September 27th (1:30-5pm) - Facility Tour of CR Onsrud**

Enjoy breakfast and spend the morning with the spindle experts who will share best spindle practices for long life! Click here for information on the Precision Drive Systems Tour.

Click here to see the full schedule of events and to register.
WMMA Networking Dinner at IMTS

The WMMA Increase & Promote Networking Opportunities Task Force is organizing a ‘Dutch treat’ networking dinner on Wednesday, September 14th, during the International Machine Technology Show (IMTS) in Chicago. The dinner will begin at 6:30 p.m. with the tentative location being the Hyatt Regency Hotel adjacent to the IMTS venue (McCormick Place). If you are exhibiting, or just attending the show, this is a great opportunity to get to know your fellow WMMA members better. If you are interested in attending the networking dinner, please RSVP to Tony Sutton at Mereen-Johnson, LLC (asutton@mereen-johnson.com or 612-309-3390) by September 1st.

MEMBER NEWS

Miltec UV Supports West Virginia in Flood Disaster Relief

The owners and employees of Miltec UV rallied together to solicit donations, funds and support from the local community for the victims of the recent West Virginia floods. Several managers at Miltec UV have family located in Rainelle, WV who lost their homes and therefore, Miltec UV was directly impacted by this natural disaster. They felt compelled to help by gathering donations and becoming the donation center for the Chesapeake Bay Business Park in Stevenville, Maryland. Miltec UV was extremely pleased with the immediate outpouring of support from their neighbors. Miltec UV’s accounting manager, Mary Yeager commented, “Wow, the support that Miltec immediately offered to the town my Mom so loved, and where many of my relatives still live, is overwhelming! Thanks to their connection to the local business community and the loving, caring employees (really more like Family than co-workers) the donations came pouring in! In addition to organizing the collections, Miltec also graciously offered their truck to transport the items. My co-workers selflessly gave up some of their lunch time to help pack up the donations, and load the truck.

All the help from everyone is VERY Much appreciated!”

Over a two week period, Miltec UV gathered over 3 skids worth of donations. They were in communication with the Rainelle community and purchased supplies based on the needs of the devastated town. The immediate needs ranged from bleach and bottled water during the first few days to boots, fans, shovels, hoses, air mattresses, sheets, towels, toiletries, clothing and canned goods. In addition, Miltec UV reached out to local companies for discounts, and through the help of a local bank, they made contact with a Disaster Relief Church in Nashville, TN. The church committed to supplying 6 tractor trailers full of much needed supplies.

If you would like to make a donation, funds can be sent directly to RCDC at the following address - please indicate that it is for disaster relief:

Rainelle Community Development Corporation
732 Main Street
Rainelle, WV 25932

Or online: https://www.gofundme.com/rcdc_floodrelief
IBDC meeting and export sales seminar
would you like to make more money?

• Have You Ever Thought About Exporting?
• Are You Currently Exporting and Want to Grow Your Export Business?

JOIN US!

Where: The Regional WMMA Meeting at the Hotel Sheraton in Charlotte, NC
When: The IBDC (International Business Development Committee) Meets on Monday September 26th from 3:15pm - 5:00pm
Seminar by: Greg Sizemore, Director, U.S. Export Assistance Center North Carolina

Whether you are considering exporting, have decided you want to make your first foreign sale, or if you already export and are looking to increase your export sales please attend. There will be an abbreviated IBDC meeting from 3:15pm - 3:45pm followed by a presentation from 3:45pm - 4:45pm by Greg Sizemore and staff. Greg is Director of the US Export Assistance Center and has worked with the woodworking industry for many years. After 4:45pm we plan to break out into some different geographical areas such as Mexico/Canada, South America, etc., to discuss the opportunities and challenges in different markets. For any further information please contact Paul Wilmes, IBDC Chair, from Mereen Johnson at (612) 529-7791.

WMMA members ask yourself the following questions:

Q. If you could expand your market potential by 20 times or 2000% - would you be interested?
A. The U.S. represents only 5% of the world’s population.

Q. If you could insulate your business in a meaningful way from the inevitable cyclical domestic economic downturns would you be interested?
A. Every 10 years or so the U.S. experiences a recession when other markets continue to be robust.

Q. If you could participate in markets that are growing at 3 and 4 times or more than the growth of the US market would you be interested?
A. Selected foreign market are growing at double digit rates.

Q. Do you have a world class product?
A. Many foreign markets view American made products as the best.

Q. Would you like free export consulting services to explore and guide you through the process of exporting your product?
A. The U.S. government provides such advice and assistance through the Department of Commerce Commercial Services Division, International Trade Administration, and U.S. Export Assistance Centers.

Q. For a nominal charge would you like market intelligence to determine which overseas markets are best suited for selling your product?
A. For several hundred dollars the U.S. government and state governments can provide Customized Market Research and Initial Market Checks.

Q. Would you like assistance finding vetted credible international dealers for your products?
A. This service is provided by the U. S. governments International Partner Search program.

Q. Would you like someone in markets you select to help you actually set up appointments with potential dealers and end users of your products?
A. This service is available for a nominal charge using the Gold Key Service.
LIGNA 2017 - US PAVILION
MAY 22-26, 2017
HANOVER, GERMANY

The world’s leading trade fair for machinery, plant and tools for the woodworking and timber processing industry

Join WMMA next Spring at one of the most recognized tradeshows in the wood industry. WMMA has successfully organized pavilions at LIGNA in past years to expand the American brand at this very international show, and to make it easier for our WMMA members to participate. WMMA takes much of the hassle out of the process and gives you a larger presence at the show than you would have on your own.

For a fee of $3,500 you can have a shared booth at LIGNA! The support and package includes:

- Booth construction
- Furnishings and signage for the booth
- Cleaning
- Entry into the show directory
- Translator
- Distribution of your marketing material
- General utilities
- Refreshments for you and your potential customers
- Travel information-flights, hotels, transportation, etc.
- Manufacturing and selling tips from other U.S. manufacturers already exporting

A unique opportunity to explore the European, Asian, and other high growth markets with other experienced industry professionals from the WMMA

WMMA staff as the show coordinator and person on the ground during the show

Interested in having a presence in the WMMA pavilion at LIGNA 2017?

Space is limited; reserve your spot today!

Reservations must be received no later than January 15, 2017. Contact Diane Schafer at diane@wmma.org at WMMA Headquarters with any questions.

Due to the popularity of this show the first 7 members that sign up and make the full payment will have priority for participating. We will make adjustments if possible to accommodate additional members.

*It is necessary that we have a minimum of 7 members sign up to participate to proceed with this event. In the case we don’t reach our minimums full refunds will be issued.
WMMA Supplier Recruitment Initiative

We need your help!

WMMA member,

Throughout the year, the Membership Development Committee takes on various initiatives to recruit, maintain and develop WMMA’s membership.

With IWF fast approaching we have an excellent opportunity to recruit new members. With so many companies represented at one event there is no better time to engage potential members. WMMA will be in booth 7335 with our staff on hand to answer questions. We encourage you to send potential members to our booth.

Also, we are asking our membership to recruit new associate members, especially suppliers. Consider the various suppliers to your business: motors, drive systems, electronics, PLC/PC, metal products, paint, hardware, software, etc. Each of us has many relationships with companies that are perfect to be an associate member. By recruiting supplier members we not only strengthen our association but also provide our suppliers an opportunity to connect with many other companies.

I encourage you to share WMMA information with your suppliers and have them visit www.wmma.org for more information. Additionally, the on-line membership application can be found here.

Thank you in advance for your help in this effort. If you have questions please contact me directly at 360-448-6140 or ragan@tigerstop.com.

Thank you.
Jack Ragan
Membership Development Committee Chairman

WMMA Supplier Recruitment Initiative

Do you tweet, twitter, or consider yourself a social media guru? If so, we want to you to join the WMMA Social Media Ambassadors. There are no meetings, simply share, repost and spread the good word of the WMMA and the woodworking industry with your social media network. Simply follow WMMA on Facebook, Twitter, and Linkedin as well as other social media platforms such as pinterest or youtube. Then help us spread the message by reposting, retweeting or sharing your own posts on the WMMA and the industry.

Simply email jscott@airhand.com to confirm your willingness to help.

ANSI Update

Are you interested in contributing to the development and maintenance of these valuable industry safety standards? The ASCO1 is currently looking for members in the following categories:

* General Interest
* Government
* User

If you are interested in joining the ASCO1, contact WMMA Associate Director Jennifer Miller at jennifer@wmma.org.
**INDUSTRY NEWS:**

**Virginia Tech Housing Report: March 2016**

Part 1 | Part 2 Economic conditions

**NAM Monday Economic Report - May 16, 2016**

After receiving disappointing consumer spending numbers in the first quarter, the rebound in retail sales in April was welcome news. Americans increased their spending with retailers by 1.3 percent in April, up from a decline of 0.3 percent in March. See 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)

---

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

**September 26-28, 2016**  
**WMMA Regional Meeting**  
Charlotte, NC

**October 7, 2016**  
**Manufacturing Day**

**July 19-22, 2017**  
**AWFS Fair**  
Las Vegas Convention Center  
Las Vegas, NV

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

Save the Date!  
April 25-28, 2017  
**Woodworking Industry Conference (WIC)**