

Dues Deadline Approaching

Only a few weeks are left to pay dues and keep your membership current. The deadline to pay (January 31) will be here before you know it, so don't delay!

Something you'll notice: **The dues renewal form comes with WMMA's new Product Guide Selection Form**. Your completion and return of this form will allow users to find you when they search the Product Guide on the website. Remember, though - this is available only to members. By promptly paying your dues and completing and returning your form at the same time, you can make sure you're included in the most updated WMMA search results.

Also note: members will need to pay by January 31 in order to receive the member discount on IWF invoices that will be sent out in February.

If you haven't received your invoice/Product Guide Category Form, contact Kristin at WMMA headquarters at kristin@wmma.org.



Call for Entries for the 2016 Challengers Distinguished Achievement Award®

Any company that is a contracted exhibitor in IWF 2016 may enter a machine, supply product or service that the company believes truly represents a significant advancement in the industry. To accept the challenge to enter the 2016 competition click on the IWF 2016 Challengers Award® Call for Entries link to the right. The deadline for entries is Thursday, February 4, 2016. [Click here](#) for more information.



WMMA's Export Trade Certificate: An Opportunity to Join

Since February 1989, the US Department of Commerce has granted antitrust protection for members of the WMMA® that elect to be covered under the WMMA® Export Trade Certificate (ETC).

If you are a member of the WMMA's Export Trade Certificate and would like to continue your coverage under the ETC, please contact Jennifer Miller at jennifer@wmma.org

Information is due no later than March 11, 2016. All information is kept in strict confidence.

Under the protective umbrella of the ETC, member firms can join together, without the threat of most antitrust regulations, to reduce export related costs and/or increase effectiveness in export operations. The following are examples of activities that can be initiated with a competitor company listed under the WMMA Certificate:

Joint Bidding and Selling Arrangements Any number of ETC members may join together even if they are domestic competitors and submit a single bid on a particular export project or tender. They can use the same overseas representative, agree to sell separate products as a unit, prepare joint catalogs, and allocate sales that result from joint bidding or selling arrangements.

Pricing Policies Two or more members may agree to establish minimum uniform prices for particular products. They may engage in joint negotiations on prices and terms of sale with foreign buyers.

Service and Promotional Activities Certificate members may jointly engage in a variety of activities that will promote or support their export sales. These can include establishing joint warranty service and training centers, conducting joint trade shows or missions and joint advertising.

If you have any questions concerning the above please contact WMMA's Associate Director Jennifer Miller at jennifer@wmma.org.

ANSI Update

A new ANSI standard entitled *O1.1-4 Safety Requirements for Shapers for the Woodworking Industry* has been published. WMMA members are entitled to receive one complimentary copy per company upon request. Email jennifer@wmma.org to request a copy. Copies can be purchased from the [ANSI e-standard store](#).

Call for Committee Members

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

- General Interest
- Government
- Producer
- User

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



Be sure to book your hotel room for WIC early!

There's already been a lot of interest in attendance for WIC 2016 in Cancun, Mexico. The planners of WIC have secured a fabulous rate of \$149, per night, at the CasaMagna Marriott Cancun Resort. That rate should be available until March 16, 2016 - HOWEVER, if we fill our room block before then, the rate will definitely increase. It's very likely that the hotel will sell out over the conference dates. If you're planning to attend, please don't wait to make your reservations. Call the hotel (+01-800-561-4756) and reference "Woodworking Industry Conference 2016" or reserve online by following this [link](#)

[An updated schedule for WIC is now available](#)

Be sure to check the schedule for your committee meetings and information on all of the latest scheduled events! We are pleased to have Dr. Chris Kuehl from Armada Corporate Intelligence provide the Economic Update at WIC 16. Dr. Kuehl will discuss trends and forecasts for the US domestic economy as well as global.



2016 WOOD INDUSTRY NETWORKING & SNOWSPORTS TRIP



MAKE YOUR HOTEL RESERVATION NOW! Little America Hotel, Salt Lake City February 26-29, 2016 (arrivals on the 25th)

This is the time of year when many people start booking their winter holidays. That means that hotel prices in Salt Lake City go up. **SOON**. So, [make your hotel reservation now](#), before the price goes up! You can always cancel if you need to.

4 days, jam-packed with networking opportunities!

Industry related tours, Dinners with the group or on your own, Aprés ski at the mountain or in town, Snowmobiling, Skiing & Snowboarding, Trailside, on the lift, at lunch, or in the bar

IT'S ALL ABOUT THE NETWORKING! (Ok. Ok. The snowsports are kinda important, too)

More details will be coming soon. Meanwhile, if you have any questions about the event, give me a shout or contact your association office. Thank you and Think Snow! jschultz@superthinsaws.com

MEMBER NEWS

For Immediate Release | December 23, 2015

Stevensville, MD - Miltec UV, 146 Log Canoe Circle is excited to join the prestigious list of QUEST program partners as a corporate sponsor of the Spring Semester QUEST Capstone Consulting Project. This hands-on program combines diverse knowledge, skills, and perspectives of multidisciplinary student teams from the University's Robert H. Smith School of Business, A. James Clark School of Engineering and The College of Computer, Mathematical, and Natural Sciences. Students work with corporate sponsors for 13 weeks and provide 400 to 600 hours of consulting services offering innovative recommendations and solutions to an identified organizational challenge.

The program director and student scouts visited Miltec for a tour of the facility and overview of the business. Miltec's team described several organizational challenges and business opportunities on the horizon in 2016. Together, a project was identified which will best utilize the skills of the students and their faculty advisors, as well as provide Miltec with a real-time innovative solution.

Bob Blandford, Miltec's President, learned of the QUEST program from an alumna while flying home from a business trip. Bob was impressed with the individual's business acumen and professionalism and decided to learn more about the QUEST Program since it is right in Miltec's back yard. Bob said, "These young adults are smart and energetic. We will collaborate to make this a great learning experience for them and I know we will learn a lot from our student consultants as well". Miltec's QUEST project is scheduled for kickoff on January 27, 2016.

About Miltec UV:

Miltec UV has been servicing the UV industry for 25 Years and is a global leader and manufacturer of both arc and microwave ultraviolet curing systems. Miltec offers a wide range of quality UV parts, standard equipment and custom systems and services designed to interface with existing or new manufacturing production lines. These systems serve a broad diversity of industry-specific applications and market segments. Among the many applications supported are: optical fiber, wire, metal decorating, wood flooring, cabinets, automotive products and many other industries. www.miltec.com



About QUEST:

Quality Enhancement Systems and Teams (QUEST) is a multidisciplinary engineering, technology, and management program at the University of Maryland, College Park. Honors students from the A. James Clark School of Engineering, College of Computer, Mathematical, & Natural Sciences and the Robert H. Smith School of Business participate in a challenging course of study that focuses on quality management, process improvement, and system design. The QUEST Program began in 1993 and was funded by a grant from IBM to establish total quality on university campuses. The University of Maryland has continued the program which has produced excellent graduates prepared to face the changing landscape of business, engineering, and technology. www.rhsmith.umd.edu/quest



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Industry News:

Virginia Tech Housing Report: October 2015

November's housing data was positive with the exception of existing house sales (-3.8% Y/Y). The volatile multi family sector remains strong (+21.3% Y/Y; ≈35% of all starts) with rents rising. Housing prices are increasing steadily as inventories are low (4.6 months supply for SF, 4.8 months for existing homes). Yet, fewer houses are bought by first time buyers (≈32% now vs. ≈40% historically) due to a variety of reasons. Without the return of these first time buyers, it's hard to envision a return of the housing market to "normal." [Click here to read more.](#)

NAM Monday Economic Report: December 14, 2015

The U.S. economy grew 2.0 percent in the third quarter, according to the latest revision from the Bureau of Economic Analysis. [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, and click on "Events."

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

February 26-29, 2016

[2016 Wood Industry Networking & Snowsports Trip \(WIC\)](#)
Little America Hotel
Salt Lake City, UT

March 22-24, 2016

[2016 Cabinets & Closets Conference and Expo](#)
Pasadena Convention Center
Pasadena, California

April 6-8, 2016

[International Wood Products Association \(IWPA\) 60th Annual Convention](#)
JW Marriott Austin Austin, TX

April 12-15, 2016

[Woodworking Industry Conference \(WIC\)](#)
CasaMagna Marriott Cancun Resort
Cancun, Mexico

July 19-22, 2017

[AWFS Fair](#)
Las Vegas Convention Center
Las Vegas, NV
August 24-27, 2016

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