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.
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**

**Wednesday, September 28th (9-11am) - Facility Tour & Presentation at Precision Drive Systems**

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.
Global Industry Snapshot
Sawmill and Woodworking Equipment

A Market Primer for U.S. Exporters
August 2016

This Industry Snapshot is intended to provide U.S. manufacturers with an overview of the global trade landscape for sawmill and woodworking equipment. The U.S. International Trade Administration is the U.S. Government’s export promotion agency. With U.S. and Foreign Commercial Service offices in 108 U.S. cities and over 80 global markets, the International Trade Administration is dedicated to working with U.S. companies to expand their export capacity and discover market opportunities overseas.

Are you interested in exporting? Attend the IBDC Meeting and Export Sales Seminar that will take place during the Regional Meeting in Charlotte.
IWF 2016 was a success!

The IWF staff has verified attendee/buyers were over 16,000 compared to 14,400 in 2014. Over 90 foreign countries and 49 states sent their key decision makers to IWF 2016. The educational conference was the largest ever held at IWF with more than 50 educational programs.

Over 120 WMMA members exhibited at this year’s tradeshow. “We had double digit growth in attendance, exhibit space, and the number of exhibitors. The show floor was very active and exhibitors were seeing high demand for their products,” commented Tom Onsrud, IWF 2016 chairman, president C.R. Onsrud Inc, and WMMA member.
Wood Industry 40 Under 40 Superstars Announced

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.

During IWF, WMMA Members and friends came together to honor the top 40 under 40 woodworking superstars who are changing the industry. Among the nominees was WMMA Board Member and Public Policy Committee Chair TR Herzog. Congratulations to TR and the other recipients. Click here to see the list of recipients.
Congratulations to the recipients of the 2016 Challengers Awards! The purpose of the Challengers Distinguished Achievement Award® is to encourage and promote the development of innovative new technology in the field of woodworking machinery, supplies, and services for the furniture, kitchen cabinets, architectural woodwork, store fixture, upholstery, or specialty and general wood product industries.

Click [here](#) to see the list of finalists.

**2016 Challengers Distinguished Achievement Award**

Educate Your Workforce! BOOT CAMP SESSION.

Designed for Sales Professionals, Sales Managers, Product Managers, and Executives. This week long course will broaden the understanding secondary wood manufacturing processes.

Click [here](#) for more information.

In partnership with WMIA

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Save the Date!

**2017 Woodworking Industry Conference**

April 25-28, 2017

Omni Rancho Las Palmas Resort

Rancho Mirage (Palm Springs), CA

Mark your calendar for the 2017 Woodworking Industry Conference, the “One Industry Conference” you won’t want to miss! Plan to join the Woodworking Machinery Industry Association and The Wood Machinery Manufacturers of America in Rancho Mirage, CA, April 25-28, 2017, for business development, networking, and education, all in a picturesque setting!
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 jragan@tigerstop.com.

Thank you.
Jack Ragan
Membership Development Committee Chairman

WMMA Social Media Ambassadors

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.
**MFG DAY** addresses common misperceptions about manufacturing by giving manufacturers an opportunity to open their doors and show, in a coordinated effort, what manufacturing is - and what it isn’t. By working together during and after MFG DAY, manufacturers will begin to address the skilled labor shortage they face, connect with future generations, take charge of the public image of manufacturing, and ensure the ongoing prosperity of the whole industry.

Supported by a group of industry sponsors and co-producers, MFG DAY is designed to amplify the voice of individual manufacturers and coordinate a collective chorus of manufacturers with common concerns and challenges. The rallying point for a growing mass movement, MFG DAY empowers manufacturers to come together to address their collective challenges so they can help their communities and future generations thrive. Click here to learn more

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**Industry News:**

**Virginia Tech Housing Report: June 2016**

In June, aggregate housing data was mostly positive; with only total starts and housing permits declining year-over-year. Learn more in the reports below)

Part 1  |  Part 2 Economic conditions

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

After some encouraging signs of economic progress in recent weeks, leading to a narrative that manufacturing was beginning to stabilize, data out last week served as another reminder that challenges persist. - See more

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**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

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

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

**Save the Date!**
**April 25-28, 2017**
**Woodworking Industry Conference (WIC)**
Omni Rancho Las Palmas Resort
Rancho Mirage (Palm Springs), CA

**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)