

WMMA Executive Committee Conducts Planning Retreat in Orlando, FL

The WMMA Executive Committee (EC) met January 9-10, 2017 in Orlando, FL to discuss industry issues and priorities for 2017. The EC consists of Chris Hacker, Steve Carter and Jamie Scott. Fred Stringfellow and newly appointed Executive Director Dan Bond were also in attendance. The EC reviewed strategic planning initiatives, committee activities, leadership development, membership, education, IWF and WIC and financial statements. The group also discussed some upcoming industry events:

- **Washington, DC Fly-In 2017 - February 15-17, Washington, DC**
- **Woodworking Industry Conference 2017 - April 25-28, Rancho Mirage, CA**
- **LIGNA 2017 - May 22-26, Hannover, Germany**
- **AWFS 2017 - July 19-22, Las Vegas, NV**
- **IWF 2018 - August 22-25, Atlanta, GA**

For more information, please visit the WMMA website www.wmma.org.



Membership Renewals due January 31st!

WMMA membership is an investment in the success of your business. The Association provides a broad array of programs and services designed specifically with your needs in mind. These include:

- Quarterly Economic Trend Forecast
- Sales exposure through WMMA's electronic product guide and [website](#).
- A 20% discount to booth space at the IWF Show.
- Discounted exhibit space and free marketing for international tradeshows
- Special advertising/editorial magazine sections.
- Monthly newsletters and legislative advocacy services.
- The monthly newsletter, The Cutting Edge
- The opportunity to help shape the industry's future through a larger, collective voice.
- Clear, concise analysis of current market conditions.
- Opportunities for education and networking with peers at the Woodworking Industry Conference (WIC). Our 2017 WIC will be held April 25-28, 2017 in Rancho Mirage, CA.

Opportunities for education and networking with peers at the Woodworking Industry Conference (WIC). Our 2017 WIC will be held April 25-28, 2017 in Rancho Mirage, CA. You should have received an invoice in the mail for your 2017 dues. If you have any questions regarding this invoice or updates to your company listing, please contact WMMA Headquarters at (443) 640-1052

Thank you to WMMA members for their continued support of the Association!

Wood Industry Networking Ski Event: February 3-6, 2017, Salt Lake City, Utah

The Snow is flying and the lifts are running in the Wasatch Mountains as they open up a new year filled with skiing, boarding, fun and hopefully, LOTS of Snow. Please join us in Salt Lake City, and the surrounding Ski Resorts, for a weekend of networking with peers in our industry as we enjoy the snow and beautiful scenery.

Airport: Salt Lake City International Airport (SLC)

Hotel: Little America Hotel in Downtown Salt Lake.

website: <http://saltlake.littleamerica.com/>

Contact Gordon Burdis at gordon@jamesltaylor.com

with questions or to sign up for the event.



WMMA DC Fly-In: February 15-16, 2017, Washington, DC

On February 15-16th, WMMA members will descend on Capitol Hill calling on Congress to take action on policies that will allow our companies and industry to compete and win. Mary Kate Cunningham, Director of Public Policy ASAE will give an overview of Congressional priorities for 2017 during breakfast on February 16th. Contact Diane Schafer diane@wmma.org for more information on the Fly-In.

About Mary Kate Cunningham

Mary Kate Cunningham serves as Director of Public Policy at ASAE. In this role she advocates on behalf of ASAE's 45,000 association executives and industry partners on state and federal policy issues. She also manages The Power of A program and American Associations Day, the legislative fly-in for association professionals.

Prior to this role, she worked at the Federation of American Scientists as the Special Advisor to the President. From 2009-2011, Cunningham worked for the House Armed Services Committee serving in the Communications Office and the Seapower Subcommittee. Cunningham graduated with her Masters in Strategic Security Studies from the National Defense University. She received her Bachelor's degree from The Catholic University of America where she studied Political Science. She serves as a member of the Tax Coalition and the Truman National Security Project. In 2013 she received the "Up and Coming Practitioner" award from the Professional Women in Advocacy Conference.

From 2014- 2016 Cunningham served as the Director of Communications for No Exceptions, a nationwide coalition of post-9/11 generation military veterans and national security leaders who support a military-wide policy of full combat inclusion, regardless of gender.

Cunningham lives in Washington, DC with her husband Matt Ogren, a public opinion research manager at APCO Worldwide.



John Schultz meeting with Senator Patrick Leahy Vermont on Capitol Hill during the June 2015 Fly-In.



Registration now open for 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!

[Click here](#) to learn more about WIC2017 and register today!

WIC 2017 Sponsorship Opportunities Now Available

The support of sponsors allows WMIA and WMMA to ensure that the Woodworking Industry Conference is the most valuable and enjoyable experience possible for attendees. [Learn More](#).

Hear from WIC 2017 Speaker Sam Richter

Creator and founder of the Know More! sales and business improvement program. [Read More](#)



WMMA Baldwin Award

WMMA members agree that the prestigious Baldwin Award is an honor of a lifetime. Named for Ralph B. Baldwin, longtime member, the award will be presented to an individual in the woodworking industry who has exemplified the kind of commitment which makes an association function at, or near, its peak potential and is a contributor to his company’s success and the community of which he/she is a part. Submit your nominations no later than March 11, 2017 for consideration. Click here for more information

[Baldwin Award](#)



John Schultz received the 2015 Baldwin Award with his daughter, Past Presidents Jamison Scott and Jim Laster



Save the Dates for Upcoming WIC's!



WIC 2018 | May 1-4, 2018 | Hyatt Regency Maui | Maui, Hawaii



**WIC 2019 | April 2-5, 2019 | Omni Amelia Island Plantation
Amelia Island, Florida**

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

Space is limited - reserve today!

Join WMMA next Spring at one of the most recognized tradeshow 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.

**Mereen-Johnson * James L Taylor * U*C Coatings
MultiCam, Inc. * Super Thin Saws * Black Bros Co.**

*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.

Not exhibiting in the WMMA Pavilion?

We want to ensure that all WMMA member companies exhibiting, both in and out of the WMMA pavilion get promotion. If you are exhibiting at LIGNA, alert WMMA Headquarters by emailing info@wmma.org by January 13th to be included in promotional materials.





The Cutting Edge

January 2017

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.

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 Chair

WMMA Social Media Ambassadors

Do you tweet, twitter, or consider yourself a social media guru? If so, we want 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: October 2016

Housing Report: In October, aggregate monthly housing data, based on a month-over-month comparison, were decidedly positive. New housing starts rebounded sharply from September.

[Read more](#)



NAM Monday Economic Report - January 17, 2017

The Federal Reserve reported that manufacturing production rebounded in December after pulling lower in November, with output in the sector up 0.2 percent in the latest release.

[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 3-6, 2017

WINS Ski Trip
Salt Lake City, Utah

February 15-16, 2017

WMMA DC Fly-In
Washington, DC
Contact diane@wmma.org for information.

April 25-28, 2017

Woodworking Industry Conference (WIC)
Omni Rancho Las Palmas Resort
Rancho Mirage (Palm Springs), CA

May 22-26, 2017

LIGNA 2017
Hannover Exhibition Grounds
Hannover, Germany

June 20-21, 2017

WMMA/NAM DC Fly-In
Washington, DC
Contact diane@wmma.org for information.

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

May 1-4, 2018

[WIC 2018 - Save the Date!](#)
Hyatt Regency Maui
Maui, Hawaii

August 22 - 25, 2018

[IWF 2018 - Save the Date!](#)
Georgia World Congress Center
Atlanta, Georgia
Website: <http://www.iwfatlanta.com/>

April 2-5, 2019

[WIC 2019 - Save the Date!](#)
Omni Amelia Island Plantation
Amelia Island, Florida