

Woodworking Industry Storms Washington, DC

While many people on the east coast were bracing from unusually high winds, DC experienced another extreme event - the WMMA-lead industry fly-in. Over 30 members of the WMMA, AWFS and WMIA met with federal agencies and Congressional offices to press for action on the most important industry priorities. Industry representatives found common ground across the industry and across the aisle advocate for funding for continuing technical education. Other industry priorities included healthcare reform, regulatory reform and trade. Interested in joining the next fly-in? Contact Dan Bond dan@wmma.org



Pictured: Dan Bond, WMMA; Jamie Scott, Air Handling Systems; Chris Hacker, James L. Taylor Mfg; Representative Ann Kuster (D-NH), Steve Carter, Williams & Hussey Machine Co., Inc.; John Schultz, Super Thin Saws



Pictured: Tony Sutton and Paul Wilmes with Senator John Thune (R-SD)



Pictured: Fly-In Breakfast, featuring Speaker Ron Eidshaug, US Chamber of Commerce

Member News

C.R. Onsrud - Ribbon Cutting Ceremony



C.R. Onsrud (Onsrud), a leading American manufacturer of CNC machine tools, stepped into the next era of the company's growth with a ribbon-cutting ceremony on their new, 55,000sf fabrication center. "Building 2" houses the functions of turning raw materials into the base, columns, bridges and other components of one of the most technologically advanced manufacturing platforms in use today – the CNC machine. "Today, the CNC machine is at the heart of nearly every product being manufactured – everyday products we as consumers purchase, most likely started life with parts or components machined on a CNC," stated Director of Business Development, Jeff Onsrud.

Joining the Onsrud family at the ribbon-cutting ceremony were a list of dignitaries including NC Representative, John Fraley; US Senator Thom Tillis' Regional Representative, James Estes; Troutman Mayor, Teross Young and a number of local, regional and state economic development professionals. "North Carolina is proud of companies like C.R. Onsrud" stated Representative Fraley, "and we should be working to support them and other North Carolina (American) manufacturers as we continue to grow and prosper here in the Tarheel state." A large crowd was on hand to partake in the ceremony, followed by an extensive tour of the entire C.R. Onsrud campus – enabling them to get an up close perspective on American manufacturing in the 21st century.

The company founder, Charlie Onsrud started this company in the 1970's, after leaving the family manufacturing business, Onsrud Machine Works, which was located in the heart of the Chicago manufacturing atmosphere. Today, Charlie's sons Tom, Bill and John Onsrud drive the company which designs, engineers and builds CNC platforms in various shapes and sizes, tailor-made to the needs of some of the leading brands in aerospace, automotive and other advanced materials. "There are five generations of the Onsrud family now working in manufacturing, and generation six has started to come out of the pipeline." stated company CEO, Tom Onsrud. A large portion of the family was on-hand to share in the event.

The company also produces high-end products for a large number of wood and plastic industry customers. The furniture industry of North Carolina is the primary market the company worked in for many decades, but today finds itself selling their high-tech machinery to a growing number of companies in a range of industries. Building 1, has been remodeled to house several new milling machines which turn the frames produced in the new fab center, into finished CNC products worthy of wearing the Onsrud label.

Onsrud is – and always has been – about providing the best quality products available. "This new facility provides the company much needed space to house people and resources, allowing us to continue meeting demand and exceeding the expectations of our customers", said Bill Onsrud. John furthered that sentiment, and thanking the customers, vendors and employees for the part they've played in making C.R. Onsrud the success it is. C.R. Onsrud is excited about their future and role

as a leader in this industry, and the new facility is a tribute to hard work, determination and a no compromise attitude about their products.

Do you work with a real standout?

The WMMA is a proud sponsor of Woodworking Network's Class of 2018 40 Under 40. The WMMA and Woodworking Network are asking for your help in identifying individuals in the next generation of people who are destined to make an impact on the wood products manufacturing industry in North America. We are seeking disruptors, innovators, rebels, those who have broken the rules or worked out of the box to make our industry - or the world - a better place. This could be someone who's come up with a killer idea, a project, product, and process, perhaps even incubated a business.

Candidates stand out for accomplishments in these categories: Productivity, Profitability, Social Good (locally, or globally), Ingenuity, Innovation, Peer Inspiration, Product Development, Organizational Leadership.

Candidates must be involved in the wood manufacturing industry, and be 39 or under in 2018.

[Nominate](#) a team member, colleague or enter yourself by June 22nd.





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

The hotel block for WIC 2018 is filling quickly!

It is very likely that we will reach capacity before the hotel cut-off date in April. Please confirm your reservation today to receive the WIC discounted group rate of \$275/night (plus \$15/night resort fee). The special rate is available three days prior to the start of WIC and three days after WIC ends (April 28-May 8, 2018). To reserve, call the Hyatt Regency Maui Resort toll-free at (888) 421-1442, or [reserve online](#).

Sponsorship The support of sponsors allows WMIA and WMMA to ensure that the Woodworking Industry Conference (WIC) is the most valuable and enjoyable experience possible for attendees.

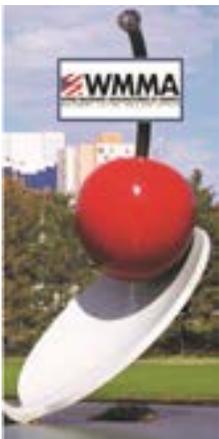
Interested in becoming a sponsor of WIC 2018? There are a number of opportunities to maximize your company's visibility to WIC attendees. [Click here](#) for a full detail of sponsorship opportunities available or, if you'd like to discuss creating your own sponsorship package, please contact Diane Schafer (443-640-1052 or diane@wmma.org).

WIC 2018 - Good news and bad news... January of 2018 the County of Maui passed very stringent liquor control laws which govern the serving and consumption of liquor on public property. This affects the dinner during which we traditionally hold the annual WIC silent auction. These new laws also put serious restrictions on having a live or silent auction at events. The restrictions are so limiting that the leadership of WMMA and WMIA have made the difficult decision to take this year off for silent auction - that's the bad news. The good news is that we will not be taking a year off of encouraging contributions to the WCA! For the past five years attendees of the Woodworking Industry Conference along with other members of WMMA and WMIA have raised over \$10,000 for WCA. This is definitely a tradition that we want to continue to build upon. Whether you're planning to attend WIC in Maui (and we hope you are!) or not we encourage all members to contribute to education in the woodworking industry. We will have a donation box available at WIC and you can certainly contact Diane Schafer (diane@wmma.org) for information on how you can donate if you won't be in Maui. Mahalo!



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

WMMA 2018 Regional Networking & Education Meeting



October 1-3, 2018
Loews Minneapolis Hotel
601 North 1st Avenue, Minneapolis, MN 55403

Building from a successful debut event in Charlotte, WMMA is pleased to announce that its 2nd Annual Regional Networking & Education Meeting will be held in Minneapolis, Minnesota! Minneapolis is another key location for industry-related companies. This is a great opportunity to bring together both members and prospective members for: * Plant Tours (Is your company located in the Minneapolis area? Contact Diane Schafer for information about providing a tour!) * Educational Sessions * In-Person Committee Meetings * Networking...Networking... Networking!

[Click here](#) to learn more about the Regional Networking & Education Meeting

Next Gen Executives Group

WMMA is launching the Next Gen Executive Group to serve as a peer network for future leaders within the wood machinery industry. The NGEG will feature opportunities for networking, education, and professional development. Through a series of webinars, in-person networking events and mentoring initiatives, NGEG members will have the opportunity to grow their networks among peers and seasoned Association colleagues. If you are interested in participating in the NGEG or nominating someone from a WMMA member company, please contact Fred@wmma.org.

Renew your 2018 Membership Dues!

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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. (www.wmma.org)
- A 20% discount to booth space at the IWF Show - **Renew by March 19th to qualify for the IWF discount and Returning Exhibitor Allowance**
- 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 2018 WIC will be held May 1-4, 2018 in Maui, Hawaii



You should have received an invoice in the mail for your 2018 dues. If you have any questions regarding this invoice or updates to your company listing, please contact WMMA Headquarters at **(443) 640-1052**.

Join a WMMA Committee Today!

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. If you are interested in joining a WMMA Committee, submit the [Committee Commitment](#) form to kristin@wmma.org.



Committees meeting during the 2017 Regional Meeting in Charlotte.

Education Corner

The MiLL Welcomes the Wounded Warrior Project

The MiLL Academy Holds Its First MiLL Curriculum Teacher Training

Because the need for skilled employees in industry is so great the MiLL launched another major effort to answer the industry's call to action. Last month, teachers from Oregon, Iowa, Nebraska and Colorado attended the MiLL Academy's first curriculum training. The three-day conference gave an in depth study of the MiLL's model that includes: a student-centered philosophy, industry-driven curriculum and industry and employer connections. The teacher feedback was outstanding; please check out the MiLL Academy page for their comments.

If you know of school districts in your area that could benefit by adopting an industry driven curriculum and aligned to the WCA standards, please share the MiLL website with them. The last MiLL Academy training for this school year will take place May 9 - 11, 2018. There are still openings but schools should contact the MiLL soon to reserve their space. The May session has the option to also complete the Woodwork Career Alliance Certification (WCA). The first MiLL Academy during the 2018-2019 schoolyear will be in August/September. Please check back for the confirmed date or sign up online to be contacted. www.themillco.org



First MiLL Students Complete Their Projects



The first MiLL students in beginning and advanced Cabinet Manufacturing classes completed their first semester projects. Students learn skills that in the future will enable them to build a complete kitchen. The transformation that takes place in students from day one to the end of the first semester is remarkable. Students enter the program unable to read a tape measure. At the end of their first semester, not only can they accurately use a tape measure but they are also using sophisticated tools and machinery. These young people are learning skills that will serve them the rest of their lives in industry and personally. They are quite proud of their accomplishments and they should be.

Recent visitors and company owners from the CMA conference held in Denver, Colorado were surprised to learn beginning students built these cabinets and wanted to hire them immediately. These students are thrilled to know they have great careers waiting for them upon graduation.

The MiLL website: www.themillco.org



The Cutting Edge

March 2018

International Woodworking Fair August 22-25, 2018 Georgia World Congress Center Atlanta, GA



IWF is the trade show where furniture manufacturing, cabinetry, architectural woodworking, material processing and other related industry professionals from all over the globe will come to find products they didn't even know existed that will help their company succeed.

For those planning to exhibit and attend IWF 2018, please note the following IMPORTANT DEADLINES:

[Learn more about IWF 2018](#)

IWF is offering a series of webinars to WMMA member exhibitors to help prepare you for the opportunities at IWF 2018. We encourage you to participate or to forward this information to the appropriate staff member who would benefit.

March Webinar

Friday, March 16, 2018
3:00 - 4:00pm ET

Topic: The Marketing & Sponsorship webinar will showcase current offerings and allow your company to learn about opportunities to ensure success leading up to during and post IWF.

Please [join my meeting](#) from your computer, tablet or smartphone.

You can also dial in using your phone.

United States: +1 (646) 749-3112

Access Code: 904-833-269

April Webinar

Friday, April 13, 2018
3:00 - 4:00pm ET

Topic: IWF Show App Webinar - IWF vendor MYS will give a tutorial view of the capabilities of the app and the opportunity for your company to gain more exposure.

More details to follow soon!

First [GoToMeeting](#)? Let's do a quick system check:

Housing Solicitation Warning

It has come to our attention that IWF exhibitors are being contacted by third party housing vendors soliciting hotel reservations for IWF 2018. These companies may state or infer that they are affiliated with IWF. These companies are in no way associated with IWF and we cannot vouch for their authenticity. While it is possible that other companies may have secured blocks of rooms at various hotels, they are not the official housing provider for IWF and IWF in no way vouches for or endorses their services.

Please be aware that Experient is the ONLY official housing provider for IWF. Your room rates and availability for reservations are only guaranteed when you book your room through

Experient. Hotel reservations made outside of the official hotel block may put you at risk. Other vendors cannot provide the same benefits and protection offered by booking through Experient.

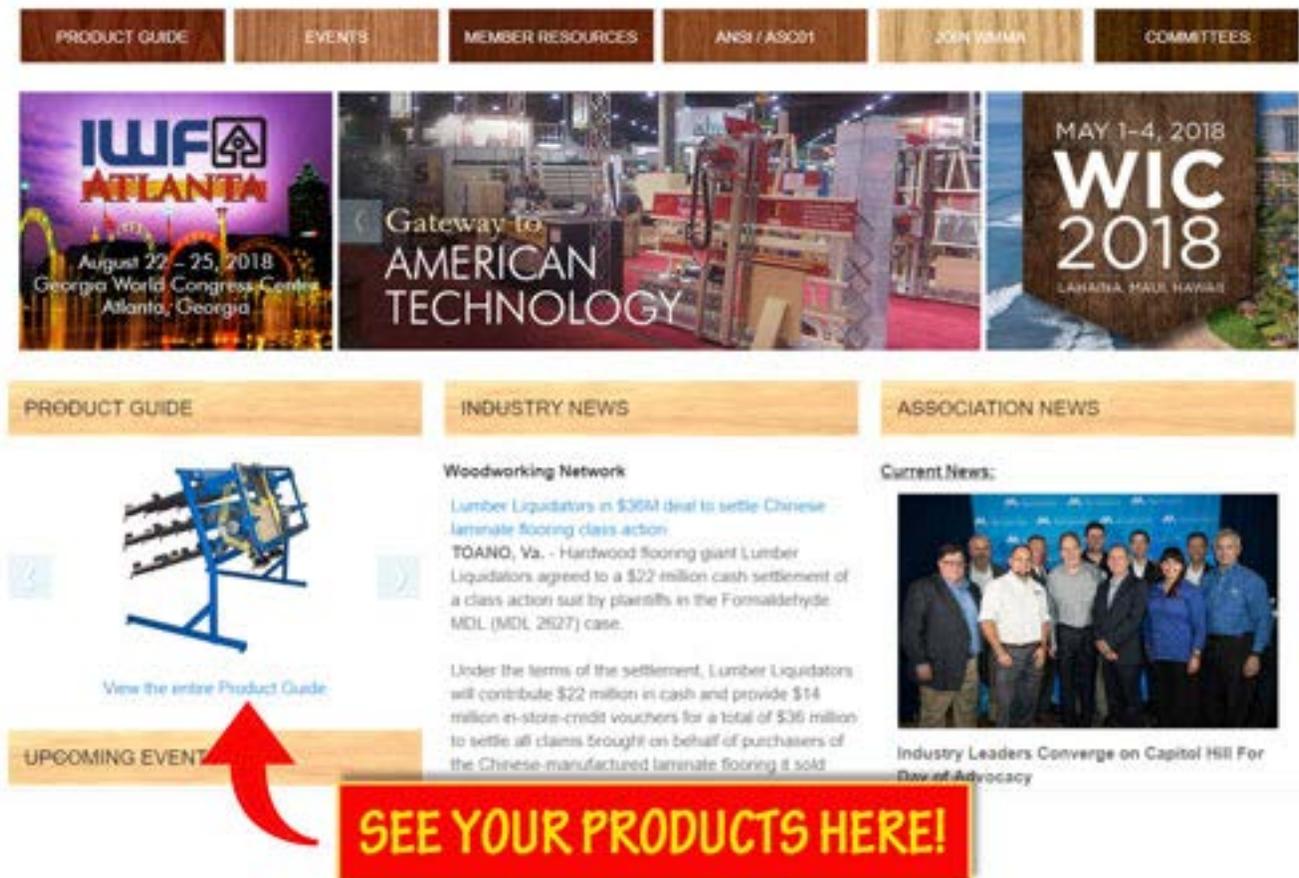
In the past we have received reports of individuals who encountered challenges upon checking into the hotel with reservations made through unofficial vendors. Do not risk arriving at your hotel only to discover your reservation did not exist or your deposit has been lost! Protect your identity and information security by booking with Experient.

If you are contacted by a travel company other than Experient, please immediately notify Show Management by calling 404-693-8333 or email: IWF_EXHIBITOR@experient-inc.com

Learn more about IWF 2018: wfatlanta.com

Call for Product Images for WMMA Website!

Want free advertising for your products on the WMMA website? Send in images to info@wmma.org. There must be no noticeable branding on any photos.



The screenshot shows the WMMA website interface. At the top, there is a navigation bar with links for PRODUCT GUIDE, EVENTS, MEMBER RESOURCES, ANSI / ASQD1, JOIN WMMA, and COMMITTEES. Below this are three featured event banners: IWF ATLANTA (August 22-25, 2018, Georgia World Congress Center), Gateway to AMERICAN TECHNOLOGY, and WIC 2018 (MAY 1-4, 2018, LANAIHA MAUI, HAWAII). The main content area is divided into three columns: PRODUCT GUIDE, INDUSTRY NEWS, and ASSOCIATION NEWS. The PRODUCT GUIDE section features an image of a blue metal rack and a link to 'View the entire Product Guide'. The INDUSTRY NEWS section has a sub-header 'Woodworking Network' and a headline 'Lumber Liquidators in \$36M deal to settle Chinese laminate flooring class action'. The ASSOCIATION NEWS section has a sub-header 'Current News:' and a photo of a group of people with the caption 'Industry Leaders Converge on Capitol Hill For Day of Advocacy'. A red arrow points from the 'UPCOMING EVENT' label at the bottom left to a red box with the text 'SEE YOUR PRODUCTS HERE!'.

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.

Thank you.

Membership Development Committee Chair

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.



Call for ASCO1 Student Members

The ASCO1 has one open student membership position and it looks for student recommendations. If you know a student who meets the criteria below and would like to participate on the ASCO1 contact Jennifer@wmma.org.

ASCO1 Student Member Criteria:

- A non-voting member who meets at least one of the following qualifications regarding a curriculum determined by the committee at the time of membership application to be an educational program relevant to the scope of the Committee's responsibilities:
- Is or credibly plans to be actively enrolled full time for at least two semesters/quarters of the current school year, or
- Has graduated from the program within the last two years.

- Continued student membership shall be contingent upon:
- Meeting the regular membership participation requirements of the ASC O1 procedures, and
- Maintaining the educational program qualifications.
- Student membership shall have a maximum term limit of two years.
- Student membership shall be limited to a maximum of two roster positions at any one time.
- Student membership will not be tallied for committee balance.
- Application by ASC O1 student members for full committee membership shall be given priority consideration, in so far as the Committee determines membership balance permits.

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.



Industry News:

Virginia Tech Housing Report: December 2017

December's housing data can be best described as "reversion to the mean". Several data series declined substantially on a month-to-month basis. Regionally, data were mixed across all sectors. The February 14th Atlanta Fed GDPNow™ aggregate residential investment spending model projects a -0.6% decrease for Quarter One 2018.



[Click here to read more](#)

NAM Monday Economic Report - March 5, 2018

There were more encouraging signs for manufacturers last week in the economic data. For instance, the Institute for Supply Management's (ISM) Manufacturing Purchasing Managers' Index rose to 60.8 in February, the highest level since May 2004.



[Click here to 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, and click on "Events."

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

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/>

October 1-3, 2018

[WMMA Regional Networking Meeting](#)

Loews Minneapolis Hotel
Minneapolis, MN

April 2-5, 2019

[WIC 2019 - Save the Date!](#)

Omni Amelia Island Plantation
Amelia Island, Florida