

Last Chance to Register for 2018 Regional Networking & Education Meeting October 1-3, 2018 Loews Minneapolis Hotel, Minneapolis, MN

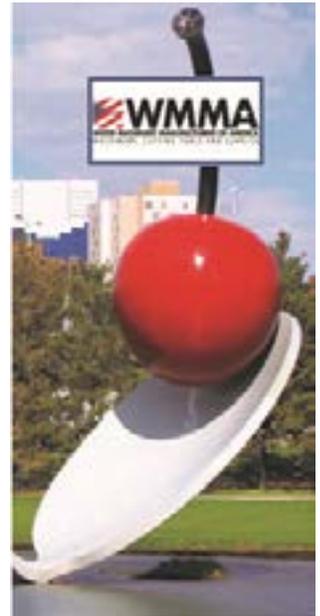
WMMA's 2nd Annual Regional Networking & Education Meeting is under two weeks away! Minneapolis is another key location for industry-related companies. This is a great opportunity to bring together both members and prospective members for:

- Plant Tours at 3M CAM Center & Customer Innovation Center and Timesavers
- Educational Sessions
- In-Person Committee Meetings
- Networking....Networking....Networking!
- During the IBDC meeting, Export Consultant Laurie Wolff will be discussing....

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Why now might be the right time to start or expand exporting

"International trade looks scary and uncertain right now, with steel and aluminum tariffs particularly biting U.S. manufacturers. With all the uncertainty, investing in export expansion is probably the last thing firms are considering. But companies that step out and build the infrastructure for growth during the worst times do the best when the situation improves. How can your company leverage the present climate for greater future growth?"



[Click here](#) for more details and registration information for our 2018 Regional Networking & Education Meeting.

2018 Challenger Award Winner, Eagle Machinery WMMA Interview



WMMA Congratulates Member Eagle Machinery on Challengers Award winning EagleEye Talon Vision Saw.

Q: Tell us about Eagle Machinery:

A: As a custom Machinery Manufacturer and Global Partner with WoodEye AB, Eagle Machinery & Supply, Inc is a World class supplier of optimized automation solutions for industrial woodworking applications with a focus on fully integrated dimension mill systems. Based in the United States and serving a global market, we are committed to providing our clients with the very best in automation solutions, training and support. We strive to form true partnerships with our clients and are committed to continuous improvement in all areas of our business.

Q: Tell us about the product/machine that won:

A: The EagleEye Talon Vision Saw combines 2 sided vision based scanning with high speed crosscutting into one space efficient machine. Examples of system's applications would include but are not limited to: Hardwood Flooring, Truck & Trailer

flooring, Upholstery Frame furniture, Mouldings, Finger Jointing, and Cabinet Components. Unlike conventional scanning and crosscutting floor plans the EagleEye Talon Vision Saw integrates scanning and crosscutting into a single machine. The integration of these two processes allows for greater accessibility for ease of calibration and machine maintenance, convenient ergonomic drawer slides for easy access to scanning hardware, and a vibration isolation subassembly mount for scanning hardware. In addition to these machine features, the integration of scanning and crosscutting simplifies material flow, saving on valuable shop floor space, while requiring less material transitions to move the material in and out of separate machines. Material buffering/sequencing between the scanner and saw is eliminated resulting in fewer production stoppages. Traditionally, stoppages will occur if/when boards become out of queue in the communication between separate scanners and saws. When this occurs, there is the potential for boards to be processed in the saw with the wrong scanned cut solutions, resulting in lost yields and productivity. The EagleEye Talon Vision Saw eliminates these common problems because there is no material in queue (buffering/sequencing) between separate scanners and saws. The results of all these unique and exclusive features of the EagleEye Talon Vision Saw will result in several opportunities over conventional designs such as: More Space Efficient, Simplified Material Flow, Fewer Material Transitions, Fewer Production Stoppages, Reduced Maintenance, Improved Yields, Reduced Waste and Lower Investment Cost.

Q: Tell us about the markets you are selling in to:

A: Flooring Manufacturers (Both Solid Wood and Engineered) Cabinet Makers, Upholstered Furniture Manufactures, Sports Flooring Manufactures, Moulding and Millwork Producers, Component Parts Manufacturers, Stair Parts, etc.

Q: Are there trends you are seeing in that/those markets:

A: General feedback is that all manufactures are having issues with staffing and are looking at ways to automate their process.. We are also hearing that most companies are very busy and that business is strong.

Q: What prompted you to join WMMA?

A: Eagle Machinery & Supply, Inc has always strived to be a blessing to others and to provide custom solutions to benefit the industries we serve. By being apart of organizations like WMMA we are able to give back to our industry while at the same time be informed of industry trends, events that benefit the industry and things that are going on in the market place that we otherwise would not be aware of, which directly effects our ability to assist our customers. We are committed to WMMA and other industry associations, and believe in the value they provide to our company as a resource in developing our long term company goals.

Carter Visits Students at the MILL

MMA President, Steve Carter visited the MILL to go over molding applications for their class on architectural millwork and also to discuss the benefits of CTE and the MILL concept. Carter complimented the Students on their decision to be part of the MILL program and choosing the CTE path.





The Cutting Edge

September 2018

WMMA A Charter Member of Industry Collaborative

Ten wood industry associations are pleased to announce the formation of a coalition aimed primarily at perpetuating the long-term growth of the industry by sustaining an engaged workforce. Since its formative two-day brainstorming meeting in November 2017, the group has chosen to organize under the name Wood Industry Resource Collaborative (WIRC). Pronounced "Work," the name does a great job maintaining the group's mission and goals.



The collaborative group is a consortium of trade associations, all related to the woodworking or the wood products manufacturing industry. The group's purpose is to provide a collection of tools and solutions for the wood industry to attract and retain employees, while improving the perception of the industry. This group exists to connect industry associations with one another and support and strengthen the woodworking industry and their associations' members by sharing information and resources. [Click here to read the full Press Release.](#)

Manufacturing Day 2018 Save the Date

Mark your calendars! This year's Manufacturing Day is Friday, October 5, 2018.

Let's continue to inspire the next generation of manufacturers and change public perceptions of manufacturing by making [this year's MFG DAY](#) the biggest and best yet.



WMMA/ITR Webinar - Navigating the Crest: Forecasting for 2019

November 13, 2018, 12pm ET

Speaker: Taylor St. Germain

This session will provide ITR's views of what to expect from the economy this year and beyond, covering such topics as industry and consumer trends, business to business activity, tax reform, trade, inflation, interest rates and more.

Walk away from this session with:

- A clear vision for the economic future in 2019 and beyond
- Understanding the impact of government policy on the economy
- Inflation, Interest Rate and Profitability expectations

[Click here to read more.](#)



LIGNA 2019 – U.S. Pavilion

LIGNA

LIGNA 2019 - U.S. PAVILION

MAY 27-31, 2019 • 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 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 2019?

Space is limited; reserve your spot today! Reservations must be received no later than **October 31, 2018**. Contact Diane Schafer at WMMA Headquarters with any questions (diane@wmma.org, 443-640-1052 x108).

Due to the popularity of this show the first members that sign up and make the full payment will have priority for participating and exhibit area selection. We will make adjustments where possible to accommodate additional members. All applicants will be accepted on a space available basis.

New this year!

Member companies participating in the WMMA pavilion for the first time are eligible for WAIVED exhibit fee (\$3,500 value). Contact Diane Schafer for more information.



Next Gen Executives Group

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



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.



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:

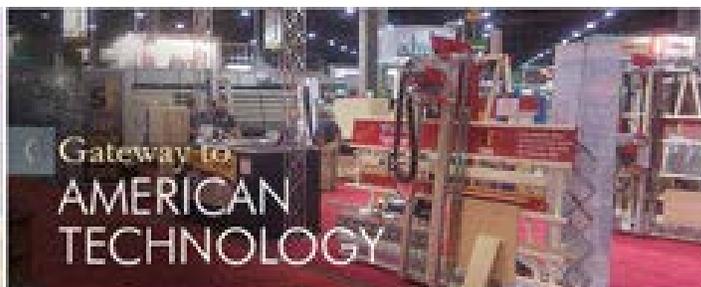
- * General Interest
- * Government
- * User

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



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.



[View the entire Product Guide](#)

Woodworking Network

Lumber Liquidators in \$36M deal to settle Chinese laminate flooring class action

TOANO, Va. - Hardwood flooring giant Lumber Liquidators agreed to a \$22 million cash settlement of a class action suit by plaintiffs in the Formaldehyde MDL (MDL 2927) case.

Under the terms of the settlement, Lumber Liquidators will contribute \$22 million in cash and provide \$14 million in-store-credit vouchers for a total of \$36 million to settle all claims brought on behalf of purchasers of the Chinese-manufactured laminate flooring it sold.

Current News:



Industry Leaders Converge on Capitol Hill For Day of Advocacy



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

Industry News:

Virginia Tech Housing Report: July 2018

July housing data rebounded in the majority of categories; yet, the aggregate housing market appears to

be in a sluggish mode. Total permits and starts, including single-family permits and starts "inched" into

positive territory. Total starts were negative on a year-over-year basis. Housing under construction also

crept into positive territory on a monthly basis. Total and single-family housing completions were negative on a month-over-month basis. New single-family sales declined month-over-month and were robust on a year-over-year basis. Existing sales continued their declining trend, monthly and yearly. New

single-family construction spending indicated a minimal negative change on a monthly basis. The September 14th Atlanta Fed GDPNow™ residential investment spending model projects an aggregate -0.7% decline for September 2018. New private permanent site expenditures were projected for a -5.0% decrease; the improvement spending forecast was a 4.7% increase; and the manufactured/mobile housing projection was a -15.9% decline (all: quarterly log change and seasonally adjusted annual rate)..

[Click here to read more](#)



NAM Monday Economic Report – September 17, 2018

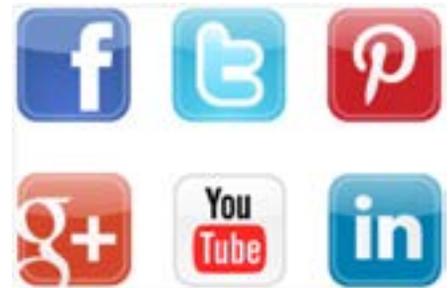
It was another week with record-breaking economic data, specifically for employment and the business outlook. First, manufacturing job openings hit a new all-time high in July. Manufacturers posted 506,000 job openings in July, up from 475,000 in June.



[Click here for the full report from September 17, 2018.](#)

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.

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 Samantha@wmma.org

October 1-3, 2018

[WMMA Regional Networking Meeting](#)

**Loews Minneapolis Hotel
Minneapolis, MN**

May 27-31, 2019

**LIGNA - Save the Date!
Hanover, Germany**

October 5, 2018

[Manufacturing Day](#)

April 2-5, 2019

**WIC 2019 - Save the Date!
Omni Amelia Island Plantation
Amelia Island, Florida**