President's Message

Over 230 members and guests gathered in Amelia Island for the Wood Industry Conference, April 2-5. This great event was jointly sponsored by WMMA and WMIA. WMMA celebrated its 120 year anniversary. The highlight of the anniversary was the presence of nine Past Presidents who networked with members sharing their experiences and insight. I had the honor of moderating a Q&A Panel of these former Presidents where they openly shared their experiences and future expectations of WMMA and the Wood Industry.

The energy and excitement at WIC was phenomenal. Networking was everywhere and the meetings and speaker sessions had outstanding programming. Volunteer involvement was also at a high with award presentations taking place.

The staff of WMMA and WMIA had their "A" games going, ensuring that the members were having an enjoyable and productive WIC. Thank you, Fred Stringfellow (WMMA), Larry Hoffer (WMIA) and your staff.

Thanks to all who attended WIC, especially to the Past Presidents for their mentoring, insight, and invaluable networking with members.

I will end my message by saying, WIC was a great success and now we move on to LIGNA, May 27-31 and AWFS, July 17-20, both expected to be great shows!

Your President,

Steve Carter

WIC 2019 Recap

We would like to thank all of the WMMA and WMA members and guests who joined us last week in Amelia Island, FL.

For over 30 years, the Woodworking Machinery Industry Association (WMIA) and the Wood Machinery Manufacturers of America (WMMA) have jointly sponsored the Woodworking Industry Conference (WIC), the "One Industry Conference" bringing together different segments of the industry. WIC is the "One Conference" you can’t afford to miss—and this year was no different.
WMMA June 4-5 Capitol Hill Fly In
Just Around the Corner

On June 4-5, WMMA is hosting a Washington, D.C. fly-in to spread the industry's message on our key public policy deliverables. We have a room block at the Crystal City Hilton which is just across the Potomac River from our nation's capital and strongly encourage members to attend and lend your voice to the effort.

Capitol Hill fly-ins or advocacy days are a key tool in our lobbying efforts. Members of Congress welcome the opportunity to hear from constituents and from job creators in their states and districts. In fact, our members are the best messengers to discuss the impact of federal public policy on their businesses and markets, as well as the communities in which we work and live.

If you have never attended a WMMA fly-in before, please consider making the trip to D.C. this year. We will provide you with the information and tools you need to have a memorable, impactful experience.

NOTE: Travel expenses to attend the Fly In will be reimbursed by WMMA for all members of the Public Policy Committee. If you're interested in joining the Committee, please contact WMMA's new Director of Public Policy, Patrick Rita.

WMMA Members Receive Discounted Pricing to Wood Processing Boot Camp
May 13-17, 2019

WMIA and WTII's ever-popular Boot Camp returns to Pittsburg State University May 13-17, 2019 and they are extending a $450 discount to WMMA Member Companies. This is a wood processing industry overview. It's a unique project-based program that provides an exposure-level curriculum and hands-on approach to several of the industry's fundamental wood processing applications, and the machinery used in those manufacturing processes. Topics to be covered include: AutoCAD, CAM Software, CNC, Wood Science, Primary Processing, Finishing, Veneering, Cabinetry, Machine Woods,
Don't assume that just because this is an overview that Boot Camp is only appropriate for new hires—many companies have sent seasoned employees as well, and they've come away finding the session useful and relevant. In fact, 100 percent of those companies who have sent employees to Boot Camp felt that it was a valuable investment for their employees and their company, particularly those in sales and marketing positions.

Registration for the May session is now open, and there are still slots available. **WMIA is extending their member discount of $450 to WMMA members**; the $2250 tuition includes hotel, meals, course, and project materials. Don't miss out—the last session nearly sold out! For more information, or to enroll, visit [http://wtii.net](http://wtii.net). (Choose “Boot Camp Session” for this option.)

---

**WMMA 2019 Upcoming Events**

**May 27-31, 2019**
LIGNA 2019  
**Hannover Exhibition Grounds - Hannover, Germany**

**June 4-5, 2019**  
Capitol Hill Fly In  
**Washington D.C.**

**July 17-20, 2019**
AWFS Vegas  
**WMMC Booth #8875**  
**Las Vegas Convention Center - Las Vegas, NV USA**

**July 17, 2019**
AWFS Vegas - WMMA Member Happy Hour  
Booth #8875  
5:00 - 6:00 p.m.  
**Las Vegas Convention Center - Las Vegas, NV USA**

**September 30 – October 2, 2019**
WMMA Regional Networking Meeting  
**Hotel Commonwealth - Boston, MA**  
**Save the Date!**

**October 28-29, 2019**
m Design Live  
DeVos Center - Grand Rapids, Michigan

---

**WMMA Networking Happy Hour at AWFS**

WMMA will be hosting a Happy Hour in our booth for our Members on the opening day of the AWFS Vegas 2019 show. Mark your calendars and plan to stop by for a drink or two before heading to dinner!

**Booth #8875**  
**Wednesday, July 17, 2019**  
5:00 - 6:00 p.m.
2019 Regional Meeting & Networking Event
September 30 – October 2, 2019
Hotel Commonwealth - Boston, MA

Join WMMA in Boston for this year’s Fall Regional Meeting featuring:

- Facility Tours
- Educational Sessions
- In-Person Committee Meetings and
- Networking….Networking….Networking!

Click here to download the flyer for more details and information. Online registration will be open next week.

---

Materials and Design Like Never Before

October 28-29, Grand Rapids Michigan

The International Woodworking Fair and Surface & Panel magazine are proud to announce a groundbreaking new event for the woodworking and interior design industries. mDesign Live will be Oct. 28-29, 2019, at the DeVos Center in Grand Rapids, Michigan. A material and design event in the heart of the office furniture industry, it is the perfect environment for education and collaboration among those attending.

Both IWF and Surface & Panel have coordinated successful industry events for years and can leverage their organizational strengths to produce a visionary event.

In addition to showcasing a vast range of innovative materials from around the world, mDesign Live will feature powerful keynote presentations, a who’s who in networking opportunities and a unique environment for collaboration.

mDesign Live will be free to qualified fabricators, architects and designers. In coming weeks, mDesign Live will release keynote speakers, topic information, exhibitors and more. Visit mdesignlive.com for details on registration and how you can be a part of this trailblazing North American event.

---

WMMA Sponsoring Pavilion at Mexico City Woodworking Show: January 22-24, 2020

Interested in exporting to Mexico? WMMA will sponsor a pavilion for member companies interested in participating in this 2020 Fair, organized by Hannover Fairs (organizers of LIGNA and other international expositions).

More information will be available to members in the coming weeks.

Click here for more information about the Fair.

Questions? Contact fred@wmma.org

---

Compare Your Company's Sales against the Market

WMMA Members Only: ITR Instructional Webinar Now Available
Alliance Powered by DataCast™ - No charge to WMMA Members

Alliance Powered by DataCast™ provides you the ability to upload your company's monthly sales figures to compare them against any of the datasets found in the report that ITR Economics has been providing to you through the WMMA.

Not sure where to begin? Email samantha@wmma.org to request the link for the recorded tutorial walking our members through the process.

Values Provided:
- Understanding events impacting business for each member company
- Increasing your members internal forecasting accuracy
- Benchmarking individual member company's internal success against the market
- Identify leading indicators for your business
- Track your internal trends
- See where the economy is headed

Alliance Features:
- Members can upload unlimited sets of data for analysis
- Includes any ITR Economics' forecasts purchased by the Trade Association
- Provides information on the Phases of the Business Cycle for the indicators
- Identifies your member's correlation to pre-selected data sets by your Association
- Generates a Timing Analysis between your Member's company data and the indicators

Request the Recorded Tutorial Link

Grand Opening of Motlow State's Automation and Robotics Training Center

Click here to RSVP for the April 26, 2019 Grand Opening

While automation and robotics highlight the Automation & Robotics Training Center (ARTC) training portfolio, they also offer a wide range of industry-recognized courses, customized corporate training, and work-based learning programs.

Robot training at the ARTC can be realized through two distinctive pathways: training for industry and job seekers, and instruction for college credit.

Robotics degrees and robotics industry-recognized training credentials will fuel workforce development for industry, meet existing demand for workers, create new jobs in robotics and automation, expand the tax base for the region, and help Tennessee reach its “Drive to 55” education goals.

Click here to continue reading about the ARTC.

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.

Send Your Logo to WMMA

WMMA launched a new and improved website featuring an area to highlight our member companies! The bottom of our homepage will include a scrolling banner of our member's company logos and we need your help by sending us the most recent version to: samantha@wmma.org.

Monday Economic Report: April 8, 2019

Manufacturing employment fell by 6,000 workers in March, the first monthly decline in hiring in the sector since July 2017. It was the second straight month of disappointing hiring numbers, with just 1,000 employees added in February. Yet, even with weaker-than-desired hiring over the past two months, manufacturers have added 18,400 workers per month since the end of 2017, a solid rate overall. Indeed, firms continue to cite a difficulty in obtaining talent as a top concern, and there is an expectation that job growth will rebound to healthy paces in the months ahead.

In the larger economy, nonfarm payrolls increased by 196,000 workers in March, bouncing back from a disappointing February, which added just 33,000 employees. The unemployment rate remained at 3.8 percent in March, continuing to be near 50-year lows.

Click here for the full report from April 8, 2019.

January 2019 Housing Report

January housing data suggests a tepid housing construction and sales markets. January housing data was decidedly mixed, with month-over-month increases and year-over-year declines in total starts and permits. Most problematic was the continued decline in single-family permits, as well as construction spending – total and single-family. Housing under construction and completions data were solid. Existing sales continued their downward trend. The March 13th Atlanta Fed GDPNow™ model for Q1: 2019 projects an aggregate 0.6% increase for residential investment spending. New private permanent site expenditures were projected at a 13.1% decrease; the improvement spending forecast was a 8.5% increase; and the manufactured/mobile housing projection was a 15.5% increase (all: quarterly log change and seasonally adjusted annual rate).

Click here for the full January 2019 report.