President's Message

This past WIC marked the end of terms for two Directors on the WMMA Board, Allen Turk of Precision Drive Systems and Dick Cowan of Rees-Memphis, Inc. Both of these gentlemen have served as directors for more than one term and on WMMA committees. Alan and Dick have volunteered their professional skills, experience and time to WMMA over many years. I would also add their toughness and cooperation to those qualities. On behalf of WMMA, I want to thank them for their volunteerism and dedication to WMMA and the wood industry.

Also at WIC WMMA recognized and honored two member companies with Patriot Awards, Williams and Hussey Machine Co. and Accu-Router, Inc. Both companies have a history of advocating for WMMA and the wood industry at the state and federal level. They will both be back on Capitol Hill for the June Fly-In advocating for WMMA and the wood industry. You can join them along with the WMMA Public Policy Committee and other industry associations June 4-5, 2019 to discuss key industry issues.

The Capitol Hill-Fly In is just one event of many available to you in 2019. Ligna, one of the most recognized Trade shows in the wood industry takes place in Hanover, German, May 27-31, 2019. AWFS runs July 17-20, 2109 in las Vegas, NV. Our third annual regional meeting will be held in Boston, MA, Sept. 30 - Oct. 2, 2019.

The list of opportunities and benefits WMMA membership offers are many and invaluable. Go to the WMMA website look at what your association has to offer and take advantage. Make your membership work for you and your company.

Your President,

Steve Carter

WMMA 2019 Board of Directors

Stephen Carter
President

Paul Wilmes
Vice President

Allen Eden
Treasurer

Gary Besonen
Member

Jeff Hatch
Member (NEW 2019)

Brian Donahue
Member
The WMMA Board of directors and our members would like to recognize the two Board Member's whose terms expired this year:

- Allen Turk
- Dick Cowan

Thank you for your years of service and continued dedication to WMMA!

**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 Honors Two Members As Patriot Award Winners**

The WMMA has honored two members as recipients of the 2019 WMMA Patriot Award. The Patriot Award is designed to recognize member companies that actively participate in legislative and regulatory issues that impact the industry. The recipients of the 2019 award hosted members of Congress at their facilities, participated in the annual Manufacturing Day, a celebration of modern manufacturing meant to inspire the next generation of manufacturers which occurs on the first Friday in October and had representatives actively participate in the WMMA Industry Washington fly-ins.

The WMMA is honored to present the 2019 WMMA Patriot Awards to Accu-Router, inc. of Morrison, TN and Williams & Hussey Machine Co. of Amherst, NH.

**WMMA's Export Trade Certificate:**
An Opportunity to Join

Since February 1989, the US Department of Commerce has granted antitrust protection for members of the WMMA® that elect to be covered under the WMMA® Export Trade Certificate (ETC).

If you are a member of the WMMA's Export Trade Certificate and would like to continue your coverage under the ETC, please contact Fred Stringfellow at fred@wmma.org. Information is due no later than May 23, 2019. All information is kept in strict confidence.

Under the protective umbrella of the ETC, member firms can join together, without the threat of most antitrust regulations, to reduce export related costs and/or increase effectiveness in export operations. The following are examples of activities that can be initiated with a competitor company listed under the WMMA Certificate:

- **Joint Bidding and Selling Arrangements** - Any number of ETC members may join together even if they are domestic competitors and submit a single bid on a particular export project or tender. They can use the same overseas representative, agree to sell separate products as a unit, prepare joint catalogs, and allocate sales that result from joint bidding or selling arrangements.

- **Pricing Policies** - Two or more members may agree to establish minimum uniform prices for particular products. They may engage in joint negotiations on prices and terms of sale with foreign buyers.

- **Service and Promotional Activities** - Certificate members may jointly engage in a variety of activities that will promote or support their export sales. These can include establishing joint warranty service and training centers, conducting joint trade shows or missions and joint advertising.

If you have any questions concerning the above please contact WMMA's CEO Fred Stringfellow at fred@wmma.org.

Join Us in Boston!
Register Now for 3rd Annual Regional Networking & Education Meeting

**September 30 – October 2, 2019**
**Hotel Commonwealth - Boston, MA**

Building from a successful event in Minneapolis, WMMA is pleased to announce that its **3rd Annual Regional Networking & Education Meeting** will be held in Boston, Massachusetts! Boston is another key location for industry-related companies. This is a great opportunity to bring together both members and prospective members for in-person:

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

Register Now
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).

Click here to learn more and register for the pavilion.

Questions? Contact fred@wmma.org

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
WMMA 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

View Full Calendar of Events

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
Tell us about your company:

Fletcher Machine Industries was started by Ray Fletcher in 1962. Ray had worked in maintenance for a furniture manufacturer in Lexington, NC. He had a plethora of ideas about how to mechanize steps in the furniture-making process. So, he began to design and build machines to do what he envisioned. And a new company was born. Today, Fletcher Machine Industries operates out of a 100,000 sq. foot multi-level plant that houses one of the most robust machine shops in the Southeast. 20% of the plant’s footprint is dedicated to fabrication and assembly as some of the machines we design and build are the size of a school bus. On the lower level of the factory is a vulcanization facility where we make rubber pads, wheels, rollers and hold-downs that are used on Fletcher machines and are also sold new and rebuilt to other companies.

The company continues to be family owned and operated.

Tell us about your product / machinery:

The company makes a variety of single- and double-end machines that execute a myriad of operations, depending on customers’ needs: shape, mould, score, sand, buff, drill, plane, saw, edge band, foil, route or press. There’s very little we can’t do. The lion’s share of our output are highly customized machines. While we do make a handful of machines to stock (contour edge banders, for example), our strategic advantage and primary reason-for-being is making custom machinery for complex, demanding production situations for the who’s who of cabinetry, furniture and flooring – though we do work for other industries as well.

There is no such thing as an obsolete part at Fletcher Machine Industries. And if we don’t have it in inventory, we’ll make it. Fast. Plus, we make custom parts for competitors, too. Lastly, we build and market the EZ Door machine, a build-to-stock machine popular with small to medium sized cabinet makers – the machine features four shaping operations on a single spindle making it fast and easy to produce 5-piece raised panel (or flat panel) doors.

Tell us about the markets you are selling in to (Ex: Housing, construction, cabinet makers):

We sell directly, and through dealers, to small, medium and large cabinet makers, furniture manufacturers, panel plants, millwork suppliers and building products manufacturers, primarily making wood, plastic and composite components to sell either individually or as part of a finished product or system. In short, we sell to many of the leading companies in all the industries mentioned. They understand the advantage of having a made-in-the-USA partner that has vast design, engineer and build capabilities that produces only the highest quality production machines.

Are there any trends you are seeing in that/those market(s)?

Onshoring has positively impacted our business. Product made on Fletcher machines can be built to exacting tolerances and we are able to make existing customer factory operations more efficient thus allowing domestic manufacturers to better compete with production in China, Viet Nam, India and Mexico. And, it goes without saying, that the trend toward companies holding less finished inventory plays favorably into the onshoring narrative as well.

What prompted you to join WMMA? What are you looking forward to experiencing with the association?

We believe membership in the WMMA is important as a demonstration of our commitment to the industry and our Made-in-America values.
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.

---

International Woodworking Fair Names Editor for IWF Network News

ATLANTA (April 24 2019) – ATLANTA – The International Woodworking Fair® (IWF) announced that Bill Esler has been appointed editor for IWF Network News, its e-newsletter launched earlier this year. Esler, who retired from full-time reporting last year, is among the most widely known editors in the wood manufacturing industry.

IWF Network News carries news about technology and advanced materials, and general business developments among suppliers and businesses operating in the commercial wood manufacturing market. It also taps into the knowledge base and expertise of more than 1,000 IWF exhibitors, as well as presentations from the robust educational program delivered at IWF. Launched in February, the newsletter is received by thousands of past and current attendees and exhibitors of IWF, circulating to over 80 foreign countries and all 50 states.

Click here to read the full article

---

ITR Forecasting Reports - No Charge to WMMA Members for 2019

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
Subject Matter Expert (SME) Needed

The Technical Advisory Group (TAG) is searching for a SME regarding the Noise Standards for machines. If someone has a general interest to help regarding noise standards, please email 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.

Monday Economic Report: May 13, 2019

Consumer and producer prices were higher in April, largely from increased energy costs, but the bigger storyline is that inflation remains quite modest overall. The moderation of pricing pressures has provided some flexibility to the Federal Reserve, allowing it to pause on future rate hikes until incoming data suggest further actions are warranted.

Over the past 12 months, producer prices for final demand goods and services have risen 2.3 percent. Despite the uptick in the latest data, overall inflationary pressures continue to suggest some stabilization from last year, when rising input prices posed a major challenge for manufacturers. Indeed, raw material costs have decelerated since peaking at 3.1 percent year-over-year in September.

The data were similar for the consumer price index, with inflation rising 2.0 percent year-over-year. That is down from 2.9 percent in July, the highest year-over-year rate since February 2012, reflecting an overall deceleration in consumer price growth since mid-2018.

March 2019 Housing Report

March 2019 United States housing data was brutal, with only single-family completions and new sales reported as positive on month-over-month basis. The bell weather cue for new construction health – single-family starts – were positive only in the South region. The year-over-year data was also unpleasant: Total starts, permits, and private residential construction spending; and single-family starts, single-family permits, and construction spending were all decidedly negative. The bright spot was completions, as total and single-family completions were positive on a monthly and yearly basis. The May 9th Atlanta Fed GDPNow™ model for Q2 2019 projects an aggregate 2.1% decrease for residential investment spending. New private permanent site expenditures were projected at an 11.0% decrease; the improvement spending forecast was a 1.7% increase; and the manufactured/mobile housing projection was a 9.2% increase (all: quarterly log change and seasonally adjusted annual rate).

Click here for the full report from May 13, 2019.

Click here for the full March 2019 report.