President's Message

Just the other day, I had a phone conversation with a WMMA member from Poughkeepsie, NY. He had just got back from WINS in Salt Lake City, Utah and said it was another great event. We discussed the forty plus members of both WMMA and WMIA networking, having fun on the slopes, during the dinners, and in the resorts. He plans on attending every year, as long as WMMA features the event. WINS has grown immensely in a short period of time. Members talk about it as a great winter get away where they network while having fun and establishing friendships. I recommend you mark your calendar for February 2021 and sign up for WINS. You will have fun and you will probably meet someone from Poughkeepsie, NY.

The House and the Senate are honoring February 2021 as CTE Month. Their intent is to raise awareness about the many benefits associated with high-quality CTE programs. WMMA will thank them for this recognition at our DC Fly-in on March 24-25, 2020. WMMA has and will continue to emphasize to Capitol Hill that CTE is a priority. The president’s 2021 request has been released to Congress and the good news from this request is that nearly $900 million in additional funding is directed towards CTE. Unfortunately, the Dept. of Labor and the Dept. of Education received cuts in their budget. The FY 2021 will pose a difficult budgetary environment so it is important that we don’t let our policymakers lose sight of the importance of CTE.

Our DC fly-in will be an opportunity for WMMA to personally talk with representatives making sure they understand the importance of CTE and support the Administration’s request for CTE funding in 2021. I recommend you join us in DC and show your support on this issue and others of interest to you.

If you are interested in expanding your business through exports consider the Vietnam Trade Mission, June 7-11, 2020. WMMA is funding a customized US Commercial Services trade mission to Vietnam where WMMA Members will have the opportunity to establish dealers and customer contacts. WMMA will coordinate the mission, reception, and one-on-one meetings. Vietnam is a growing market for US woodworking equipment. You don’t have to do it alone - Join the trade mission and enter the market with the help of your association. This is an opportunity for growth, so please consider taking advantage.

Your President,
Steve Carter

2020 Membership Renewal Season is Here

IWF Discount Renewal Deadline: March 16, 2020

You should have received your 2020 WMMA Membership renewals via mail or email. Please utilize this time to confirm your roster of representatives and add any new employees to receive our event notices, industry updates, involvement opportunities and more!

Interested in becoming more involved or having one of your employees more engaged within WMMA? Check out one of our
Thank You WINS Sponsors + Attendees!

A HUGE thank you to our 2020 WINS sponsors (listed above) for supporting another great year in Salt Lake City, Utah.

There were 40 attendees, comprised of WMMA and WMIA members and guests. The group enjoyed over 4 ski resorts, group breakfasts, happy hours and dinners, for ample networking. We hope you consider joining us for WINS 2021 or supporting via sponsorship.

Click below to view the Google Drive photo album. If you have any photos to add, please send them to samantha@wmma.org.

WINS '20 Google Drive Photo Album

Complimentary Registration Offer to 1st Time WIC Attendees
Claim Your Free Registration ASAP

Never Been to WIC? Want to Attend for Free?
The WMMA Board is offering complimentary registrations for up to four first time WIC attendees. If you are a New Member Company or have never attended WIC before, email samantha@wmma.org to claim your complimentary WIC registration today!

New WMMA Vietnam Trade Mission:
June 7-11, 2020
Only 5 Spots Left! Claim Yours Today

The WMMA Board of Directors has approved funding to conduct a
customized U.S. Commercial Services trade mission to Vietnam from June 7-11, 2020 in an effort to expose WMMA member companies to Vietnam and help to establish dealer and customer contacts there.

**WMMA Trade Mission to Vietnam**
**June 7-11, 2020**
Ho Chi Minh City, Vietnam

Click here or on the form image (left) to sign up today. We will be coordinating a special reception, customized one-on-one meetings for each member company with local dealers and customers and local facility tours.

Questions or to express interest… Contact Fred@wmma.org for more information.

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**New WMMA CueCareer Video**
**Featuring Engineering Intern from Original Saw Company**

Cue Career aggregates the resources of industry associations for career exploration/navigation and workforce development. Students explore careers by watching video interviews with people who are early in their career (members of associations) and access workforce development opportunities such as internships, apprenticeships, mentorships, micro-credentials, and badges offered by associations. This type of interaction directly supports our mission to advance CTE within our industry.

Interested in having one of your employees interviewed by a CueCareer Intern? Email samantha@wmma.org.

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**Ready for WIC 2020?**

WIC is the “One Conference” you can’t afford to miss—where else can you find valuable opportunities for business development, professional and personal networking, and a wealth of practical knowledge and information, all in one fantastic setting? You can’t, so why let WIC 2020 pass you by?

Register Now

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**SCHEDULE OF EVENTS:**
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 or would like to join, please contact Fred Stringfellow at fred@wmma.org. Information is due no later than March 1, 2020. 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.

IWF Qualified Distributor Program Now Open

The Qualified Distributor Program will once again be in place for IWF 2020. Please be sure to invite your distributors EARLY so they can take advantage of the program! WMIA and WMMA Member companies will automatically be invited to the program, but if you have distributors who are not members of WMIA and WMMA, please nominate them from your Housing & Registration portal. Simply click on the “Manage Qualified Distributors” tab from the portal dashboard and enter the contact name, company, and email. The dashboard has been revamped to make it easier for you to invite your distributors and manage receipt of your invitations.

To log into your Housing & Registration portal, first login to your Exhibitor Dashboard from the IWF website (go to www.iwfatlanta.com and click on Exhibitor Dashboard Login under the “LOGIN” menu) Next click on the Housing & Registration Tile

Please note – IWF 2020 has a NEW SHOW PATTERN and the new show days are TUESDAY through FRIDAY. Qualified distributor companies nominated by exhibitors are allowed access to the exhibit floor on the Monday prior to the show opening and during all exhibitor hours on show days. They also receive access to Guest Passes for their top customers. (Guest Pass allows one free registration for an attendee.) Additionally, a distinct block of hotel rooms was created within the IWF 2020 housing block and protected for Qualified Distributors. Qualified Distributors are now able to register and book hotel rooms.

Once approved, your distributors will receive an email invitation to register under the program. The email will contain a unique link allowing them to create their own Qualified Distributor registration portal. Qualified Distributor companies will have the option to reserve a block of hotel rooms and will be able to register and house their personnel online through this portal. They will be able to invite guests using Guest Passes and purchase additional Guest Passes.

For questions, contact Liz Hosp at IWF at LCH@iwfatlanta.com or call 404-693-8333.

WMIA and WMMA Member companies will automatically be invited to the program, but if you have distributors who are not members of WMIA and WMMA, and you wish them to be part of the program, please nominate them from your Housing & Registration portal. Simply click on the “Manage Qualified Distributors” tab from the portal dashboard and enter the contact name, company, and email. The dashboard has been revamped to make it easier for you to invite your distributors and manage receipt of your invitations.

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For questions, contact Liz Hosp at IWF at LCH@iwfatlanta.com or call 404-693-8333.

WMMA 2020 Upcoming Events

March 24-25, 2020
DC Fly-in (WMMA, WMIA, AWFS)
Washington, DC
Click here to register now!
RazorGage named John Thomas as National Sales Manager for North America. RazorGage manufactures automated stop/pusher systems as well as optimizing cutoff saw systems. John brings with him, 25 years of experience in the metal working machinery and fenestration machinery industries. Prior to joining RazorGage, John served as the National Sales Manager for Italmac USA, and before that he served in the same role with Omega, Inc.

If you have any news you would like to share with WMMA Members, via our monthly Cutting Edge Newsletter, please email your content to samantha@wmma.org.

Introducing an Exciting New Member Benefit...Just for You!

One challenge many employers face is offering affordable and convenient health care options for their employees. And now WMMA is proud to announce a new member benefit that meets that need. Introducing National Association of Manufacturers (NAM) Health Care — a benefits offering designed specifically for smaller manufacturing companies.

Because WMMA is a member of NAM, you can join other manufacturing companies to purchase and manage coverages together, which allows you to take advantage of enrollment efficiencies, administrative cost savings and more flexible product options previously only available to larger manufacturing companies. With NAM Health Care, your employees can get better health care and quicker enrollment, while making your job easier with ongoing benefits management and administration (which reduces your administrative costs.)

Total starts were reported at 1,608 million units in December 2019 – this is the greatest number reported since December 2006 (1,649 million units). Further, single-family starts were 1,055 million units, the first-time single-family starts have exceed one-million units since July 2006 (1,042 million units). Two factors may be behind this upsurge: 1) a mild December and 2) a large increase in the Midwest region's starts. Winter seasonal adjustments for the Midwest typically are greater than the other regions (Slide 18). Total-, single-, and multi-family permits and new single-family sales declined month-over-month. With the exception of single-family under construction, all housing metrics were positive on a year-over-year basis.

The February 7th Atlanta Fed GDPNow™ model forecasts an aggregate 7.2% increase for residential investment spending. New private permanent site expenditures were projected at a 9.0% increase; the improvement spending forecast was a 3.3% increase; and the manufactured/mobile housing projection was a 3.8% increase (all: quarterly log change and seasonally adjusted annual rate).

Click here to view the full December VT Housing Report