

President's Message

Happy New Year! WMMA enters its 121 year as an association that has worked hard to help its members meet their business objectives and challenges in the wood industry. The board of directors appreciates your support and participation in your Association.

This can be a great year for WMMA if all our members start the year off by being aware of and become involved in the many opportunities that are available in 2020. Be sure to take advantage of this year's activities and programs.

Different member want different things. The directors and committees understand that. Each year it is always a challenge to develop and improve the activities and programs. I believe they have done a great job for 2020. Take a look at what's coming!



- MEM Industrial 2020 – January – Mexico City, Mexico
- WINS 2020 – February – Salt Lake City, Utah
- DC Fly In – March – Washington, DC
- Wood Industry Conference – May – Charleston, SC
- Vietnam Trade Mission – June – Ho Chi Minh City, Vietnam
- International Woodworking Fair – August – Atlanta, GA
- WMMA Regional Meeting – October – Louisville, KY

I encourage you to become more involved in our committees and the governance of WMMA. It's the member's ideas, energy and participation that move WMMA forward. So please participate and become involved in ensuring the future of WMMA. Find a committee that you're really interested in and volunteer. Every member has something to offer. Our Association has a wealth of knowledge and expertise but we can always use more. Active members will make for a stronger WMMA.

Your President,

Steve Carter



February 6-9, 2020

WINS Wood Industry Networking & Snow Sports Event

Little America Hotel • Salt Lake City, Utah

 

Last Chance to Claim a WINS Sponsorship & Register to Attend!



A **HUGE** thank you to our current sponsors listed above. Want your logo listed above?
[Click here to view available sponsorships](#)

Email Samantha@wmma.org to claim your sponsorship today!

WMIA + WMMA are going to Salt Lake City, UT, February 6-9, 2020, for the Wood Industry Networking Snow Sport event. This event has grown over the years and this year we are expecting our biggest crowd yet. **Over 40 people have registered so far; join in on the fun!**

Group breakfasts and dinners Included Thursday (2/6) - Sunday (2/9). Sponsored group lunches will take place on Saturday (2/8) and Sunday (2/9). A more detailed schedule will be distributed to attendees closer to the event.

- Wednesday (2/5)** Early Bird Dinner
- Thursday (2/6)** Ski Resorts: Solitude or Brighton
- Friday (2/7)** Ski Resorts: Alta or Snowbird for Snowmobiling
- Saturday (2/8)** Ski Resorts: Snowbasin
- Sunday (2/9)** Ski Resorts: Powder Mountain
- Monday (2/10)** *optional back-country skiing day

[Click Here to Register to Attend](#)

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!

WIC 2020 May 5-8, 2020 Isle of Palms (Charleston), SC

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?

[Click here to view the Schedule of Events](#)

Register Now



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.

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.

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.

2020 Membership Renewal Season is Here



Renewal Deadline: **January 2020**

You will be receiving your 2020 WMMA Membership renewals within the next couple of weeks. 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 committees here.](#) Email Kristin@wmma.org with any questions.

New WMMA Trade Mission: Vietnam June 7-11, 2020

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

More information to come in January regarding how our members can participate and attend to support this mission. 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.

WMMA 2019 Upcoming Events

January 22-24, 2020

MEM Industrial 2020
Mexico City, Mexico
Find out how to participate in [WMMA's U.S. Pavilion here](#)

February 5-9, 2020

WINS 2020
Salt Lake City, UT
[Registration Open Now!](#)

May 5-8, 2020

Woodworking Industry Conference (WIC20)
Wild Dunes Resort
Isle of Palms (Charleston), SC
[Click here to register now!](#)

June 7-11, 2020

WMMA Trade Mission to Vietnam
Ho Chi Minh City, Vietnam

August 25-28, 2020

IWF 2020 - [Click here to apply for exhibit space](#)
Atlanta, GA

[View Full Calendar of Events](#)

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.)

Visit <https://wmma.namhealthcare.com/> to learn more and get a quote. **Questions? Call 855-463-8856.**



Virginia Tech Housing Report - November '19

In November, United States the vast majority of the United States housing construction and sales markets were positive – month-over-month and year-over-year. The exceptions were the year-over-year single-family under construction and spending. The January 10th Atlanta Fed GDPNow™ model estimate for January 2020 projects an aggregate 3.9% increase for residential investment spending. New private permanent site expenditures were projected at a 5.5% increase; the improvement spending forecast was a 1.5% increase; and the manufactured/mobile housing projection was a 13.5% increase (all: quarterly log change and seasonally adjusted annual rate).

[Click here to view the full November VT Housing Report](#)

