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500 Citadel Drive, Suite 200, Commerce CA 90040
Phone: 800/946-AWFS • Fax: 323/838-9443
info@awfs.org • www.awfs.org



Woodworking Machinery Industry Association®
27 Main Street, Suite One, New Milford, CT 06776
Phone: 860/350-9642(WMIA) • Fax: 860/354-0677
info@wmia.org • www.wmia.org



Wood Machinery Manufacturers of America®
500 Citadel Drive, Suite 200, Commerce CA 90040
Phone: 323/215-0317 • Fax: 323/215-0331
info@wmma.org • www.wmma.org

**PARTICIPATING
ASSOCIATIONS**



North American Building Material Distribution Association
401 N. Michigan Ave., Chicago, IL 60611
Phone: 888/747-7862 or 312/321-6845 • Fax: 312/644-0310
info@nbmda.org • www.nbmda.org



Wood Component Manufacturers Association
741 Butlers Gate, Suite 100, Marietta, GA 30068
Phone: 770/565-6660 • Fax: 770/565-6663
wcma@woodcomponents.org • www.woodcomponents.org

**ONE CONFERENCE...
ONE INDUSTRY...
ENDLESS OPPORTUNITIES!**

NEW THIS YEAR!
CEO Forum • WoodLINKS USA Auction
Plant Tours • 5K Run/Walk
Golf & Fishing Outings

“Connecting the Industry”



2012 WOODWORKING INDUSTRY CONFERENCE
MAY 2-4, 2012
Delray Beach Marriott, Delray Beach, FL



SPONSORED BY: **AWFS® WMIA® WMMA®**

It's Time to Register for WIC 2012

WIC has become the “One Industry” conference that you cannot afford to miss! Attending this “One Conference” will give you a wealth of knowledge, practical information and valuable contacts. Realize “Endless Opportunities” for your company: an unmatched value for your business.

Some of the reasons industry professionals attend WIC:

- Connect with your peers at a wide array of formal and informal networking functions.
- Industry knowledge – Learn and receive practical tips to improve your business operations.
- Current economic outlook from noted economist Alan Beaulieu.
- Contact Table program – Spend quality one-on-one time and build important business relationships.

“Connecting the Industry”, the WIC 2012! See you in Delray Beach, Florida!



REGISTRATION INFORMATION Register Early and Save!

When you register before March 16, 2012, you and your company will save \$100 per person on your registration fees and \$75 on your contact table fee. **For complete registration information visit association websites.**

Full Registration Categories	Optional Supplemental Categories
Delegates (prior to 3/16/12) \$595.00	Contact Table (prior to 3/16/12) \$75.00
Delegates (after 3/16/12) \$695.00	Contact Table (after 3/16/12) \$150.00
Spouse/Companion (prior to 3/16/12) . . . \$395.00	Optional Events
Spouse/Companion (after 3/16/12) \$495.00	Golf \$135.00
Children 12 & over (prior to 3/16/12) . . . \$395.00	Fishing Outing \$115.00
Children 12 & over (after 3/16/12) \$495.00	(Lunch/Drinks Extra)
Prospective members \$695.00	5K Run/Walk \$35.00
Educator \$200.00	

Spouses, companions and children, ages 12 and over, can register for WIC at the spouse/companion rate. This fee includes admittance to all social events, spouse/companion programs and any business sessions of interest. **While you are welcome to bring younger children with you (the hotel offers various programs for the “younger set”), children under 12 are not invited to participate in WIC functions.**

Working Together We Accomplish More

WIC 2012 is indeed the “One Industry. . .One Conference” that “Connects the Industry.” WIC is open to executives and managers from within every area of the wood processing industry, including machinery builders, distributor networks and wood product processing organizations. Attendees are members and prospective members of the sponsoring and participating associations. Sponsoring associations are the Association of Woodworking & Furnishings Suppliers® (AWFS®), the Woodworking Machinery Industry Association® (WMIA®), and the Wood Machinery Manufacturers of America® (WMMA®). The participating associations are the North American Building Material Distribution Association (NBMDA) and the Wood Component Manufacturers Association (WCMA).



PARTICIPATING ASSOCIATIONS



Things To Note....

Attire For WIC events, comfortable and casual dress is appropriate. Daytime attire is casual and sportswear is customary. All evening activities are informal as well.

Weather Temperature in May averages 85 degrees during the day and 72 degrees in the evening.

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RESORT INFORMATION

Delray Beach Marriott Resort

Located on Florida’s Gold Coast, overlooking sandy beaches on Ocean Boulevard, the Delray Beach Marriott is midway between the excitement of Fort Lauderdale and the glamour of Palm Beach. Easy walking distance to Atlantic Avenue’s shopping boutiques, bistros, outdoor cafes, art galleries, restaurants and nightlife.

WIRELESS INTERNET

The Marriott offers complimentary wireless Internet throughout their hotel: guest rooms, public areas and meeting rooms.

HOTEL RESERVATIONS

WIC 2012 Delray Beach Marriott Room Rate: \$169 (includes resort service fee).

Phone Reservations: (561) 274-3200 - Toll free (877) 4-DELRAY.

WIC Room Block Code: WIC2012 (Use for phone reservations)

Online Reservation WIC Code: WWIWWIA (This code has already been entered on registration page). For Online Reservation Link, please go to your association’s website.



10 North Ocean Blvd., Delray Beach, FL 33483
ph: (561) 274-3200 • fax: (561) 274-3202
Sales: (561) 274-3200 ext. 7710
Toll Free: (877) 389-0169
www.delraybeachmarriott.com

TRAVEL INFORMATION

The hotel does not provide shuttle service.

A1A Car & Limo: (561) 278-4064
(Call ahead for a shared ride)



“Silver Chair Taxi” and Transportation, LLC: (561) 395-0064
(ask for Jay)

Alternate transportation:

Cab from West Palm: \$48-\$55.00 (approx)
Cab from Fort Lauderdale: \$85-\$95.00 (approx)

Area Airports:

Palm Beach International Airport - PBI



Phone: 1 (561) 471-7420

Hotel direction: 20 miles S.

Driving directions: I-95 South to Atlantic Avenue (Exit 52), East to Ocean Blvd. Approximate travel time: 20 minutes.

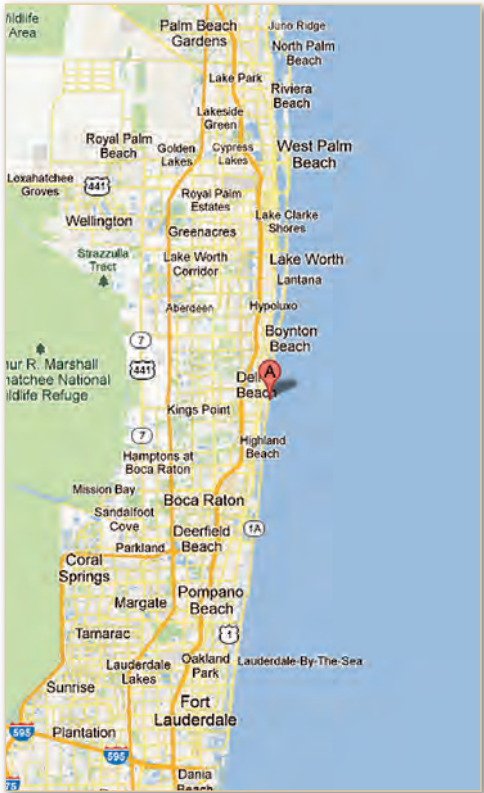
Fort Lauderdale International Airport - FLL



Phone: 1 (866) 435-9355

Hotel direction: 30 miles N.

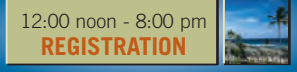
Driving directions: I-595 West to I-95 North to Atlantic Avenue. Approximate travel time: 40 minutes.



SCHEDULE OF EVENTS

MEETING DAYS AND TIMES ARE SUBJECT TO CHANGE

Tuesday, May 1, 2012 INDUSTRY MEETINGS



7:00 am – 9:00 am	WMIA® Executive Committee
8:00 am – 9:00 am	All Attendee – Breakfast
9:00 am – 12:00 noon	AWFS® Board Meeting
9:00 am – 12:00 noon	WMIA® Board Meeting
12:15 pm – 1:00 pm	All Attendee – Lunch
1:00 pm – 3:00 pm	WMMA® Executive Committee
1:15 pm – 4:00 pm	WMIA® Marketing Committee
2:45 pm – 3:00 pm	All Attendee – Break
3:00 pm – 6:00 pm	WMMA® Board Meeting
6:15 pm – 7:15 pm	All Attendee – Early Bird Cocktail Reception

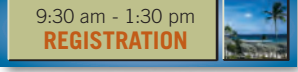
Wednesday, May 2, 2012



6:45 am – 8:15 am	All Attendee – Breakfast
7:00 am – 9:00 am	WMMA® Membership Development Committee
7:00 am – 9:00 am	WMMA® Int'l Business Development Committee
7:00 am – 10:00 am	WMIA® Educational Fdn. Trustees Board Mtg.
9:00 am – 12:00 pm	AWFS® Trade Show Committee Mtg.
9:15 am – 10:15 am	WMMA® Public Policy Committee
10:00 am – 10:15 am	All Attendee - Break
10:30 am – 11:40 am	Joint Public Policy Committee Meeting
12:00 noon – 1:00 pm	All Attendee – Lunch
12:00 noon – 2:00 pm	NBMDA Executive Committee Mtg.
1:00 pm – 2:10 pm	Joint Education Committee Meeting
2:15 pm – 3:20 pm	Joint Technology Committee Meeting
2:30 pm – 4:30 pm	NBMDA Board Meeting
3:20 pm – 3:30 pm	All Attendee Break
3:30 pm – 5:00 pm	WMMA® Annual Meeting
3:30 pm – 5:00 pm	WMIA® Annual Meeting
6:00 pm – 10:00 pm	Opening Night! All Attendee Cocktails / Dinner (Silent Auction)

COLOR KEY: **RED** events are open to all registrants.
BLUE optional events.
BLACK denotes member specific events.
* Tentative Schedule. Time subject to change.

Thursday, May 3, 2012



7:30 am – 8:30 am	Kickoff Breakfast – Open Ceremony
8:30 am – 9:00 am	Award Presentations: WMMA® Baldwin Award WMIA® Wooden Globe Awards
9:10 am – 10:15 am	Public Policy Forum – John Satagaj
10:15 am – 10:30 am	All Attendee - Break
10:30 am – 12:00 noon	Distributor Forum
12:15 pm – 12:50 pm	All Attendee – Lunch
1:00 pm – 2:30 pm	Skype Plant Tours
2:30 pm - 2:45 pm	All Attendee – Break
2:45 pm – 4:45 pm	NBMDA / CIDA Steering Committee
2:45 pm – 5:45 pm	Contact Tables
6:00 pm – 10:00 pm	Cocktails & Dinner

Friday, May 4, 2012

6:00 am – 6:30 am	Check-in / stretch-out for 5K Walk/Run
6:30 am – 7:45 am	5K Walk / Run Event (snacks for participants)
7:00 am – 8:15 am	All Attendee - Breakfast
8:15 am – 9:30 am	CEO Forum
9:30 am – 10:40 am	Economic Outlook – Alan Beaulieu
10:45 am – 11:30 am	WMIA® Closing Board Meeting
10:45 am – 11:30 am	WMMA® Closing Board Meeting
11:30 am	Departure for Fishing
11:30 am	Departure for Golf
12:00 noon – 1:00 pm	All Attendee – Lunch
6:00 pm – 10:00 pm	All Attendee Closing Dinner

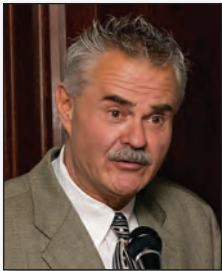


GENERAL SESSION – KICKOFF BREAKFAST

Thursday, May 3, 2012 7:30 am - 9:00 am



Joan Kemp
AWFS® President



John B. Henderson
WMIA® President



Mark Chappell
WMMA® President

The WIC sponsoring association presidents, Marc Chappell, WMMA®; John B. Henderson, WMIA®; and Joan Kemp, AWFS®, open the 2012 Woodworking Industry Conference with a welcome to all Conference attendees with an update on their Associations' plans and future activities for 2012.

WMMA® Baldwin Award

WMMA® members agree that the prestigious Baldwin Award is an honor of a lifetime. Named for Ralph B. Baldwin, long-time member and Past President of WMMA®, the award will be presented to an individual in the woodworking industry who has exemplified the kind of commitment which makes an Association function at, or near, its peak potential and is a contributor to his company's success and the community of which he/she is a part.



WMIA® Wooden Globe Award

Every year, the WMIA® honors excellence among woodworking companies by presenting the annual Wooden Globe Awards. WMIA® members nominate their customers, and awards are presented in three categories: Innovator, Educator and Commitment to Excellence Through Technology. In addition, the WMIA®'s distributor members present the Partner of the Year award to a woodworking machinery supplier who best exemplifies the spirit of partnership.



PARTNERSHIPS: CONTACT TABLE PROGRAM

A Platform for Business Discussions

Thursday, May 3, 2012 2:45 pm - 5:45 pm

The Woodworking Industry Conference offers the industry's only contact table program, the most cost-efficient opportunity for face-to-face business meetings. This is a unique experience for the industry to convene for vital business discussions. WIC's Contact Table Program is truly the most cost-effective sales call you will make in 2012! Plan early and set up your personal appointments in advance of WIC. This is a once-a-year opportunity to increase profits and get more done in less time. Save money and register early!



"This is a great opportunity to engage the players involved in the woodworking industry and grasp the future of the industry."

Madison Burt
Weima America Inc.

"WIC is the least expensive way to make quality contacts with suppliers and peers during one trip . . . worth five times the cost!"

Joe Strous
Hermance Machinery Co.

NEW! WOODLINKS USA AUCTION

Wednesday, May 2, 2012 6:00 pm - 7:00 pm

A new fun feature of the 2012 Woodworking Industry Conference will be an auction of woodwork made by employees, friends of member companies and WoodLINKS USA supported students. **Kicking off during the opening night cocktail reception**, the proceeds of the auction will benefit the WoodLINKS USA program, www.woodlinksusa.org, which has been a favorite cause of WMMA®, WMIA® and AWFS® all sponsors of the WIC.



NEW! SKYPE PLANT TOURS

Thursday, May 4, 2012 1:00 pm - 2:30 pm

New this year!! Right from the Delray Beach Marriott hotel we will visit woodworking facilities and conduct ‘mini’ plant tours projected on large screens via ‘Skype’! WIC attendees will have the ability to ask plant tour personnel questions, discuss problems, make suggestions, and discover opportunities to service customers. This interactive session will be led by an industry moderator asking probing questions and encouraging questions from the audience. Take this opportunity to realize how suppliers can partner with woodworking manufacturers to solve problems.



NEW! 5K WALK/RUN

Friday, May 4, 2012 6:30 am - 7:45 am

What better place than the Florida eastern coastline to hold a 5K event? That’s right! WIC 2012 is holding a 5K walk/run event on Friday morning, May 4. Open to every WIC 2012 attendee who wants to get some fresh air, be healthy and exercise next to the Delray Beach and Atlantic Ocean!! The gun will go-off at 6:30 am (so show up between 6:00 – 6:30) all participants will begin their event just when the sun is rising over the Atlantic Ocean – what a great way to start the day!!!

The cost for the event is \$35 per person with the proceeds being donated to WoodLINKS USA and their support in the industry. Each participant will receive an exclusive T-shirt commemorating the launch of this very first annual event. Plus, you’ll have bragging rights for having participated! It doesn’t matter if you walk or run this gorgeous ‘bike path’ course located right in front of Marriott Delray Beach Hotel. So, don’t miss the fun, exhilaration and lasting memories that this event is sure to bring you!



NEW! FISHING TRIP

Friday, May 4, 2012 11:30 am Departure

Looking for a few hours during WIC when you can sit back and relax? WIC’s Fish Derby is for you.

We will be trolling and bottom fishing, within 25-30 minutes run from boat dock. The price per person is \$115.00 for the boat (includes tackle, bait and even licenses) and mate’s tip. Box lunch/drinks and transportation are extra. Captain Bob Randolph’s boat is a 44’ Luhrs complete with air conditioned cabin, couches, bathroom.



PUBLIC POLICY FORUM

Thursday, May 3, 2012 9:10 am - 10:15 am



One of the most popular WIC forums, the Public Policy Forum has been “standing room only” for several years – John Satagaj, WMMA® consultant, will present a Washington insiders’ perspective. Can the 112th Congress get its act together for a few moments to deal with some pressing tax, regulatory, and fiscal issues before moving into full campaign mode? There are many unresolved issues from an increase in top marginal rates to an increase in the estate tax to promulgation regulations such as combustible dust regulation, on the horizon. With 2012 being an election year, Satagaj will take a look at what the possibilities for resolution and the impact on the industry.

CEO FORUM: What Are the Market Leaders Saying?

Friday, May 4, 2012 8:15 am - 9:30 am

We have gathered a group of forward-thinking wood products company executives to explain what they have done to face and overcome the economic challenges we have all been experiencing over the past three years. They will explain what they have done to grow their businesses and what plans they have in place to continue performance excellence. Each speaker will focus on the machinery and cutting tool manufacturers, suppliers and distributors who are key to their plans for improved manufacturing through partnership building, product/ distribution, differentiation and much, much more. If you want to hear it first-hand and get a jump on your competition, don’t miss this highly informative group discussion: **Only at WIC 2012.**

ECONOMIC OUTLOOK FORUM

Friday, May 4, 2012 9:30 am - 10:40 am

Presented by Alan Beaulieu



Be prepared for the next big economic move. The economy marches on. Will your company follow the trends or be in front of them? See the future first – before your competitors – with a keynote by an economic forecaster with over 96% accuracy: one of the country’s most informed economists, Alan Beaulieu. Alan speaks for companies who need a domestic and global perspective on how to forecast, plan, and increase their profits based on business cycle trend analysis.

NEW! GOLF OUTING

Friday, May 4, 2012 11:30 am Departure

We are thrilled to welcome back a golf outing to the WIC 2012 schedule. **Polo Trace Golf Club** (www.polotracegolf.com) will serve as the host course. Resembling the rolling hills of Scotland, Polo Trace provides a unique golf experience for all levels of golfers. This links-style course features new Champion Turf greens and lush rolling fairways. The golf fee covers your transportation to/from course, cart, lunch and prizes. \$135 per person includes greens fees, cart, lunch, prizes and transportation to/from.

