

## Application for Membership

Application is hereby made for Membership in the Woodworking Machinery Industry Association (WMIA). Upon receipt and approval of an application as provided by the procedures stated in the bylaws the applicant may become a member of WMIA. It is understood that the application fee and the first year's dues shall accompany this application; both are refundable if the application is rejected. Please mark the desired membership category as described below.

**Distributor Membership**

Any firm, corporation, partnership or individual who sells industrial woodworking and sawmill machinery not of his own manufacture, direct to the user, as a distributor, is for the purpose of the bylaws a woodworking machinery distributor. Machinery, as described herein, is defined as excluding tooling, supplies, hand tools and machines portable by hand. Any such woodworking machinery distributor, having been engaged in the distribution of woodworking machinery for at least three years prior to the submission of its application, is eligible for Active Membership provided however that if the applicant shall not meet this requirement but the principal or principals of the applicant shall have five consecutive years of employment in the industry then the applicant shall be eligible for membership in the Association. For the purposes hereof, "principal" shall be a person having an ownership interest in the applicant entity and active in the day to day operation of the applicant.

**Annual Dues:      \$600**

**Importer Membership**

Any firm, corporation, partnership or individual whose primary business is importing new industrial woodworking machinery and ancillary equipment, for the purpose of resale, for his or its own account, for the purpose of the bylaws, is a woodworking machinery importer. Any such woodworking machinery importer, having been engaged in the importation of woodworking machinery for at least three years prior to the submission of its application, is eligible for Active Membership provided however that if the applicant shall not meet this requirement but the principal or principals of the applicant shall have five consecutive years of employment in the industry then the applicant shall be eligible for membership in the Association. For the purposes hereof, "principal" shall be a person having an ownership interest in the applicant entity and active in the day to day operation of the applicant.

**Annual Dues:      \$600**

**Associate Membership**

Any firm, corporation, partnership or individual whose primary activities and specialized services support the Association's basic purposes and who has been in business for a period of three or more years and render specialized services to the Association and/or its members and the industry they represent, and who meet the criteria established by the Board of Directors may be proposed for Associate Membership and any applicant who is not eligible for active membership because it does not meet the years in business requirement of Article III, §1 or Article III, §6 shall be eligible for Associate Membership. Associate Membership shall include, but is not limited to, law and accounting firms, trade publications, banks, finance, data processing, and public relations/ advertising companies, and management consultants. Associate membership shall not be entitled to vote, nor shall their representative be entitled to hold office.

**Annual Dues:      \$600**

**Educational Institutions** that have an accredited woodworking curriculum may also apply for Associate membership. Employees, consultants, or either individuals affiliated with educational institutions shall not be eligible for membership, but may be designated as the educational institution's representative to WMIA.

**Annual Dues:      \$100**



Company name \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Phone \_\_\_\_\_ Fax \_\_\_\_\_

E-mail \_\_\_\_\_ Date business started \_\_\_\_\_

Please attach copy of state certificate of incorporation, or establishment, or other document confirming date business started.

Web site URL \_\_\_\_\_

Briefly state the reasons for seeking membership in WMIA \_\_\_\_\_

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

WMIA sponsors a major trade exposition biannually  
Please indicate your participation in past trade shows (year and show), and intentions for future shows.

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Individual who will act as WMIA contact \_\_\_\_\_

Other individuals \_\_\_\_\_

Other association memberships \_\_\_\_\_

Recommended by \_\_\_\_\_

Committee participation is an integral part of WMIA membership. Please indicate which of the following WMIA committees you are interested in:

- |                                     |                                     |
|-------------------------------------|-------------------------------------|
| <input type="checkbox"/> Statistics | <input type="checkbox"/> Marketing  |
| <input type="checkbox"/> Education  | <input type="checkbox"/> Membership |

Authorized signature \_\_\_\_\_ Date \_\_\_\_\_

## Application for Distributor/Importer Membership — Part 2

Machinery manufacturers  
represented or imported

Length of time represented  
(years/months)

_____	_____
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____

Percentage of business attributed to direct machinery imports for your own account

\_\_\_\_\_ %

Territory served

\_\_\_\_\_

## Application for Associate Membership — Part 2

In the last three years, our company has worked with these companies (machinery importer, distributor, dealer, manufacturer or end user)

Company name \_\_\_\_\_

Address \_\_\_\_\_

Phone \_\_\_\_\_ Fax \_\_\_\_\_

Company name \_\_\_\_\_

Address \_\_\_\_\_

Phone \_\_\_\_\_ Fax \_\_\_\_\_

Company name \_\_\_\_\_

Address \_\_\_\_\_

Phone \_\_\_\_\_ Fax \_\_\_\_\_

# What you should know about WMIA

## Who We Are

The Woodworking Machinery Industry Association (WMIA) is a trade association representing importers and distributors of woodworking machinery and ancillary equipment in North America.

Since 1977, WMIA has grown to be the recognized voice of importers and distributors and a vital communications link between suppliers and the many manufacturers of wood products in North America.

## Membership Composition

Member companies include firms, corporations, partnerships or individuals who import and distribute industrial woodworking machinery. Members offer equipment and technologies that often enable North American companies to produce products that compete profitably with imported ones.

## IWF Sponsorship

Together with the American Furniture Manufacturers Association and Wood Machinery Manufacturers of America (WMMA), WMIA is a joint venture partner in the biennial International Woodworking Machinery & Furniture Supply Fair-USA (IWF). IWF is the largest woodworking machinery and supply show in North America, and it is the second largest in the world. It is held in even-numbered years in Atlanta, Georgia. As a co-sponsor of IWF, it is part of WMIA's mission to keep members and their customers informed about the latest in the international and domestic marketplaces.

## Woodworking Industry Conference (WIC)

WMIA is a founder and co-sponsor, along with WMMA and the Association of Woodworking and Furnishings Suppliers (AWFS), of the Woodworking Industry Conference (WIC). This annual conference provides great networking opportunity for your company.

## Internal Communications and Public Relations

WMIA's quarterly newsletters, special bulletins, legislative alerts and other publications give you news and current information of vital interest to our industry. Special publications are widely distributed to the industry trade press to keep the public informed about issues of concern to WMIA members.

## Industry Data for Members Only

WMIA members have the option to participate in benchmarking reports for sales data, compensation surveys and profit reports. This data is available to members who participate, at no cost.

## How You and Your Company Benefit from WMIA Membership

Through educational seminars, publications, timely information about your industry and the annual meeting and exposition, WMIA helps you acquire and polish the skills you need to manage effectively. By offering opportunities for fellowship and participation, WMIA helps identify you as a partner in an important, dynamic industry.

The skills you learn and the people you meet through WMIA will help enhance the management and operations of your firm. WMIA offers numerous opportunities for professional development, and provides up-to-date information, which will increase your ability to manage and plan, thus increasing the operational effectiveness of your company, now and in the future.

Your membership in WMIA also entitles you to membership in the National Association of Wholesaler-distributors (NAW) which offers group insurance plans and discounts on travel, long distance and overnight delivery.



Woodworking Machinery Industry Association

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