



2010 Partner of the Year Award

The Distributor Division of the Woodworking Machinery Industry Association (WMIA) announced the winner of its 2010 Partner of the Year Award during the April 21-24 Woodworking Industry Conference at the Monterey Hyatt Regency Resort & Spa, Monterey. This year's recipient is Safety Speed Cut Manufacturing Company, Inc.

Scott Mueller, a member of WMIA's Marketing Committee and Vice President of Edward B. Mueller Company, Inc., a WMIA distributor member company announced the award recipient. The award was accepted by Brian Donahue, Safety Speed Cut's President.

In announcing the award, Mueller said, "In a difficult business climate such as we find ourselves, partnership between manufacturers, importers and distributors is probably more important than ever. Each brings something to the relationship that the other needs – manufacturers and importers of course bring product and factory support. Distributors bring the 'feet on the street' and in-depth customer knowledge that can many times make or break a project, and at a much reduced cost to the manufacturer or importer. By working together, we are able to offer a vastly superior buying and ownership experience to our customers. The Partner of the Year Award is recognition of this fact."

Since 1994, this award has been conferred by the WMIA Distributor members upon the manufacturer or importer who best exemplifies the spirit of partnership in their dealings with woodworking machinery distributors. The program emphasizes the principle of steadfast cooperation and equal business stature between distributors and suppliers. This year marks the 16th time this award has been bestowed.

Safety Speed Cut was founded in 1958 by the Olson family in their Northeast, Minneapolis home garage and is still run with that same family owned dedication. To date Safety Speed Cut has developed over 15 different American made production model panel saws and routers for use in wood, plastic, and industrial applications. In the last decade, by way of acquisition, they began manufacturing and supplying American made wide belt sanders, and fully automated air and glue pot edgebanders.

When accepting the award, Donahue said, "Safety Speed Cut has always been focused on making our customer the top priority. Our success in the market place has only been enhanced by our broad network of dealers. Through the years, dealers have helped us successfully delivery to customers because of their marketing, demonstrations, and stock at their facility. The addition of our sanders and edgebanders has given us the ability to offer our customer base additional quality American made products, and our dealers have supported us in getting them to market. Our goal has always been, and will be customer satisfaction. The receipt of this award gives us the satisfaction that we have been accomplishing this to date."