2018 REPORT TO THE MEMBERSHIP

STRENGTH THROUGH CONNECTIONS

EWTA
FROM THE MANAGING DIRECTOR

As EWTA wraps up another successful year, I want to take this opportunity to thank our EWTA member companies for your support of our association and all it has to offer.

Membership has remained strong. EWTA finished 2018 with 122 members, tying the previous record. All indicators point to another successful year.

In the report that follows, you’ll see many signs of this support. Our members have continued their robust sponsorship of Info Fair, our annual supplier exhibition. We’ve realized substantial revenue (and ample reserves) generated from membership dues. And advertising sales in the Engineered Wood Journal are as strong as ever.

EWTA is proud of its support of APA research programs – something that would not be possible without the backing of our members. In 2018, EWTA allocated $100,000 and spent nearly $50,000 on multiple research projects benefiting the industry. Over the past 18 years, EWTA’s research funding has totaled over $370,000.

Thank you, our valued members, for being a part of a prosperous 2018. I’m looking forward to a new year filled with new business and new successes.

Please let me know what I can do to help EWTA work for you.

TERRY KERWOOD

Engineered Wood Technology Association
MISSION AND VISION

VISION
To be the leading supplier organization in the engineered wood products industry

MISSION
To enhance the competitiveness and growth of the APA and EWTA memberships by:

- Providing resources to the APA members in the continual improvement process
- Helping to grow the membership base by being ambassadors for APA
- Representing the interests of the membership at regional, national and international venues
- Providing a means by which business relationships within the membership are strengthened
MEMBERSHIP

EWTA membership has remained strong, with 122 members in 2018. The year closed with 16 members in the Consulting/Services category, 38 members in the Materials/Supplies category, and 68 members in the Equipment/Tooling category.

A full list of current members, along with company descriptions and contact information, can be found on the APA website at www.engineeredwood.org, as well as in the membership directory published each year in the spring issue of the Engineered Wood Journal.

2018 NEW AND RETURNING MEMBERS

Airstar Inc.
www.airstar1.com

Covestro LLC
www.covestro.com

FROMM Packaging Systems
www.frommstrappingsystems.com

Practical Steam, Inc.
www.practicalsteam.com

The Sansin Corporation
www.sansin.com
COMMUNICATIONS

EWTA’s communications program offers a number of platforms for members to publicize their information and accomplishments.

SUPPLIER AWARDS PROGRAM

The annual Supplier Awards Program recognizes members for their contributions to the industry. In 2018, the program honored three member companies as Suppliers of the Year and one company whose industry-boosting product was honored as an Innovation of the Year (see page 8). The members were honored during the Chairman’s Awards Dinner at the APA Annual Meeting in San Antonio last October. The companies will also be featured prominently in the spring 2019 issue of the Engineered Wood Journal.

ENGINEERED WOOD JOURNAL

EWTA’s signature publication, the Engineered Wood Journal, is published two times a year and includes industry news of interest to EWTA and APA members. The print edition of the Journal is distributed free of charge by mail to U.S. and Canadian engineered wood product manufacturers, suppliers, consultants, analysis, academia and other industry stakeholders. Current and past issues are available on EWTA’s website.

CONNECTIONS NEWSLETTER

A more frequent source of industry information is delivered every other month to EWTA and APA members. The electronic Connections newsletter, delivered via email, serves as a vehicle for shorter member announcements and news. The design of the newsletter was streamlined in 2018, making it easier to read and navigate.

BUSINESS OUTLOOK SURVEY

EWTA members share their thoughts each year in the association’s Business Outlook Survey, the results of which are published in the spring issue of the Engineered Wood Journal.

OTHER COMMUNICATIONS

Other EWTA communications activities include the distribution of APA’s monthly housing starts, quarterly production reports, the APA Structural Panel and Engineered Wood Yearbooks, special market reports, and the spring membership directory.
NETWORKING

EWTA welcomed 87 exhibitors last fall at its 2018 Info Fair – the association’s annual supplier exhibition and its biggest networking event of the year. Sixty-three EWTA members provided sponsorships. The event, held in conjunction with APA’s Annual Meeting, was Oct. 27-29 at the La Cantera Resort & Spa in San Antonio, Texas. A complete list of exhibitors and sponsors can be found on the EWTA website.

Info Fair offers EWTA members an opportunity to meet and socialize with key individuals among the APA membership. Photos from the event can be viewed on EWTA’s Facebook page. Visit our website for a list of sponsors.

The next Info Fair supplier exhibition will be Nov. 2-4 at the JW Marriott Starr Pass in Tucson, Ariz.


PLATINUM SPONSORS
• ALTEC Integrated Solutions, Ltd. (www.alteconline.com)
• BRUKS Siwertell (www.bruks.com)
• Chem-Trend LP (www.chemtrend.com)
• CMA engineering Inc. (www.cmaeng.com)
• COSTA Sanders LLC (www.costasanders.com)
• Huntsman Polyurethanes (www.huntsman.com)
• Idemitsu Lubricants America Corp. (www.imalcorp.com)
• Meinan Machinery Works, Inc./Merritt Machinery LLC (www.merrittmachinery.com)
• Owens Corning - InterWrap (www.owenscorning.com)
• Samuel Packaging Systems Group (www.samuelstrapping.com)
• Signode Packaging Systems (www.signode.com)
• SpaTek Industries (www.spartek.com)
• Sweed Machinery, Inc. (www.sweed.com)
• USNR (www.usnr.com)
• Westmill Industries USA Corp. (www.westmill.com)

GOLD SPONSORS
• Argos Solutions LLC (www.argossolutions.no)
• Ashland Specialty Ingredients (www.ashland.com)
• Brunette Machinery Company Inc. (www.brunettemc.com)
• Con-Vey Keystone Inc. (www.con-vey.com)
• FlameX, Inc. (http://www.sparkdetection.com/)
• Franklin Adhesives & Polymers (www.franklinadhesivesandpolymers.com)
• Grenzebach Corporation (www.grenzebach.com)
• Hexion Inc. (www.hexion.com)
• Kimwood Corporation (www.kimwood.com)
• Raute (www.raute.com)
• SASCO Chemical Group, Inc. (www.sascochemical.com)
• Spraying Systems Co. (www.spray.com)
• Steinemann Technology USA Inc. (http://www.steinemann.com/)
• Taihei Machinery Works Ltd.
• TSI (www.tsi-inc.net)
• Willamette Valley Company (www.wilvaco.com)
• WPS Industries / Eagle Project Services (http://wpsindustries.com/)

SILVER SPONSORS
• AkzoNobel Wood Adhesives (https://www.akzonobel.com/en)
• Arclin - Performance Applied (www.arclin.com)
• Durr MEGTEC, LLC (https://www.durr-megtec.com/en/)
• Baumer Inspection GmbH (www.baumerinspection.com)
• DO2 Industriel (www.do2.ca)
• Dustex | Lundberg (www.lundbergllc.com)
• Fusoni U.S. (www.fusoni.us)
• Georgia-Pacific Chemicals LLC (www.gp-chemicals.com)
• Hansen-Rice, Inc. (www.hansen-rice.com)
• HAWE Hydraulik (www.hawe.com)
• Hunt, Guillot & Associates LLC (www.hga-llc.com)
• IMAL-PAL Group (www.imalpal.com)
•IMEAS Inc. (www.imeas.net)
• Itipack Systems (www.itipacksystems.com)
• KADANT Carmanah Design (www.kadantcarmanah.com)
• LIMAB (www.limab.com)
• Matthews Marking Systems (www.matthewsmarking.com)
• Metriguard, Inc. (www.metriguard.com)
• Mill Machinery LLC (http://www.millmachinery.net/)
• Panel World Magazine / Hatton-Brown Publishers Inc. (www.panelworldmag.com)
• REA JET (www.rea-jet.com)
• Siempelkamp LP (www.siempelkamp-usa.com)
• Tebulo NA Ltd. (https://tebulo.net/)
• Wanhua Chemical (America) Co., Ltd. (www.whchem.com)
• Wood-Based Composite Center (www.wbc.vt.edu)

SUPPLIER AWARDS PROGRAM SPONSOR
• Tebulo NA Ltd. (www.tebulo-na.com)

GOLF TOURNAMENT SPONSORS
• Willamette Valley Company (www.wilvaco.com)
• ALTEC Integrated Solutions, Ltd. (www.alteconline.com)
• Arclin - Performance Applied (www.arclin.com)
• BASF – We create chemistry (www.basf.com)
• Grenzebach Corporation (www.grenzebach.com)
• Hexion Inc. (www.hexion.com)
• IBC, International Bar Coding Systems & Consulting Inc. (www.ibcworld.net)
• Raute (www.raute.com)
• SASCO Chemical Group, Inc. (www.sascochemical.com)
• Signode Packaging Systems (www.signode.com)
• Steinemann Technology USA Inc. (http://www.steinemann.com/)
• USNR (www.usnr.com)
• Walker Emulsions (www.walkerind.com)
• Westmill Industries USA Corp. (http://westmillindustries.com/)

TENNIS TOURNAMENT SPONSOR
• Flamex, Inc. (http://www.sparkdetection.com/)

CRIPPLE COOT SHOOT SPONSORS
• BASF – We create chemistry (www.basf.com)
• Dominion Chemical Company (www.dominionchemical.com)
• Franklin Adhesives & Polymers (www.franklinadhesivesandpolymers.com)
• Georgia-Pacific Chemicals LLC (www.gp-chemicals.com)
• Hexion Inc. (www.hexion.com)
• Itipack Systems (www.itipacksystems.com)
• Meinan Machinery Works, Inc./Merritt Machinery LLC (www.merrittmachinery.com)
• Nicholson Manufacturing Ltd. (www.nicholsonmgf.com)
• Raute (www.raute.com)
• Stratachem Solutions Group LP (www.stratachemsolutions.com)
• Tebulo NA Ltd. (https://tebulo.net/)
• USNR (www.usnr.com)
AWARDS PROGRAM

EWTA’s annual Supplier Awards program is one way for members to gain recognition among their peers and APA member firms. The two-part program includes the Supplier of the Year awards, which honored three members this year, and the Innovation of the Year award, which honored one member company. All winners are selected by votes of APA member representatives.

EWTA honored the winners of the 2018 EWTA Supplier of the Year Awards at the Chairman's Dinner during APA’s Annual Meeting last October. From left: James Slay, Arclin; Dale Brown, USNR; James Wright, Arclin; Rich Donnell; Hatton Brown/Panel World magazine; John Murray, Willamette Valley Company; Jim Enright, vice-chairman, APA Board of Trustees; and Terry Kerwood, EWTA managing director.

2018 SUPPLIER OF THE YEAR WINNERS

**EQUIPMENT/TOOLING CATEGORY**
USNR

**CONSULTING/SERVICES CATEGORY**
Panel World Magazine/
Hatton Brown Publishers

**MATERIALS/SUPPLIES CATEGORY**
Willamette Valley Company

2018 INNOVATION OF THE YEAR WINNER

Arclin: Enhanced Bond Technology

A very special thanks to the sponsor of the 2018 Supplier and Innovation of the Year Awards:
INDUSTRY SUPPORT

EWTA continued its ongoing support of APA research projects. In 2018, the association spent $47,741 on various projects. Projects awarded funding support include:

- APA Strategic Marketing Program (SMP) Project, Residential Wall Systems – Emerging Technology Testing
- APA Strategic Marketing Program (SMP) Project, Residential Market Research – Purchase Residential Market Reports
- APA Strategic Marketing Program (SMP) Project – Develop and Publish a Series of Build a Better Buildings Moisture Management Guides
- APA Strategic Marketing Program (SMP) Project – Production of Educational Videos on Proper Installation of Engineered Wood Products
- Gain ASTM Certification through USDA’s BioPreferred Program

EWTA has a long history of supporting industry research. Over the past 18 years, EWTA’s research funding has totaled over $370,000.

The association is on track to continue its support of APA’s research efforts. EWTA’s 2019 budget, approved by the APA Board of Trustees at the 2018 annual meeting, included $95,000 in funding for research. To date, the committee has allocated $80,000 of the budget for four projects in 2019.

EWTA Research Investment 2000 – 2018
EWTA wrapped up 2018 on firm financial footing. Year-end revenue of $488,034 reflects a surplus of more than $16,000 and cash reserves of nearly $238,000.

The association dues from EWTA’s solid membership base – 122 member companies in 2018 – is one of several revenue streams for the association.

*Engineered Wood Journal* advertising revenue also keeps the association thriving. The fall 2018 issue of the *Journal* was 76 pages, supported by 43 advertisers. The spring 2018 issue was 72 pages, with 37 advertisers. Net *Journal* income for 2018 was $27,633.

Info Fair also contributed significantly to EWTA’s bottom line with 87 exhibit spaces sold; 63 of those providing sponsorships. Net income from the supplier exhibition was $47,902.

**Info Fair Revenue 2000 – 2018**

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**EWTA SUPPLIER MEMBERS (AS OF MARCH 2019)**

**CONSULTING/SERVICES (14)**
- Casey Industrial, Inc.
- CMA engineering Inc.
- Cogent Industrial Technologies
- Evergreen Engineering, Inc.
- Hansen-Rice, Inc.
- Hunt, Guillot & Associates LLC
- KTC Panelboard Engineering, LTD
- Mid-South Engineering Company
- Nondestructive Inspection Service
- SEMCO
- Union Pacific Railroad
- University of Tennessee, Center for Renewable Carbon
- Wechsler Engineering & Consulting, LLC

**MATERIALS & SUPPLIES (40)**
- AkzoNobel Wood Adhesives
- Albany International
- Arclin - Performance Applied
- Ashland Specialty Ingredients
- ATCO Wood Products Ltd.
- Axalta Coating Systems
- BASF - We create chemistry
- Chem-Trend LP
- Clarke Veneers and Plywood
- Coastland Wood Industries Ltd.
- Covestro, LLC
- Dominion Chemical Company, Inc.
- Ecosynthetix
- Engineered Coated Products, a division of Intertape Polymer Group
- Evertree
- Franklin Adhesives & Polymers
- Fusoni U.S.
- Georgia-Pacific Chemicals, LLC
- Guardian Chemicals Inc.
- H.B. Fuller
- Henkel
- HexArmor
- Hexion Inc.
- Huntsman Polyurethanes
- Idemitsu Lubricants America Corporation
- InterWrap/Owens Corning
- JAX, Inc.
- Lonza Wood Protection
- McLube Division, McGee Industries, Inc.
- Nextwire
- OCI Melamine Americas, Inc
- Paneltech
- Permapost
- SASCO Chemical, a Polymer Solutions Group Company
- Stratachem Solutions Group LP
- The Sansin Corporation
- US Borax Inc.
- Walker Emulsions
- Wanhua Chemical (America) Co., Ltd.
- Willamette Valley Company

**EQUIPMENT/TOOLING (63)**
- Adwest Technologies, Inc., A CECO Environmental Company
- Airstar, Inc.
- A-Lert Construction Services
- ALTec Integrated Solutions, Ltd.
- ANDRITZ Inc.
- Argos Solutions LLC
- Baumer Inspection GmbH
- Bruks Siwertell, Inc.
- Brunette Machinery Company Inc.
- Clarke’s Industries, Inc.
- Coil Manufacturing, Ltd.
- Combilift USA
- Connexus Industries Inc.
- Con-Vey Keystone, Inc.
- COSTA Sanders LLC
- Dieffenbacher Customer Support, LLC
- DO2 Industriel
- Durr MEGTEC, LLC
- Electronic Wood Systems, N.A.
- Fagus GreCon
- Flamex, Inc.
- FROMM Packaging Systems
- Globe Machine Manufacturing Company
- Grenzebach Corporation
- HAWE Hydraulik
- IBC, International Bar Coding Systems & Consulting Inc.
- IMAL-PAL Group
- IMAES Inc.
- Itipack Systems
- KADANT Carmanah Design
- Kimwood Machinery, Inc.
- Koch Knight, LLC
- LIMAB North America
- Lundberg
- Matthews Marking Systems
- Meenan Machinery Works, Inc.
- Mereen-Johnson LLC
- Metriguard Technologies Inc.
- Mill Machinery LLC
- NESTEC, Inc.
- Nicholson Manufacturing Ltd.
- Pallmann Industries, Inc.
- Panel Machinery & Controls, LLC
- Raute
- REA JET – REA Elektronik Inc.
- Rockwell Automation
- Samuel Packaging Systems Group
- Siempelkamp LP
- Signode
- SonicAire
- Smartech
- SparTek Industries
- Spraying Systems Co.
- Steinemann Technology USA, Inc.
- Sweed Machinery, Inc.
- Taihei Machinery Works Ltd.
- Tebulo Industrial Robotics
- TSI
- USNR
- Venango Machine Company, Inc.
- Veneer Services, LLC
- Westmill Industries USA Corp.
- WPS Industries / Eagle Project Services LL
APA MANUFACTURING MEMBERS 2019

Alamco Wood Products, LLC
American Laminators/Duco Lam
Anthony Forest Products Company, LLC
Arizona Structural Laminators, LLC
Art Massif Structure de Bois
Aspen Planers Ltd.
Boise Cascade Company
Boozer Laminated Beam Co., Inc.
Brisco Manufacturing Ltd.
Calvert Co., Inc.
Canoe Forest Products Limited
Coastal Forest Resources LLC
D.R. Johnson Wood Innovations
EACOM Timber Corporation
Eagle Plywood Specialties
Forex Amos
FraserWood Industries Ltd.
Freres Lumber Co. Inc.
Georgia-Pacific Wood Products LLC
Global LVL Inc.
Goodlam, Division of Goodfellow, Inc.
GR Plume Company, Inc.
Gruen-Wald Engineered Laminates, Inc.
Hardel Mutual Plywood Corporation
Hood Industries, Inc.
Hunt Forest Products, Inc.
International Beams/Lebcorp Ltd.
LP
Mississippi Laminators, Inc.
Murphy Company
Natron Wood Products
Norbord
Nordic Structures
Pacific Wood Laminates, Inc.
Pacific Woodtech Corporation
Pinkwood Ltd.
PotlatchDeltic
QB Corporation
Resolute-LP Engineered Wood
Richmond Plywood Corporation Ltd.
Rosboro
Roseburg Forest Products Co.
RoyOMartin
Scotch Plywood Company, Inc.
SDS Lumber Company
Shelton Lam and Deck
SmartLam, LLC
Sound Wood Products, Inc.
Southern Veneer Products
Stark Truss Company, Inc.
Swanson Group Mfg. LLC
Terminal Forest Products (SELCO)
Thompson River Veneer and Plywood
Timber Products Company
Tolko Industries Ltd.
Vaagan Timbers
Warmboard Inc.
West Fraser LVL
Western Archrib
Western Structures, LLC
Westlam Industries Ltd.
Weyerhaeuser
Zip-O-Laminators, LLC
EWTA member company representatives gather at the 2018 APA Annual Meeting and EWTA Info Fair in San Antonio, Texas.

Links to More Information:  
- EWTA Website  
- APA Website  
- Engineered Wood Journal