



# Benefits of **HMA** Membership

**Hardwood Manufacturers Association** 665 Rodi Road, Suite 305 | Pittsburgh, PA | 15235  
p. 412.244.0440 | f. 412.244.9090  
[www.HMAmembers.org](http://www.HMAmembers.org) | [www.HardwoodInfo.com](http://www.HardwoodInfo.com)

## Networking/Information Exchange

HMA membership involves many things, but first and foremost, it provides a significant connection to a unique forest products industry brain trust, a collective wisdom that is shared openly, freely and with great enthusiasm. This extraordinary **peer-to-peer networking** and information exchange is the greatest member benefit.



## Re\$ource Purchasing Power


Programs to better manage telecommunication and credit card processing costs and human resource programs, in many cases saving the cost of HMA annual dues.

## National Conference and Expo

This annual event features speakers, workshops and roundtables on national and global economics, manufacturing and market trends, innovation and issues of importance to the hardwood industry. Suppliers present the latest technology. Receptions and other meal venues provide opportunities for networking and idea exchanges.

## Regional Meetings

By **touring** hardwood sawmills, concentration yards and secondary manufacturing facilities, members see the latest technology at work, witness working solutions to common problems and exchange information with seasoned counterparts. Held twice a year, these events enable members to conduct their own field research as well as gather a host of **money-making, money-saving** ideas.



## Members' Website

[www.HMAmembers.org](http://www.HMAmembers.org), the online resource where members register for meetings, keep current on industry issues and initiatives, search-buy-sell equipment, 'chat' with other members, and more, is comprehensive and easy to navigate!

## Buyers Guide/Directory

Available to domestic and global customers as a searchable database at [www.HMAmembers.org](http://www.HMAmembers.org), the Guide offers member **contact, facility, species** and **specialty** information.



## Trade Association and Industry Support

Financial support is given to:

- Hardwood Federation – the Hardwood industry's advocacy voice on Capitol Hill
- American Hardwood Export Council (AHEC) – promoting American Hardwoods globally
- Virginia Tech College of Natural Resources – Center for Forest Products Business undergraduate student scholarships

## The Link Newsletter

Distributed monthly, this Executive Digest of Association news, member services, business and management features and industry affiliation updates, is available via email and online at [www.HMAmembers.org](http://www.HMAmembers.org).



## Research and Special Reports

To keep owners and managers up-to-date, HMA supports research projects and offers periodic special reports on issues related to sawmill management and operations, as well as market sector trends.

## Education and Promotion

HMA conducts a national education and promotion campaign extolling the environmental preference, beauty and lasting value of American Hardwoods and American Hardwood products via:

- **Continuing Education** – an approved AIA, IDCEC learning unit regarding the Role of American Hardwoods in Carbon Neutral Design
- **Case Studies/Reference Sheets/Videos** - providing the **Facts** surrounding American Hardwoods
- **Species Guide** – including strength and mechanical properties and much more
- **Releases** – distributed throughout the year, each reaching audiences in excess of 30 million, promote the incorporation of hardwood flooring, cabinetry, moulding and furniture into the home and office.

## Membership Surveys

Conducted biennially, the confidential **Facility and Wage Cost Survey** covers employee compensation, incentives, profit-sharing, health, retirement and other benefits, allowing participating members to not only compare employee compensation packages to regional and national averages, but to also make comparisons with companies of similar size. There is **no** fee to participate and results are available to **participating** members, only.

## American Hardwood Information Center (AHIC)

Representing the industry's unified voice, AHIC at [www.HardwoodInfo.com](http://www.HardwoodInfo.com) aims to position American Hardwood products as the product of choice for both the consumer and prosumer audiences. In addition to many informative and creative tools, the Center offers advice from industry experts on design trends, care and maintenance, installation, finishing and professional specifying and more.

