



WELCOME TO

**w****p****ma**

WOOD PRODUCTS  
MANUFACTURERS ASSOCIATION



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Sandra Ann Bean  
Champeau, J. M., Inc.  
St-Malo, Quebec, Canada

Dear Member,

I am pleased to officially welcome you as a member of the Wood Products Manufacturers Association.

You will soon receive your WPMA member plaque along with our most recent membership directory. You will also receive an email which will prompt you to create your username and password which will allow you access to the association's Online Inquiries and the members' Sourcing Guide which is listed on our website.

Our website address is [www.wpma.org](http://www.wpma.org). Please click Members Only section which is where you will enter your log in and password. If you click on Online Inquiries, you will be able to view all business inquiries, which are listed by date.

You can also search for a specific product, species, or machining capability. On our home page, please click on the Sourcing Guide. Enter your login and password you created and follow the detailed instructions to begin your search.

If you have any questions about anything that you've received in this kit or any other issues, please call Yolanda Doiron at the association office at 978/874-5445 or email her at [yolanda@wpma.org](mailto:yolanda@wpma.org).

I encourage you to use the WPMA logo on your letterhead and website. If you would like our logo emailed to you, please let Yolanda know and she will be happy to provide it to you.

Welcome to the Wood Products Manufacturers Association!

Sincerely,

A handwritten signature in black ink that reads 'Michelle Arsenault'.

Michelle Arsenault  
Executive Director



THE ASSOCIATION OF CHOICE FOR THE SECONDARY WOOD PRODUCTS INDUSTRY

# WPMA NEWS

## WE WANT YOU IN THE SPOTLIGHT

We would like to introduce you as a new WPMA member in an upcoming issue of the association's newsletter so that everyone receiving it will know about your company and the services you provide. The newsletter not only goes to WPMA members but to prospects as well. This introduction essentially gives your business a free advertising opportunity.

In order to do so, we would appreciate it if you would send us information describing your business. (We have listed an example below.)

**INTRO Example:** (COMPANY NAME, address, telephone, fax, e-mail information.) They are represented by (person's name). (Company Name) is a wood products manufacturing company. They have recently completed the first phase of their new facility. They specialize in bird houses, feeders, small boxes and bins, window boxes and other products of similar size. They are currently working with a firm who will design and manufacture an automated pneumatic robotics assembly system that will be capable of producing products ranging from 4" as a minimum square or rectangular size and 12" as a maximum size up to 48" maximum length. Their system is fully adjustable and capable of several style applications. Call or fax for price quotes.

**Please attach your company blurb/information you'd like featured below at your earliest convenience! Thank you!**

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# WPMA VOUCHERS

Enclosed, you will find two exclusive vouchers.

We invite you to attend one of our next two major meetings. This is a great **opportunity** for you to meet and work with your fellow association members who all share common goals and concerns. Please save the enclosed meeting voucher and use it for a meeting of your choice. Simply include the voucher with your meeting registration form, **enjoy a \$250 deduction**, and submit your payment for the remaining balance. The business meeting and roll call, plant tours, and time spent networking are valuable experiences, and ones that should not be missed.

As a gesture to boost your company's visibility, we've included a banner ad voucher **valued at \$450**. This exclusive voucher grants your company the opportunity to showcase a banner ad on the WPMA Website for an entire year.

We hope that you will take advantage of these great opportunities.

We are excited to have you join us!

Sincerely,

A handwritten signature in cursive script that reads "Michelle Arsenault".

Michelle Arsenault  
Executive Director

# MEETING VOUCHER

This voucher entitles your company to a special offering of a \$250 discount off one of our major meetings. It must be used towards registration for one of the following meetings:

2026 Fall Annual Meeting  
Orlando, FL

2027 Fall Annual Meeting  
TBD



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Michelle Arsenault, Executive Director

# BANNER AD VOUCHER

In an effort to help promote your company,  
this voucher entitles you to post a banner  
ad on the WPMA Website free for one year  
- a \$450 value.

\*A charge of \$150 will apply if we must create the  
banner ad for you.



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Michelle Arsenault, Executive Director



## Federated Insurance® Launches Association Member Benefits Page

As a new association member, you have access to the unique and personalized wealth of knowledge and resources that Federated® offers. We have created an Association Member Benefits page on our website to provide a helpful overview on what we can offer to help maximize your association's partnership with us.

<https://www.federatedinsurance.com/association-member-benefits>



We encourage you to review the valuable resources that Federated maintains to help you succeed in today's marketplace. Offerings that are highlighted on this page include:

- The ability to directly contact Federated professionals voice-to-voice and face-to-face.
- Safety and risk management services, programs, and support
- Tailored industry-specific products
- Specialized coverages
- Complimentary attendance at a Risk Management Academy
- Complimentary meeting with a business succession and estate planning attorney

Take a moment today to explore and utilize this helpful resource.

**At Federated Insurance, It's Our Business to Protect Yours®**

### About Federated Insurance

Founded in 1904, Federated Mutual Insurance Company is a national insurance and risk management organization that serves the property, casualty, and life insurance needs of clients in select industries. The organization has over 500 recommendations from local, state, regional, and national associations and buying groups and is rated A+ (Superior) by industry analyst A.M. Best®.

*This publication is for general information and recommendations for risk prevention only and should not be considered legal advice. This information may help reduce the risk, but is not guaranteed to eliminate any or all risk of loss. Some of the services referenced herein are provided by third parties, wholly independent of Federated. Qualified counsel should be sought regarding questions specific to your circumstances. © 2024 Federated Mutual Insurance Company.*

# discounted FSC<sup>®</sup> PROGRAM average rate:

\$1,485 - \$3,190 plus WPMA membership

## Assistance from start to finish!

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Contact: Michelle Arsenault, Executive Director | P.O. Box 761 | Westminster, MA 01473-0761  
(978) 874-5445 | (978) 874-9946 fax | FSC@wpma.org

[www.wpma.org](http://www.wpma.org)



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**BEING A WPMA MEMBER ALLOWS YOU TO GET A FULL YEAR FREE WITH OUR SERVICE,  
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To find your member benefit package with us, go to <https://www.wpma.org/member-benefits/> to learn more.

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Do you know...

## ARE YOUR UTILITY BILLS ACCURATE?

Utilities are one of the top operating expenses. Many factors impact utility bills, and *errors do occur* that are complex and difficult to uncover.

A Tenurgy utility bill audit is a zero-risk, hassle-free process to analyze (and scrutinize) a company's utility expenses. This in-depth process takes little time on your part with no out-of-pocket expenses.

### What does Tenurgy analyze?

Gas, electric, telecom, water, sewer, and waste.

### What could Tenurgy find?

Billing errors, estimated and inaccurate meter readings, tariffs, usage data and inconsistencies, contract revisions, and many other obscure discrepancies.

### What's the result?

9 out of 10 Tenurgy clients save big on utilities, and many receive utility refunds.

IT'S SIMPLE

## ZERO Risk Factor™

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Tim Dooling  
Director/CSS

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SKOLER, ABBOTT & PRESSER, P.C.

*Exclusively Representing Management in Labor and Employment Law*

## DID YOU KNOW?

Many of you have come to know the lawyers at Skoler, Abbott & Presser, P.C. by attending the management educational seminars we present on behalf of WPMA. In addition to these educational activities, there is another service we offer - *one free hour of consultation for member companies related to labor or employment.*

The lawyers at Skoler, Abbott & Presser, P.C. are always on your side. We do not represent unions or plaintiffs. Our specific areas of practice include

### **Labor Relations**

- √ Collective Bargaining
- √ Arbitration Proceedings
- √ Union Representation Campaigns

### **Litigation**

- √ Discrimination Claims
- √ Sexual Harassment Claims
- √ Defamation
- √ Wrongful Termination
- √ Retaliation Claims
- √ Breach of Contract
- √ Enforcement of Non-Compete Clauses
- √ Sarbanes Oxley

### **ERISA & BENEFIT PLAN**

These services are offered through the firm's of-counsel specialist, Martin Fleisher, Esq.

- √ Drafting: Cafeteria Plans; Retirement Plans, including 401(k), 403(b) Plans
- √ Advice: Qualification and operation of Welfare Plans and Retirement Plans

### **OSHA**

- √ Representation during investigations and administrative enforcement proceedings, including retaliation claims

### **EEO MATTERS**

- √ Representation before the EEOC and State Human Rights Agencies
- √ Representation during Compliance Reviews of Affirmative Actions' Plans by the Office of Federal Contract Compliance

### **Protection of Employer Proprietary Interests**

- √ Drafting and enforcement of Non-Compete Agreements
- √ Drafting and enforcement of restrictive covenants concerning trade secrets and other proprietary information

### **Wage-Hour Matters**

- √ Representation before the U.S. Department of Labor and Massachusetts labor agencies and Attorney General's Office
- √ Overtime and minimum wage claims
- √ Vacation pay claims
- √ Hours worked claims
- √ Defense of class action lawsuits

### **Management Training**

- √ The firm offers training for your managers and supervisors on a wide variety of topics such as Sexual Harassment, How to Discipline, Legal Updates, How to Avoid Age and or Handicap claims, Union Avoidance, Managing Under the FMLA, etc.

### **Miscellaneous**

- √ Plants Closings – WARN advice
- √ Unemployment Compensation Representation
- √ FMLA lawsuits
- √ COBRA claims
- √ Workers Compensation
- √ Drafting Severance Packages and Releases

Please feel free to contact Marylou Fabbo or Timothy Murphy at Skoler, Abbott & Presser, P.C. at 413/737-4753 or E-Mail Marylou at [mfabbo@skoler-abbott.com](mailto:mfabbo@skoler-abbott.com) or Timothy at [tmurphy@skoler-abbott.com](mailto:tmurphy@skoler-abbott.com).