

To the wood working industry:

Dear friends and colleagues in business,

As any one in business knows, we are living through some extraordinary times as a country and as representative of the wood working industry. The recession that has impacted the housing market has heavily effected all of the major manufacturing sectors of the industry from component manufacturing to kitchens, closets, furniture and millwork in general.

These times are exceptional and any down turn could represent a threat or a major opportunity. The threat is to companies that were riding the market waves without a solid tradition and back ground, or strong market penetration, while the opportunities reside with those companies that have a strong standing in the market and sufficient financial backing. SCM GROUP USA sees this situation as an opportunity.

The market is bound to come back, it may be a question of months or maybe a year. It will be one of the longest recessions on record. The new economy will write a new set of rules and paradigms, but for sure the new economy will be more value driven than in the past.

This business will return and a new set of leaders will emerge. The time to prepare is now.

In our sector, value has a very strong significance, and is mainly based on system efficiency and market effectiveness. One function can be of support to the other, but the common denominator is technology. Technology will allow your company to be more cost efficient in the manufacturing process and will allow you to be ready to provide quality products in time with market demand.

Our commitment as SCM GROUP USA is to provide quality factory solutions with the latest technology. This concept has been the cornerstone for our 40 years of presence in the USA, and has made SCM GROUP USA one of the best known and well accepted brands in the American wood working industry.

We have always been very appreciative of our customer's loyalty. Consequently, are dedicated to making the American Woodworking industry stronger and more competitive and the current economic situation has not changed or diverted our attention from what really matters.

With this objective in mind we will pursue our quest in providing sound technology backed by premium after sales support. Among our marketing efforts, SCM GROUP USA will be present at the 2009 AWFS exhibition, the main event of our industry. We will focus on customer relationships and be featuring a number of solutions, ranging from doors windows to kitchens closets, casegoods, to architectural millwork. Our highly skilled product and processes experts will be present to address any questions you have.

I am looking forward to seeing you in Las Vegas, booths 9200, 9203, 9600 & 9603.

Sincerely,



John Gangone
President