

MARCH 2016

From the Desk of Dick McGann President & CEO



The SMA Board of Directors recently met in Charlotte to address various governance issues, review 2015 results, and assess the 2016 forecast. My thanks to each Director (listed below) for their dedication to ensuring that SMA optimizes every opportunity to advantage those it serves.

The 2105 Board of Directors:

John Vozzo - Chairman (Singer Equipment Company)
Travis Brady - Vice Chairman (Brady Industries)
John Caldwell - Secretary Treasurer (Joshen Paper & Packaging)
Greg Rogers - (Cosgrove Enterprises)
George Abiaad - (Royal Corporation)
Mark Melzer - (NASSCO)
Robert Tillis - (Imperial Bag & Paper Company)

Focus of the Director's meeting centered on the following:

- The ongoing financial health and well-being of the SMA cooperative.
- The relevancy of SMAs role in the affairs of its ownership.
- Optimism about future opportunities to work closely together toward common goals.
- Benefits to be gleaned from exploring non-conventional ways SMA can assist owners in their quest to reduce their cost to serve in the channel.

It was gratifying to be able to report to the Directors that for over nine years, SMA has contributed significantly to the discretionary income used to help our owners contend with rising operating costs, margin compression, and shifts in buying