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December 2008

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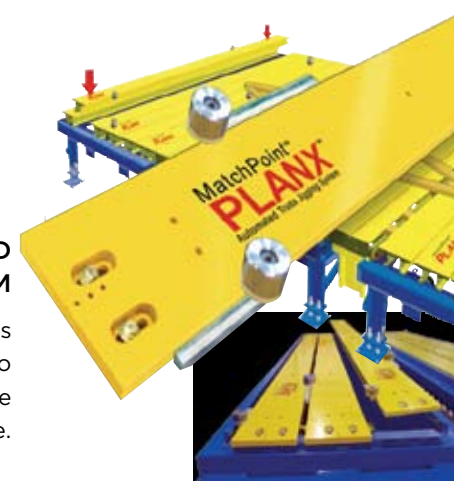


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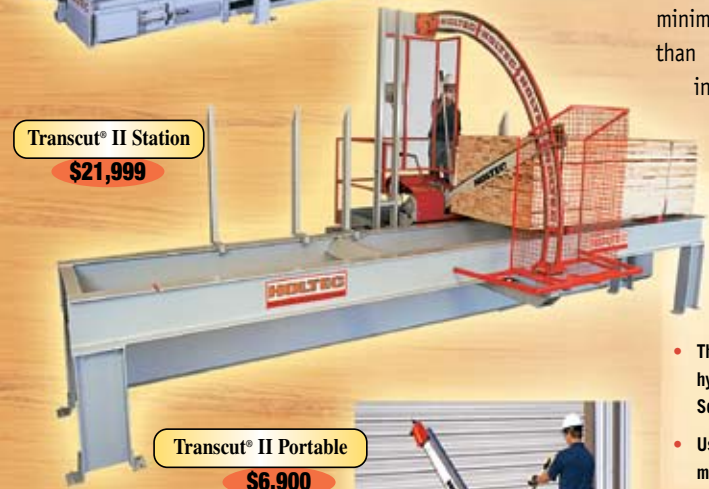
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Quality Control, not Quantity Constraint

by Libby Maurer

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Jim Gilleran Awarded Knight of the Order of the White Rose of Finland

by Finforest USA, Engineered Wood Division

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Editor's Message

How SBCA Can Help

by Ben Hershey

The resources available to you at SBCA are endless.

Last night I attended a benefit concert with the talents of Grammy Award winners Roger Kellaway, Bobby Caldwell, saxophonist Tom Scott, Kenny Rankin, Paulette McWilliams and many others. Dianne and I had the opportunity to meet several of these artists after the event in the hotel where we were staying and I was reminded of the preparation it took each of these artists to put together this event.

The Denver BCMC Committee and staff did much the same and really put on a great show. I have heard nothing but positive comments from everyone I have talked to. My thanks to all of the exhibitors, advertisers, our educational speakers, and the BCMC Committee and staff for putting on such a wonderful show. But I would be remiss if I did not also thank all of you who attended. I know many of you probably had that fleeting thought of maybe bypassing this year's show considering the state of the economy and your own business; but you did not. The benefit of you being there was listening to Jim Morris giving us positive reinforcement, learning from great educational sessions from green building to wall panel production, and visting a show floor full of the vendors who support our industry. Thank you to Steve Shrader and his team; you did an amazing job! You will find several pages in this issue and on our website devoted to capturing the essence of the show. If you missed it, plan now for next year's show, **Soaring to New Heights**, in Phoenix, September 30 to October 2. As an Arizona resident myself, I can promise you one thing—it's a dry heat!

Along with a look at the BCMC Show, this issue is centered on our manufacturing issues. You might be saying to yourself, I'm just trying to survive right now—what can I do to focus on either of these issues? I'm not sure what you are doing today, but our company is going through every operation we have to make sure we're being efficient, and that the quality of what we build is consistent with the expectations of not only our customers, but our corporate mission. There are several areas to consider when looking at your manufacturing and determining what you expect to change or improve, like material flow, efficiency of the saws, staging to the production tables, measuring labor times, etc. All areas require scrutiny when you are looking to "shave" a percent here and there to improve margins.

So how can SBCA help you? SCORE, the Financial Performance and Wage & Benefit Surveys and *SBC Connection* are just a few. Our company benefits from the In-Plant WTCA QC program, along with other SBCA programs, from making sure that our designs go to the shop correctly, to limiting field callbacks. We also benefit from real time, tangible education and a management information feedback loop. Just the benefit of getting our team to look at what they are doing from the start has reduced errors; no one wants to be identified as having caused errors or quality problems. This may not be the way you perceived the benefit of the QC program, but it is one of those soft benefits that flows to the bottom line.

Truss Technician Training (TTT) will help your technicians design trusses correctly the first time. Comparing your operating P&L to others will highlight areas that you could improve in, and a review of Wage & Benefit survey results can do the same.

Continued on page 8

at a glance

- Thanks to those of you who came to the BCMC Show!
- Our company benefits from In-Plant WTCA QC, along with other SBCA programs; check out the many programs SBCA offers.
- Don't forget to take a moment to thank SBC advertisers for their strong support of our industry.

Editor's Message

Continued from page 7

What is *SBC Connection* you ask? You may have seen emails sent to you inviting you to participate in these web-hosted conference calls. In August SBCA hosted an *SBC Connection* call on management issues and green building. The September *SBC Connection* call was hosted on business fundamentals as it related to your operating statement. As you can see, if you are trying to improve your business, you are not alone; you have an incredible resource in SBCA. Find out more at www.sbcindustry.com.

Also in this issue is an article on one of my goals for my term as president: recognizing building components as the greenest of green products in today's market. In this issue, we discuss the challenges of achieving affordable Chain of Custody certification for wood component manufacturers. Find out how to navigate this process on page 30.

When you read this issue of *SBC Magazine*, please take note of our advertisers. Without their support, there would be no magazine. And because of the industry programs that *SBC Magazine* supports for our association, we all benefit from their advertising. Thank you to all of our advertisers. Times may be tough for all of us, but those component manufacturers who use our advertisers and BCMC exhibitors to improve their business will benefit in the future. Contact them and find out what they can do for you today.

Finally, considering the impending holidays that pull our attention in many directions, we have much to be thankful for. Our families, companies and nation are very blessed. I am thankful for our members, our advertisers, our exhibitors and the SBCA staff. I wish everyone a Merry Christmas, Happy Holidays and what I know all of us want... a prosperous New Year! **SBC**

SBC Magazine encourages the participation of its readers in developing content for future issues. Do you have an article idea for a future issue or a topic that you would like to see covered? Email your thoughts and ideas to editor@sbcmag.info.

STRUCTURAL BUILDING COMPONENTS™

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The mission of *Structural Building Components Magazine (SBC)* is to increase the knowledge of and to promote the common interests of those engaged in manufacturing and distributing structural building components. Further, *SBC* strives to ensure growth, continuity and increased professionalism in our industry, and to be the information conduit by staying abreast of leading-edge issues. *SBC's* editorial focus is geared toward the entire structural building component industry, which includes the membership of the Structural Building Components Association (SBCA). The opinions expressed in *SBC* are those of the authors and those quoted, and are not necessarily the opinions of Truss Publications or SBCA.

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SBCA Annual Meeting Award Winners

At SBCA's October 2 Annual Meeting, three individuals were honored for their contributions and support of the association and industry.

SBCA Hall of Fame: Scott Arquilla, Best Homes, Inc.

Former WTCA president Scott Arquilla is the organization's 29th SBCA Hall of Fame inductee. Kent Pagel presented the award, and described his friend as "committed," noting Arquilla's attendance at 33 consecutive Open Quarterly Meetings. Arquilla's strong will and character was tested during his presidency when Best Homes suffered a fire that completely destroyed the company. Together with his staff and many component manufacturer friends who helped fill orders for Best Homes' customers, Arquilla rebuilt.

In his acceptance remarks, Arquilla remembered an accomplishment that distinguished his presidency: the creation of BCSI. "Out of the document, we were able to reach a publications agreement with TPI and promote jobsite safety. The whole goal was to have teamwork, and I sort of look at myself as an orchestrator of that effort." SBCA Executive Director Kirk Grundahl said, "For those of us who witnessed his participation first-hand he was a very valuable participant in the BCSI development process as commentator and conductor."

Arquilla thanked those who inspired him to become involved as a leader within WTCA—Past Presidents Richard Brown, Rip Rogers and David Gould. "I have been fortunate to have known a lot of brilliant people who have helped me learn a lot about this industry."

SBC Industry Leadership Award: Ray Noonan, Jr., Cascade Mfg Co

Ray Noonan Jr., president of Cascade Mfg Co, is the recipient of the third annual SBC Industry Leadership Award. The award honors individuals who have helped nurture, support and grow the building components industry with their vision, innovation and creativity.

Rick Parrino, fellow member of the Iowa Truss Manufacturers Association (ITMA) and general manager of Plum Building Systems, LLC, introduced Noonan. Noonan became president of Cascade in 1989 and co-founded ITMA in 1992. In addition to encouraging membership in ITMA, Noonan has held almost every leadership position in the chapter. Parrino said ITMA and our national association are much better off with Ray's leadership. Ray was always in the background, yet working very hard to provide the support and steady hand to help our industry move forward positively.

When accepting the award, Noonan thanked his wife, his family, company employees and ITMA members. "It's always been about the 'we,' not the 'me,'" he said. "We're all industry leaders or we wouldn't be here."

Bowman Industry Enthusiast Award: Lee Kinsman, Lakeside Trailer Manufacturing, Inc.

Lee Kinsman was awarded the fourth annual Dick Bowman Industry Enthusiast Award. Kinsman was nominated by SBCA members and BCMC exhibitors for the award, which honors an individual from a supplier member company who has supported BCMC and the industry with enthusiasm and integrity in an unselfish manner.

Barry Dixon introduced Kinsman and spoke of Lakeside's support of the BCMC Show since the 1990s. Kinsman served on the BCMC Committee from 2001-2004. "Lakeside Trailer has been a very strong supporter of WTCA and BCMC," Dixon said. "When we were about to lose the trailer giveaway—a staple BCMC event—Lee filled the void and committed to continue to offer it," he said.

"This is quite a surprise and an honor," said Kinsman when accepting the award. "There's no place I'd rather be than here at BCMC. This award is icing on the cake!" **SBC**



The staff of SBC Magazine wishes you & your family
a safe & joyful holiday season!

Happy
New Year!

by Ryan J. Dexter, P.E.

Details about applying load duration factors.

It is very important for those who supply wood building components to understand wood's unique ability to carry different durations of load. This includes taking into account the type of load or the combination of loads that is being applied to lumber, knowing how to apply that load when there are two or more types of applied loads, and doing both in a way that ensures safe and economical design.

Wood has demonstrated design properties that allow it to carry greater loads when the load is applied for shorter durations rather than for longer durations. Tabulated lumber design values are listed for "normal" load duration. According to the *National Design Specification® for Wood Construction (NDS®)*, "normal load duration represents a load that fully stresses a member to its allowable design value by the application of the full design load for a cumulative duration of approximately ten years." However, when the cumulative duration of the full maximum load is less than ten years, most tabulated lumber design values can be multiplied by the appropriate load duration factor (LDF).

LOAD DURATION	LDF	TYPICAL DESIGN LOAD
Permanent	0.90	Dead Load
Ten Years	1.00	Occupancy Live Load
Two Months	1.15	Snow Load
Seven Days	1.25	Construction Load
Ten Minutes	1.60	Wind/Earthquake Load*
Impact	2.00	Impact Load

Table 1 presents the LDFs that can be used to adjust the tabulated lumber design values per the *NDS®*. [*1.33 (one day) in some jurisdictions and *NDS®* prior to 1987.]

LDFs are only used when designing wood products using Allowable Stress Design (ASD) methods. It should be noted that if designing wood products by the Load and Resistance Factor Design (LRFD) method, time effect factors (λ) are used instead of LDFs.

It's also important to understand that the application of load duration increase factors is a *separate* evaluation from the load combining reduction factors. Specifically, the *NDS®* states the following in Appendix B:

Reductions in total design load for certain combinations of loads account for the reduced probability of simultaneous occurrence of the various design loads. LDFs account for the relationship between wood strength and time under load. LDFs are independent of load combination reduction factors, and both may be used in design calculations.

The 2006 International Building Code (IBC) Sections 1605.3 provides the load combinations using ASD and states that "structures shall resist the most critical effects resulting for the following combinations of loads..." The equation below (taken from the IBC) is an example of the load combination with applicable load combination reduction factors:

$$D + H + F + 0.75 (W \text{ or } 0.7E) + 0.75L + 0.75 (L_r \text{ or } S \text{ or } R)$$

Additionally, IBC Section 1605.3.1.1 states specifically that the LDF may be used in addition to any applicable load combination reduction factors: "a duration of load increase shall be permitted in accordance with Chapter 23" (wood).

The following information about load combination and load duration was taken from *The Load Guide (TLG): Guide to Good Practice for Specifying & Applying Loads to*

Structural Building Components which is available as a free download at www.sbcindustry.com/loads.php.

The load duration for the shortest duration of load in a combination of loads is applied to the lumber design values for that combination (see Table 2).

LOAD COMBINATION	SHORTEST LOAD DURATION	LDF
[Dead + Roof Live]	Roof Live = construction load	1.25
[Dead + Snow]	Snow load	1.15
[Dead + Live + Roof Live]	Roof Live = construction load	1.25
[Dead + Wind]	Wind load	1.60
[Dead + Live]	Live load	1.00

Table 2.

Lumber design values, not loads, are adjusted by the load duration factor. The *NDS®* permits the following lumber design values to be adjusted by the LDF:

- F_b = Bending
- F_t = Tension Parallel to Grain
- F_v = Shear Parallel to Grain
- F_c = Compression Parallel to Grain

For example, Table 3 provides the adjusted lumber design values for a snow load duration based upon snow loading (1.15) and the given tabular design values.

TABULAR DESIGN VALUE	LDF	ADJUSTED DESIGN VALUE
$F_b = 875$	1.15	1006
$F_t = 425$	1.15	489
$F_v = 170$	1.15	196
$F_c = 600$	1.15	690

Table 3.

Question

I am a building official in Colorado, and we have a couple different component manufacturers supplying trusses to our city. One manufacturer states that snow loads should be designed with a duration factor of 1.00 while the other manufacturer is supplying trusses to a local builder who argues a duration factor of 1.15 is sufficient. Most of the other builders are fine with the 1.00 factor because we get a lot of snow. Which LDF should be used?

Answer

When truss design is performed where snow load controls the design, the code allows the use of a lumber design value load duration factor of 1.15, not 1.00, unless an area-specific LDF is provided by the authority having jurisdiction (AHJ). As a building official, you are the AHJ, and because you are asking the question, we assume you are not specifying a local LDF.

Continued on page 12

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Technical Q&A

Continued from page 11

We are aware of jurisdictions in the Western states that do require snow loads to be run at a duration factor of 1.00, versus the code-allowed 1.15, due to the high snow loads in certain areas. We believe that rather than making an adjustment to the LDF to allow for the truss design to resist a higher quantity of snow, it is probably more appropriate and beneficial to adjust the design snow load regionally. This will allow normal design methods to be used in a traditional manner and create less confusion in the market.

Question

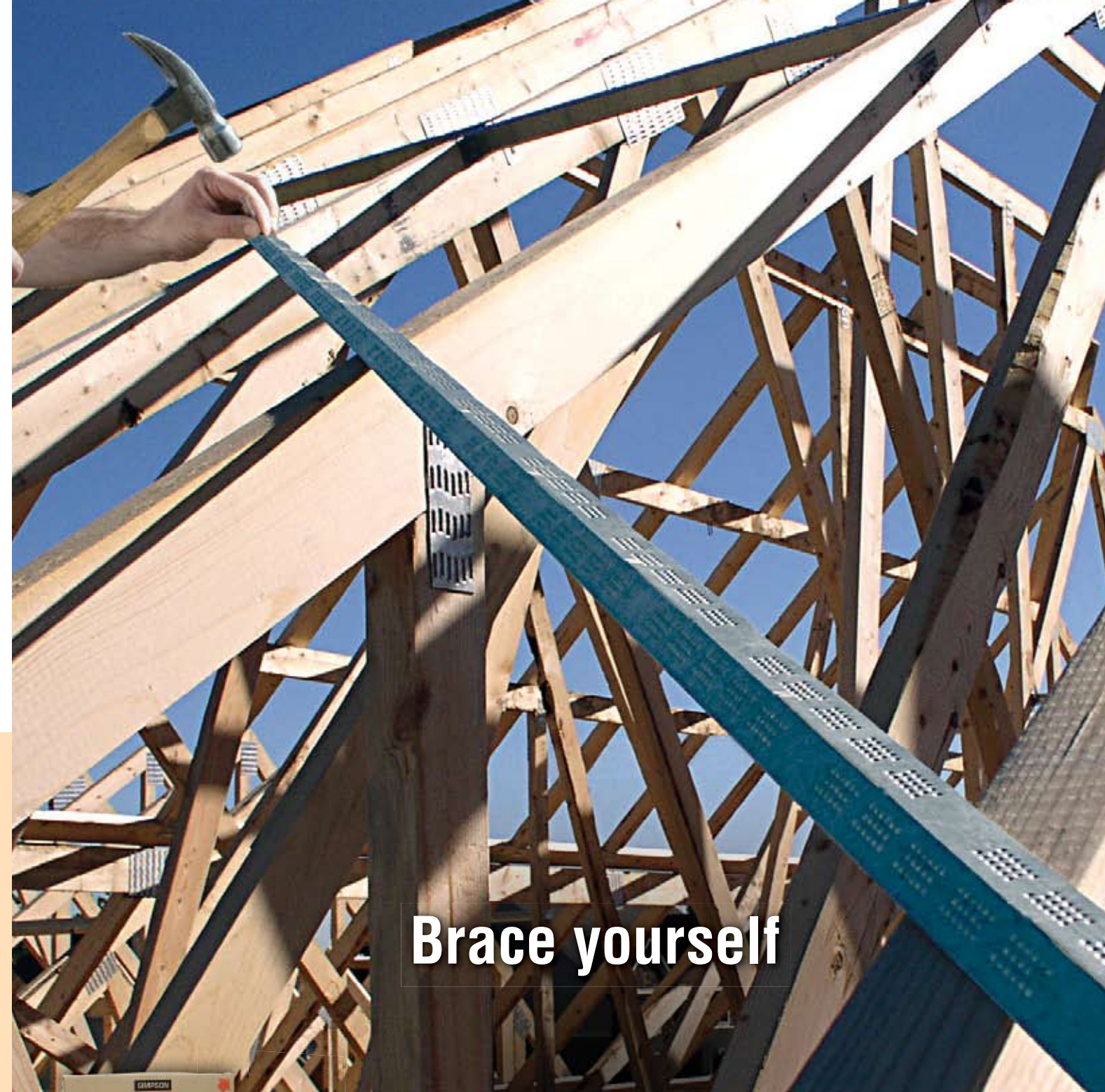
Should attic trusses be run with a load duration factor of 1.00 instead of 1.15?

Answer

Using the same concepts from the answer above, there is no need to run the attic frames with a more conservative LDF. The snow load cases should be run at 1.15 and the wind load cases at 1.60. This is supported by *ANSI/TPI 1-07, Section 6.4.1.4:*

6.4.1.4 Load Combinations. For combinations of loads with different durations, the load duration factor, CD, for the shortest duration load that is part of that load combination shall apply for that entire load combination. **SBC**

To pose a question for this column, call the SBCA technical department at 608/274-4849 or email technicalqa@sbcmag.info.



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Safety Scene

Sudden Cardiac Arrest: You've Got 10 Minute

by Molly E. Butz

Your knowledge of SCA
could save a life.

During a recent vacation, I received an urgent text message from my husband inquiring about my location. We were meeting some friends for lunch and I'd gotten a few steps ahead of him along the way. My cell phone beeped at me and showed: "Are you already at the restaurant?!!" "Yes," I replied and, suspecting that he was having trouble finding either me or the restaurant itself, I added "all the way in the back." I later learned that as he was entering the establishment he came across a large group of patrons gathered around a man that had collapsed on the floor, apparently having experienced sudden cardiac arrest. I'm proud to say that, partially because he couldn't see and mostly because he knows how seriously I take my Red Cross First Aid and CPR Certification, he thought it was me methodically applying chest compressions until an AED was located and/or EMS arrived. It didn't happen to be me that day, but it certainly could have been. Then I was pleasantly surprised to find that upon my return to the office, a sparkling new AED had been installed. These combined events got me to thinking...

Sudden Cardiac Arrest, or SCA, can happen anywhere at any time to virtually anyone, young or old. In the U.S., more than 325,000 people experience SCA every year which equates to roughly 900 people every day. Sadly, without immediate treatment, more than 95 percent of these victims die before they ever reach the emergency room. AEDs, or automated external defibrillators, are medical devices that can reverse SCA by analyzing the victim's heart rhythm and applying an electric shock if appropriate. Making an AED available in your facility can significantly increase the survival rate of any SCA victim in your workplace.

SCA vs. Heart Attack

Though frequently used synonymously, it's important to point out that while a heart attack can cause SCA, the terms are not interchangeable. The heart has two systems; think of them as "plumbing" and "electrical." A heart attack is caused by a blockage in one of the plumbing pipes, or arteries. In most cases, heart attacks start slowly; the victim is generally awake and experiences symptoms such as chest pain and shortness of breath. SCA, on the other hand, is most often caused by a problem with the electrical system, called an arrhythmia, and occurs when the heart stops pumping and begins rapid, chaotic quivering called ventricular fibrillation (VF). SCA happens quickly, and is distinguished by only one immediate symptom: sudden loss of consciousness. An SCA victim will collapse and have little or no breathing and no pulse.

Understanding the difference is critical in applying the correct treatment. And although immediate medical attention is vital in both situations, an AED will do no good in helping an alert heart attack patient unless he/she also suddenly experiences cardiac arrest.

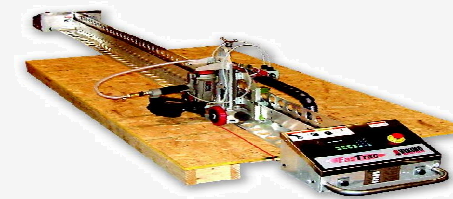
A-E-D, Easy as 1-2-3

While the thought of applying a medical-level electrical shock to a co-worker, family member or even a stranger at the mall may seem intimidating, the manufacturers of

No AED? It is important to remember that if there is no AED available, CPR can still help! Yes, time is limited. Yes, ventricular fibrillation, the most common cause of SCA, can only be reversed by an appropriate electric shock. However, performing CPR until that shock is available can double or even triple the victim's chances of survival by keeping blood flowing to the victim's brain, potentially delaying brain damage or brain death.

Continued on page 16

What Solution do you need to Grow Your Business?

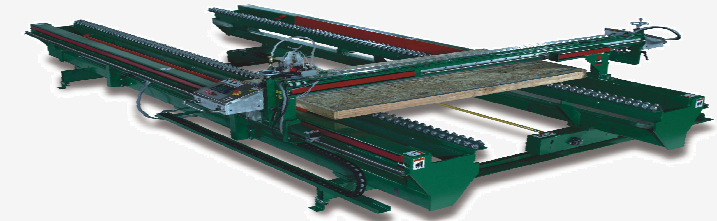


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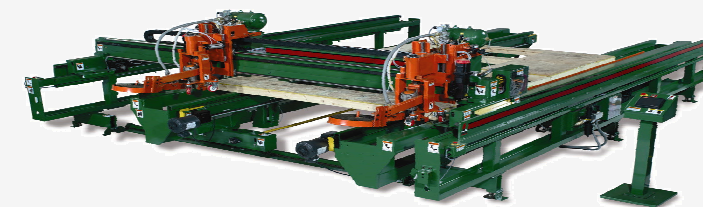
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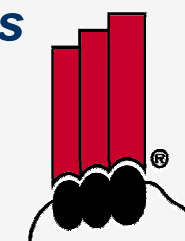
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How long do I have to save an SCA victim?

Defibrillate within three minutes and the chances of survival are 70 percent. After ten minutes, the chances of survival are negligible. Brain death can begin to occur in four to six minutes. [Source www.aednow.com]

Safety Scene • Continued from page 14

AEDs have made the process very easy. Moreover, when SCA occurs, time is of the essence as death can occur within minutes if the necessary shock is not provided immediately. Waiting for Emergency Medical Services (EMS) to arrive is often far too long.

AEDs are fairly easy to spot simply because they are usually stored in a cabinet, most of which look very similar (see above). In addition, a standardized looking sign is posted above or near an installed AED that includes a heart/lightning bolt logo as shown on page 14. OSHA suggests installing AEDs in locations that “ensure response within 3-5 minutes.” [Source: OSHA 3185-09N, Saving Sudden Cardiac Arrest Victims in the Workplace.] Generally an easy to access, central location is ideal. (For example, our AED is located in our main floor lobby.) And it’s never a bad idea to occasionally remind the folks in your facility where your AED is located!

Once an AED is activated, its voice (yes, they talk) and display screen lead the rescuer through step-by-step instructions. These simple prompts will include directions on how and exactly where to apply the electrodes to the victim’s chest. Then the machine will analyze the rhythm of the victim’s heart and instruct the rescuer to apply the electrical shock if appropriate. It’s really that easy.

Training

All of that being said, ideally the person operating the AED has also been trained. It’s not absolutely critical, but training provides additional skills for the rescuer including knowledge of what the Red Cross describes as the Cardiac Chain of Survival (www.redcross.org):

- **Step one:** Call 911 or other emergency services
- **Step two:** Early CPR
- **Step three:** Early defibrillation
- **Step four:** Early advanced cardiac life support, as needed

CPR skills can enhance the victim’s chances of survival and also lessen their likelihood of developing brain damage. And, a little training can go a long way in giving a person the confidence necessary to make a move to rescue a co-worker. Additionally, most states have “Good Samaritan” laws that protect people that use an AED who are acting “in a good faith attempt to save a person from death.”

Training can come from a variety of resources. As I mentioned, my first aid and CPR training came from attending a Red Cross course at work; other resources include the American Heart Association, your local/regional safety professionals and several online training courses (Google: CPR/AED class).

Equal parts of me are glad and sad it wasn’t me who saved that man’s life on my vacation, but I feel empowered when I say I could have and certainly you can too. The cost of an AED (usually \$1500 or less for a good, basic model) and basic training for a handful of your employees can literally be the difference between life and death. It’s time...safety first! **SBC**

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Structural Component Operations Reaching for Excellence

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Environmental Components

Q&A: FSC Certified Wood for Non-LEED Project

by Libby Maurer

Is there a reason for “green” components if the project won’t achieve a green rating?

As green building becomes more common in today’s framing/building practices, more and more questions are surfacing from manufacturers about complying with “green” products as specified. This question came from a reader who was confused about a specification (rightfully so!). What would you do if faced with his scenario?

Question: FSC Certified Wood for Non-LEED Project

A component manufacturer in southern Michigan says his company is working on a new wood component framed building on a nearby college campus. The specification calls for FSC certified wood; but curiously, it does not mention that the building will seek LEED or Green Globes certification. The manufacturer does not currently hold FSC Chain of Custody certification and has no other reason to attain it. However, to comply with FSC Chain of Custody rules, technically his operation would have to be certified by FSC to maintain that Chain of Custody and provide FSC trusses for this job. What should he do?

This lack of understanding of when and how green wood products should be used is more the norm than the exception in our industry these days. The example points to a reality our industry must face: we must be informed about our roles in the green building movement.

Answer

There are several issues at play here, and each leads us to the same conclusion. As you know, certified wood is generally more expensive than regular wood. As well, some types, species or grades of certified wood are in short supply, which often makes them difficult to obtain. Ultimately, these two factors will mean higher costs not only for you, but also for your customer and the end user. So while the builder may desire to call the new structure “green” without having to go through the process of obtaining a green rating, it’s a good idea to make sure the customer is aware of the premium for building the trusses from certified wood.

One way to do this is to provide a bid that delineates the costs of various value-added component packages. As shown in Figure 1, showing package prices for regular and certified wood gives the builder a clear picture of the added cost for “green” component products.

There’s also a broader issue that merits discussion. Why would a builder request certified wood if the project won’t be officially green certified? The answer is not clear. In this case, I advised the manufacturer to talk to the project specifier about why certified wood was called out. The architect he consulted with didn’t know why, and in turn, offered to ask the builder. This game of “pass the buck” reveals that there probably was no reason for certified wood to have been specified.

This lack of understanding of when and how green wood products should be used is more the norm than the exception in our industry these days. The example points to a reality our industry must face: we must be informed about our roles in the green building movement. Unfortunately, the lack of understanding of the green building

PERFECTO TRUSS		Customer: Big Green Builder, Inc.			
		Contact:	Dave		
		Job No.:	1280		
		Date:	8/11/2008		
QUANTITY	DESCRIPTION	PITCH	OVH	UNIT PRICE*	TOTAL Regular Truss Package*
39	30' Common Truss	6	12/12	xx	\$xxxx.xx
2	30' Hip sets	6/8/6	12/12\12	xxxx	\$xxxx.xx
2	20' Scissor Gable	8/4	12/12	xx	\$xxxx.xx
8	20' Scissor Truss	8/4	12/12	xx	\$xxx.xx
2	20' Girder truss	8	0/0	xxx	\$xxx.xx
2	20' Valley Sets	8	0/0	xxx	\$xxx.xx
1	Jobsite Package				
TOTAL:					\$6,440.00
FSC-Certified Package (east coast CM)**:					\$9,016.00
FSC-Certified Package (Midwest CM)**:					\$7,728.00
(Add other value-added options, e.g., mold-free package**:					

Figure 1. Sample Bid or Proposal Form

* Line item prices were omitted due to the numerous variables that exist in estimating truss cost (size, grade, takeoff method, etc).

** Total prices given are based on rough estimates of certified Southern Yellow Pine derived from sources in Arkansas and Wisconsin, delivered to CMs on the east coast and the Midwest respectively.

market, the process, costs and overall value provided is very typical. The more educated we are, the more we can educate others within our markets about the facts and common sense of green building.

In this case, with help from the SBCA website, the manufacturer had the facts to set the record straight about the comparative costs, ultimate building value and necessity of certified wood in this project. In the end, he convinced the builder to eliminate the certified wood requirement in the spec, while still providing an economical and green structural framing solution—trusses and related engineered components. **SBC**

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BCMC 2008 Recap: The Show Must Go On!



by SBC Staff

If there is one thing we learned from BCMC 2008, it's that when things get bad a great number of people are around to lift us up. The show was a reminder—in case we've lost sight—that ours is a unique industry made up of people of strong character, and many of them showed up in Denver.

It wasn't a week to completely forget the industry's rough patch. With Congress hashing out a plan to bail out the debt-heavy lending institutions, the state of housing was top of mind. Bailout aside, there were many encouraging discussions about emerging from the current slump so we can resume what we do best—Frame the American Dream. You couldn't help leave Denver with a sense that everything will work out in the end.

A week after the show, BCMC Chair Steve Shrader remarked that the collective attitude about the show was positive. "I personally did not hear one negative comment about the economy or the industry," he said.

Though it was a smaller version of past shows, BCMC had all the usual events: golf tournament, a well-known and inspirational kick-off speaker, impressive new technology on the show floor, many new exhibitors, and abundant networking opportunities. In fact, one of the show's biggest successes was attendees and exhibitors getting plenty of time to do something they couldn't do in years past: talk without interruptions!

Many exhibitors reported having a good amount of traffic in their booths and appreciated that most of the attendees seemed to have purchasing power. "This has been our best year at the BCMC Show. We had a great response and lots of traffic in our booth. Every year we talk about the quality of attendees, and it was especially true this year!" said Tom Whatley of Eagle Metal Products. New exhibitor Jim Gurnee of Dow Chemical Company said, "We had customers lined up two and three deep at the booth at times. We could barely keep up!"

This year, several attendee trends were evident. For one, Loyal Attendees—people who have attended BCMC five out of the last seven years—proved their loyalty once again. Also, Canadian attendees represented a significant portion of total attendees. Finally, the number of first-time attendees—those who have not attended since 1999 or have never attended—was very high, demonstrating that there's a certain amount of new activity in the industry.

Even when the industry feels like it's been turned upside down, the turnout shows that BCMC really is the central place to do business planning, network with peers and demo equipment.

We're Loyal

BCMC 2008 marked the fourth year of the BCMC Loyalty Rewards Program, which recognizes long-time attendees for their continued support of the show. Nearly 20 percent of the total number of component manufacturer attendees at this year's

show qualified for the Loyalty Rewards Program!

Loyal Attendees Ron Rindler and his father Melvin were at the show. Melvin, now in his 70s, was at the very first component industry tradeshow in 1980 in Louisville, KY. It made such an impression on him that he's been coming back ever since! "I said 10 years ago it would be my last show, and I'm still showing up!" said Melvin, who sold Rindler Truss in Saint Henry, OH to his sons in 1994. "Every year I say it will be my last year...but I keep going."

The elder Rindler says his favorite part is seeing how the industry's technology has changed each year. "Years ago I said we'd never have a computer, and now we have about ten of them out in the shop. [The automation and technology] gets better every year," he said, noting that he purchased a radial arm saw at that first show in 1980 that he confesses, with a laugh, is "now obsolete."

Son Ron said he, too, comes to BCMC because of the equipment. "I like to keep track of who has what and if it might work in our operation," he said. Thanks to the company's varied customer needs, they've kept steady throughout the downturn. "In our area, housing isn't good, and commercial is okay, but agricultural building is great. That's another reason we go – to find out who is doing well," he said.

As far as Melvin's concerned, not much will stop him from making the trip again and again. "I'll keep going as long as

the good Lord lets me," he said.

Oh, Canada!

Roughly one-fifth of BCMC component manufacturer attendees came from Canada this year.

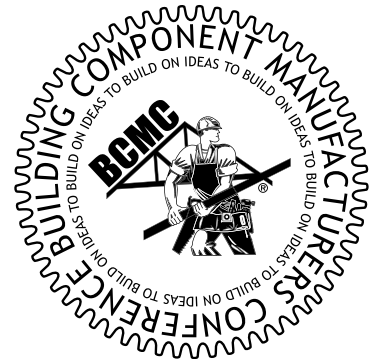
Wendy Going from Timber-Tech Floor Systems based in Alberta thought BCMC was an amazing conference. "Despite what our manufacturing sector is going through and the forecast for the near future, this past week was a time to come together and learn about adaptation, education, resource and most importantly, to have a laugh or two," she said.

One of the main draws, she said, was the coverage of green building in the break-out sessions. "The green building sessions were a major reason for me to attend BCMC this year. I will be using your website for further research and information. Thank you for your energies and hard work," she noted.

For more BCMC feedback from Loyal Attendees, Canadian attendees and more, visit the website for an expanded Recap of this year's show.

BCMC 2009: Coming Right Up!

It's not too early to start planning for BCMC 2009! Next year we'll return to Phoenix, and we hope to see you there. Decide today to make BCMC your yearly destination for evaluating, planning and adjusting your business strategy. Register before the Early Bird Deadline to save! **SBC**



For a more extensive look at this year's show, complete with exhibitor photos and contact information, go to: www.sbcmag.info/bcmc08recap.

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Tom Whatley, Eagle Metal Products (BCMC 2008)

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QC

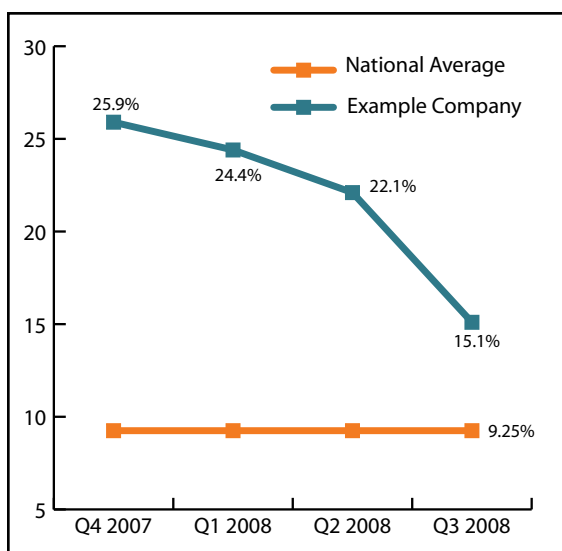
Quality Control, not Quantity Constraint

by Libby Maurer

Now is the time to turn your attention to quality.

It's not the most forgiving business climate these days. Business is stretched, crews are being trimmed to bare bones, and we're heading into winter—typically the slowest of the seasons even in a good year. Clearly, now is not the time to spend time slowing production down to have more precise quality assurance for your components. Or is it?

Consider quality from a different perspective for a moment. Can you honestly say that less of a focus on quality doesn't matter right now? That you can afford the possibility of mistakes or callbacks? What about losing a customer? You could argue that it's more important than ever to focus on the business management aspect of quality and the information that it can produce. The question is—how do you focus on this while maintaining a steady production pace?



The chart shown above demonstrates a management information report available with In-Plant WTCA QC. The blue line shows that the average plate upsizing percentage of a company over four quarters is just over 15%. The orange line represents the average percentage of plate upsizing—9.25%—by all companies participating in the program over the same length of time. This information gives company management points of comparison upon which to make cost-saving business decisions.

The answer may just lie in making small adjustments to the process that get lost in the press of business everyday. Of course, you make minor adjustments every day with the goal of getting trusses out the door as fast as possible. But just a few more tweaks could mean the difference between disrupting production pace and having less focus and information about your products than would otherwise be available to you.

No Need to 'Stop the Presses'

Tony Piek runs the In-Plant WTCA QC program for SBCA. He said while the goal of the program is to improve the education of plant personnel on what it takes to make a quality truss from a TPI 1 perspective, focus on incremental manufacturing process improvements and provide benchmarks upon which to compare inspection results, the program isn't meant to diminish efficiency. "Truss plants should know that there are ways to minimize the time taken away from production when doing inspections," he said. "We give people three keys: Be organized, be efficient, and be creative."

Creativity is exactly what's happening at truss plants contending with skeleton crews and production managers shuffling duties among the remaining crew members. Like Todd Gilligan at Cascade Mfg Co, who said decreased volume has forced him to take on QC inspection duties. "Just in the last four weeks I've taken on all the inspections for the first shift at one of our plants." The former inspector, he said, was needed in another of Cascade's plants to keep up with production.

Gilligan said his additional duties as safety manager don't allow him to keep a patterned inspection schedule, so he has to be flexible about when he can fit them in. "I'll do them over lunch or when the guys are on a break. And that way there's more randomness to what I'm inspecting too, which is the point of the process," he said. Whatever it takes, he said, even if it means after hours inspections. "Basically that's just the kind of company we are. What's the point of rolling the dice on our quality at a time like this?"

QC Cross Training

With fewer bodies in the shop, it's important for workers to be skilled on all production stations in order to fill holes where needed. This kind of cross-training can be very helpful to QC inspections too, which is what Dennis Peters' crew at one ProBuild North plant has learned to do.

Continued on page 26



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"Our whole shop is trained to work the wall, roof and floor lines, so we feel that they should know how to inspect products coming off them all too," he said. Especially the lead people, he said, because they're the ones who are most likely to stick around when things get slow.

But the benefits of cross-training extend beyond ensuring efficient quality checks when crews are stretched. Peters said it's also helpful for filling in while someone is needed to do other important operational tasks, sick or taking a vacation. "This way, there's always a backup plan."

The investment of training workers to know what quality looks like, he said, may not seem like it pays off immediately. "But this is the time of year to expand that training—when it's slow. It'll pay off eventually."

In addition to heavily training his crews, Peters also insists on feeding back data to them. He said closing the feedback loop in that way helps to create a culture where quality inspections are expected and appreciated by each worker. "Every Tuesday after lunch, our production supervisor shares back the info with the guys. If something doesn't pass inspection we let them know. They all know the inspection process, and they all know that we put priority on it." Most importantly, he said, "They understand that we're not doing this program just to go through the motions. We mean it."

Peters said he understands that management doesn't want to spend more time than they have to inspecting trusses. "But now is the time we're looking at our systems to make sure we're being as efficient as possible while gathering the information we need to manage our operations more efficiently. We can't afford not to," he said. "We believe that now is the time to set a solid foundation."

The Future of WTCA QC Is Providing Management Information

If there's one thing the downturn is teaching us, it's that understanding cost and performance on all levels of business is critical to long-term sustainability. In addition to its original function of verifying production quality in the context of the TPI 1 quality standard, In-Plant WTCA QC has grown into a robust management information tool. And it's become geared to serve exactly that need—providing benchmarks management can use to make sound, informed decisions. Piek's vision for the future of the program is to expand on the data available to management that is collected from each inspection and now reported quarterly.

Gilligan is already using data generated by the program make business decisions. For example, one of the QC reports spits out an average plate upsize percentage for the plant based on data collected during each inspection. That number helped Cascade identify a way to cut costs, he said. "We sat our

Continued on page 28



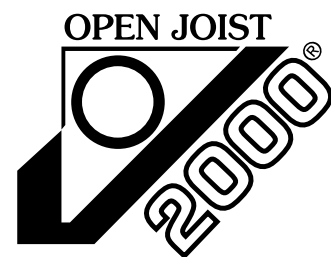
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providing valuable business insights that are not easy to see or readily available to the naked eye.

Soon, the QC program will undergo a series of enhancements to make the management reporting even more robust for component manufacturers. One goal, said, Piek, is to build technology into the program that will allow component manufacturers to access real-time Internet-based inspection reports and data. Piek envisions the real-time feedback will serve as an at-a-glance benchmarking tool, enabling plants to compare their inspection data with averages taken from all companies participating in WTCA QC. Given that each plant generates weekly QC data, it is feasible that every week there could be 132 new sets of data—the current number of certified plants—to enhance the information available to all participants.

“On the surface WTCA QC can easily seem like it is a mandatory pain in the neck of little value. But plants that dig into the data gathered tend to quickly realize that having a non-subjective evaluation of operations can provide greater insights than expected. There really is so much a plant can learn from their inspection data,” he said. “Using it to improve an operation’s effectiveness, efficiency and cost is where the true benefit is.”

In the Name of Quality

The message is clear: with a little creativity and flexibility, it is easy to make time for gathering key manufacturing data without sacrificing manufacturing efficiency. There are major benefits in viewing the WTCA QC program as a big picture management tool—not just another hoop to jump through.

“For us, using this program is not about beating the system,” said Gilligan, noting it takes the support of everyone in the company to benefit from it. “We get damn creative. And we’re in team effort mode. Right now we need everyone to be willing to get their hands dirty.” Peters said there’s no chance his operation will abandon its commitment to quality. “We’re in shuffle mode while things are tight like this. That includes quality...we will do whatever amount of rearranging necessary to continue the program. We’re just not willing to let it fall by the wayside.” **SBC**

To learn more about the In-Plant WTCA QC program, visit www.sbcindustry.com/wtcaqc.php or contact Tony Piek at tpiek@qualtim.com or 608/310-6713.

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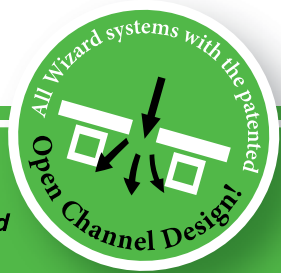
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QC • Continued from page 26

[truss] builders down earlier in the year and told them that we wouldn’t be upsizing plates anymore. And we explained that meant they would have to pay more attention to quality since there would be less leeway in plate placement.” Since then, Cascade has watched its plate upsize average drop dramatically and has kept a close eye on how crews modified their operations to have accurate plate placement—all while maintaining production efficiency.

If not accurately accounted for, the cost of plate upsizing can fly very much under the radar, yet be a significant cost of operation. This is just one example of how the powerful management information capabilities of WTCA QC can be in



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The Path to Chain of Custody Certification

by Libby Maurer

Where to start if you want chain of custody certification.

How to Contact Certifying Agencies

FSC Certification:

4 certifying bodies in North America. Visit here for specific contact information: www.fscus.org/certifiers/

SFI Certification:

6 certifying bodies in North America. Visit here for specific contact information: www.sfiprogram.org/files/pdf/certification-bodies-2008-09-09.pdf

at a glance

- When pursuing CoC certification, your first step is to choose a certifying body.
- You will work with a third-party auditor appointed by the certifying body.
- Plan to spend between \$2,500 and \$5,000 to become certified.
- Submit documentation of CoC inventory and staff procedures to the auditor.

If I had a nickel for every inquiry I've gotten about how to obtain a chain of custody certification, I'd have...well, roughly \$2.35. Needless to say, component manufacturers all over North America are asking what they need to do to be able to handle certified wood.

You may not know for certain whether you want to proceed, and that's just fine. For many of you, learning about the process, time to become certified, management of the process, and costs associated with this certification may help you make your decision. Keep in mind that in many ways, chain of custody certification continues to be a moving target. In theory, it is meant to be a standardized process that is consistent among all secondary wood product manufacturers and distributors, but in practice, it is not always executed in the same manner in each instance. So if you choose to proceed, your experience may be slightly different from what is written here. Here's the general framework of the certification.

How the Process Works

No matter if you're aiming for FSC or SFI chain of custody (CoC) certification, the process for each is quite similar. Your first step is to audition and choose a certifying body. (See sidebar for specific contact information.) Many of these certifying bodies are region- or state-specific, so your location may determine which agency you choose.

Conversely, maybe you are constrained by a certain timeframe. (For instance, you are working on a job that requires certified wood and you are six weeks from date of delivery.) If this is the case, you may instead choose your certifying body based on how quickly they can certify you. Be sure to discuss whether they can accommodate your timeframe before making your decision.

After choosing the agency, you'll be required to submit an application or questionnaire. What to expect on the application:

- Basic information about your company and its annual wood products sales.
- If your company has multiple locations, whether more than one location will be certified.
- Details about systems currently in place to physically account for material through inventory and production.
- Whether you intend to apply for concurrent certification with another forest certification program.
- Ideal timeframes for inspection and certification

After the agency receives and reviews your application, arrange for a price quote for the services to be provided. Generally, the price will depend on your proximity to the nearest auditor. Your annual wood product sales may also be used as a factor. If you accept their quote, you will be asked to sign a contract before proceeding.

Next, the certifying body will connect you with a third-party auditor. This is the person you will work with to prepare your facility and staff for chain of custody certification. It is not likely that you will not have an option in choosing who this is; as discussed above, you can assume that the certifying body will match you up with the auditing firm located nearest to you.

A manufacturer in Oregon passed along one helpful tip—ask the auditor early on to help you complete certain paperwork or written statements. "I didn't know to ask, and I wish I had," he said. The auditor will communicate with you the key items to start preparing, and will ask you to send certain information to him or her, like samples of accounting or inventory control documents. Depending on your operation, you may have to draft written procedures to cover the standard requirements, training of key personnel, and customized record-keeping systems.

When the auditor is satisfied that you are prepared, he will schedule an in-person

visit to inspect your facility. He will tour your plant, and inspect it from end to end: receiving dock, material handling and processing operation, and ending with shipping. Manufacturing staff will be interviewed to verify system implementation. Be prepared for staff working in purchasing, sales and marketing to also be asked about systems with the goal of verifying their understanding of CoC in each department. Essentially, the auditor wants to verify that the operation and employees are familiar with and can implement the CoC requirements.

When the on-site visit is complete, the auditor will summarize his findings and prepare a report for the certifying body to review. If your application is rejected, you will have to work with the auditor to refine your inventory procedures and resubmit the application.

Time Proposition/Managing the Process

The amount of time it takes from start to finish depends on many things, according to manufacturers we've talked to. It depends on how prepared you are when you begin, how much time you have to devote to it. And it also depends on how accessible your third-party auditor is. In short, it's not easy to pinpoint the approximate timeframe to become CoC certified, nor the time it will take to manage it.

We've said a couple times that your level of preparedness will be a big factor in how long your certification will take. For instance, if you have no current inventory system in place to account for different SKUs, you'll be required to set one up in accordance with FSC or SFI CoC requirements. Similarly, you will also have to develop written documentation of staff CoC procedures, so factor in some time to write them and to meet with your staff to make sure everyone understands them. You should also plan for several hours of communication back and forth between your auditor, as well as some time to review any documents he sends. It's important to weigh the direct costs of time and labor in this process with the perceived value. Be aware that the road to certification has the potential to be very time-consuming, especially if you'll have to make many internal adjustments.

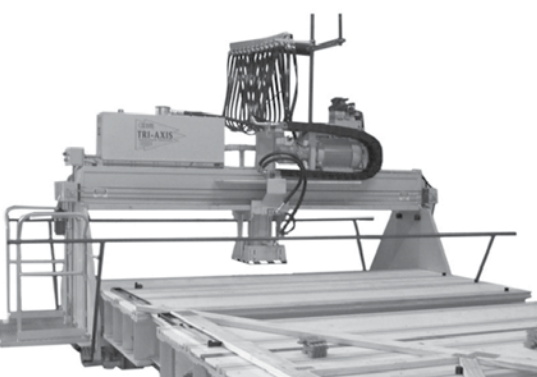
That said, it is a stretch to complete the process and be approved for certification in under a month. Two or three months is generally more typical. Keep in mind that the length of time may be extended if your application is rejected by the certifying body.

Fees

The hard cost is probably the most variable part of the certification. What are you paying for exactly? One certifying body told

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us the cost will depend largely on the costs of auditor travel to your location, and the number of sites your auditor will need to visit. Part of the fee also includes an administrative fee to the certifying body for processing your application and certificate, as well as fees to the auditor for assisting you and preparing your final report. Finally, in the case of FSC (and possibly others), a portion of your fee is applied to your use of its logo in your marketing. When you receive the quote from the certifying body, it will be itemized with a break-down of fees.

One manufacturer on the east coast spent roughly \$3,500 for his initial certification. If you apply for multiple certifications simultaneously, you may save some money. For instance, a manufacturer in the southwest who applied for both SFI and FSC certifications at the same time (through the same certifying body) spent about \$6,000 for the entire process. Depending on the certifying body you work with, you may be required to pay a portion of the total up front; one company made a \$500 deposit. Another company was asked to pay their entire fee up front.

It's also important to note that you will be assessed an annual fee for maintaining your certification. This fee is also variable, but will most likely be less than what you will pay for the initial certification.

The More Prepared, the Better

Still not sure if you should pursue it? Besides talking to your customers about their interest in building green in the next year, you can do some simple costing to determine if, how long and how many jobs it will take to justify your investment.

Just remember—the more prepared you are going into it, the easier certification will be. Do your research, talk to people who have already done it and understand your costs and you're likely to have a good experience. **SBC**

Jim Gilleran Awarded Knight of the Order of the White Rose of Finland

by Finnforest USA,
Engineered Wood Division

The President of Finland has awarded Jim Gilleran, the long-standing Managing Director of Finnforest USA, the Knight of the Order of the White Rose of Finland. The decoration was awarded on the application of Metsäliitto in recognition for his distinguished contributions for the benefit of the Finnish Forest Industry in the North American market. The award was given in a ceremony at the Corporate Offices in Finland on September 12, 2008.

"I'm exceptionally proud and humbled to receive this honor," said Gilleran after receiving the Knight's decoration from Ole Salvén, Group Executive Vice President of Metsäliitto Wood Products. "It's been a pleasure to work with my Finnish colleagues, as I regard them as honest, ethical and serious—their word is their bond. I've always had so much respect and admiration for the Finnish way of doing business, and this is the idea that I've brought to my customers in North America."

"I want to express my warm thanks to Metsäliitto and the Master Plank team in Finland and in the U.S., especially Martti Tulkki and Linda Bouford, who have been working with me and with Master Plank since the early days," says Jim. "Most importantly, I want to thank my wife Ann and my family for their love and support for all of these years."

Jim, born in 1935, first became acquainted with timber trading while working part-time with McCausey Lumber Company in his student days in the mid-1950s. He then moved on to a full-time position at the company in 1963. From 1973 to 2004, he was the CEO/Owner of the company. McCausey Wood Products, the wood product import arm of the company, was acquired by Metsäliitto in 1989. Gilleran continues to serve as the Managing Director of the import company, now called Finnforest USA, Engineered Wood Division, located in Roseville, Michigan.

LVL (Laminated Veneer Lumber) was a brand new product in the U.S. market in the late 1970s. Since those early days, Jim pioneered LVL products within the United States, and he has successfully sold about 25 percent of the annual Kerto® (Master Plank) production of the Lohja and Punkaharju mills to the U.S. construction industry. Jim's experience, dedication and extensive business network have helped him make Finnforest USA a major player in the North American engineered wood products market.

Having worked with Jim since 1989, SBCA Executive Director Kirk Grundahl said, "His actions speak louder than any words. He is a man of his word who cares deeply for our industry and truly has made a big difference to everyone he has touched by tending to the small details. Jim is a role model; those of us who have been touched by him have been touched in a special way."

Jim's Finnforest USA team is very proud of him. They believe that Jim truly believed that the world was flat and the ocean was small and, with the right people, anything can be accomplished. His achievements are a great inspiration to his staff. As Jim always says, "People Make It Happen."

The Order of the White Rose was introduced in 1919. The Order awards decorations in recognition of outstanding civil or military service. The decorations can be awarded to any person, including foreign nationals. Jim is honored and humbled by the fact that there are so few U.S. individuals that have received such a prestigious award.

Jim recognizes that this honor signifies the wonderful partnership that has developed and continues to grow even today between Finland and the United States. **SBC**

Finnforest is a wood products company delivering service-oriented solutions developed in collaboration with its customers, especially in the areas of industrial construction and transportation as well as home and lifestyle. Its premium solutions are based on ecological, high quality Nordic wood as a raw material, and by using these solutions our customers can contribute to a better environment and life style. Further information available at www.finnforestus.com and www.finnforest.com.



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Chapter Corner

For more information about SBCA Chapters and how to become more involved, contact Anna L. Stamm (608/310-6719 or astamm@qualtim.com) or Danielle Bothun (608/310-6735 or dbothun@qualtim.com). Contributions to Chapter Corner, including pictures, are encouraged. Submissions may be edited for grammar, length and clarity.



Chapter Spotlight

Texas & the Membership Drive

by Anna L. Stamm

Not only is the Truss Manufacturers Association of Texas (TMAT) the largest state chapter of SBCA, it is determined to hold onto the #1 Recruiting Chapter trophy!

TMAT has captured the #1 Chapter title in back-to-back wins for the last five years straight, and since the start of the competition it has won six times!

TMAT members also swept all three categories for 2008:



Dermer accepts #1 Recruiter plaque from 2009 SBCA President Ben Hershey at the Top Chord Club dinner in Denver.

- The #1 Component Manufacturer Recruiter was Jack Dermer of American Truss Systems, Inc., in Houston, TX. This was Jack's second time as #1, having won the title in 2002.
- The #1 Supplier Recruiter was Norm McKenna of MiTek Industries, Inc. Norm also captured that slot in 2004, 2005 and 2006.

What's the secret to TMAT's success? Old-fashioned persistence! And even though Norm McKenna has won more times than anyone else, he is not alone in his determination to keep Texas on top. In addition to Jack's winning work in 2002 and 2008:

- The 2006 #1 Component Manufacturer Membership Recruiter was Gary L. Weaver of Timber Tech Texas, Inc., Cibolo, TX.
- The 2007 #1 Component Manufacturer Membership Recruiter was Ben Doyle of Textruss Component Building, Inc., Austin, TX.
- The 2004 #1 Component Manufacturer Membership Recruiter was Frank B. Klinger of Mid-Valley Truss & Door Co., Harlingen, TX.

Is there any hope for the other chapters? Of course! Previous #1 Chapter winners are Ohio and South Florida. Narrowly missing out on the title have been Arizona, California and Canada. Keep in mind—we've got some additional prizes in store for our 10th anniversary drive this year, so our hope is that this will help inspire everyone to renewed competition.

But for right now, let's all take a moment to appreciate the good work that Texas has done and say, "Congratulations, TMAT!" **SBC**

Chapter Highlights

Iowa Truss Manufacturers Association

The Iowa Chapter held its fall meeting at BCMC in Denver, CO with President Tom Lambertz calling the meeting to order at 11:00 am. Ray Noonan gave the Education Committee Report. Given industry economics, the chapter will not seek further education opportunities at this time, but will assess any opportunities that may present themselves. The potential for education efforts in response to recent IRC ruling requiring residential fire sprinkler systems will be assessed as well. Ray also delivered the legislative report, noting the annual Legislative Breakfast at the Capital Building in Des Moines will be held on February 26, 2009. Giving the WTCA/SBCA report, Rick Parrino discussed the association's name change. The chapter will also consider changing its name at its next meeting. With a presentation on green building, the guest speaker was staff member Sean Shields.

The 2009 Iowa Chapter meeting dates were confirmed for February 26 in conjunction with the Legislative Breakfast, June 10 membership meeting and golf outing, and October 1 membership meeting at BCMC in Phoenix, AZ.

Mid South Component Manufacturers Assoc.

The Mid South Chapter continued its practice of holding its October meeting at BCMC. The group reviewed draft copies of three new product handling and installations guides: Guide for Handling, Installing, Restraining & Bracing of Engineered Wood Products; Guide for Handling, Installing, & Temporary Bracing of Wall Panels; and BCSI-B7 Guide for Handling, Installing, Restraining & Bracing of 3x2 & 4x2 Parallel Chord Floor Trusses. There was an excellent discussion regarding each of these documents and members were encouraged to forward any comments, concerns and suggestions directly to staff for consideration and inclusion in the final version of these documents. Staff member Jim Vogt, P.E., also provided a brief update on the Cold-Formed Steel BCSI and corresponding Summary Sheets as well as the major changes to Chapter 2 – Standard Responsibilities in the Design and Application of Metal-Plate-Connected Wood Trusses, of ANSI/TPI 1-2007.

Under educational outreach, Rob Williams updated the group on his work giving presentations to architects via state and local chapters of AIA, having provided two training sessions and distributed a considerable amount of literature to date. The results of the chapter's mailing project to engineers were reviewed. This marketing brochure for industry professionals may be mailed to building officials in the Shreveport area next. In addition, it was suggested that the chapter submit an application to provide a seminar at the 2009 Louisiana Civil Engineers annual meeting.

The next chapter meeting is being planned for January 27 in the Central City, LA area, to be held in conjunction with a truss plant tour.

South Florida WTCA

The South Florida Chapter has continued to hold its meetings on the third Thursday of alternating months. Items high on the agenda have included:

the pending changes in the 2007 Florida Building Codes, that will now go into effect on March 1, 2009; the law to label buildings with truss construction, Fire Safety-Lightweight Trusses, known as House Bill 727 or the Aldridge-Benge Firefighter Safety Act by Rep Gibson; education and truss plant tours, including working with a teacher at Indian River Community College in Ft. Pierce to incorporate a truss plant tour into a course on Building Construction for the Fire Service; and the local economy.

The November meeting also featured nominations for chapter officers. The newly elected officers will be installed at the next chapter meeting in January.

WTCA – New York

Returning to the topic of the chapter's July meeting at the Basketball Hall of Fame, the question asked at the October meeting was: Are you "building green" yet? The members reviewed a presentation designed to show them that the answer to that question is likely, "yes." Though the term green building has become popular in residential and commercial construction recently, the very ideals of component design and framing are rooted in maximizing the efficiency of materials, including the metal connector plate invented by Carroll Sanford in 1952. Members reviewed what green building is and why they are hearing so much about it, basic principles of green building and where it is headed, what component manufacturers can offer that is "green" and why they should offer it, information on Chain-of-Custody certifications, obtaining certified lumber, complying with programs specific to commercial structures like LEED and Green Globes, and other green building topics. Everyone was encouraged to visit "Structural Building Components Industry: Green Since 1952" [<http://www.sbcindustry.com/greenbuild>] on the website to learn the ABC's of green building and bring their thoughts to the meeting.

At the meeting, the members also welcomed a guest speaker. Tom McGee of Stark Forest Products delivered an update on the post-frame building market and new developments in column/post manufacturing, including preservative treatments and lamination. Everyone appreciated his update and thanked him for attending.

Updates were provided on the chapter's educational presentations and tours for building and fire officials. Copies of the 2008 WTCA Annual Report, Be on the Winning Team, were distributed. **SBC**

Connecting Members Together at SBCA Open Quarterly Meetings



"Coming to the quarterly Board meeting, where all members are welcome, you get to know your peers. You develop interests, you develop trust, and you're able to work out many business opportunities on both sides. The people you call for help are those you've met at Board meetings."

—Don Groom, 2006 SBCA President

2009 OQM Schedule

OQM: March 12–13, 2009
Grand Hyatt Denver
Denver, CO

OQM: August 20–21, 2009
Renaissance Worthington Hotel
Fort Worth, TX

SBC Legislative Conference:
May 13–15, 2009
The Washington Court Hotel
Washington, DC

Board Meeting:
October 2, 2009 at BCMC
Phoenix, AZ



For more information or to register, go to www.sbcindustry.com/oqm or contact Melanie at 608/310-6720 or mbirkeland@qualtim.com

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2008 WTCA Annual Report & Meeting

Distributed at the 2008 Annual Meeting held at BCMC in Denver, this year's report provides a recap on last year and information about new products and initiatives. To view the report online, go to www.sbcindustry.com/annualreports.php or to receive a hard copy contact Anna at 608/310-6719 or astamm@qualtim.com.

The Annual Meeting presentation is also available on the website at www.sbcindustry.com/annual-mtg.php. This year's presentation highlights the association's winning plays in the marketplace, industry collaborations, educational products and tools to help members put a human face on the structural building components industry.



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New Products



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Calendar of Events

Check out SBCA's web site at www.sbcindustry.com for the most current calendar information.

January

- **8:** Wood Truss Council of Michigan (WTCM) Chapter Meeting
- **14:** Structural Building Components Association of the Capital Area (SBCACA) Chapter Meeting
- **14:** WTCA—Northeast Chapter Meeting
- **15:** North Florida Component Manufacturers Association (NFCMA) Chapter Meeting
- **15:** South Florida WTCA (SFWTCA) Chapter Meeting
- **15:** Southern Nevada Component Manufacturers Association (SNCMA) Chapter Meeting
- **15:** Truss Manufacturers Association of Texas (TMAT) Chapter Meeting
- **15:** WTCA—Indiana Chapter Meeting
- **15:** WTCA—New York Chapter Meeting
- **20:** Central Florida Component Manufacturers Association (CFCMA) Chapter Meeting
- **21:** WTCA—Arizona Chapter Meeting
- **22:** Joint Alabama/Georgia/Kentucky/Tennessee SBCA Chapter Meeting
- **27:** Mid South Component Manufacturers Association (MSCMA) Chapter Meeting

February

- **2:** SBCA's Ohio Chapter TTW. Educational presentation for the Ohio Building Officials Association (OBOA) Joint Conference.
- **4:** SBCA's Michigan Chapter TTW. Educational presentation for the Huron Valley Code Association of Code Officials.
- **5:** West Florida Truss Association (WFTA) Chapter Meeting

- **11:** Southwest Florida Truss Manufacturers Association (SWFTMA) Chapter Meeting
- **12:** Wisconsin Truss Manufacturers Association (WTMA) Chapter Meeting
- **12:** SBCA's Mid Atlantic Chapter TTW. Educational presentation for the Pennsylvania Housing & Land Development Conference.
- **12:** SBCA's Wisconsin Chapter TTW. Educational presentation for the Wisconsin Retail Lumber Association.
- **19:** Minnesota Truss Manufacturers Association (MTMA) Chapter Meeting
- **19:** SBCA's Wisconsin Chapter TTW. Educational presentation for the South Central Wisconsin Builders Association.
- **26:** Iowa Truss Manufacturers Association (ITMA) Chapter Meeting

March

- **3:** WTCA—Illinois Chapter Meeting
- **4:** SBCA's Ohio Chapter TTW. Educational presentation for the Five County Building Officials Association.
- **10:** Colorado Truss Manufacturers Association (CTMA) Chapter Meeting
- **12:** Missouri Truss Fabricators Association (MTFA) Chapter Meeting
- **17:** Central Florida Component Manufacturers Association (CFCMA) Chapter Meeting
- **18:** North Carolina and South Carolina Joint SBCA Chapter Meeting
- **19:** South Florida WTCA (SFWTCA) Chapter Meeting
- **24:** California Structural Building Components Association (CalSBCA) Chapter Meeting

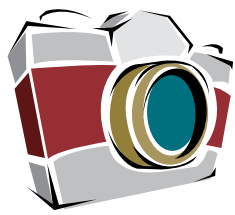
Contact SBCA staff for details about upcoming meetings: Anna (608/310-6719, astamm@qualtim.com) or Dani (608/310-6735, dbothun@qualtim.com).



Correction:

The contact information for ITW Building Components Group was listed incorrectly in the *2008 Buyer's Guide & Directory*. We apologize for any inconvenience. Please make note of the correct information:

ITW Building Components Group
Arlington, Texas, Sales Office
800/521-9790 • www.itwbcg.com
Mr. Ken Kuehn • kkuehn@itwbcg.com



Parting Shots

Share your stories and photos with us! Send submissions to partingshots@sbcmag.info.



Justin Henricksen of Desert Truss in Las Vegas designed the trusses above for a 18,000+ sq. ft. custom home.

Henricksen said he initially designed the barrel bowstring chords with 2x6 #2 SPF, but made adjustments in the shop to deliver a perfect radius top chord to the jobsite. "I changed the chords to 2x8 DF #2, which allowed us to trim the chords to their needed diameters in the shop."



The architect then supplied Henricksen with all the exact radius dimensions for all seven—yes, seven!—truss shapes from CAD drawings, from which shop workers set up a template in the yard. They cut each radius (using the template as a guide) with a skill saw fitted with a special blade that allows making curves without bending the blade. About 1.5" was cut from each of the top chords. "We were able to ship them out already curved, which the framer LOVED us for," he added. **SBC**



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