



Across the Board

WTCA Open Quarterly Meeting:
February 25, 2005, Atlanta, GA

by WTCA Staff

WTCA's February Open Quarterly Meeting (OQM) was productive and well-attended. Find out more about the issues affecting your association.

The first Open Quarterly Meeting (OOM) of 2005 was opened by WTCA President Kendall Hoyd. After introductions and opening remarks were completed, the October 2004 meeting minutes were approved by the Board. Hoyd then outlined the Board's focus for 2005 by explaining that the WTCA Board is responsible for addressing key industry issues, creating and modifying WTCA policies, and appropriating funds for industry projects. All the project work that needs to be done to meet Board objectives will be handled by the committees.

Current/Emerging Issues (Chapter Reps)

- Members in southern Nevada are working with the E&T committee to resolve building code issues regarding uplift and lateral loading.
- In Wisconsin, the hot topic is chemicals on treated wood and their interaction with truss plates. This topic is on the TPI TAC and WTCA E&T Committee agenda.
- Members in Illinois and California continue to face problems with transportation regulations and enforcement. The Management Committee is creating a guide for transporting trusses.

Executive Committee Report (Kendall Hoyd)

- The Board unanimously approved creating a new Builder Member Category to meet the needs of Builders wanting to use Truss Knowledge Online (TKO) programs.
- A policy regarding action WTCA should take following a Natural Disaster was unanimously approved.
- The Board unanimously voted to accept two new WTCA Chapters: Minnesota Truss Manufacturers Association (MTMA) and Western Component Manufacturers Association (WCMA). Welcome to both chapters!

Treasurer's Report (Don Groom)

- Revenues exceeded the budget in 2004.
- WTCA is fiscally sound and has the ability to invest more significantly in activities designed to strengthen our industry, both short term and long term.
- The 2005 budget includes significant investment in our chapters. Staff will travel to each chapter meeting four times each year with the goal of becoming more in tune with local membership needs. WTCA will also begin to invest in industry-focused research with the goal of developing industry policy and providing solid data for changes that will serve the best interests of all component manufacturers.
- The Treasurer's Report and 2005 budget were unanimously approved.

Nominating Committee Report (Dan Holland)

- Priscilla Becht (South Florida Chapter), Rick Cashman (West Florida Chapter), Dave Walstad (Mid Atlantic Chapter) were welcomed to the Board as Directors Representing Chapters.
- Bob Becht of Chambers Truss was nominated as the 2005/2006 Secretary.
- Ken Cloyd (California Truss) and Frank Klinger (Mid-Valley Truss & Door) were added to WTCA's Executive Committee.
- All elections were unanimously approved by the Board.

at a glance

- ❑ Two new chapters were welcomed to the WTCA family: MTMA & WCMA.
- ❑ Bob Becht was nominated as the 2005/2006 Secretary and five other individuals assumed new posts on the board.
- ❑ At the August OQM in Denver, members will provide video testimonials, with a focus on WTCA publications.
- ❑ New tools are in the works to help members sell the benefits of membership.

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TPI Board Meeting Report (Dan Holland)

The discussion topics included:

- Agreement by the TPI Board to work with WTCA's QC best practices effort and make changes to the ANSI/TPI 1 QC standard as needed to implement these changes immediately.
- TPI will again sponsor BCMC signage, lanyards and tote bags and may also sponsor "You Are Here" signage on the show floor.
- The joint publications agreement increased TPI's revenue by 38 percent over the 2004 budgeted income.
- Work continues on the moment equation analysis, which remains TPI's top priority.
- TPI's second priority is its QC business plan.

BCMC (Staff)

- The exhibitor promotion was mailed March 9.
- The Kickoff speaker will focus on being upbeat and humorous.
- Three educational tracks will be offered: Costing, Quick Response Manufacturing (see **BCMC Update** on pg. 26) and Customer Relationship Management.
- The Economic Forecast will again be delivered by Stan Duobinis.

SBC Magazine (Staff)

- Many thanks to **SBC** advertisers for their support of YOUR industry publication!
- The magazine has begun a "One Minute Poll," which has proven to be very effective in gathering industry data and opinions for **SBC** articles. For those who participate in these, your feedback is valuable and appreciated.

Key Industry Supplier Update: Lumber (Joe Kusar/Cathy Kaake)

- On the Softwood Lumber front, Grant Aldonas will stay on for another 30 days with the hope of presiding over a resolution.
- The Department of Commerce is hoping Canada will make an offer.

Key Industry Supplier Update: Engineered Wood Products (Gary Dunn)

- WIJMA is working on a resource guide to take to fire service schools regarding the performance of EWP.
- East Hills, NY has banned trusses and certain EWP. WTCA and AF&PA are addressing the issue.
- EWP manufacturers are meeting with adhesive manufacturers.

Key Industry Supplier Update: Connector Industry (Steve Hanek)

- The connector industry is looking at multiple tie-down

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connectors for multiple bearing surfaces. Watch for more solutions to deal with high uplift connectors.

Key Industry Supplier Update: Truss Plates & Steel (Wayne Masengill for Charlie Hoover)

- Steel pricing has not been changing, even with higher energy costs and devaluation of the dollar. It was reported that there is hope the cost may lower in August.
- TPI has a new Executive Director. Michael Cassidy assumed the position on December 16, 2004, and has moved the TPI headquarters to Alexandria, VA. TPI will continue to work closely with WTCA to coordinate industry activities.

ICC Structural Committee Report (Staff)

- WTCA participated in the ICC Hearings as a member of the IBC Structural Committee. Positive relationships were formed.
- Staff is currently working with the NCSEA (structural engineering associations) on revised language for our code change S165.

Component Manufacturer Roundtable Report (Kendall Hoyd)

- Component manufacturers discussed the future of the component manufacturing business and how it should affect WTCA's name.
- Discussion occurred regarding whether the "Wood Truss Council of America" the most accurate name to carry us into the future, in terms of the business we are involved in, or are we actually in the structural building components manufacturing industry?

E&T Committee Report (Clyde Bartlett)

- A joint E&T/TPI TAC meeting was held January 20-21.
- The key topics discussed were the Guide to Good Practice for Loading Metal Plate Connected Wood Trusses, the moment equation, changes to ANSI/TPI 1 for the 2007 version, and research priorities to improve truss design.

Legislative Committee Report (Allen Erickson)

- The Legislative Conference will be held May 4-6, with a focus on immigration and softwood lumber. The conference will once again include member meetings with key government agencies.

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Do You Know The True Cost of Doing Business?

Work Orders

- ✘ Do you **really know** how profitable every work order is?
- ✘ Can you track every work order's true cost?
 - ✘ Direct Labor
 - ✘ Indirect Labor
 - ✘ Actual material used
- ✘ Are you tracking them or **are you bottom line averaging?**
- ✘ Can you compare estimated verses actual cost?

Labor Cost

- ✘ Can you monitor the productivity of all of your workers?
- ✘ Can you track the history? Who, did what, and when?
- ✘ Are you using real data to quantify your productivity?
- ✘ Can you reward productive employees based on actual effort?

Material Cost

- ✘ Are your daily inventory numbers accurate?
- ✘ Are you able to allocate your inventory to work orders?

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- District Meetings will also be scheduled between WTCA members and key congressional committee members at their home offices.
- WTCA will join the American Legislative Exchange Council (ALEC) to help craft legislative concepts.

Marketing Committee Report (Ken Cloyd)

- The committee reviewed all of WTCA's documents.
- At the summer OQM in Denver in August, members will provide video testimonials. The focus will be WTCA publications.
- A new general warning tag referring installers back to the JOBSITE PACKAGE will be created.
- A new companion brochure to the Products & Services CD will be created. (This brochure was polybagged with the April issue of SBC.)
- A subcommittee will address the subject of TTT recertification.

QC Committee Report (Dave Motter for Joe Hikel)

- The TPI Board will work with the WTCA QC Committee to revise the QC section of ANSI/TPI 1-2002.
- A motion was unanimously passed to send a request to the TPI Board asking that TPI rewrite the C_q portion of the standard to accommodate the Dial-In C_q factor which would eliminate the Tooth Count Method as a separate process and include it as part of the final steps in the Plate Placement Method.

Management Committee Report (Staff for Ben Hershey)

- The Transportation Guide is under development.
- An update on the development of a Standard Contract Addendum was given by Kent Pagel. A white paper approach will be taken.
- A subcommittee had been reviewing WTCA's policy that the organization should not create a standard contract form. The committee concluded that a standard contract form is neither feasible nor practical.
- One of WTCA's highest priorities for the year is the creation of an online Risk Management Program called ORisk. This program will be designed to serve both the rookie and the experienced component manufacturer. The goal will be to provide fundamentals education that will make the risk management seminar series more valuable to all attendees.

Membership Committee Report (Bob Becht)

- The committee concluded that the best approach to member recruitment is one-on-one communication.
- A quarterly summary report will be created to assist members with recruitment.
- A brief PowerPoint® program and script will be created to help members sell the benefits of membership.

Kendall Hoyd concluded the meeting with a special thanks to Past President Richard Brown of Truss Systems in Oxford, GA, for graciously hosting a plant tour and dinner during this OQM. (For photos from the tour see **Parting Shots** on page 90.) **SBC**

The next OQM will be held in Washington D.C. on May 4-6. Our third OQM will be held August 17-19 at the Hyatt Regency in Denver, CO. For details, contact WTCA Staff at 608/274-4849, wica@woodtruss.com or visit www.woodtruss.com.

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