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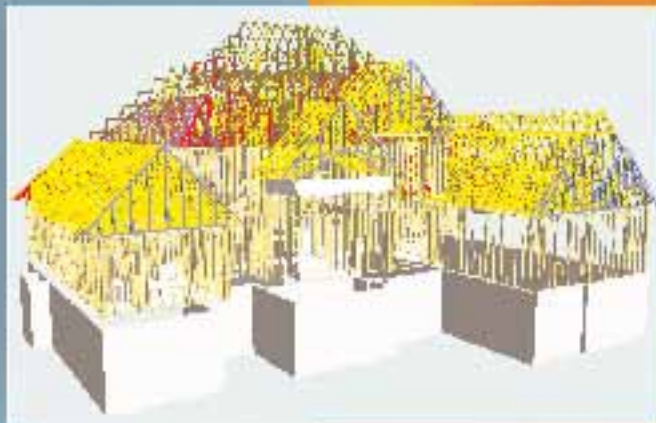
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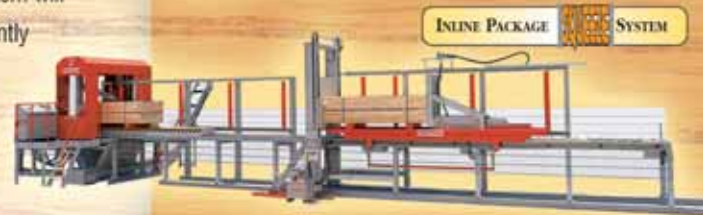
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**On the cover:** The National Building Museum, Washington, DC.  
Photo courtesy of Allen Erickson, Cal-Asia Truss.

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## Editor's Message

Component Research & Testing

by Kendall Hoyd

You could benefit from a new WTCA initiative to conduct performance testing of structural components. Find out how!

A few months ago, I wrote an article in this space in which I outlined, in broad terms, the direction that our fiscal success with publications and BCMC will allow our association to take in the coming years (see April 2005). In this issue, I'd like to give you some more detail with respect to a major portion of our investment plan that is being put into effect as we speak, and which I believe will add significant value to our industry. The initiative to which I am referring is a significant, ongoing investment in testing, research and analysis of the structural performance and properties of construction components that will provide a body of knowledge we can use to influence new building code enactment and enforcement, spur new product development and dramatically change the role of the WTCA in the building construction economy as a whole.

This is an important initiative for a couple of reasons. One is that if you listen to discussion related to component design, manufacturing and construction and the building codes that regulate them for long enough (and that's not very long) you will find that a lot of the regulations to which we are subject are based on a body of knowledge that can best be described as tradition. There is little or no research, data or analysis to support them. Our component products are relatively new in the overall lifecycle of the carpentry trade, and we are still using rules and guidelines about carpentry that may or may not apply to govern the use of our products.

Another reason is that the markets we serve are changing more rapidly now than ever, in terms of who is participating, what products and services are demanded, and perhaps most confusingly, how products and services are bundled together to meet various emerging needs. The gray areas created by all of the changes highlight a great need for fact-based understanding of component performance and properties because as the lines of responsibility and liability get rearranged, we want the industry as a whole to be able to advocate our position from as strong, credible and factual a position as possible.

When you examine some of the "rules of thumb" used to guide design and construction practice in the twenty-first century, you encounter that some of our building code regulations and thresholds have been developed on the basis of knowledge that can be traced to practices that might be hundreds of years old—or more! In other cases, they might be based on the assertion that "it has always worked." In either event, absent actual knowledge about structural performance, if you end up with a building that is designed as efficiently as it could be in that environment, it is purely by accident. Here are some examples of how we use guidelines based on ideas that are unsubstantiated by any real or at least current knowledge:

- Applying trusses at a 24 inch on-center spacing.
- Built up column analysis and effect on the buckling of the web and chord members.
- Load distribution in side-loaded girders.
- Long term deflection (creep) performance of floor trusses.
- Bearing capacities using compression perpendicular to grain design values.
- The two percent rule for accumulating buckling loads.

### at a glance

- ❑ A major WTCA initiative to conduct research and testing of structural component performance has been launched.
- ❑ The data derived from this work will help influence new building code enactment and may provide new marketing opportunities for component manufacturers.
- ❑ Stay tuned for more updates on this initiative in future issues of *SBC Magazine*.

Continued on page 8



## Editor's Message

Continued from page 7

- How a truss buckles and what causes such buckling.
- Why some trusses in a system buckle and others do not, even though both have similar bracing.
- The effect of wind on trusses (MWFRS) and individual truss members (C&C).
- Connection of trusses to bearing to resist design uplift forces.
- Fire research to combat building labeling requirements for trusses.

When you consider that we also need to have a lot more knowledge about the system effects of trusses used in their actual applications and more sophisticated testing of the performance of attic trusses, it becomes apparent that we have an opportunity to take a much more valuable and effective role in the development of structural engineering principles.

The effect of having solid, empirical facts regarding these issues will be a huge benefit to the building code formulation process. In many instances, we are in a position in which we have to "negotiate" on issues where we know we are right, but don't have the formal, academic, engineering data to support our position. I like our odds a lot better in that situation if we can point to scientific, published data that bear out our point. This will be good for the economics of our companies and our industry, to be sure, but as importantly, it will work to the benefit of the design and construction process in general.

Over time, our development of this body of knowledge will result in better buildings, in terms of structural integrity and cost efficiency. This will change the very nature of where component manufacturers reside in the construction market food chain. We will no longer be what may be considered assemblers and distributors of others' intellectual property, because we will be providing valuable insight and information that helps engineers, architects and other specifiers do their jobs better. This body of knowledge will, over time, result in a material increase in the percentage of time that our products are demonstrably the best solution. For example, once we have a better understanding of the real flow of loads through an entire roof system, we can optimize the design of the specific truss and bracing and diaphragm elements that need to be used to resist actual versus assumed loads.

This is just one example of the opportunities with which we are faced. As most anyone involved in business has undoubtedly experienced, once you start uncovering real facts in situations like these, even greater opportunities start to present themselves. It will take a few years for this to take final form, but we are moving forward on it now, and it will only be a few months before it starts to take effect.

In that earlier article regarding our investment plans and our reserve funds, I described the opportunity that our financial success has created as an exciting prospect. Well, this is where the rubber starts to hit the road. Watch for exciting and informative developments in the next couple of years. **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 ideas to [editor@sbcmag.info](mailto:editor@sbcmag.info).*

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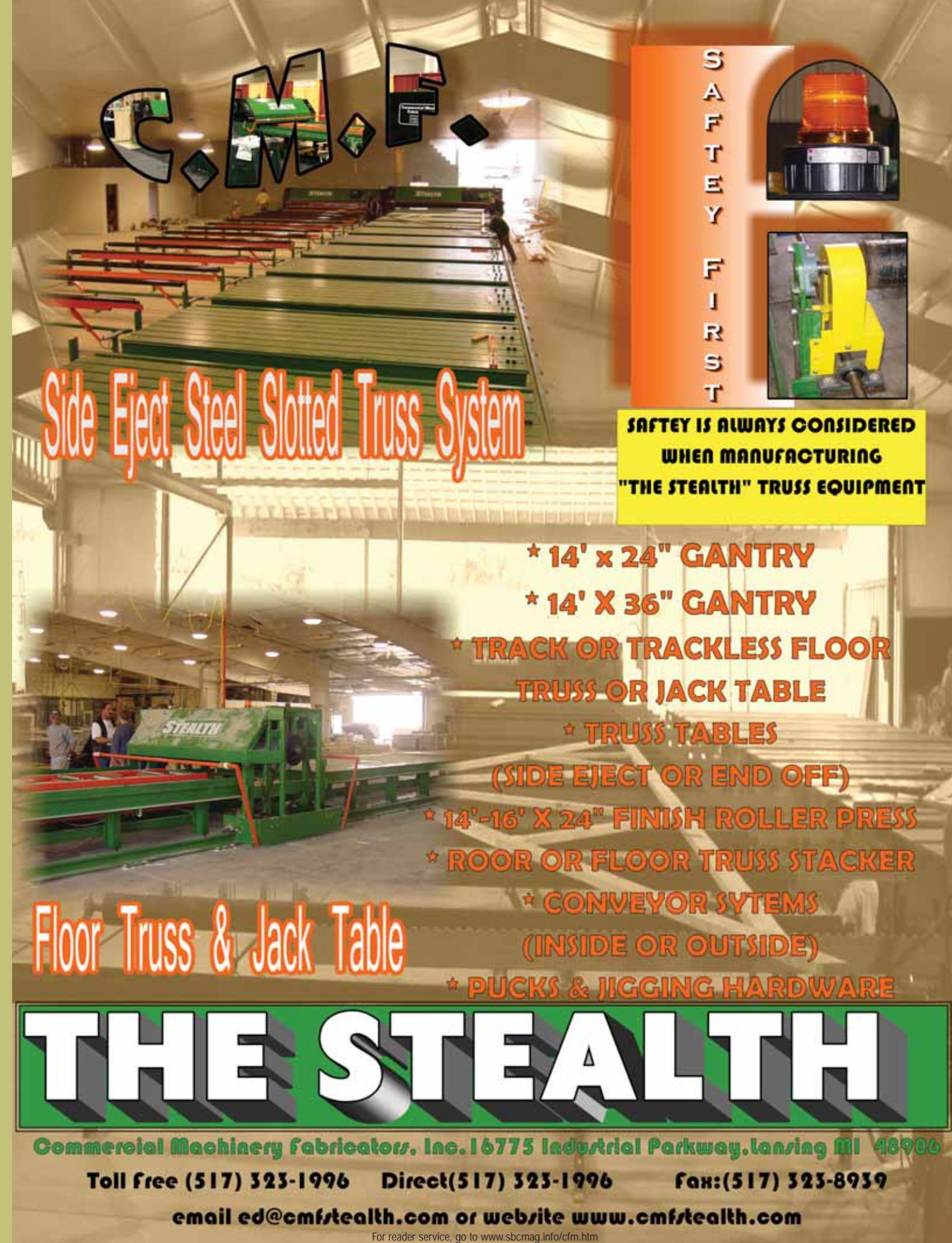
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The mission of *Structural Building Components Magazine (SBC)* is to increase the knowledge of and to promote the common interests of those engaged in manufacturing and distributing structural building components. Further, *SBC* strives to ensure growth, 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 Wood Truss Council of America (WTCA), the Steel Truss and Component Association (STCA) and the Structural Component Distributors Association (SCDA). These associations make up an industry strategic planning committee called the Structural Building Components Council (SBCC). The opinions expressed in *SBC* are those of the authors and those quoted, and are not necessarily the opinions of the associations listed above.

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# Publisher's Message

Advocating Change

"They always say time changes things, but you actually have to change them yourself."

—Andy Warhol (1928-1987),  
*The Philosophy of Andy Warhol*

by SBC Staff

Is advocacy one of those things you just don't have time for? Would it cut into your U.S. Open-caliber golf game? Take time away from your family and kids, negatively impacting domestic tranquility? According to a recent One Minute Poll (OMP), the vast majority of you don't buy into the idea of advocacy. Sixty-five percent of respondents reported they have little or no control over one or more of the following issues: cost fluctuations of raw materials, compliance with building construction standard regulations, obtaining affordable insurance to cover operational risks, and compliance with transportation regulations. Our aim is to change your mind or at least get you to consider advocacy in this issue of **SBC Magazine** as we cover Legal & Legislative Issues.

In **Adventures in Advocacy**, WTCA's Legislative & Political Affairs Manager, Sean Shields, introduces the concept of "Backyard Advocacy." For you advocacy novices, the so-called "backyard" variety just may be the best place to start. Sean writes about members of a WTCA Chapter who connected with state legislators in their own backyards to facilitate change for the ultimate benefit of their local structural building component market.

As proof that catching the advocacy bug is possible for all of us, **SBC** newcomer Emily Patterson sat down with Plum Building Systems' Rick Parrino to find out just how he forged a relationship with Iowa Senator Grassley. Here's a hint: as Parrino witnessed, plant tours go a long way in making a lasting impression on politicians.

As a follow-up to WTCA's annual Legislative Conference in Washington DC, we bring you highlights and attendee feedback. You won't want to miss our report on WTCA's plans for future policy work with agencies such as:

- Federal Railroad Administration
- Surface Transportation Board
- U.S. Citizenship & Immigration Service
- International Trade Administration
- Department of Labor

If you've always wondered why an antitrust sheet gets circulated at the beginning of each of your local WTCA chapter meetings (or should), don't skip this issue's **Legal Edge**. Legal counsel Kent Pagel explains why federal and state antitrust laws exist, what is stated in WTCA's antitrust policy, and discussions to avoid during association meetings and get-togethers.

Last but not least, in "Trussway's Perfect Storm," the management of Houston-based component manufacturer Trussway, Ltd. shares their story of acquisitions and a flurry of market conditions that led to balance sheet turmoil and eventual voluntary reorganization under Chapter 11.

You may consider yourself apolitical, strongly aligned with one party or the other, or somewhere in the middle. But regardless of your ideology, we hope you find a new reason in this issue to become engaged in the legislative and regulatory processes. Do it for your business, your employees and your industry. **SBC**

## at a glance

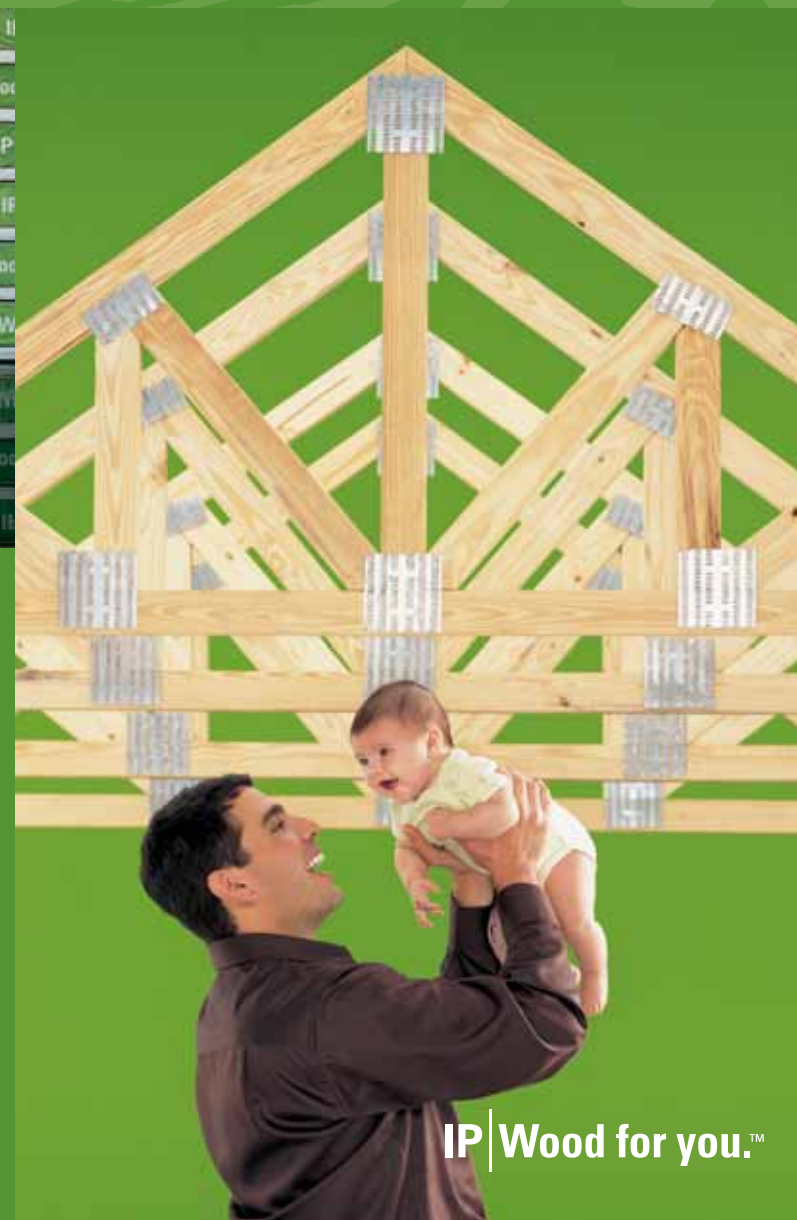
- ❑ This issue of **SBC Magazine** focuses on Legal & Legislative issues.
- ❑ The majority of the building components industry feels they have little or no control over things like the transportation regulations.
- ❑ Can local advocacy be worth the work? One WTCA chapter believes it is. Read **Adventures in Advocacy** to learn how they rallied for change.
- ❑ An association is the one place in the U.S. marketplace that competitors can come together to make a positive impact, as long as antitrust laws are respected. In **Legal Edge**, you'll learn about these important antitrust guidelines.

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# Technical Q & A

## Dead Loads & Horizontal Projection

Structural design requires that sloped dead loads be expressed in terms of the horizontal projection.

by Rachel Smith

**D**ead loads are permanent loads created by the weight of building materials like sheathing, insulation, floor or roof coverings, and the structure itself. Forces and loads are described by two things: their magnitude (amount) and their direction. In structural design, we know that dead load is a gravity load, which means its direction is always in a downward or vertical orientation. However, the magnitude of a dead load may not be so obvious and is worth some further discussion.

Figure 1 shows a steeply pitched roof with a very short truss span of ten feet. Let's say we added up the weight of all building materials along the slope of the top chord and came up with 10 pounds per square foot (psf). If the adjacent flat roof had the same top chord dead load of 10 psf, which roof would be supporting more dead load?

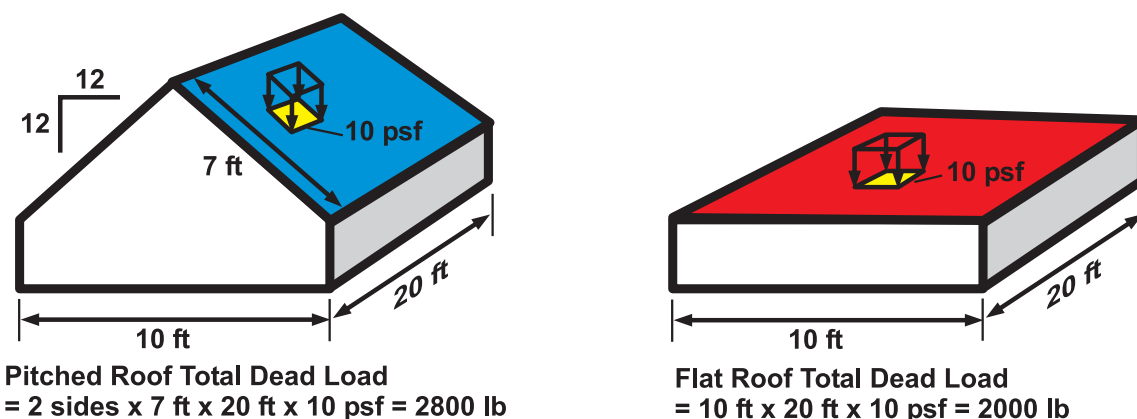


Figure 1.

It's pretty apparent the sloped roof has a larger area and supports more load even though the material weight per square foot is the same. This is an important point in specifying design dead loads on sloped roof framing. Structural design requires that sloped dead loads be expressed in terms of the horizontal projection, meaning they are applied as though the roof was flat even if it is pitched (see Figure 2). The greater the slope, the more load it carries in the horizontal projection. In order for this horizontal simplification to occur, the "per square foot" load must increase so that the total load is the same as it was when it was pitched. This increase is a factor based on the slope, called the slope adjustment factor.

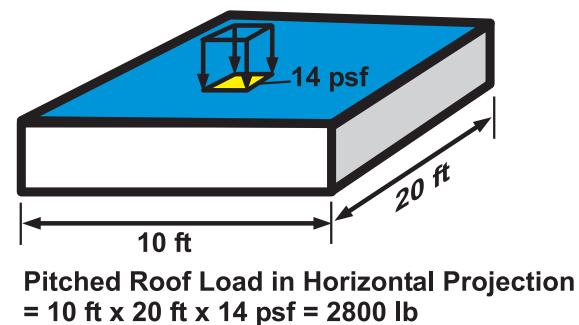


Figure 2.

### at a glance

- Dead loads are projected horizontally for truss design.
- Truss technicians must be clear on whether they need to adjust the input design dead load values for slope or if the software will do it for them.
- Slope adjustments become more critical with steeper pitches.

### Question

I noticed that section 6.2.1.2 of ANSI/TPI 1-2002, the National Design Standard for Metal Plate Connected Wood Truss Construction, says: "When dead loads are applied on a projected horizontal area basis, the effect of the pitch shall be taken into account." How do I make sure that the dead loads I am using in my truss designs are on the horizontal projection?

### Answer

Taking the pitch into account is not a new idea and your truss design software might already be applying dead loads in the horizontal projection. There is no standard convention on whether your software accepts input for dead loads along the slope or in the horizontal projection so as a truss designer or technician, you must be absolutely certain if you need to adjust for pitch or not. Figure 3 shows a sloped load and its equivalent adjusted horizontal load. Most of the time, the default design value used for dead loads is conservative (higher than the actual dead loads) for both sloped and horizontal projection. The slope adjustment becomes critical for steep pitches like the 12/12 top chord shown here:

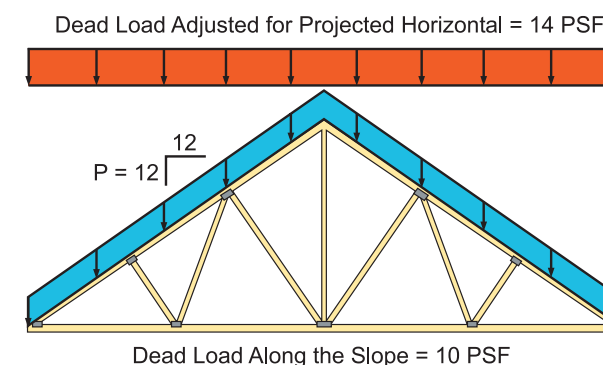


Figure 3.

If you input a sloped dead load of 10 psf for a steep 12/12 pitch, the adjusted load will be 40 percent higher or 14 psf. The adjustment is made according to the following formula:

$$\text{Slope Adjustment Factor} = \frac{\sqrt{P^2 + 144}}{12} = \frac{\sqrt{12^2 + 144}}{12} = 1.4,$$

where P is rise of the top chord

In most cases the dead loads listed on the construction documents have been adjusted for slope, since the building designer should be using this adjusted value when determining the loads on the structure. In other words, the building designer would specify the adjusted 14 psf value. If you input a top chord dead load (TCDL) of 14 psf, some truss design software treats the 14 psf as the adjusted horizontal value and uses that value in the design, which is fine. It gets a little trickier when your software treats your input value of 14 psf as the unadjusted slope value, and applies the adjustment again to come up with 14 x 1.4 = 19.6 psf as the TCDL on the

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horizontal. Clearly, you want to avoid an unnecessarily high TCDL, so in that case the designer should divide the input TCDL by the adjustment factor (14 psf ÷ 1.4 = 10 psf), input the 10 psf value and allow the software to make the adjustment.

In a few instances the Truss Designer calculates the dead load values based on the weights of the building materials in the construction assembly as described in the construction documents. (You can calculate dead loads with **The Load Guide**. Download a copy at [www.woodtruss.com/loads.php](http://www.woodtruss.com/loads.php) and see page 22 for an introduction to **TLG**.) The Truss Designer would have to consider the truss weight with other material dead loads. This input value would have to be adjusted appropriately for slope if this feature is not offered in the software.

If it appears that a dead load value given on the construction documents is understated or overstated, the Truss Designer should confirm the correct value to use with the Building Designer or Owner. A roof truss TCDL value of 7 psf is typical, so a quick evaluation would compare this to design specifications. For the sake of consistency, it is important that the dead load value that appears in the "load box" printed on the Truss Design Drawing should reflect the adjusted value used in design. **SBC**

To pose a question for this column, call the WTCA technical department at 608/274-4849 or email [technicalqa@sbcmag.info](mailto:technicalqa@sbcmag.info).



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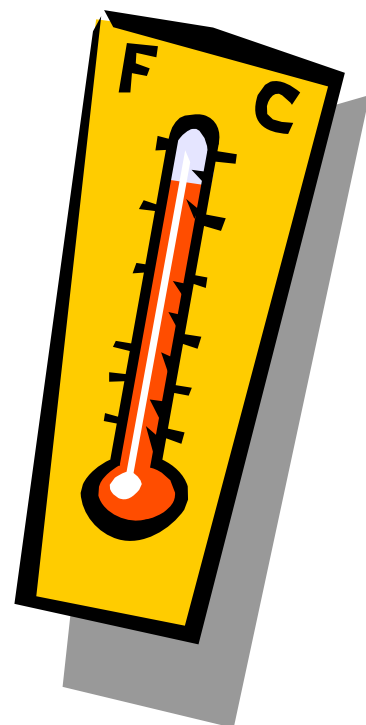




# Safety Scene

It's Gettin' Hot in Here...

The heat is on!  
Share this article with employees who may spend long hours in the heat and sun this summer.



by Molly E. Butz

**T**he temperature is rising and your inclination may be to grab a cold drink, kick back, and listen to a couple verses of "Feelin' Hot, Hot, Hot." However, caution is your friend this summer as the creeping mercury lends itself to all manner of heat-related hazards.

Sun and warm weather can be dangerous for anyone working indoors or out. High air temperatures, high humidity and/or strenuous activity have the potential to cause heat stress. Several disorders can develop from heat stress. They include: heat stroke, heat exhaustion, heat cramps, heat collapse and heat rash.

Working in a component manufacturing facility can be a taxing activity. Listening to your body is critical when working hard, especially on a hot or humid day. The following information will describe the signs and symptoms of various heat-related illnesses. Keep these in mind this summer, and remember: by the time you feel thirsty, you're already dehydrated, so keep drinking water throughout the day.

We all know that the average temperature of the human body is 98.6°F. Not surprisingly, the human body wants to maintain equilibrium, and works hard to stay at 98.6°F. When the temperature outside is high, the only way to stay at 98.6 is to sweat. The evaporation of moisture on the skin creates an effective cooling machine, so sweating allows your body to cool itself and remain in the proper temperature range.

**Remember: by the time you feel thirsty, you're already dehydrated, so keep drinking water throughout the day.**

Sweat works properly as long as there is plenty of water in your body. If you run out of water, you run out of sweat and your body can rapidly overheat. The unfortunate truth is that overheating can happen very quickly; in fact, your body can produce 0.5 gallons of sweat every hour in a hot environment.<sup>1</sup>

High humidity can also play a big role in heat-related illnesses. When the humidity is elevated, sweat can no longer evaporate from your skin. Either way—the lack of sweat or the inability to evaporate it—if your core body temperature rises quickly, it can be VERY dangerous and even fatal if not acted upon promptly.

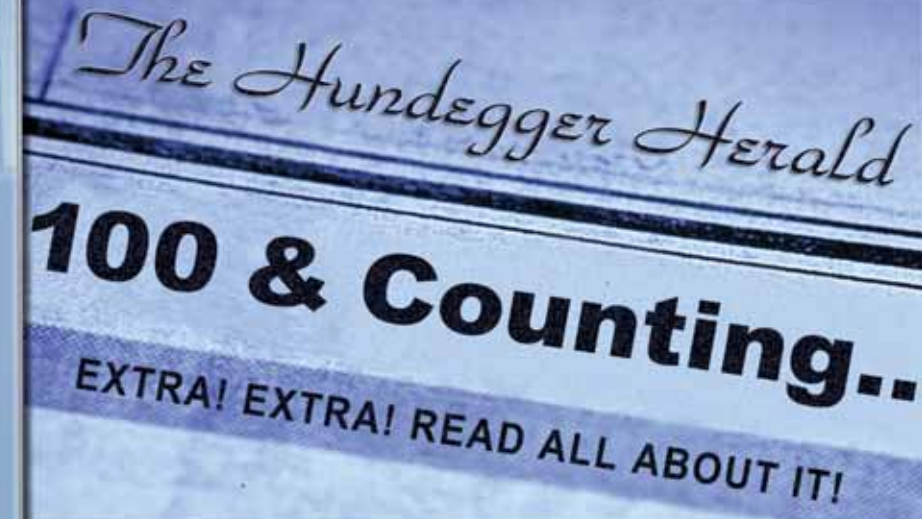
**Heat stroke** is a medical emergency. When the body's temperature regulation fails and the body temperature rises to critical levels, roughly 106°F, heat stroke can occur. These are some of the symptoms of heat stroke:

- Rapid heart rate
- Confusion or irrational behavior
- Loss of consciousness
- Dizziness
- Convulsions
- Lack of sweating

<sup>1</sup> What Causes Heat Stroke?, [www.HowStuffWorks.com/question699.htm](http://www.HowStuffWorks.com/question699.htm)

Continued on page 18

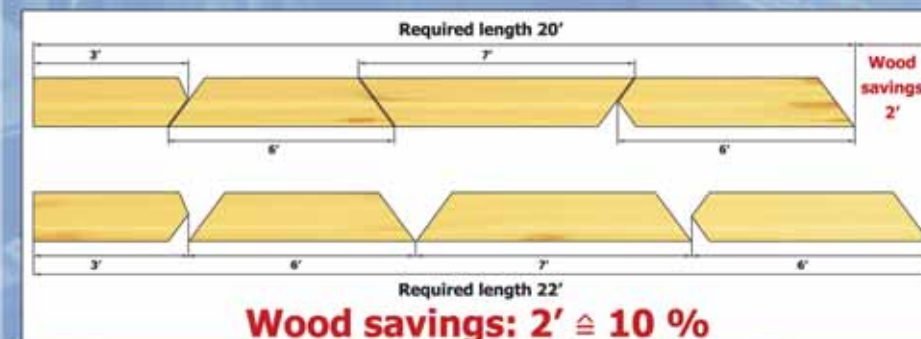
Hundegger & Robbins Engineering recently installed its 100th saw at 41 Truss in Spring Hill, FL. Robbins, who supplied all of the equipment for this brand new plant, chose Hundegger's Speed-Cut SC 1 as the saw of choice for this operation. Hundegger extends its appreciation to Robbins for their partnership and wishes 41 Truss continued success in its new location!



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## Safety Scene

Continued from page 16

- Red, hot, dry skin (the body dilates skin blood vessels to try to release heat, making the skin red)

If any of these signs are present it is important to seek professional medical treatment immediately. Remove the worker's outer clothing; wet his skin if possible. Heat stroke is very serious and can lead to death. **Never ignore the signs or symptoms of heat stroke.**

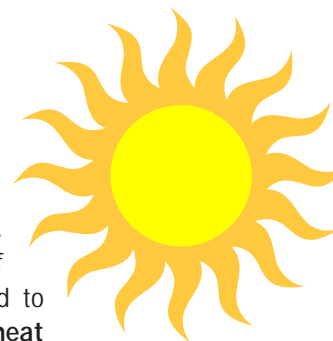
**Heat exhaustion** is a common ailment and should not be ignored as it is often a precursor to heat stroke. Some symptoms include:

- Headache
- Dizziness or lightheadedness
- Weakness
- Upset stomach or vomiting
- Decreased volume of or dark-colored urine
- Fainting or passing out
- Pale, clammy skin

A worker experiencing heat exhaustion will respond quickly to treatment. Remove the worker from the hot environment and begin to replace lost fluids.

**Heat cramps** usually occur after hard physical labor in a hot environment. Drinking plenty of water helps to prevent this.

**Heat collapse** occurs when the brain does not receive



Many things affect how your body will react to heat. Keep the following things in mind when working in hot conditions:

- Age
- Weight
- Level of physical fitness
- Metabolism
- Alcohol or drug use
- Certain medical conditions (e.g., hypertension)
- If you are used to working in warm weather (acclimatization)

If you need to be in the sun, be sure to consider protecting yourself with sun block, a hat and sunglasses, and always alert your supervisor or a nearby coworker if you start feeling ill. **SBC**

*To pose a question for this column or to learn more about WTCA's Operation Safety Program, contact WTCA Staff at 608/274-4849, email [wtca@woodtruss.com](mailto:wtca@woodtruss.com), or view the Operation Safety demonstration online at [www.wtcalko.com](http://www.wtcalko.com).*

enough oxygen. The easiest way to prevent heat collapse is to get used to hot weather gradually.

Heat rashes are the most common problem in hot work environments and appear in areas where the clothing is tight or restrictive. Generally, heat rashes disappear when the worker returns to a cool environment.

## High Temperatures + High Humidity + Physical Work = Heat Illness

Heat illnesses can become a very serious problem, very quickly. If you need to do physical work in hot conditions, especially outside in the sun, here are some easy ways to protect yourself and your coworkers:

- Build up tolerance to the heat slowly.
- Work in pairs.
- Drink plenty of cool water.
- Wear light, breathable clothing (anything made of cotton is a good example).
- Wear a large-brimmed hat.
- Take frequent, short breaks in cool, shaded areas.
- Avoid eating large meals before working in hot environments.
- Avoid alcohol or caffeine.

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- Higher capacity for wind forces than traditional wood lateral systems.
- System introduces single and double shear combination to achieve higher capacity.
- Improves cycle time by allowing installer to sheath over the product.
- TBD and TSB, sheathed over, can be a supplemental permanent bracing system to the roof sheathing.
- Patent pending.



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The TSB resists higher loads than competitive products. You can use it as Permanent Lateral Bracing as well as Temporary Erection Bracing (*see F-TSB2-24-03 for complete specifications*). Unlike most other products, no field modification is needed prior to installation.



- Meets TPI bracing requirements.
- Tube shape resists tension and compression loads.
- No sharp prongs to cause hazard during installation.
- Low profile product can be sheathed over when used as erection bracing.
- Eliminates the need to remove bracing prior to sheathing.
- Patent pending.

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# Bcmc 2005

## Focus on Customer Relations

Renew your focus on customer service with new ideas at the BCMC educational sessions!

by Don Groom, BCMC 2005 Chair

In the May issue, I talked about the educational sessions planned for BCMC attendees as we bring the show to the Harley Davidson capital of the world, Milwaukee, WI. I introduced the first track, a seminar on the concept of Quick Response Manufacturing (QRM) that parallels the idea of JIT manufacturing. Two additional tracks will educate component manufacturers on the topics of costing and customer relations. Details of the customer relations track—created *by* component manufacturers *for* component manufacturers—are outlined below.



Mike Ruede

The customer relations track, or *Building Relationships For Business Growth*, will be divided into three individual sessions, each with a unique theme. The first is titled, "Intra-Company Communication and Relationships." Speaker **Mike Ruede**, senior vice president of California Truss Company, will present topics on communication, the importance of being mindful of each departments' function and responsibilities, training, how to facilitate inter-departmental customer service, growing management leadership skills, instilling a culture of accountability, and managing

conflict. Ruede will bring 28 valuable years of experience to session attendees.

Session 2 of *Building Relationships* will feature Shelter Systems' COO **Joe Hikel**. In "Customer/Marketplace Relationships and Communication," Hikel will explore how to target prospects, manage customer expectations, and reveal why healthy, long-lasting relationships are in many cases more important than price. Hikel has 29 years of industry experience.



Joe Hikel



Craig Plummer

**Craig Plummer**, general manager of Huskey Truss & Building Supply, is a newcomer to the speaker line-up this year, although his 33 years of experience in the industry is nothing to sneeze at. Plummer will lead the discussion as Session 3 explores "Managing Change in Your Organization." Human beings are naturally resistant to change, so Plummer will remind attendees that change is "a given" and companies need to accept it in order to grow. He will also discuss how to grow management and empower employees to be excited about change, and how "followers" tend to accept change.

Don't miss the sessions in the customer relations track! Each of us can take away something—an idea, a concept, a new attitude, or a fresh outlook—from sessions designed specifically for our business interests and given by our peers. Join the movement of *Building on Tradition and Innovation* at BCMC 2005! **SBC**

For more information about the 2005 BCMC show in Milwaukee, WI on October 12-14, visit the official show web site at [www.bcmcshow.com](http://www.bcmcshow.com) or call 608/268-1161 ext. 9. Attendee information and registration materials will be mailed in mid-June.

### at a glance

- ❑ One of the three educational tracks for component manufacturers will spotlight customer relations: *Building Relationships for Business Growth*.
- ❑ Industry veterans Mike Ruede, Joe Hikel and Craig Plummer will each present one session within the track.
- ❑ BCMC sessions and the concepts covered within them are created *by* component manufacturers *for* component manufacturers.



October 12-14, 2005  
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Milwaukee, WI

Some of our exhibitors are long-standing suppliers to the industry and some are brand new—we welcome you! Where experience hits the road and ideas drive you there—RIDING ON TRADITION AND INNOVATION, BCMC 2005

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by WTCA Staff

**B**uilding codes require that all necessary information be provided as part of the construction documents, including structural loading information, either by prescriptive methods or by providing engineering guidelines. Trusses and other structural building components (SBC) require a clear presentation of design loads and their application on the structure as detailed by the building designer. WTCA, in cooperation with the Truss Plate Institute (TPI), has created a Microsoft Excel® spreadsheet program, that is essentially a comprehensive **LOAD CALCULATOR**, intended to help with developing the proper loading for roof and floor structural building components.

We have called it the GUIDE TO GOOD PRACTICE FOR SPECIFYING & APPLYING LOADS TO STRUCTURAL BUILDING COMPONENTS (The Load Guide [**TLG**]). We have made this guide freely available for download from the WTCA web site ([www.woodtruss.com/loads.php](http://www.woodtruss.com/loads.php)).

**AD  
IDE**

TLG is intended to be used by building designers (architects and engineers), building code officials, component manufacturers, truss designers and truss technicians, with the goal of helping everyone that uses it to more easily understand, define and specify all the loads that should be applied to the design of each structural building component used to resist these loads. It is purely a guide to be used, similar in concept to that of a calculator, and is not intended to replace engineering analysis nor engineering judgment.

**TLG** provides summary sheets for roof truss and floor truss live and environmental loads and load design parameters, as well as a calculator for dead loads commonly used in light frame construction. These summary sheets are linked to commentary pages that include code interpretation, examples and discussion regarding application of loads. The 2003 International Building Code (IBC) and the International Residential Code (IRC), as well as SEI/ASCE 7-02, Minimum Design Loads for Buildings and Other Structures, are the basis for the discussions. Although local code variations may be mentioned, **TLG** does not include a discussion of all local amendments.

The positions, interpretations, comparisons and commentary included in **TLG** are intended to assist anyone using it with specifying and applying loads on trusses and structural building components. They are intended to aid in the consistent interpretation and application of loads, yet are not intended to supersede an architect or engineer's judgment and design specification for the loads that should be applied to a specific building.

To assist in the process of verifying that all load information is provided for review, some code jurisdictions have developed summary pages to consolidate specific loading information from the construction documents into one location. Generally, the content and format varies greatly. Our industry's approach with **TLG** has been to focus on what information is required to properly design a structural building component and place it into a form that is easy to use. Our forms follow:

TOTAL DESIGN LOADS:				By Calculation:			
User specified Design Values:							
E	TCLL =	40	PSF	Floor Live Load	Controlling Load *	TCLL	Floor
E	TCDL =	10	PSF			TCDL	7 (From DX Calculator)
E	BCLL =	0	PSF		Controlling Load *	BCDL	0 (From DX Calculator)
E	BCDL =	10	PSF			BCDL	7 (From DX Calculator)
I, the undersigned, accept the above floor loads and design information.							
Project Name:				Date:			
Located at:				(MM/DD/YY)			
Design Per:				SNC 2003			
If design standard is other, describe:							

Specifier Design Load Sign-off (typical for roofs and floors).

Continued on page 24

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## at a glance


- ❑ WTCA has created a spreadsheet program that is essentially a comprehensive CODE CALCULATOR.
- ❑ The goal of TLG has been to provide a standardized format that can be used:
  - To quickly and easily define the loads to be applied to trusses and structural building components.
  - By jurisdictions that require loading summary pages to be produced as part of the construction project submittal process.



Whenever you find you are on the side of the majority, it is time to pause and reflect.

Mark Twain [Samuel Clemens] (1835-1910)

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**ROOF TRUSS:** (all roof areas or similar trusses may not have the same specifications so one or more worksheet may be required)  
 Describe Roof Area or similar trusses: 30 common

**DETAILED LIVE & ENVIRONMENTAL DESIGN LOAD INFORMATION:**

**TC Uniform Roof Live Load (L<sub>r</sub>):**

C	L <sub>r</sub> = 20	PSF	Default Roof Live Load	Calculated Results:
A	SP	Tripartite area in T2		1.00 R1 Tributary Reduction Factor
E	R = 6	IN	Rise per ft	0.90 R2 Slope Reduction Factor
				18.00 L <sub>r</sub> = 20R, R ≥ 2, where 12 ≤ L <sub>r</sub> ≤ 20

**TC Uniform Snow Load (S):**

C	P <sub>s</sub> = 35	PSF	Ground Snow	Calculated Results:
F	B	Terrain Category	Y/N Use P <sub>s</sub> as Design Load	26.95 S <sub>s</sub> = S <sub>g</sub> TC/C <sub>d</sub>
P	Partially	Exposure		n/a Low-slope Maximum Value
C	C <sub>d</sub> = 1.00	Exposure Factor		n/a Rain-on-Snow Surcharge
E	S <sub>s</sub> = 8	Building Category		26.95 S <sub>s</sub> = C <sub>d</sub> S <sub>s</sub>
	1.00	Importance Factor		
	1.10	Thermal Condition		
	1.10	Thermal Factor		
	not required	Roofing Type		
	FT	Roof Type (ASCE 7.7.3)		
	0	Eave to ridge		
	1.00	Rise per ft		
	1.00	Slope Factor		

(Details of design considerations must be provided by the Building Designer)

**Examples:**  
 Unbalanced Snow on Gable/Hip Roof  
 Step Drifts  
 Parapets  
 Sliding Snow  
 Partial Loading  
 Ice Dam

**TC Uniform Rain Load (R<sub>i</sub>):**

E	R <sub>i</sub> = 4	IN	Depth to inlet of secondary drainage
E	R <sub>i</sub> = 4	IN	Additional depth above inlet of secondary drainage

(Consideration of Rain Loads is not generally required on roofs with a slope greater than 1/4 inch per foot (1.19 degrees))

**BC Uniform Live Load (L<sub>r</sub>):**

E	L <sub>r</sub> = 0	PSF	Area Use	Reduction Factor
E	L <sub>r</sub> = 0	PSF	Other	1
				0

(The higher value will be used for design)

(Documentation is required, if reduction factor is less than 1.)

(Consider as concurrent?)

**Wind Design Parameters (W):** (All required for IBC)

(To assist in finding and design parameters)

Velocity Pressure:  $q_s = 0.00256K_zK_{zt}K_d(V^2)/K$

C	V = 100	MPH	Wind Velocity (1 second gust)	C/C	W/W
F	B	Exposure Category		15.24	13.58
P	Partially	Hurricane Zone			
C	1	Building Category			
C	1	Importance Factor			
E	L = 20	FT	Mean Roof Height		
E	L = 40	FT	Structure Width		
	40	FT	Structure Length		
	0.70	C/C	Velocity Pressure Exposure Coefficient (ASCE 7, Table 6-2)		
	0.62	M/W	Velocity Pressure Exposure Coefficient (ASCE 7, Table 6-2)		
	1.00	Topographic Factor (ASCE 7, Figure 6-4)			
	0.85	Directionality Factor (ASCE 7, Table 6-4)			
	Enclosed	Enclosure Category (ASCE 7.2)			
	Interior	Interior or End Zone			
	1.60	Load Duration Factor			

**Special Loading Considerations:**

C	Y/N	Consider Pattern Loading	
C	Y/N	Include Mechanical Loads	
C	Y/N	Consider Impact Loads	
C	Y/N	Special Concentrated Load	
C	Y/N	Concentrated load over 2.5 square foot area	
C	Y/N	Drag Strut Load - Wind	
C	Y/N	Drag Strut Load - Seismic	
C	Y/N	Spider Hanger Check	
C	Y/N	Consider Camber	

(sprayer system load included @ Dead Load)

**Deflection Considerations (Bottom Chord):**

C	Y/N	Drifted Ceiling	
C	Y/N	Ceiling Construction	

## WTCA Update

Continued from page 23

The goal of TLG has been to provide a standardized format:

- That can be used to quickly and easily define the loads to be applied to the specific roof or floor structural building component types created for a specific building.
- That can be used in jurisdictions that require loading summary pages to be produced as part of the project submittal process.
- That can be used by component manufacturers, Building Designers, Truss Designers and Building Officials to ensure that everyone involved in a project is talking the same code language.
- That can be used in the submittal process of any jurisdiction.
- That enhances uniformity of interpretation, so that the proper loads are applied to a structure, which will improve building safety. **SBC**

Guide to Good Practice for Specifying & Applying Loads to Metal Plate Connected Wood Trusses (THE LOAD GUIDE [TLG]) is freely available for download from the WTCA web site ([www.woodtruss.com/loads.php](http://www.woodtruss.com/loads.php)).

As a point of comparison, the following are two examples of state forms that can easily be replaced by our industry standard TLG summary forms:

**DESIGN LOADS:**

**STRUCTURAL DESIGN**

Importance Factors: Wind (I<sub>w</sub>) \_\_\_\_\_  
 Snow (I<sub>s</sub>) \_\_\_\_\_  
 Seismic (I<sub>e</sub>) \_\_\_\_\_

Live Loads: Roof \_\_\_\_\_ psf  
 Mezzanine \_\_\_\_\_ psf  
 Floor \_\_\_\_\_ psf

Snow Load: \_\_\_\_\_ psf

Wind Load: Basic Wind Speed \_\_\_\_\_ mph (ASCE-7-98)  
 Exposure Category \_\_\_\_\_  
 Wind Base Shears (for MWFRS) V<sub>x</sub> = \_\_\_\_\_ V<sub>y</sub> = \_\_\_\_\_

**SEISMIC DESIGN CATEGORY A**  
 Compliance with Section 1616.4 only? ☐ Yes ☐ No

**SEISMIC DESIGN CATEGORY B, C, & D**  
 Provide the following Seismic Design Parameters:

Seismic Use Group \_\_\_\_\_  
 Spectral Response Acceleration S<sub>MS</sub> \_\_\_\_\_ %g S<sub>M1</sub> \_\_\_\_\_ %g  
 Site Classification \_\_\_\_\_  
 Basic structural system (check one)  
☐ Bearing Wall ☐ Dual w/Special Moment Frame  
☐ Building Frame ☐ Dual w/Intermediate R/C or Special Steel  
☐ Moment Frame ☐ Inverted Pendulum  
 Seismic base shear V<sub>s</sub> = \_\_\_\_\_ V<sub>y</sub> = \_\_\_\_\_  
 Analysis Procedure ☐ Simplified ☐ Equivalent Lateral Force  
☐ Modal  
 Architectural, Mechanical, Components anchored? \_\_\_\_\_

**LATERAL DESIGN CONTROL:** Earthquake \_\_\_\_\_ Wind \_\_\_\_\_

**SOIL BEARING CAPACITIES:**  
 Field Test (provide copy of test report) \_\_\_\_\_ psf  
 Presumptive Bearing capacity \_\_\_\_\_ psf  
 Pile size, type, and capacity \_\_\_\_\_

SD-1

**STRUCTURAL DESIGN WORKSHEET**

• **Design loads** must be shown on construction documents:

Floor area use	live load shown	Building is in _____ county
_____	_____ PSF	Ground snow load P <sub>s</sub> = _____ PSF (1608.2)
_____	_____ PSF	Snow load importance factor I <sub>s</sub> = _____ (1608.3.3)
_____	_____ PSF	Snow load exposure factor C <sub>e</sub> = _____ (1608.3.1)
_____	_____ PSF	Sloped roof/flat roof factor C <sub>s</sub> = _____ (1608.4)
Are live load reductions used? _____		Roof thermal factor C <sub>t</sub> = _____ (1608.3.2)

Roof snow load from the above ground snow times adjustments is \_\_\_\_\_ PSF = P<sub>s</sub> 0.7(I<sub>s</sub>C<sub>e</sub>C<sub>s</sub>C<sub>t</sub>)

☐ Unbalanced or sliding or drifting snow locations and amounts are clearly shown on plans and calculations (1608.6 to 1608.9).

☐ Impact or concentrated load locations & amounts are shown on plans and in calculations (1607).

• **Wind** load resistance design method used? ASCE 7 or IBC 1609.6 Simplified for Low Rise

Amount of openings on each side are: North \_\_\_\_\_ East \_\_\_\_\_ South \_\_\_\_\_ West \_\_\_\_\_

Amount exterior wall on each side are: North \_\_\_\_\_ East \_\_\_\_\_ South \_\_\_\_\_ West \_\_\_\_\_

Is building Open, Partially Enclosed, or Enclosed? \_\_\_\_\_ Worst case is \_\_\_\_\_ % openings


Width of end zone = \_\_\_\_\_ feet edge strip calculation = \_\_\_\_\_

Coefficients used		Windward Wall	Leeward Wall	Windward Roof	Leeward Roof
C <sub>d</sub>	End zone	Interior zone	End zone	Interior zone	End zone
MWFR					
S					
Components & Cladding					

Wind load importance factor (I<sub>w</sub>) = \_\_\_\_\_ Building use is importance category \_\_\_\_\_

Exposure category terrain is \_\_\_\_\_ North \_\_\_\_\_ K<sub>z</sub> = \_\_\_\_\_  
 terrain is \_\_\_\_\_ East \_\_\_\_\_ K<sub>z</sub> = \_\_\_\_\_  
 terrain is \_\_\_\_\_ South \_\_\_\_\_ K<sub>z</sub> = \_\_\_\_\_  
 terrain is \_\_\_\_\_ West \_\_\_\_\_ K<sub>z</sub> = \_\_\_\_\_

Gust effect factor G = \_\_\_\_\_ Wind directionality factor K<sub>d</sub> = \_\_\_\_\_



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# Important Tax Relief for Manufacturers



If you haven't talked to your tax advisers yet about these important changes to the Internal Revenue Code effective in 2005, you may be missing out on a significant opportunity to reduce your company's (and possibly your own) tax liability.

## Section 199

In October 2004, Congress gave final approval to the American Job Creation (JOBS) Act of 2004, which, among other things, provides tax relief for manufacturers in hopes of boosting domestic economic activity.

Effective January 1, 2005, JOBS amends Section 199 of the Internal Revenue Code to entitle U.S. manufacturers to a tax deduction for a portion of income from domestic production activities. The deduction applies to C and S corporations, sole proprietorships, partnerships, cooperatives, and estates and trusts.

Essentially, the tax deduction amounts to 3 percent of manufacturing-related income in 2005, and incrementally increases the rate to 9 percent of this income by 2010. The only significant limitations are that the deduction can't amount to more than 50 percent of your total manufacturing-related W-2 wages, it can only apply to activities attributable to domestic manufacturing, and it cannot exceed your total overall net income.

For example,

1. Let's say you sell \$5 million in structural components in 2005, and your manufacturing-related income is 10 percent, or \$500,000.
2. Multiply the \$500,000 by 3 percent for a total of \$15,000, this is your allowable tax deduction.
3. Let's say your W-2 manufacturing wages total an additional \$500,000. Ensure that 50 percent of that amount (\$250,000) is greater than the 3 percent of income calculated above (\$15,000).
4. Next, look at your total net income, from all your operations (including your engineered wood products distribution business, for example). Let's say your EWP distribution ran at a loss of \$100,000, so your total net income was \$400,000. Since this deduction cannot cause your company to have a negative net income for tax purposes, ensure that your total net income is greater than the 3 percent of expenses calculated above (\$15,000). In this case, it is.
5. As a result, your tax deduction is \$15,000!

Don't delay! Congress is considering amending these tax code changes because they are concerned it may cost the government too much in lost tax revenue. Waiting until 2006 to utilize this tax deduction may mean you miss it entirely.

## Section 179

An additional well kept secret is Section 179 of the Internal Revenue Code, which refers to depreciation of business assets. For 2005, you can claim an immediate, one-year depreciation on up to \$105,000 in assets purchased or placed in to service during the 2005 calendar year.

Continued on page 84

# New WTCA Members

**41 Truss**  
13601 US Hwy 41  
Spring Hill, FL 34610  
813/996-3981  
Mr. Gene Cucchaira  
Sponsor: Mr. Rick Cashman

**Advanced Manufacturing Technologies LLC**  
1604 Ulualana Pl  
Kailua, HI 96734  
808/263-7777  
Mr. Gerald Lam  
Sponsor: Mr. Glenn McClendon

**Birmingham International Forest Products, LLC**  
1800 International Park Dr Ste 200  
Birmingham, AL 35243  
205/972-1500  
Mr. Mike Hans

**Builders Automation Machinery Co., LLC**  
PO Box 10068  
Largo, FL 33773-0068  
727/538-2180  
Mr. Robert Mitvalsky  
Sponsor: Mr. Roy Schiferl

**Cargotec, Inc.**  
12233 Williams Rd  
Perrysburg, OH 43551  
419/482-6000  
Ms. Katherine Warner

**Elliott Equipment Company**  
4427 South 76th Circle  
Omaha, NE 68127-1806  
402/592-4500  
Mr. Jim Glazer

**Gazaway Lumber Company, Inc.**  
2620 West Kingshighway  
Paragould, AR 72450  
870/236-7666  
Ms. Tammy Caldwell

**Keystone Truss & Manufacturing**  
109 Industrial Park Rd  
Beech Creek, PA 16822  
570/962-2129  
Mr. Eric Miller

**Sellick Equipment Ltd**  
PO Box 1000  
Harrow, ON NOR 1G0  
519/738-2255  
Mr. Dell White

**Vision Financial Group**  
615 Iron City Dr  
Pittsburgh, PA 15205  
412/539-1500  
Mr. Len Sperl

For details about WTCA membership, contact Anna (608/310-6719 or [astamm@qualtim.com](mailto:astamm@qualtim.com)) or visit [www.woodtruss.com](http://www.woodtruss.com). Listing as of May 11, 2005.

# WTCA Hall of Fame

Each year at BCMC, WTCA inducts a new member(s) into the Hall of Fame. Each recipient is selected for this honor by the vote of industry peers and is recognized as contributing significantly to the advancement of WTCA and the component industry. Members of the Hall of Fame include:

<b>1986</b>	Staton Douthit Dr. Stanley K. Suddarth	<b>1995</b>	Don Hershey Bill McAlpine
<b>1987</b>	Dave Chambers Don Percival	<b>1996</b>	Lee Vulgaris
<b>1988</b>	Don O. Carlson	<b>1997</b>	Kirk Grundahl
<b>1990</b>	Leonard Sylk George Eberle	<b>1998</b>	Bob Ward
<b>1991</b>	John Mannix Bill Alcorn	<b>1999</b>	John R. Herring
<b>1992</b>	Rip Rogers	<b>2000</b>	Thomas J. Manenti
<b>1993</b>	Tom Carbeck	<b>2001</b>	Bernie Boilen
<b>1994</b>	Michael Conforti	<b>2002</b>	Koss Kinser
		<b>2003</b>	Merle Nett
		<b>2004</b>	Richard Brown Andy Schwitter

Email nominations for this year's Hall of Fame inductee(s) to WTCA at [fame@woodtruss.com](mailto:fame@woodtruss.com) or fax them to 608/274-3329 by July 15, 2005.

# WTCA Board Nominations Due July 15

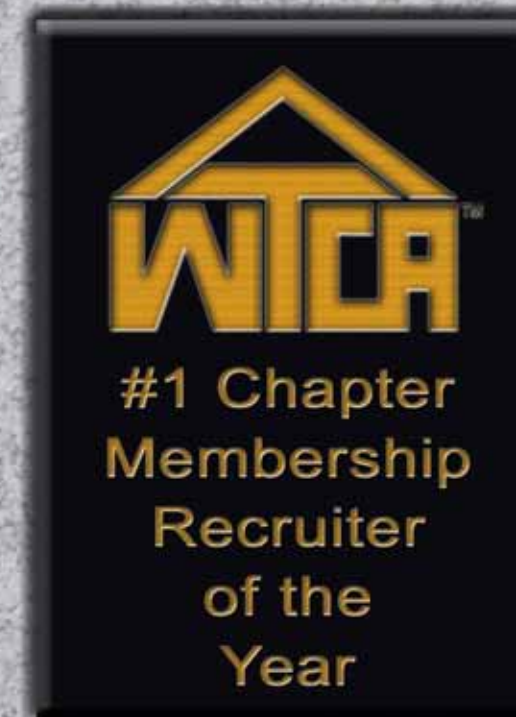
As required by WTCA Bylaws, we would like to announce the opening for nominations for service as a Regular Member Representative on the WTCA Board of Directors. The requirements are:

- Directors shall take office at the first WTCA Quarterly Meeting following BCMC.
- Directors must attend WTCA Open Quarterly Meetings.
- Directors must be willing to be involved in WTCA Committee activities, with the purpose of advancing WTCA's mission.

Email nominations for WTCA Board of Directors openings to [nominations@woodtruss.com](mailto:nominations@woodtruss.com) or fax to 608/274-3329 by July 15, 2005.

# 5<sup>th</sup> Annual WTCA Membership Drive

You know membership in WTCA is a great deal! Spread the word to potential members and you could WIN!



Start recruiting today!

For more information, contact Anna at WTCA-National: 608/310-6719 or [astamm@qualtim.com](mailto:astamm@qualtim.com). Or, visit [www.woodtruss.com](http://www.woodtruss.com).





# Code Connection

## Building Code Adoptions

How well do you know the IBC or IRC building code adoption process in your state or local jurisdiction?

by WTCA Staff

**D**id you ever wonder how your local or state building code came to be adopted? Building codes are adopted either at the state level for state enforcement or by local jurisdictions within a state. For instance, the state of Kentucky has adopted both the International Building Code and the International Residential Code statewide. In Illinois, local jurisdictions adopt the code that they will use. For instance, Champaign and 88 additional local Illinois jurisdictions have adopted the IBC and IRC. (For more information on the status of the adoption of the ICC family of codes visit [www.iccsafe.org/government/adoption.html](http://www.iccsafe.org/government/adoption.html).)

Building codes are adopted by statute (law). The governing statute(s) generally empower a Building Code Council or some other specified department to adopt and update a building code for commercial and/or residential construction. Thus, building code adoption and enforcement is similar to a two-step distribution process.

Thirty states and Washington DC, the Department of Defense, Department of State, the National Park Service and U.S. Virgin Islands have adopted the IBC and another 11 states have accepted the IBC for local adoption. Twenty-seven states and Washington DC and U.S. Virgin Islands have adopted the IRC and another 17 states have accepted the IRC for local adoption. A number of additional jurisdictions are

...building code adoption and enforcement is similar to a two-step distribution process.

currently in the process of adopting either or both codes. You can see that IBC and IRC implementation in the United States is widespread. However, the adoption process still allows for a wide range of code variation.

There are significant differences in how each state or jurisdiction adopts, amends and maintains their building code(s). It is important to understand the legal process of code adoption, as well as become familiar with the content of the building code itself. Most code jurisdictions enact statutes that do more than just adopt a specific building code.

The statute or statutes adopting a building code may include local amendments to the model code being adopted, implementation and enforcement requirements, or required frequency for code review and update. These statutes may even include specific requirements regarding the ability of local jurisdictions to adopt more restrictive local requirements.

In order to be fully familiar with building codes in any code jurisdiction, you should be familiar with all of the following:

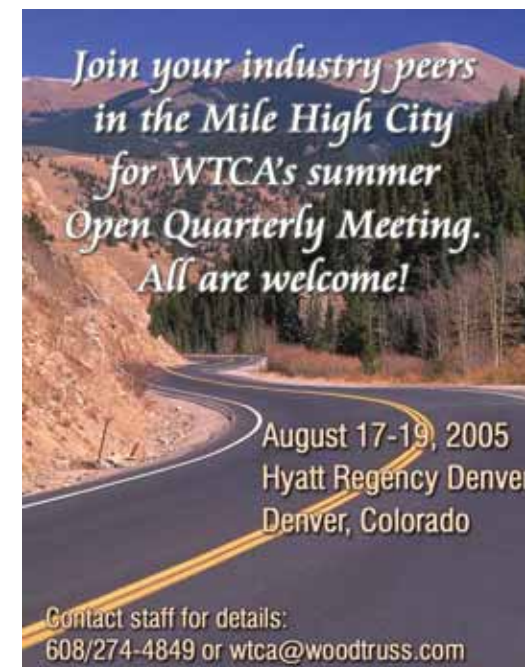
- What the statutes say that adopt a given building code.
- The version of the building code that is adopted and the code amendments and the amendment process.
- Any other restrictive local requirements for every jurisdiction that is allowed to legally adopt them.
- The status of code interpretations and guidelines and their legal status.

- The statutes regarding the scope and practice of engineering and architecture usually will affect how construction is done and the building code process.
- The requirements for licensing of specific trades, such as contractors.

Monitoring the local building code activities is a very difficult yet important industry activity because it can have a significant impact on how a local component manufacturer transacts business. One way that WTCA members and chapters have been doing this effectively is by getting involved in their local, regional or state homebuilders associations, since a key activity of these groups is to monitor and influence local building laws and regulations. Another way has been through monitoring state or local code jurisdiction web sites as state and local laws and ordinances are posted. As an industry, the more proactive we are in monitoring all possible code, law and ordinance activities, the more likely we are to be able to respond positively. Our industry goal over the next few years will be to put in place an effective monitoring process, because the more knowledge we have the more power we will have to shape our industry's future.

See **Support Docs** at [www.sbcmag.info](http://www.sbcmag.info) for building code links. **SBC**

For more information about how to get involved in the code process, contact WTCA staff at 608/274-4849 or [codes@woodtruss.com](mailto:codes@woodtruss.com).



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# Legal Edge

## Antitrust Primer for WTCA Chapter Associations

Be mindful of these antitrust issues as you attend WTCA chapter meetings or commiserate with competitors!

by Kent J. Pagel

**A**s reported in the April issue, 2005 marks a year of renewed emphasis on WTCA Chapter activity for a stronger, more united industry. In fact, in the first quarter, the association welcomed two new chapters—Minnesota and Oregon—to the existing 30 organized WTCA Chapter associations throughout the U.S. Frequently we find that members have questions about the nature of antitrust laws when gathering with competitors in their market. Trade associations such as WTCA and each of its 32 organized chapters can absolutely play a positive role in the furtherance of a competitive economy. Nonetheless, as WTCA National and Chapter activities by definition are undertaken by a group of competitors, caution must be exercised to comply with antitrust laws. The purpose of this article is to educate those members new to WTCA chapters and re-familiarize veteran WTCA Chapter members of the issues to be aware of and recommendations to follow when participating in trade association activities. This article will explore the antitrust discussion into greater detail than the current WTCA Chapter Antitrust Policies formally adopted in June 1998 (see sidebar on facing page).

**It is only when a trade association or its members engage in agreements, combinations or conspiracies in restraint of trade...that they run the risk of violating the antitrust laws.**

### Antitrust Laws by Definition

In short, federal and state antitrust laws are designed to promote competition by describing activities, by type, that are unlawful. Each activity named is viewed as an unreasonable restraint on competition. Remember that competition within all marketplaces is an activity that federal and state legislatures will always encourage, as healthy competition facilitates lower prices and higher quality goods and services.

### Conditions of Antitrust Violation

Merely joining together in a trade association to further members' common interests or provide them services is neither a violation of federal antitrust law nor the antitrust legislation that exists in each of the fifty states. You could almost view this as a "safe harbor" for competitors to work together for legitimate purposes. It is only when a trade association or its members engage in agreements, combinations or conspiracies in restraint of trade, or through the implementation of other unreasonable trade restraints, that they run the risk of violating the antitrust laws. Because the penalties and ramifications are so significant if an association or its membership engage in trade-restraining activity, extreme caution must be exercised in all activities undertaken by their membership. This axiom holds true for both WTCA and each WTCA-sanctioned chapter.

### Price Fixing: The Ultimate Violation

Price fixing is considered the most damaging of anti-competitive antitrust activities, and it is the area of the law most often violated by trade associations and their members. Price fixing can occur at formal meetings, but is more common during "rump sessions" around a bar or at dinner. Furthermore, price fixing does not require that a specific price be fixed or agreed upon. A price-fixing violation can be inferred from the fact of similar price conduct by members even if no written or oral

## Chapter Antitrust Policies

As the legitimate goals of WTCA and its chapters can be achieved consistently with a properly formulated antitrust compliance program, each chapter should specifically adopt an approved antitrust compliance program. Such program should contain some or all of the following elements:

A chapter's board of directors or other governing body should adopt a written statement confirming that it is the chapter's policy to comply fully with federal and state antitrust laws. The statement must be clear, concise, and strongly worded. The statement should leave no doubt in the minds of the members of the chapter that antitrust compliance is a first priority. A statement similar to the antitrust statement used by WTCA nationally could be adopted by the chapters.

**AGENDAS, MEETINGS AND MINUTES:** A detailed agenda should be prepared for each meeting of the chapter, and if there are any potential antitrust implications, it should be reviewed in advance by legal counsel. Counsel should furthermore be present at all meetings where antitrust sensitive issues are discussed. Accurate minutes must also be kept for all chapter meetings. They should include statements to show the interest of the members in complying with the antitrust laws. If antitrust sensitive issues are discussed, the minutes should be approved by counsel before adoption.

**ANTITRUST GUIDELINES:** An effective way of insuring that all members of a chapter follow the antitrust compliance policy is to issue the following specific guidelines, in the form of do's and don'ts to which they could refer as needed:

- **Do not** discuss current or future prices (be very careful of discussions of past prices).
- **Do not** discuss what a fair profit level is.
- **Do not** discuss an increase or decrease in price.
- **Do not** discuss standardizing or stabilizing prices.
- **Do not** discuss pricing procedures.
- **Do not** discuss cash discounts.
- **Do not** discuss credit terms.
- **Do not** discuss controlling sales.
- **Do not** discuss allocating markets.
- **Do not** complain to a competitor that his prices constitute unfair trade practices.

*Approved Executive Committee 06/08/1998*

agreement exists. A "wink and a nod" can amount to persuasive evidence that an illegal agreement to fix prices exists.

To avoid any charge of price fixing, members of all trade associations should refrain from engaging in discussions or communications regarding current or future prices or payment terms. Also, members should not discuss discounts, rebates, credit terms, or information about upcoming bids or invitations to bid. A simple way of looking at price fixing is to state that agreeing to any or all of the following can land you in jail and cost your company significant dollars to defend:

- What price to sell or buy at.
- How much to sell or buy.
- Whom to sell to or buy from.

Continued on page 32

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### at a glance

- ❑ The benefit of belonging to an association is that it is the one place where a group of competitors can work to positively protect and advance the industry in which they are involved.
- ❑ The detriment of belonging to an association occurs when anti-free-market activities begin to take place.
- ❑ Knowing where competitors can collaborate and where not to tread is extremely important.





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## Legal Edge

Continued from page 31

- Whether or not to deal with a particular customer.
- Who will win a bid.

### Collaborative Agreements: Stay Away

Another classic antitrust activity is a collaborative agreement to engage in anti-competitive activity. An example is a group boycott among competitors not to sell to a particular customer or buy from a particular vendor. This activity is unlawful on the selling side when it is used to force the buyer to pay higher prices and on the buying side when it prevents a vendor from entering the market. Therefore, stay away from agreements that prohibit the selling to, purchasing from, or dealing with another business.

### Dividing Markets: Just Say No!

Market division is an anticompetitive and illegal activity whereby competitors agree to divide markets or allocate customers. It is thus important that association members avoid communications regarding the refusal to sell to particular customers or in particular territories and markets.

The notion of market division should also be carefully considered as an association determines whether to accept a competitor's application to join such association. A company should not be denied membership solely for the reasons that it competes with a member or is affiliated with another association. Denial of membership may constitute a restraint of trade since members can derive an economic benefit from membership. Denial of such benefit limits a competitor candidate's right to compete. A trade association's rules regarding membership should be reviewed so that membership is available to all qualified businesses. Membership requirements, as well as the reasoning behind application refusal or expelling a member, must also be kept reasonable and non-discriminatory.

Setting standards by a trade association that unreasonably restrict market entry or exclude competitors from the market also constitutes an antitrust activity. While standard setting by a chapter without the input or involvement of the national organization is not a good idea (the standard may negatively impact members of other chapter organizations), close supervision of standardization and allowing voluntary participation in the process are good ways for trade association chapters to dodge possible antitrust law violations. Standards have many pro-competitive benefits to consumers by providing them with information, ensuring products of different manufacturers are compatible with each other, and keeping unsafe products out of the marketplace. On the other hand, the setting of such standards has the potential to erect barriers to market entry, exclude competitors from the market, reduce market choice and raise market prices.

### Collecting Economic Data & Statistics Can Comply with the Antitrust Laws

With supervision and careful antitrust planning, trade associations can engage in the statistical reporting on economic and business factors affecting the industry, including past sales and production costs. When an association seeks to collect data, the purpose of the data collection program should be defined and the pro-competitive benefits of collecting such data should be communicated to the membership. Generally this will mean that only historical data is collected and in the process, customer-specific information and the identity of industry suppliers and customers should not be disclosed. When data collection is undertaken, consider the following antitrust planning:

- Set it up to prevent even the appearance of using the data or the collection process to fix prices.
- Generally only "historical" prices, costs, capacity and output levels data should be gathered.
- Aggregate sufficiently before publication—make sure that a sufficient number of survey respondents exist.
- Collect and gather the data through the association itself or more preferably use a third-party contractor.
- Implement firewalls and other measures to ensure raw data isn't shared among competitors in an online reporting scenario.
- Consider making the data available to the public.

Let's conclude with a few DOs and DO NOTs to ensure that all WTCA members and chapters remain compliant with the antitrust laws. Some of these may already exist in the current WTCA Chapter Antitrust Policies; others are new.

**DO NOT** discuss price or terms or conditions of sale among competitors.

**DO** report any attempt by a competitor to discuss or otherwise exchange price information to the officers and Board of Directors of the association so they can undertake (if applicable) a proper, formal investigation.

**DO NOT** agree among competitors to divide markets, territories, customers or products.

**DO NOT** at any time induce, support or engage in the practice of disclosing a bid or proposal to any other bidder. There shall not be any discussion with a competitor regarding either party's intention to bid or refrain from bidding. Even informal agreements in which one member agrees to stay out of another member's territory will constitute a violation of the antitrust laws.

**DO NOT** agree formally or informally, to avoid selling to, purchasing from, or doing business with another firm.

**DO** engage in developing standards applicable to the industry or products sold ONLY in accordance with pertinent guidelines and ONLY if the setting of such standards does not have the potential to erect barriers to market entry, exclude competitors from the market, reduce market choice and raise market prices.

**DO NOT** develop standards or create policies within a regional Chapter environment that is not vetted so that it is applicable to all industry markets and whose intent is to restrict access to that regional market.

**DO** avoid at all gatherings the discussion of current or future prices and be very careful of discussions of past prices.

**DO NOT** discuss what is a fair profit level, and increases or decreases in price, standardizing or stabilizing prices, pricing procedures, or cash discounts.

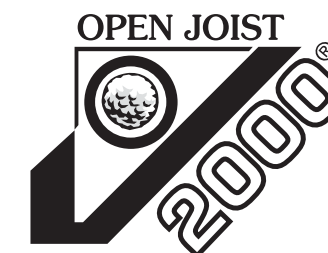
**DO NOT** complain to a competitor that his prices are too low.

**DO NOT** control sales, allocate markets or discuss with competitors refusing to deal with a particular seller or a particular buyer.

**DO NOT** use the association to negotiate jointly with customers or suppliers. **SBC**

*Kent J. Pagel is the President and Senior Shareholder of Pagel, Davis & Hill, a professional corporation. Mr. Pagel serves as the outside counsel for WTCA.*

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# Knowledge Is Power

## Who Is This ALEC?

If you are currently dealing with state laws that negatively impact your business, WTCA's partnership with ALEC may help.

by SBC Staff

If you've either recently attended a WTCA Open Quarterly Meeting, or talked to someone who has, you've probably heard someone mention ALEC. You wouldn't be alone if your first thought was "Who is this Alec person?" Well, in actuality, ALEC stands for the American Legislative Exchange Council, the nation's largest nonpartisan, individual membership organization of state legislators.

So, to answer your question of who, ALEC "is" over 2,400 current state lawmaker members, who regularly get together to discuss policies and issues affecting government on a local level. More than 100 of their members hold senior leadership positions within their respective statehouses, and their alumni include over 90 members of Congress and six sitting governors.

ALEC was formed more than 25 years ago by a small group of mainly Midwestern state lawmakers. The mission at the time was to create a voluntary membership organization for legislators who believed, "the government closest to the people was fundamentally more effective, more just, and a better guarantor of freedom than the distant, bloated federal government in Washington, DC."

Their present-day mission is to:

- Promote the principles of federalism by developing and promoting policies that reflect the principles that the powers of government are derived from, and assigned to, first the People, then the States, and finally the National Government.
- Enlist state legislators from all parties and members of the private sector who share ALEC's mission.
- Engage in an ongoing effort to promote its principles among elected officials, the private sector, and the general public, for the purpose of enacting substantive and genuine legislative reforms consistent with the ALEC mission.
- Conduct a policy making program that unites members of the public and private sector in a dynamic partnership to support research, policy development and dissemination activities.
- Prepare the next generation of political leadership through educational programs that promote the principles of ALEC.

As a result, ALEC has earned a credible reputation for gathering legislators, business leaders and public policy experts together to discuss issues and develop policies that focus on encouraging economic growth and limiting the size of government. Their most successful formula in this endeavor has been the ALEC Task Forces.

The ALEC Task Forces started in 1981 under the Reagan Administration as clearinghouses of ideas driven by issues like federalism and the public education system. However, by the early 1990s, the Task Forces became more permanent fixtures, adopting a "think tank" type model that actively solicited input from the private sector on pertinent issues.

Today, the ALEC Task Forces hold 20-30 meetings each year, which work to devel-

op model legislation to address policy problems. ALEC members then use this model legislation to create, develop, introduce and guide to enactment a wide range of measures into state law.

Consequently, ALEC represents a unique opportunity for WTCA to provide input and help draft model legislation on issues ranging from tort reform, construction defects and transportation, to building and fire regulation. In addition to joining ALEC as a private member, WTCA is now also a member of the ALEC Trade & Transportation Task Force. Throughout the coming year, WTCA will be working with other members of this committee to draft, as an initial trial, model legislation to address industry concerns in various states regarding oversize load permits for commercial motor vehicles.

As a start, WTCA staff will be attending the ALEC annual meeting in Grapevine, TX, this summer, and will attend the Trade & Transportation Task Force meeting scheduled for August 4. If you have encountered problems pertaining to oversize load permits from state entities, please email Sean Shields at sshields@qaltim.com and provide him with your thoughts. The more examples WTCA can provide to members of the task force regarding this issue, the better the opportunity we will have to effect change at the state level.

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### at a glance

- ❑ WTCA recently became a member of the American Legislative Exchange Council (ALEC).
- ❑ ALEC is made up of over 2,400 current state lawmakers.
- ❑ ALEC's task forces give private enterprise a voice with lawmakers through drafting model legislation.



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The on-screen graphics provide a powerful visual aid for easy assembly but also helps train unskilled labor in minimal time. It greatly reduces lead time between design and production and offers intuitive scheduling solutions to keep your operation moving and productive.



## IBS Component Table/Auto Stop/Plant Net

This split-table design with a raised grate allows workers easy access to every part of a component. Heavy-duty air-actuated rollers make component handling easy, while the squaring lips and color-coded table stripes make cripple layout easy and accurate. Add the optional Auto Stop for automatic cripple location and the table becomes a virtually mistake-free operation. The IBS Auto Stop eliminates human error by automatically adjusting to the start of each component and verifies its position for accuracy.



## IBS Framing Table/Light Bar/Auto Stop/Plant Net

This open design framing table has a clamp and align system that aids in flushing studs with plates, assists with squaring panels and assures tighter stud joints. Combined with the optional Auto Stop, which repositions the panel for those special first stud starts, and Light Bar, which eliminates the need for manual plate marking, expensive laser systems or ink marking systems and most human error, the IBS framing table offers fast production and provides better quality control.

## IBS IntelliSheather

This software driven sheather indexes the panel under the guns while straightening the studs and then securing the sheathing at the studs and plates. Its rugged gun mounts tilt to prevent shiners, and the heavy-duty plate stitcher has designer-selectable stitch spacing and is adjustable for the very top plate.



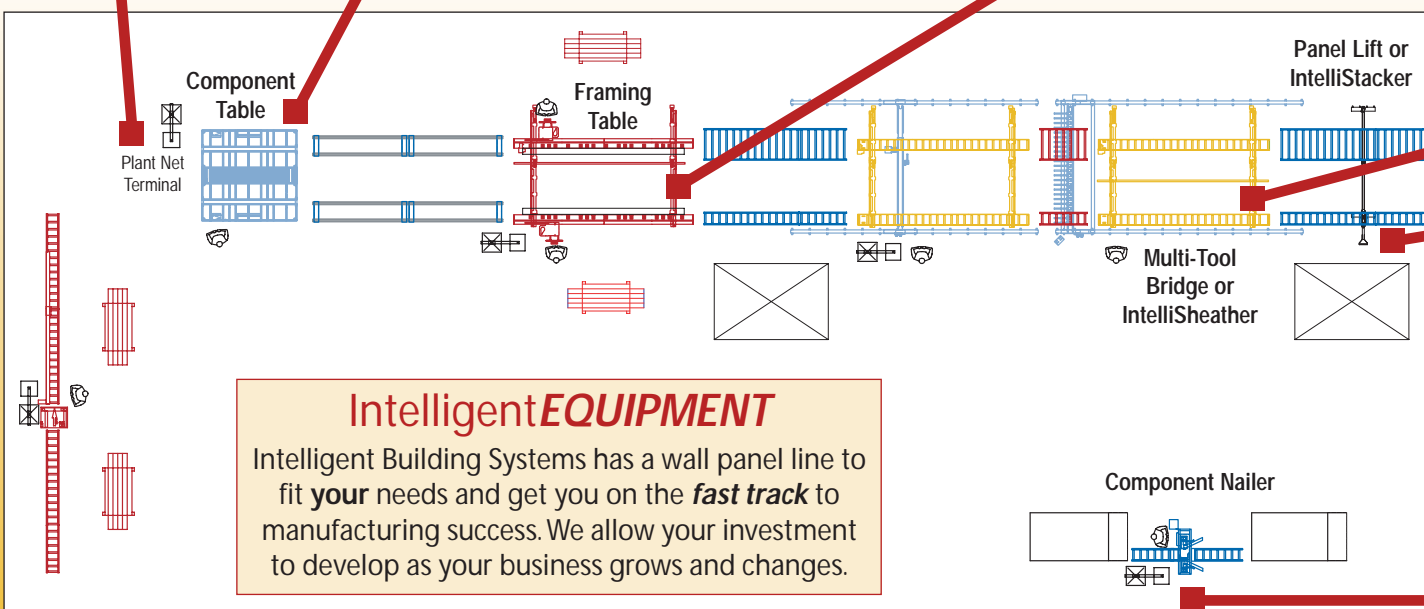
## IBS Component Nailer

The Component Nailer handles a variety of subcomponents such as nailing tees, posts, beam pockets, corners or headers and is fast to set up and easy to use. The simple-to-adjust fasteners and a wide variety of nailing patterns make subcomponent building easy. The lumber is clamped both horizontally and vertically with a combined force of more than 1800 pounds. This one-man operation with its flow-through design produces straight and flush subcomponents fast enough to feed two framing lines.



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# 2005 SBC LEGISLATIVE Conference

## Building... Momentum!

### 2005 Legislative Conference

by Sean D. Shields

**T**ip O'Neill, a former Speaker of the House of Representatives, astutely observed "all politics is local politics." In terms of advocacy on Capitol Hill, the structural components industry's greatest asset is that with 2460 manufacturing locations, it has a legitimate voice as a constituent to nearly every member of Congress. This was indeed evident as WTCA members participated in the **5<sup>th</sup> Annual Legislative Conference** in Washington, DC, on May 4-5.

With 44 members participating in 75 visits to Congressional offices in one day, it is accurate to say the issues of the structural components industry were on the minds of many of our nation's leaders. The feedback from several of the members who attended meetings indicated the industry's issues, including immigration reform, transportation reauthorization, employee health care, permanent repeal of the estate tax and international trade, were on the forefront of their agenda and current efforts.



#### The Three "I's"

Members were encouraged to concentrate their visits on the three "I's": the **industry**, the **issues** and the **invitation**. To begin a meeting, members started by talking about what they knew—their business, the products they produced and the ways in which their companies contributed to local employment and economic growth. This provided a natural transition into the external problems they face and their concerns over the positive or negative consequences of legislation currently being considered by Congress.

In following Speaker O'Neill's line of thought, members generally concluded each meeting by inviting their lawmaker to take a tour of their manufacturing plant when they are back in their home district. As Rick Parrino at Plum Systems found out when Senator Grassley visited his plant in Des Moines, Iowa, there is no better way to drive home the concerns of the industry than when they're standing between a stack of lumber and a truss saw and can physically see what this industry does. (See "Legislative Conference, Plant Tour Helps CM Establish Relationship with Lawmaker" on page 54.)

**Frank Klinger (Mid-Valley Truss & Door, Harlingen, TX) meeting with Congressman Ruben Hinojosa:**  
"[Congressman Hinojosa] was for WTCA on all the issues discussed during our visit: trade, transportation and health care. He is a businessman and understands what it takes to run a business."

**Tom Manenti (MiTek Industries, Chesterfield, MO) meeting with Senator Jim Talent:**  
"Senator Talent remembered us and our issues/concerns from our visit in 2004!"

#### Slow & Steady

The significant effort put forth by WTCA members in the past was evident during the meetings. The point was made by more than one Washington insider over the course of the conference that relationship building in Congress is a slow and steady process. Indeed, WTCA President Kendall Hoyd shared with members how his visits with his Senators have changed over multiple visits. Now, he gets to meet directly with his legislators, they remember the visit and important concerns from last year, and more time during a meeting is devoted to discussing issues and concerns in greater detail.

**Rick Cashman (Florida Forest Products, Largo, FL) meeting with Congressman Bill Young's staff:**  
"Mr. [Brad] Stine was very knowledgeable about pending legislation and the Congressman's position on the issues WTCA supports."

**Charlie Hoover (Alpine Engineered Products, Haines City, FL) meeting with Congressman Adam Putnam:**  
"Great meeting! Adam [Representative Putnam] is very pro-business. This was my second meeting with him and he is very supportive of our industry."

It was clear by the conclusion of the conference the next step in further developing relationships with members of Congress is to focus on meeting with them while they are in their home districts throughout the year. Be on the look out for **Legislative Alert!** emails and other communications from WTCA staff as they endeavor to help WTCA members set up plant tours and meetings during the month of August while Congress takes a five-week summer break.

#### In Pictures:

**Top:** (left to right) Frank Klinger (Mid-Valley Truss & Door), Congressman Ruben Hinojosa (D-TX) and Tom Whatley (Eagle Metal Products)

**Middle:** Benn Miller from Congressman George Miller's (D-CA) office and Kelly Sias (Simpson Strong-Tie)

**Bottom:** (left to right) Charlie Hoover (Alpine Engineered Products), Angie Hoover and Congressman Adam Putnam (R-FL)

## Visits to Capitol Hill



Continued on page 40



# Talking Points



In addition to the 2005 Legislative Policies & Positions handbook created for WTCA members to use during visits with their Congressional delegates and legislative assistants, a series of talking points were drafted to frame the most important issues facing the structural components industry and provide guidance to lawmakers on each topic.

As agreed to by the WTCA Board of Directors, the main issues addressed at the legislative conference this year were:

- Immigration reform and its impact on the structural components industry's workforce.
- Free trade and the various ways U.S. trade policy impacts the cost of business.
- Health care and the need for additional ways to provide affordable health insurance to employees.
- Tax reform and the importance of permanently repealing the estate tax.
- Transportation and the need for additional funding for transportation infrastructure.

Below are the talking points used by members at the legislative conference to discuss these important issues, they can also be found electronically on the *SBC* Legislative web site at [www.sbcleg.com](http://www.sbcleg.com).

## Immigration

### Workforce Shortage

- A skilled and productive workforce is a critical factor in maintaining competitiveness in the manufacturing sector. Companies that manufacture structural building components are experiencing serious workforce shortages, and the pool of qualified job candidates is shrinking.
- Regardless of economic performance, the National Association of Manufacturers projects that by 2020 the U.S. will face a dramatic shortage of employees with the kind of skills necessary for modern manufacturing.
- Every area, from entry-level workers, operators and assembly line workers to technicians and engineers, is affected. As the government seeks to tighten and secure our nation's borders, it is important to remain aware of the significant impacts any action may have on the work force of American business.

### Changing Demographics

- The opportunities for young people to move up the career ladder within the structural building components industry are tremendous. Yet, the number of young people who enter the skilled trades continues to diminish.
- Young workers are discouraged from entering these types of manufacturing jobs because of other alternatives in the education system and parental guidance. Alternatively, immigrant populations are generally eager to fill these types of jobs.

### Immigration Policy

- As such, it is essential that employers in the structural building components industry should be able to legally hire foreign workers to ease the nationwide manufacturing labor shortage.
- WTCA supports streamlining current immigration programs and/or creating new employment-based programs that allow builders to hire foreign nationals when U.S. workers are not available to fill jobs.

- The U.S. Department of Homeland Security should receive additional funding for the purposes of increasing border security, criminal and background checks on visa applicants, and identification of undocumented workers and foreign individuals living in the United States.
- Further, Congress should appropriate funds to more effectively track foreign workers and implement "counterfeit-resistant" work authorization cards so that employers are not subjected to risk when hiring immigrant workers.
- Most importantly for our industry, Congress should enact a "Willing Worker Program" to bring foreign workers to the U.S. for jobs that would otherwise go unfilled.

### Legislation Views

- In January 2004, President Bush announced a new proposal for immigration reform. Outlining a series of key principles, the President proposed the creation of a new category of temporary worker visas. Visas would run for three years, and be renewable. WTCA will support all legislation that embodies these principles.
- Given the need for immigration reform that takes into account the need for foreign-born workers, WTCA supports the following bills: S. 359/H.R. 884 (AgJOBS), H.R. 793/S. 352 and H.R. 257. For the same reasons, WTCA does not support the following bills in their current form: H.R. 418, H.R. 1268, H.R. 1320 and H.R. 1200.



## Trade

### Free Trade

- U.S. trade policies should encourage free trade that increases resource availability, reduced cost and increased quality of imported materials, which lowers the overall cost of manufactured products to the product buyer.
- The structural building components industry uses a number of products that are imported from other countries, of which Canadian lumber is the most prominent. The industry should be able to purchase quality products from the least costly provider.

### The Byrd Amendment

- Products from foreign countries deemed subsidizing or dumping their exports to the U.S. are subject to countervailing (CVD) and anti-dumping (AD) duties. The Byrd Amendment allows for distribution of these duties. Unfortunately, these duties are imposed with no consideration of the adverse impact on product buyers or on the overall economy.
- The Byrd Amendment has simply encouraged additional U.S. companies to file more protectionist suits to reap the benefits of a direct payment from their marketplace competitors. According to the WTO, as recently as 1997 only 15 anti-dumping cases were filed in the U.S., and only nine in the entire first half of 2000. But since Byrd took effect, the numbers have climbed to 76 in 2001, 35 in 2002, and 37 in 2003.

### Softwood Lumber

- U.S. softwood lumber producers cannot meet the current demand created by a strong housing market. Today, Canadian softwood lumber imports account for 36 percent of the entire supply available in the U.S. As a raw material, lumber makes up 40 to 50 percent of the cost of a manufactured structural building component.

## Author's Note:

One Federal Agency insider asked me which Congressional lawmakers our members were meeting with during the conference. When I asked him which of the 75 members of Congress we were scheduled to meet with he had particular interest in, his eyes got as big as dish plates! Eliciting this reaction from such a veteran of Capitol Hill was vindication our industry is on the right track. Our greatest strength, beyond solid facts and cohesive messages, is that we are located in practically every community in America and have a voice within each one of them.

## Definition:

talk•ing points: (n.)  
paraphrased issues from  
which a speech, presentation or interview are made.

Continued on page 42



# Talking Points

Continued from page 41



## Health Care

- Essentially, the CVD/AD creates an unintended business incentive for producing more value-added wood products in Canada with lumber not subject to the tariff. The last several years have shown a trend of increased Canadian shipments of components to the U.S.
- The uncertain conditions that currently exist under the tariffs do not allow structural component manufacturers to create a long-term strategic business model that serves the best interests of their employees or their customers.

### Policy Views

- WTCA supports an immediate resolution to the current softwood lumber dispute between the U.S. and Canada so that the Canadian timber and lumber markets function in a way that timber and lumber are priced in an open and competitive manner, and all U.S. companies, including U.S. wood structural component manufacturers, are able to compete in their marketplaces on a completely fair and equitable basis.
- WTCA supports efforts to promote free trade. This can include, but is not limited to: legislation that would limit the definition of foreign subsidies and dumping; changes to government policy to eliminate quotas, tariffs, export taxes, and other barriers to imports on all building materials; and legislation requiring consideration of product buyers' economic interests when establishing trade policies.
- WTCA has consistently opposed the Byrd Amendment because it essentially creates a double benefit for targeted companies: first, through an increase in prices due to a tariff-induced reduced supply; and second, through the distribution of tariff dollars to the petitioning companies that already gain the benefit from the increased prices.

### Control High Costs

- The ongoing increase in medical and insurance premium costs in this country is creating a significant barrier to high-quality, accessible health care.
- Unless these costs are quickly brought under control, many manufacturers within the structural building components industry will be unable to provide their employees with adequate health benefits, and may be faced with the difficult choice of dropping health benefits entirely.

### Association Health Plans (AHPs)

- More than 80 percent of the structural building components industry is made up of small business owners who average less than \$5 million in annual sales and have less than 50 employees.
- Currently, they are experiencing annual health insurance premium increases averaging nearly 20 percent, which is capital that alternately could be used to expand their businesses, develop new products, pay their employees better wages and create jobs.
- The CBO has estimated that small businesses obtaining insurance through AHPs should experience average premium reductions of up to 25 percent, because they enable small businesses to take advantage of the same regulatory status, purchasing clout, economies of scale and administrative efficiencies that many large corporations currently utilize.

### Legislation Views

- WTCA believes Association Health Plans (AHPs) are a viable option for America's small business sector and their employees and supports H.R. 525.

### Permanent Repeal of Estate Tax

- The Economic Growth and Tax Relief Reconciliation Act of 2001, H.R. 1836, was signed into law on June 7, 2001. Among various individual tax benefits contained within this measure, the elimination of the estate tax is particularly important with regard to small business ownership, as business assets and net worth are passed on through family members.
- Under this bill, the estate tax will be repealed in 2010. Therefore, in 2010 this federal tax would no longer be assessed on heirs unless the heirs sell the assets. Upon sale, the assets would be subject to a capital gains tax rate of 20 percent or 25 percent for recaptured depreciation.
- In 2011, however, the tax cuts, along with the repeal of the estate tax will sunset and the rates will revert to their tax structure prior to the enactment of legislation.
- Efforts to reform the estate tax only lead to a more complex code, which means family businesses will spend even more money on estate lawyers, accountants and life insurance policies. Only full repeal will protect family business owners who want to pass their businesses on to the next generation.

### Legislation Views

- WTCA supports efforts like H.R. 8 and S. 420 to make the repeal of the estate tax permanent, ensuring the continued success and vibrancy of small businesses in America.

### Infrastructure Use

- Transportation infrastructure is the backbone on which this nation's commerce relies. The U.S. DOT reports that on a typical day in 2002, about 43 million tons of goods valued at about \$29 billion moved nearly 12 billion ton-miles on the nation's interconnected transportation network.
- All manufacturers within the structural building components industry utilize commercial motor vehicles (CMVs) for transport of their products from the manufacturing site to the building construction site. In addition, most structural component manufacturers rely on rail for delivery of their raw materials.

### Funding Need

- As the nation continues to grow and consumer demand shapes growth patterns and preferences, the U.S. transportation system must also grow to accommodate that demand.
- Both road and rail infrastructure are currently inadequate to meet current demands, which has a negative impact on a structural component manufacturer's ability to obtain raw materials in a timely manner, and deliver their manufactured product when it is needed.

### Policy Views

- WTCA supports expanded funding of transportation infrastructure through reauthorization of TEA-21 (H.R. 3) to meet the increasing demand born through both population growth and intermodal commerce.

## Taxes



## Transportation



Continued on page 44



# Conference Speakers



## James Mendenhall

James Mendenhall is acting general counsel for the Office of the United States Trade Representative (USTR). He is responsible for U.S. trade and investment policy, in addition to overseeing the World Trade Organization negotiations in the General Agreement on Trade in Services (GATS) and Trade-Related Aspects of Intellectual Property. Along with supervising the annual "Special 301" report, which monitors the adequacy of worldwide laws to protect intellectual property, he is responsible for monitoring the adoption and enforcement of laws to protect U.S. patents and copyrights in foreign countries. Before joining the USTR, Mendenhall was a partner with Powell, Goldstein, Frazer and Murphy, where he specialized in WTO litigation, international arbitration and trade policy. He graduated from the University of Notre Dame and Harvard Law School.

According to Mendenhall, the Canadians have no interest in privatizing their forest industry. He indicated the real issue then is what mechanism should be used to simulate a market system. On the U.S. side, there are significant concerns over how to prove an artificial system functions like an actual market. The Canadian government has resisted an "effects test" proposed by the U.S., but Mendenhall said they have not yet proposed an alternate solution.



### In Pictures:

**Close:** (left to right) JoLynn and Steve Spradlin and David Mills (Capital Structures Inc.)

**Middle:** Scott Arquilla (Best Homes Inc.)

**Far:** (left to right) Joe Hikel (Shelter Systems), Ken Cloyd (California Trus) and Barry Dixon (True Truss).

As the latest dispute over softwood lumber imported into the U.S. from Canada enters its fifth year, there is not much on the issue that hasn't been discussed among the WTCA membership during their annual DC visits. So when James Mendenhall, acting general counsel for the Office of the United States Trade Representative (USTR), and lead negotiator for the U.S. in this trade dispute, arrived to speak on the issue, he found a room full of determined individuals who were exceptionally knowledgeable on the subject.

While this topic has been a key focus during past annual legislative conferences, Mendenhall's speech was a rare opportunity to get a frank and informed opinion on where the dispute currently stands. Not surprisingly, Mendenhall's characterization of the negotiation process was a pragmatic one—a negotiated settlement is in the best interest of both countries, but if such an agreement is going to happen, it will take a great deal of work. He also indicated that at present, an agreement is not close at hand. Currently, the U.S. side is focusing on three issues: a market-based system in Canada, interim export taxes (with well defined exit ramps as sound lumber market reforms are made in Canada) and a dispute resolution process.

"This was a wonderful opportunity to have someone intimately involved in the softwood lumber dispute with Canada tell us exactly what is going on. His candor and openness was informative and refreshing, and his willingness to hear our ideas and support our cause gives me confidence our interests will be considered during the negotiation process." —WTCA Legislative Committee Chair Allen Erickson (Cal-Asia Truss, Concord, CA), pictured at right with Mr. Mendenhall

Mendenhall turned the discussion back to WTCA members and inquired about the benefits of price certainty that could result from a quota or tax system. The general consensus around the room was:

- Volatility caused by any market restriction like a tariff can have a significant effect on each component manufacturer's balance sheet, and reduces margins on long-term contracts many component manufacturers end up signing on larger projects.
- An increase in lumber costs was not as much of an issue as the potential for a tariff-induced price disparity between lumber purchased in Canada and lumber purchased in the U.S., where U.S. companies can't compete with Canadian component manufacturers who are able to purchase lumber not subject to the tariff.

He agreed secondary effects of trade remedies should be considered, but conceded certain favorable U.S. trade laws allow companies like the members of the Coalition for Fair Lumber Imports to seek trade remedies against foreign imports. While these laws exist, Mendenhall said it will be difficult to avoid a repeat of the current situation in future years (i.e., continued lumber trade litigation), which Mendenhall affectionately referred to as Lumber 5 and Lumber 6, unless a long-term negotiated settlement can be reached prior to the 2006 national election.

Mendenhall was then asked the question, "what can WTCA members do? How do we have a voice?" His answer was not only instructive, it provided hope: "Your voice is being heard now and will continue to be in the future." He asked the members of WTCA to share their thoughts for a resolution of the dispute, and indicated he was open to any new ideas they may have during the negotiation process. In the end, the dialogue with Mendenhall is the closest WTCA members have gotten to having a seat at the negotiation table, and provides an open door for future communication, and clear next steps for our industry.



**The dialogue with Mendenhall is the closest WTCA members have gotten to having a seat at the negotiation table, and provides an open door for future communication, and clear next steps for our industry.**

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Continued on page 48



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# Conference Speakers

Continued from page 45



## Everett Eissenstat

Everett Eissenstat serves as chief international trade counsel to the chairman of the U.S. Senate Finance Committee. He is responsible for advising the chairman on all international trade matters before the committee and coordinating the international trade work of the Finance Committee Republicans. His legislative responsibilities include Trade Promotion Authority, implementation of free trade agreements, preferential trade arrangements and sanctions policy. Eissenstat is also responsible for the oversight of U.S. government international trade agencies. Before joining the Finance Committee, he served as a member of the 2000 Bush Cheney Presidential Transition Team for the Office of the United States Trade Representative (USTR), the U.S. Department of Commerce Office of Import Administration and the International Trade Commission. Prior to that, he worked as a special assistant in the Office of the Western Hemisphere at the Office of the USTR. Eissenstat received his juris doctorate from the University of Oklahoma; he also earned an M.A. in Latin American Studies from the University of Texas at Austin and a B.S. in Political Science and Spanish from Oklahoma State University.

ately, WTCA members have shown not only do they have a commitment to this process, but they consistently bring a credible and reliable message. He encouraged members to continue returning to DC each year to



**In Pictures:**  
**Close:** Rick & Katrina Cashman (Florida Forest Products)  
**Middle:** Kendall Hoyd (Idaho Truss) and Simon Evans (Bay Truss, Inc.)  
**Far:** Bob & Perky Becht (Chambers Truss)

*"Everett has been, and continues to be a friend to our industry. His remarks hit home on how our ongoing efforts in Washington, DC are having an impact, and that we need to continue building these relationships, both on Capitol Hill and back home in each of our districts."*

—WTCA President Kendall Hoyd  
(Idaho Truss, Meridian, ID), pictured at right

build relationships, and to invite their lawmakers to tour their plants, which Senator Grassley had done recently at Plum System's plant with Rick Parrino in Des Moines (see page 54 for an article on the tour).

Turning to substantive issues, Eissenstat addressed the Byrd Amendment and the "double-subsidy" it provides for companies who petition for trade remedies. In his opinion, he said it was unfair that companies get the benefit of increased prices due to the trade tariffs, and then the Byrd Amendment allows for the collected tariffs to then be passed on to the companies as a second benefit—a virtual "double-dipping."

While President Bush has called for a full repeal of the Byrd Amendment in the budget he submitted to Congress this year, Eissenstat didn't think a full repeal would occur given the Congressional popularity of the law. Instead, he suggested WTCA members should propose Byrd reform ideas directly to their Congressional lawmakers. Creativity may be the key, as Everett argued, "You could have the [collected tariffs] going to make children's shoes. Who would vote against that?"

He also discussed the trade agreement process in the U.S., and the division of power between the Executive and Legislative branches of the federal government. In order to maintain credibility, the Executive Branch must have the freedom to negotiate an agreement with other countries, and then allow Congress to vote it up or down without amendment. According to Everett, this process was put in place early in the 20<sup>th</sup> century and has worked well overall.

The latest trade agreement, the Dominican Republic-Central American Free Trade Agreement (DCAFTA), will prove to be a significant test of the way trade agreements are forged between the U.S. and other countries. He insisted if the DCAFTA failed in Congress, it would seriously undermine our nation's credibility and our ability to create lasting trade agreements in the future.



**"....constituents from home, who show the level of dedication that WTCA members have by traveling annually to DC, carry much more weight in their message than any of the lobbyists who reside in DC and are paid to voice their various opinions."**

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Many thanks to MiTek Industries, Inc. for generously sponsoring drinks during dinner at Ruth's Chris Steakhouse.





# Agency Visits

As part of WTCA's commitment to continually improve the products and services it provides its members, additional targeted federal agency meetings were added to the traditional line up of Capitol Hill visits that Legislative Conference registrants could attend.

In addition to the issues of primary focus for meetings with individual legislators, the federal agency visits allowed WTCA members the chance to address issues such as inadequate railroad service and errant demurrage charges, guest worker programs, opportunities for U.S. manufacturing, and workforce training and education opportunities within the structural components industry.

## Dept of Transportation



**In Pictures:**  
(left to right) Brian Johnson (Structural Technologies, Inc.), Kent Pagel (WTCA Legal Counsel), Ken Cloyd (California Truss Co.), Chairman Roger Nober (STB), Scott Arquilla (Best Homes, Inc.), Don Groom (Stark Truss Co.), Stan Sias (Lumbermens Merchandising Corp.) and Kelly Sias (Simpson Strong-Tie)

### Surface Transportation Board

Chairman Roger Nober • Office of the Chairman

### Federal Railroad Administration

Deputy Associate Administrator Jane Bachner • Office of Industry & Intermodal Policy

There are two agencies within the U.S. Department of Transportation with jurisdiction over our nation's railroad system: The Federal Railroad Administration (FRA), and the Surface Transportation Board (STB).

The STB is an economic regulatory agency Congress authorized to resolve railroad rate and service disputes and to review proposed railroad mergers. Its jurisdiction includes the issue of demurrage charges imposed by the railroad on its customers under certain circumstances.

The purpose of the FRA, on the other hand, is to create, enact and enforce rail safety regulations; administer railroad assistance programs; and conduct research and development in support of improved railroad safety and national rail transportation policy. Within the FRA, the Office of Industry & Intermodal Policy provides support, analysis and recommendations on broad subjects relating to the railroad industry, such as mergers and restructuring, economic regulation, financial health and labor-management issues.

Between these two meetings, WTCA members had a significant opportunity to begin addressing an issue that has increasingly impacted component manufacturers: rail service, rail rates and demurrage charges. At issue is the clearly inadequate infrastructure of rail that currently exists in almost every region of the U.S., and how the resulting congestion and shortage of available railcars has led to unreliable rail delivery and aggressive fee charges on the part of the rail companies.

Particularly during the meeting with STB Chairman Nober, a Bush administration appointee, WTCA members had a chance to express their frustration with the rail industry's practice of constructively placing rail cars within rail yards, as opposed to a component manufacturer's rail spur, and charging demurrage fees even though those cars cannot actually be unloaded by the component manufacturer.

Chairman Nober argued that, in theory, demurrage charges were intended to make those who didn't unload railcars in a timely manner to pay for the extend-

"I was really impressed with how much the Legislative Conference had to offer. This was my first time there, and while I live nearby in Virginia, I had never been to a Congressional office before. Not only were the meetings with the lawmakers exciting, I felt I had a significant chance to voice the concerns I have with railroad service on the East Coast when we met with Surface Transportation Board Chairman Roger Nober. I'm definitely coming back next year."

—Brian Johnson (Structural Technologies, Inc., Ashland, VA)

ed use. However, in the case WTCA members brought to his attention, he conceded it appeared as if the rail companies were abusing the demurrage system.

In the case of both meetings, the individuals admitted not much could be done in the short run to address some of the severe infrastructure deficiencies existing in the rail system. However, they indicated that funds in the transportation reauthorization bills currently being considered by Congress would provide some assistance for increased rail infrastructure.

Chairman Nober gave WTCA members two additional avenues to address their concerns with the rail industry: the Rail Consumer Assistance Program (RCAP) and the Railroad-Shipper Transportation Advisory Council (RSTAC).

The Rail Consumer Assistance Program is an informal means of working with the STB and the railroads to resolve problems and address shipper concerns. Since the program is informal, under it the STB acts as an intermediary and elevates the comments of shippers beyond the customer service organizations at the railroads. In Chairman Nober's words, "We [STB] will generally have the ability to introduce this issue to the rail company at a higher level than you normally would." This program has effectively handled over 425 complaints, ranging from demurrage to rates for service, since it was created in 2000.

The RSTAC serves as a forum for private-sector discussions concerning solutions to business conflicts by focusing particularly on matters of concern to small rail shippers and small railroads, such as car supply, transportation rates, competitive issues and procedures for addressing complaints. Chairman Nober suggested WTCA members could bring regional concerns before the RSTAC for their review and recommendations.

## Dept of Homeland Security

### U.S. Citizenship & Immigration Service

Mr. Carlos Iturregui • Chief of Policy & Strategy

The creation of the Department of Homeland Security (DHS) is arguably the most significant change within the federal government since the various divisions of the Armed Forces were combined in 1947 under the Department of Defense. As a result of the restructuring under DHS, the Immigration and Naturalization Service (INS) was taken out of the Department of Justice, and brought under DHS as the U.S. Citizenship and Immigration Service (USCIS).

Given the large number of foreign-born citizens employed within the structural components industry, any reform of the nation's immigration policies could potentially have a significant impact on our industry's workforce. Both Presi-

**Chairman Nober gave WTCA members two additional avenues to address their concerns with the rail industry: the Rail Consumer Assistance Program (RCAP) and the Railroad-Shipper Transportation Advisory Council (RSTAC).**



**In Pictures:**  
(left to right) Scott Arquilla (Best Homes, Inc.), Carlos Iturregui (USCIS) and Sean Shields (WTCA Staff)

Continued on page 52



# Agency Visits

Continued from page 51

**USCIS Chief of Policy & Strategy Iturregui said WTCA's timing with regard to immigration reform could not be more perfect.**

dent Bush and prominent members of Congress have called for immigration reform, and WTCA members shared their concerns over such reform, not only with their Congressional delegates, but also with the policy office of the recently renamed USCIS.

The USCIS mission is to: secure America's promise as a nation of immigrants by providing accurate and useful information to all those seeking to live in America; grant immigration and citizenship benefits, promoting an awareness and understanding of citizenship; and ensure the integrity of our immigration system.

Within the USCIS, the Office of Policy & Strategy directs, prioritizes and sets the agenda for agency-wide policy, strategy and long-term planning activities, as well as for the conduct of research and analysis on immigration services issues. In short, they provide perspective to Congress and the Administration regarding long-term immigration policy, and analyze whether any proposed changes will have a positive or negative effect.

During the Legislative Conference, a group of WTCA members met with the head of the USCIS Office of Policy & Strategy, Carlos Iturregui. During the meeting, members had the opportunity to share their views on the impact immigration reform may have on the nation's workforce.

Mr. Iturregui said WTCA's timing with regard to immigration reform could not be more perfect. Earlier that morning he had met with President Bush, who had emphasized his commitment to immigration reform and the need to not only process existing immigration applications, but also create a system under which immigrants could apply for renewable three-year work visas. He encouraged WTCA members to continue their efforts to talk to Congress about immigration reform, and to push for consideration of work visas and similar guest worker programs.

## Dept of Commerce



In Pictures:  
ITA Assistant Secretary Al Frink

### International Trade Administration

Assistant Secretary Al Frink • Office of Manufacturing & Services

Until 2003, a driving force of the nation's economy had but a whisper of a voice within our federal government: manufacturing. In September of that year, President Bush announced as part of his pro-growth policies, he would create a new position within the Department of Commerce, an assistant secretary for manufacturing and services.

This position would lead the newly created Office of Manufacturing & Services, charged with enhancing economic growth and creating better-paying jobs within the U.S. manufacturing sector. In October 2004, President Bush nominated Al Frink, a small manufacturing business owner in California, to be the first individual to hold this position. At the time, WTCA signed on to a letter drafted by the National Association of Manufacturers (NAM) pledging strong support of Mr. Frink's nomination.

During Assistant Secretary Frink's meeting with WTCA members, he talked of his struggles in creating a federal agency virtually from scratch. He impressed upon those in attendance how his varying experiences over 30 years of work within the manufacturing sector had prepared him in small ways for the wide

"Secretary Frink is an ex-businessman who understands our concerns and invited us to join with him to make a difference inside the Beltway."  
—Priscilla Becht (Chambers Truss, Fort Pierce, FL)

array of issues he would have to understand in his new position.

Frink shared with members his commitment to advocate, coordinate and implement policies that will help U.S. manufacturers compete globally. He focused his comments specifically on the need for U.S. manufacturers to become more efficient and competitive through increased educational opportunities; to market themselves and the manufacturing sector better among youth just entering the workforce; and, to pursue greater innovation to survive hard economic times, or what he termed, "life after lean."

Finally, Assistant Secretary Frink presented WTCA members a unique opportunity to join one of the Industry Trade Advisory Committees (ITAC), a series of public-private boards that provide input to the ITA on pending trade policies and issues facing the manufacturing sector.

## Dept of Labor

### Employment & Training Administration

Business Relations Group staff

Within the Department of Labor, the Employment and Training Administration (ETA) supervises federal government job training and worker dislocation programs, federal grants to states for public employment service programs, and unemployment insurance benefits. These services, while administered on the federal level, are primarily provided through state and local workforce development programs, such as Community Development grants.

Within the ETA, the Business Relations Group (BRG) serves our nation's workers and employers by creating public-private partnerships. It applies innovative approaches to help business and industry better access the services of the state and local workforce investment system, and to educate the public and the workforce system about jobs in demand and available career paths that are not well known.

The major initiatives coordinated through the BRG are the Partnerships for Jobs and the High-Growth Job Training Initiative. During the meeting between BRG staff and WTCA members, these were the two programs most discussed. In particular, it was clear there were some possibilities for partnership through the WTCA's new Work Force Development (WFD) Portal web site. At the conclusion of the meeting, it was agreed that a follow-up teleconference between BRG staff and WTCA staff would be set up to explore how best to meet DOL and WTCA needs in the area of employment opportunities. **SBC**

"I've been coming to the Legislative Conference for three years, and this visit [to the Department of Labor] was the best meeting I've had. I feel like those people really want to help us."  
—Don Groom (Stark Truss Company, Inc., Canton, OH)

**Assistant Secretary Frink presented WTCA members a unique opportunity to join one of the Industry Trade Advisory Committees.**



In Pictures:  
(left to right) Michael Jaffey (DOL), Dan Krushner (DOL), Kirk Grundahl (WTCA Staff) and Sean Shields (WTCA Staff)

## Photography:

Many thanks to Allen Erickson, Joe Kannapell, Frank Klinger and Steve Spradlin for contributing photos for this recap.





## Legislative Conference, Plant Tour Helps CM Establish Relationship with Lawmaker

by Emily Patterson

After attending his first WTCA Legislative Conference, Plum Building Systems' Rick Parrino caught the advocacy bug. It's easier than you think!

I've never been interested or involved in politics, even on the city level," says Rick Parrino, vice president and general manager of Plum Building Systems, Inc. in West Des Moines, IA. He even admits that when his wife ran for local government more than ten years ago, he didn't make it to the polls to vote. So how does a man with no interest in politics end up hosting a plant tour for Senator Chuck Grassley (R-IA), chair of the Senate Finance Committee and a major player in the ongoing softwood lumber dispute? Parrino says it's simple, "I've learned a ton from WTCA, and it's paying off."

Parrino's political involvement began slowly. As a member of the WTCA Board of Directors, he began traveling to Washington, DC in 2002 for the annual legislative conference. It was in preparation for his first trip to the nation's capital that Parrino became politically involved. Working from a list provided by WTCA, he called members of his Congressional delegation.

"I called Grassley's office, left a message and happened to get lucky," he said. A Grassley staffer called Parrino back. While a meeting with the senator couldn't be arranged due to scheduling conflicts, the staff member set up an appointment for Parrino to meet with Everett Eissenstat, chief international trade counsel for the Senate Finance Committee.

**"If your legislators are open to meeting, anyone can do what I've done."**

"The meeting went really well," Parrino said. "We went all over the softwood lumber agreement. That meeting was instrumental in working with the senator on this issue."

During the meeting with Eissenstat, Parrino briefly met Senator Grassley. Parrino said Eissenstat recommended that he continue to try to arrange a sit-down meeting with Senator Grassley. "It was Eissenstat who said, 'This is the guy you need to talk to.'"

The next year when Parrino returned to the legislative conference, he formally invited the senator to visit his plant. The senator's staff said they would put him on a list, noting Grassley tried to visit each of Iowa's 99 counties at least once a year. In February of this year, Grassley's office contacted Parrino to let him know the senator would be in his area. "They said Senator Grassley would like to schedule a time to stop in," said Parrino. "A few emails and phone calls back and forth and we had it all set up."

When the big day came, the plant tour was a mix of politics and socializing. "As soon as Grassley came in, he was all over the issue," said Parrino. The two discussed the softwood lumber debate and covered a number of talking points provided by WTCA. "The exciting part was that Senator Grassley came pretty well prepared. He was up to date on the issues."

Continued on page 56

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### at a glance

- ☐ How does a man with no interest in politics end up hosting a plant tour for Senator Chuck Grassley?
- ☐ The benefit of being involved is there may come a time when you will get a chance to have a direct voice and make a difference.
- ☐ There are great opportunities to get involved in local political activities and serve on committees that are looking into issues that are vital to our industry.



But the visit was more than just business, Parrino pointed out. "He told me, 'Rick, I'm here to see your employees.'" The senator visited the plant for more than an hour, taking time to meet the staff (see photo on page 54).

Parrino said that the senator also talked with employees on broader national issues such as taxes and cutting back on spending and tied those issues back to the industry. "He told us, 'You guys understand the volatility that's going on, and how in many ways, this is a stock market-like business. You can take a job and lose money even before you've begun working on it.'"

Admitting he was impressed with the senator's knowledge of issues affecting the industry, Parrino said he was equally pleased with the senator's willingness to take the time to interact with staff at the plant. "He shook everybody's hand—he's a super down-to-earth guy," he said. "It was great for morale at the plant." Parrino commented that he thinks the visit was a learning experience for everyone to meet a lawmaker and hear first-hand about all the job requires. "I don't think people realize how hard he works or what he goes through. He told us about a bill that was recently signed into law that he started working on six years ago."

Parrino also noted that the visit helped put the company's political involvement in perspective for staff. "It let them know that we're being recognized for our efforts," he said. Parrino commented that he thinks employees now better understand why he travels to Washington, DC and spends time out of the office working on policy issues with lawmakers. "My boss sees it as a good investment, too," he said.

To thank the senator for his visit, Plum Building Systems had a plaque made including a group photo of Grassley with plant staff. "It's our way of showing our appreciation for all he's done over the years," said Parrino.

All of the excitement and grandeur of the visit aside, Parrino said he sees a number of benefits from his relationship with the senator's office. "Senator Grassley's office has been great. They've always been willing to tell us how to go about [accomplishing our goals on the political front]." The senator's office has also helped introduce Parrino to other major political players. When Parrino was working to garner bipartisan support on the softwood lumber issue, Grassley's office helped him with ideas for a meeting with Senator Tom Harkin (D-IA) to ask him to do a sign-on letter, requesting all parties involved to find a definitive resolution. "Even when Senator Grassley's office couldn't do something [directly], they helped us set it up, or told us what we could do."

Continued on page 58

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**Senator Chuck Grassley** (R-IA) was elected to the U.S. House of Representatives in 1974 and the U.S. Senate in 1980. He is currently the chairman of the Senate Finance Committee and the Senate Caucus on International Narcotics Control, in addition to sitting on the Senate Judiciary, Budget, Agriculture and Joint Tax committees. Here he pauses with Rick Parrino during the February plant tour to look at a 3-D drawing showing how the parts manufactured by Plum Building Systems fit together in the field.

### ...Relationship with Lawmaker

Continued from page 56

Parrino said that reaching across the aisle for bipartisan support on the softwood lumber issue was easier than he expected. "Up until last year, I hadn't met Senator Harkin, but I've enjoyed working with both of our senators," he said. "They've been great and done a lot for us. I'm proud of them."

Looking back, Parrino said that becoming involved politically within the industry has been an exciting and relatively easy process. "Follow the lead of the WTCA," he said. "If your legislators are open to meeting, anyone can do what I've done."

He noted the importance of being politically involved on all levels—federal, state and local. "We have begun to hold our own chapter legislative conference in Iowa (as part of the Iowa Truss Manufacturer's Association) and invite state legislators in to talk with us," he explained. "We have a very active association here in Iowa. We get a lot done and try to stay current and up to date on all the issues." He pointed out that these state legislative conferences are a good way to build relationships with lawmakers closer to home.

The value of making connections with political leaders was obvious at a recent local conference in March. "We found out that they were creating a State Fire Code Advisory Board, so we got on the list to become part of the committee that is working on this issue. A couple of days later we learned we were on the Board," he said. "It got us more involved. Now we can help make sure that any changes to the fire codes don't negatively impact the industry."

## Getting to Know Your Lawmakers 101

Want to have a lawmaker come and visit your plant? Here are some guidelines to help you plan ahead and have your plant tour go smoothly.

- **Contact WTCA.** Advice is just a phone call or an email away. WTCA staff can help you contact a lawmaker's office, provide talking points and give tips on proper political etiquette. Contact Sean Shields at the WTCA at 608/310-6728 or [sshields@qualtim.com](mailto:sshields@qualtim.com).
- **Start early and don't be discouraged.** If you want to invite a lawmaker for a plant tour, invite them sooner rather than later. Lawmakers have very busy schedules and often plan events many months in advance. When communicating with a lawmaker's office, don't be disappointed if you deal with staff instead of the lawmaker. Staff members play a vital role in scheduling events and focusing on policy issues. These people can be a valuable resource and help ensure that you go through all the appropriate steps to set up a plant tour.
- **Get your house in order.** Get your plant in tip-top shape for the tour. A cleaning and safety overview will get the premises ready for an official tour. Take the time to prep staff so they know that a special visitor will be on site and the proper etiquette when interacting with him or her.
- **Be mindful of who you tell.** It's natural to want to get the word out that you will be having a special guest, but take into account that when it comes to politics, not everyone will be as excited as you are. Advertising the visit ahead of time can attract demonstrators or others who want to use your tour as a soapbox for other issues. Keep track of who you invite to the event, and be sure that only those who were invited are on site the day of the tour.
- **Follow up and show your appreciation.** When the tour is over, be sure to show your lawmaker that you appreciate him or her taking the time to visit your plant. Sending a thank you card or memento of the visit is a good way to show your appreciation and continue to build a positive relationship. Also, if there are any unanswered questions from the tour (statistics you didn't have readily available, etc.) use this opportunity to follow up and keep the lines of communication open.

Parrino admitted that his experiences over the past few years have transformed him from a person with little to no interest in politics into an advocate. In fact, he now encourages others to get involved in political activities and in particular WTCA's legislative conference. "Especially for those who haven't been to DC or visited a legislator's office—until you walk down those halls, there's nothing like it," he said, explaining how he still gets a rush of excitement going to legislative visits on Capitol Hill and seeing Secret Service staff and TV personalities. "Just do it. I can't imagine anyone [getting involved politically] and not enjoying it." **SBC**

*For help with establishing relationships with your lawmakers, contact WTCA Staff at 608/274-4849.*

# Mango Tech Solutions

## for Wall Panel Production

Mango Tech has supplied a number of automated wall panel machines to the fabrication industry in Australia and the USA. One such unit has been installed for some time in New Jersey. The advantage of this type of machine is that the operator is situated inside the machine, and has ready access to the lumber stock for studs as required. The plates are pre-cut to length and the panel required called up on the computer, the extruder pushes the plates to the stud location at the nailing station in sequence without the need for marking their positions. Pre-made components can also be dropped in turn, reducing the need to carry lumber from your stock to the nailing machine. Nailing is automated to each stud and can accommodate 2, 3 or 4 nails per stud depending on wall thickness. Floor Panel manufacturing can also be accommodated with a similar machine. Mango Tech can also automate the nailing sequence to your existing machine. Call for details and feasibility.



Mango AutoWall Extruder

This Mango Panel Marker/Cutting system is a cost effective method of cutting wall panels to length and marking the stud positions, all from the detailers cutting list. It also allows for the cutting of all other panel components as detailed such as window heads, sills, etc. We can supply this as a total cutting system including the saw, or retro-fit to existing saws such as an under cutter (pop up saw). One of our systems is cutting 2,500+ board feet per shift for around a quarter of the price of some other units available.

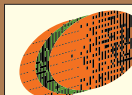


Mango Panel Marking & Cutting System

The Mango Tech system lends itself to many variations, typically for cutting components that are not detailed through a software package. The simple keyboard allows the operator to enter the length required. Most saws can be converted, such as the under cutter shown for the cutting of I-joists for floor construction. The advantage of the Mango system is that you can add to it as the need arises, such as full auto rotation at a later date (to a suitable saw). Most of our products have been developed from the specific requests of our clients. If you have a particular need in your production operation, contact us and we will work it out together.



Mango Tech Length Measure/Cutter



**MangoTech International**

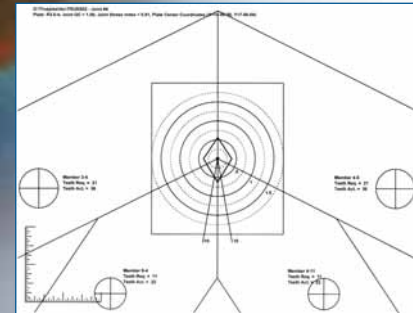
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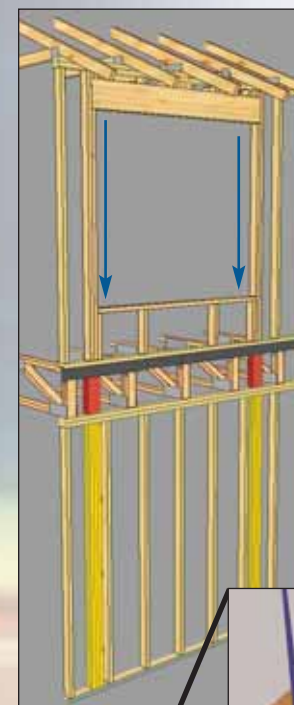
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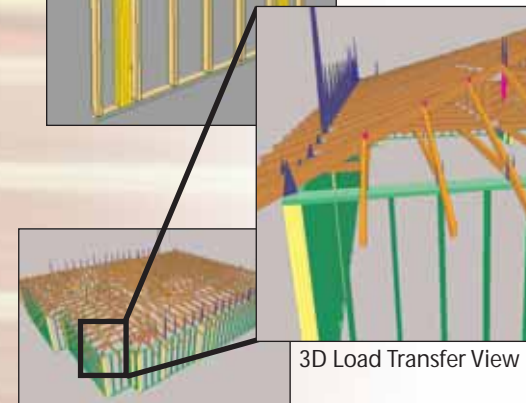
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- **TrusPlus™/WinBatch™** provide the ability to output the design data to computer controlled component manufacturing equipment, **boosting accuracy** in the fabrication of the trusses and, in turn, reducing liability in the field.
- Truswal's **Engineering Services** are available on an as-needed basis to **handle your design challenges** and to double-check design specifications for accuracy.
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# T I M E L I N E

## Mid - late 1990s: Expansionist mindset in U.S. business

### Oct 1998: Recapitalization

- A high-profile equity capital fund became controlling shareholder through a recapitalization transaction.
- Trussway debt load increased to \$140 million.
- Company transitioned from very little debt to highly leveraged.
- Covenants were imposed.

### Late 1998 - 2000: Acquisitions & Growth in Single-family Markets

- \$44 million in plant acquisitions (AZ, IN, KY, MI, and NC/SC).
- Trussway centralized in Houston, causing poor customer service.

### Late 1998 - 2000: Disappointing financial results

- Previously-acquired plants not performing as projected.

### Sept 2001 - Fall 2004: Perfect Storm Brewing

- 9/11 impacted consumer confidence.
- Interest rates fell.
- Price of lumber dropped, then spiked.
- Competitors ventured into multi-family markets.

### Sept 2001: First Financial Covenant Broken

### March 2002: Bill Adams joins Trussway as CEO

- Adams facilitated the move back to a decentralized operational structure.
- Trussway named three regional VPs: Mike Estes, Cris Raines and Jim Thomas.

### Early 2003: Turnaround in Customer Satisfaction

- Renewed focus on customer service caused turnaround in sales, customer satisfaction, and increased market share.

### 2003 - future: To be continued...

## Trussway's Perfect Storm

Continued from page 63

were attached to each facility. That changed in 1999 when Trussway's management team decided to abandon the single-unit-stands-alone approach, centralizing many of the company functions. "It was just another trend in corporate America at the time," Estes said. "Consolidate and centralize to save money."

With the new model in mind, Trussway expanded their central headquarters in Houston by adding a new 12,000-square foot office building and arranged for a mass convergence of managers, sales and design staff to Texas. According to Kent Pagel, WTCA's outside general counsel and a regular columnist for *SBC Magazine*, "Consolidation in the industry usually meant savings in accounting, and reduced administrative and insurance costs. Some companies were also able to enjoy decreased lumber and plate costs and software licensing fees given their post-consolidation size increase. With respect to Trussway, prior to their acquisitions, they were the largest truss and component manufacturer in the market and already enjoyed significant savings in all these areas. Not only did the concept of centralizing not produce the cost savings Trussway forecasted, it led to unanticipated operational and customer service problems."

### Capacity Increases in the Industry, Competitors Venture into the Multi-family Market & Trussway's Deaf Ear to the Customer

Trussway wasn't the only U.S. component manufacturer to catch the wave of growth in the 1990s. It seemed like all their competitors were likewise getting larger and increasing their design and production capacity, according to Estes. "No doubt healthy competition is good for a company, but it leads to margin compression, which was problematic for us as a highly leveraged company," Adams noted. "Not only were our competitors increasing capacity through acquisitions and 'greenfielding' (growing a business internally instead of through acquisitions), but some of our single-family lumberyard customers ventured into component manufacturing and thus began buying from themselves instead of us," said Adams. Trussway also saw many component manufacturers begin to use their increased manufacturing capacity to sell for the first time into the multi-family market. "We were no longer the go-to multi-family manufacturer," said Estes.

To only complicate matters, the acquisitions made from late 1998 through the first month of 2000 weren't as fruitful as originally planned. "We acquired businesses outside of our core structure and didn't understand what it would take to run them successfully," Estes admitted. "We paid top dollar for these plants as they had historically produced good earnings, yet in many instances we were trying to turn plants that were originally designed and had successfully accommodated single-family manufacturing into multi-family facilities," Adams said.

Continued on page 66



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### Trussway's Perfect Storm

Continued from page 64

"On top of increased capacity on the part of our competitors and their tending to our regular customer base," said Adams, "the company's attention to our multi-family customer service fell to an all-time low, and the culprit without a doubt was our centralization." The Oregon Trail-like move to Houston left Trussway less customer-friendly. "In the middle of major multi-family projects, key members of management, sales and design were yanked out of their surroundings and separated from their customers. That really disrupted business operations," Adams said. The perfect storm of almost hurricane proportions was brewing on the customer side of the business as well.

### Terror, Interest Rates & Price Volatility

Three additional factors rounded out the perfect storm scenario, albeit out of Trussway's control. The events of 9/11 dealt Trussway a significant blow: an already weak multi-family market was further injured by shattered consumer confidence, as the nation climbed from the ashes of tragedy. Trussway's single-family business was also affected, as many builders delayed planned starts due to uncertainty for the economy.

Storm clouds rolled in when the company reported disappointing financial results from mid-2001 into 2002. By September 30, 2001, the company was in technical violation of certain of the bank group financial covenants. "Although in technical default with our banks, we continued to make money and pay our debts, including timely payments of principal and interest due to our bank group," said Adams.

In addition, mortgage rates plummeted in late summer 2002, which is great news for single-family housing starts, but served as a bad omen for the Trussway business model based largely on multi-family construction. "Lower interest rates encourage those who could not have previously afforded a home to make a first-time home purchase; they would otherwise opt to live in a multi-family project, Adams stated. "The statistics proved this out as we saw rental vacancy numbers go up in

those markets we served," continued Adams. Census figures confirm this development as in October 2002, multi-family housing starts fell 29 percent from the previous month as 30-year mortgage rates hit historic lows.

Finally, late 2003 marked a period of unanticipated rising and volatile lumber prices across the U.S. that continued throughout 2004. Volatility of that magnitude is a battle for any component manufacturer. Estes explained why it was especially problematic for a multi-family manufacturer: "Single-family [manufacturers] can turn around manufactured product in a very short period of time compared to multi-family. [Multi-family manufacturers] have to hold prices for the length of the project. When you consider that a typical multi-family project ranges between 15 and 20 buildings and can last up to 12 months, that's a huge volume of product to be protected on a guaranteed price, particularly when raw material lumber prices are rising," he explained. "Prior to the price spike in 2003, lumber prices had fallen to an all time low and we had a ton of business in our backlog based on those lower prices," Estes remembered. "All of a sudden, there were numerous spikes in lumber prices, and we had no choice but to honor our quoted prices through the duration of those jobs." With

margins squeezed like a lemon, Trussway's perfect storm cloud was poised to burst.

### Operational Turnaround: Saving Customer Service

Bill Adams arrived at the Trussway campus in the midst of the storm. In March 2002, the new Trussway CEO championed some significant operational changes. First, the need to refocus efforts on customer service was unmistakably clear. "When I first came here, I asked about customers. I got 'they love us, but they are very angry with us.' We weren't performing. I visited ten of our biggest customers, and heard the same from each. 'You used to be our only supplier. But we've had to look to other vendors because we aren't getting design work on time and no one is returning our phone calls.' It wasn't about price or quality; it was strictly a customer service issue. We had to fix it," he recalled. During the first half 2002, Trussway reversed the alleged "money-saving" centralization model, dispersing design and sales staff back to their home base manufacturing and design facilities and closer to the customers.

The management team decided to readjust their focus and "dance with the girl we came with," said Adams. That is, they rededicated their focus to multi-family customers in particular. "While we would continue to work with some larger single-family customers from our larger multi-family plants, we consciously decreased that percentage of our business. We also converted our Arizona plant to a multi-family facility, making us truly a national supplier," he added.

As early as 2003, Adams' insistence on decentralization was paying off. Three vice presidents—including Estes, Cris Raines and Jim Thomas, longtime Trussway executives—divided the nation and oversaw sales, design, production and customer service in their respective regions. "Salespeople and truss technicians were re-deployed in short order. This created a turnaround in sales, our margins and market share," said Estes. "All of this was driven by our soaring customer satisfaction," he added. We shipped on time all the time—even if it meant we had to transfer volume between plants to ensure our customers got their trusses when they wanted them.

Adams described additional measures taken to ramp-up customer satisfaction. "We added fifteen technicians around the country to be sure that our lead times on design were short-

ened. We dressed up our bid packages to be more customer friendly. We went back to close communication with our customers from beginning to end of projects, addressing problems before they got out of hand. We also worked closely with our customers to lower costs where possible while making for a better job," he said. Basically, the company went back to the blocking and tackling that made Trussway a great company in the first place. "Our market share began a slow recovery in 2003. We made major share gains in 2004 and we are on track to be ahead of the curve in 2005," said Adams.

Throughout the acquisitions and the attempt to integrate all of these businesses, Trussway and its management team

Continued on page 68

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Trussway's Perfect Storm  
Continued from page 67

learned that from a production and customer service standpoint, a single-family plant must be run differently than a multi-family plant. "In analyzing our single-family plants, we determined we needed to accommodate design, manufacturing and delivery for our custom homebuilder customers. At the same time, we concluded that those multi-family plants that produce trusses, components and wall panels for single-family construction needed to focus on high production builders where we could take advantage of our high-volume production capabilities," said Estes. "We now understand the balance of each of these two types of businesses and their impacts to each individual plant and have successfully balanced a good percentage of both single- and multi-family as to best benefit Trussway and ultimately allow us to provide our customers the service they deserve," Adams pointed out. Trussway's single-family plants in Sparta, MI and Michigan City, IN proved integral to the company's chi-like notion of balance. Both plants have weathered the storm, thriving on superior customer service and quality in the single-family markets they serve.

The Road to Chapter 11

With the operational overhaul nearly complete, had their perfect storm finally blown over? Not so fast. There was just one more thing that needed fixing, and it isn't what you might expect from a company who had turned customer relations

around 180 degrees. "The only thing hanging over our heads was a disproportionate amount of bank debt on our balance sheet. The banks got tired of us repeatedly being out of compliance on our financial covenants; we had to do something to fix it," said Estes.

Because of the recurring technical violations under its credit agreement with its bank group from September 2001 through the fall of 2004, Trussway had virtually no choice but to undergo a bankruptcy court assisted process to reduce their high amount of bank debt. "We were making money, able to pay our vendors on a timely basis, able to pay principal and interest to our bank group when due, and operationally we had made drastic improvements. We still had one major problem—we remained an overly leveraged company. Our bank debt still exceeded what Wall Street viewed as acceptable for a company producing the sales and earnings that we were producing," said Adams.

Trussway has emerged from their perfect storm a healthier company in terms of customer satisfaction, employee morale and as we will see in the August article, financially. Filing for a pre-packaged Chapter 11 status was an essential part of their rebalancing their balance sheet and ultimate success in the end. In an article in *SBC's* August issue, we'll discuss the Chapter 11 process and hope to dispel the many myths associated with many bankruptcy cases, including Trussway's. **SBC**

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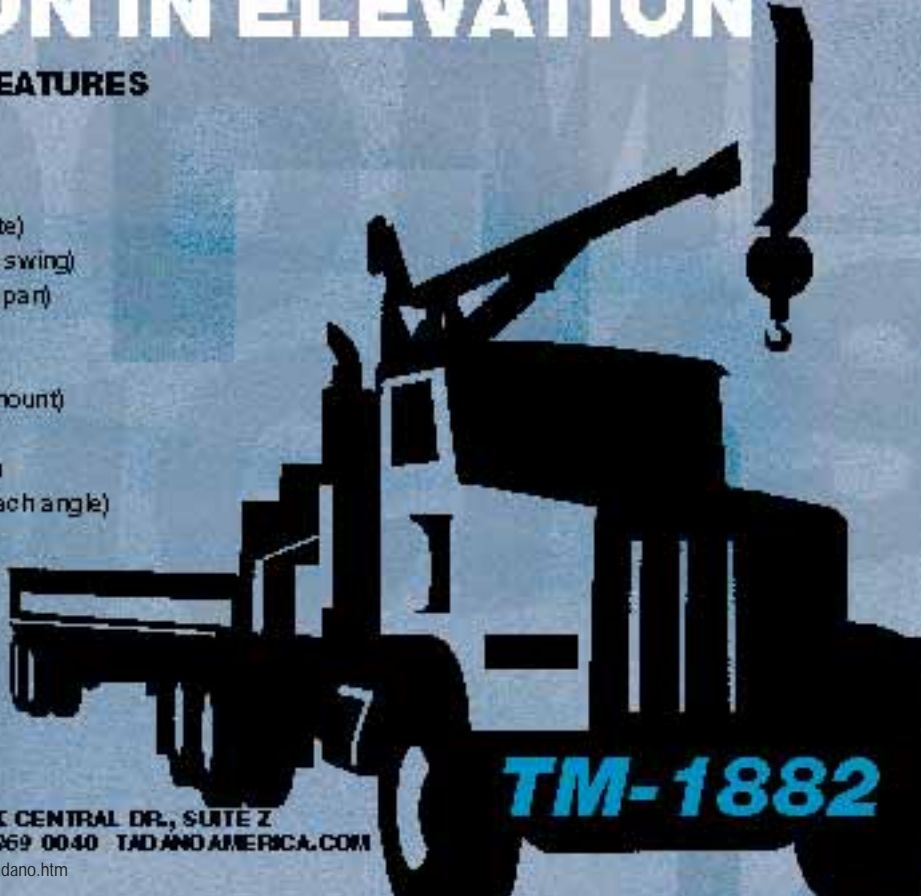
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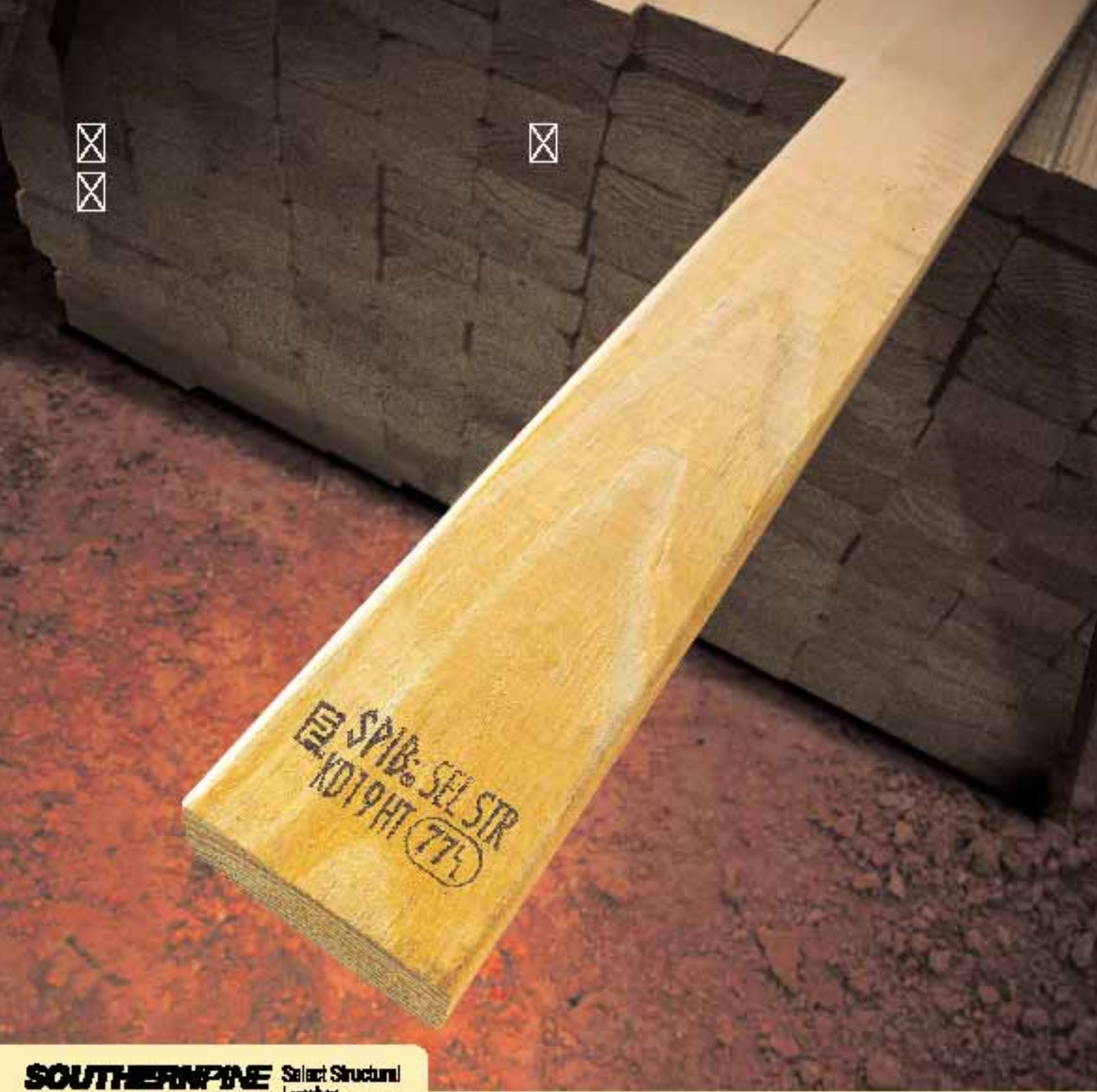


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## Housing Starts

Housing starts rebounded 11% in April to 2.038 million (SAAR). The increase was lead by the multi-family sector—up 35%—while single-family was up 6.3%. Permits, an indicator of future activity, were up 5.3%.

U.S. Housing Starts			
Millions - Seasonally Adjusted Annual Rate (SAAR)			
U.S. Totals	Apr	Mar (rev.)	% Change
Starts	2.038	1.836	11.0%
Permits	2.129	2.021	5.3%
Single Family			
Starts	1.635	1.538	6.3%
Permits	1.634	1.552	5.3%
Multi Family			
Starts	0.403	0.298	35.2%
Permits	0.495	0.469	5.5%
Starts and Permits by Region:			
NE Starts	0.175	0.213	-17.8%
NE Permits	0.193	0.184	4.9%
SE Starts	0.326	0.307	6.2%
SE Permits	0.382	0.349	9.5%
SW Starts	1.045	0.836	25.0%
SW Permits	1.022	0.961	6.3%
NW Starts	0.492	0.480	2.5%
NW Permits	0.532	0.527	0.9%

**Analysis & Outlook:** The increase in housing activity was stronger than expected, following the plunge in March. There are three regional stories here: (1) the robust activity in the South where single-family was up 21% while falling everywhere else; (2) the surge in multi-family activity, particularly in the MW and West; and (3) overall weakness in the NE with reductions in SF (-9%) and overall (-18%). Housing fundamentals remain solid with long term mortgages still below 6% (5.77% the week ending May 13) and the job market continues to gain momentum—both important in determining affordability. Major economic concerns include inflation, which continues to increase at the wholesale level. The twin deficits—budget and trade—are going to continue to weigh on the dollar, although the dollar has rallied for the past three weeks and now are at a three month high against the Euro. China is expected to let the Yuan appreciate modestly later this year. That is a two edged sword, however, as it will help the dollar, but will make Chinese imports more expensive. With an aim to promote stable pricing (the FED's mission), most people expect the FED to continue raising rates through 2005, with the FED funds rate finishing the year near 4%.

**Summary:** The housing market is expected to remain robust through the rest of this year, but inflation and dollar problems will push mortgage rates upward through 2006 and this means the slowdown in housing could in escalate 2006. Single-family will slow the most with multi-family enjoying a modest rebound. Higher energy costs will also slow the economy as consumers are forced to pay more for gasoline, heating and cooling—this will siphon spending away from other goods and services. However, the economy is quite resilient. As business conditions improve, business investment is picking up, offsetting some of the weakness in consumer spending. **SBC**

This housing starts report is provided to **SBC** on a monthly basis by **SBC Economic Environment** columnist Al Schuler. Visit [www.sbcmag.info](http://www.sbcmag.info) for more economic news.



## Builder Banter

### Builders' Tip: Cutting Engineered Joists

Engineered joists and rafters—which have a cross section akin to an I-beam—present a wrinkle to the carpenter cross-cutting them with a circular saw.

Because the plane of the web lies below that of the thicker chords, the saw cannot glide across an unbroken surface as it makes a cut. The solution is to make a template that will fit on the web and guide the saw.

To make a template for cutting these materials:

- Start by ripping about three feet of 5/8-inch or 3/4-inch plywood or oriented strand board to a width slightly less than that of the web. This piece should fit easily on the web between two chords, creating a flush surface across the I-joist.
- Next, make a square cut on one end of the stock and mark my rafter's plumb cut a foot or so back from the square cut. This step divides the stock into two unequal Parts, A and B, as shown at the top of the accompanying diagram.
- After cutting along the mark, screw or nail Part B to the top of Part A. The saw's table rides along the edge of the top piece, guiding the cut. The bottom piece supports the saw's table.
- The bottom piece is longer than the top, so the first cut that you make also trims Part A.
- That will allow you to register the edge of the template against the cut mark for accurate positioning.
- Finish the template by screwing a 1x2 handle to one of its edges.

[Source: NBN Online, April 4, 2005]

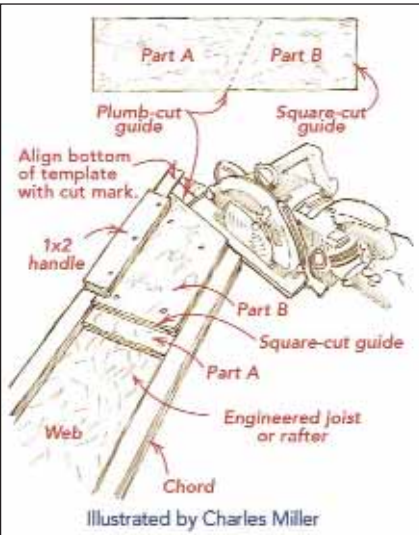
### Builder Confidence Stays Strong & Steady In May

The nation's home builders continue to maintain the high level of confidence that they have expressed for more than 16 months, according to the latest National Association of Home Builders/Wells Fargo Housing Market Index (HMI) released on May 16.

Robust buyer demand for new single-family homes, brought on by continued low mortgage rates and an improving job market, nudged builder confidence up three points to 70 on a seasonally adjusted annual basis, close to the high side of the strong 67-71 confidence range

Housing Market Index 2004-05 (HMI)												
The HMI is a weighted, seasonally adjusted statistic derived from ratings for present single family sales, single family sales in the next 6 months and buyers traffic. The first two components are measured on a scale of "good" "fair" and "poor," and the last one is measured on a scale of "high," "average" and "low." A rating of 50 indicates that the number of positive or good responses received from the builders is about the same as the number of negative or poor responses. Ratings higher than 50 indicate more positive or good responses.												
June	July	Aug	Sept	Oct	Nov	Dec	Jan05	Feb	Mar	Apr	May	
68	67	70	67	69	70	71	70	69	70	67	70	

Source: National Association of Home Builders



Tips & Techniques provided by *Fine Homebuilding*.

that builders have held for more than a year.

"Builders have seen an uptick in traffic and sales brought on by improving economic conditions and mortgage rates that continue to remain at affordable levels. They have confidence in the overall housing market and expect sales to stay strong for the next six months," said NAHB President Dave Wilson, a custom home builder from Ketchum, Idaho.

"Builders obviously continue to see strong buyer demand for single-family homes," said NAHB Chief Economist David Seiders. "With unsold inventories in good shape, housing starts should be solid in coming months." [SOURCE: NAHB Press Release, May 16, 2005, [www.nahb.org](http://www.nahb.org)]

### SWP Wall Sheathing Reduces Callbacks, Builders Report

Some 60 percent of builders who fully sheath walls with structural wood panels believe doing so can contribute significantly to reducing customer callbacks, according to a study completed recently for APA - The Engineered Wood Association by the National Association of Home Builders Research Center. The study, based on a survey of builders throughout the nation, reinforces an APA marketing strategy built around the long-term performance advantages of plywood and OSB wall sheathing. Survey respondents indicated they believe structural wood panel wall sheathing reduces callbacks of various kinds, including especially drywall and stucco cracking. Some 88 percent of respondents who fully sheath their homes indicated racking strength under high wind and seismic loads is a distinct advantage of structural wood panel wall sheathing, and about two-thirds said plywood and OSB wall sheathing reduces building code problems. [SOURCE: APA web site, [www.apawood.org/mgt\\_rpt/story.cfm?storyid=59](http://www.apawood.org/mgt_rpt/story.cfm?storyid=59)]

### NAHB Releases New Version of Award-Winning Teaching CD-ROM

Educators from across the country are getting their wish this spring as the National Association of Home Builders (NAHB) launches the new, much anticipated, Network Version 2.0 of the innovative home building program, Building Homes of Our Own. Akin to "SIM City," Building Homes of Our Own uses home building to teach key concepts in middle and high school math, science, civics, technology and language arts classes. Already reaching more than 1.2 million students and teachers nationwide, the new network version permits users to save unlimited sessions to a network drive, allowing greater flexibility in the school network environment.

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unprecedented," said NAHB president Dave Wilson, a custom home builder from Ketchum, Idaho. "Launching Version 2.0 reaffirms our commitment to providing leading-edge teaching resources to our communities and gives teachers the new version they've been asking us for."

Building Homes of Our Own also introduces students to the basics of homeownership, industry careers and financial responsibility as well as motivates students using interactive gaming technology to teach key concepts in traditional subjects. "The program is so popular that students regularly contact us for a program to use at home," Wilson added. [SOURCE: NAHB Press Release, May 11, 2005, [www.nahb.org](http://www.nahb.org)] **SBC**

Email ideas for this department to [builderbanter@sbcmag.info](mailto:builderbanter@sbcmag.info).





## Adventures in Advocacy

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### Backyard Advocacy

by Sean D. Shields

At this point, if you read the rest of the articles found in this spot, you've been exposed to a lot of big-picture, national aspects of U.S. governance. This was, for the most part, necessary because many of the issues affecting your business environment start at the federal level. The President, Congress, the Bureaucracy, the Courts: these are the "institutions" that govern taxes, trade, workplace safety, labor laws, litigation, immigration...well, you get the picture. However, the other essential aspect of governance in this country, found in your very "backyard," is state government.

Now, depending on where you're reading this, your state government may trace its roots farther back than the birth of this country (that's you, Virginia, Maryland and Massachusetts). For others, (stand up and be proud, Texas, California and New York), your state government has a legitimate claim that it runs an entire country on its own. With the prominence of state's rights throughout the founding documents of our nation, not to mention within its very name (United States), it is no wonder that state governments take their responsibilities of governance very seriously.

As you know, government on the state level mirrors the federal model quite closely in almost every case. States have three branches: a Governor (executive), a Legislature (two houses, except for Nebraska), and a Judiciary (court system), each with certain checks and balances over the other to distribute power. The advantage with this system, compared to the federal, is it is generally easier to understand, more accessible, and, most importantly, more receptive and responsive to your needs. States also have their own, locally-grown bureaucracy to contend with, but, except for the three huge states mentioned above they hopefully aren't as mired in red tape and regulation.

What this means is that you can likely be more effective at advocating on behalf of your business and your industry in the halls of your state capitol than anywhere else. This isn't an insignificant fact, given the issues that affect you on the state level can include various building and transportation permit requirements, building codes, fire codes, employee health insurance costs, commercial property taxes, and construction defect liability. Particularly in the realm of permits and codes, you know that an unfavorable regulation or ruling can cause a bigger headache than what the feds normally throw at you.

Fortunately, not only do you have the staff at WTCA headquarters to help you advocate your local lawmaker for favorable legislation and regulation, you also have a band of concerned and committed colleagues to help—your local WTCA Chapter. Your chapter probably has

some history in advocating changes in regulations and educating elected officials and the public about the structural building components industry. There is no better organization to turn to in a time of need.

In addition, WTCA has recently partnered with the American Legislative Exchange Council (ALEC), a non-profit trade association. With more than 2,400 members, ALEC is the nation's largest bipartisan, individual membership association of state legislators. ALEC is well known for its practice of drafting model legislation to address policy issues facing various states, which ALEC members then use to create their own bill to sponsor in their state legislature. This method of model legislation has proven very successful, and through its new partnership with ALEC, WTCA will endeavor to address transportation permit, building code and workforce issues currently challenging our industry. (See page 34 for more information.)

In state advocacy, it must be acknowledged that there is an inherent contradiction. On one hand, it is difficult to rally a group of local component manufacturers to a cause when it isn't burning hot and causing clear cash flow problems. On the other hand, the simplest way to be effective, and avoid such costly concerns, is through proactive advocacy. This means anticipating a potential problem long before it becomes law. It is always much, much easier to prevent a measure from passing than to try to overturn it once it's in statute.

I'll give you a recent example to prove it. The Iowa Truss Manufacturers Association (ITMA) recently invited some state lawmakers to attend a quarterly meeting. ITMA focused part of the discussion on a bill creating a State Fire Code Advisory Board and raised their concerns over the fact that the truss industry did not have a voice on the board. Fortunately, the bill was currently up for debate on the Senate floor, and one of the senators in attendance volunteered to offer an amendment that would add a truss industry representative to the board.

Ultimately, as a consequence of this discussion, the senator was successful with his amendment. When the bill finally passed out of the Iowa Senate, the truss industry had a seat on this very important board, hopefully avoiding potentially unfavorable fire code recommendations.

You're probably used to hearing this statement in a different context, but no problem is too big or too small to bring to your fellow manufacturers at your local chapter. In case you don't live in one of the 37 states currently represented by a WTCA Chapter, and you have a "backyard" issue that needs to be addressed, call WTCA—we'll be glad to help. **SBC**

# Product Showcase



## Hi Speed Linear Saw

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2



3



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- ▶ Roll-Offs 32'-48' with or without sliding tandems.
- ▶ Stretch Trailers 36'-51', 42'-60' & 48'-70' with sliding tandems.
- ▶ Controllable Roll-Offs for damage-free delivery of panels, trusses & home packages
- ▶ Mini-Stretchers 30'-45', 35'-50' ideal to pull with 1-ton trucks. U.S. Patent Nos. 4,750,785; 5,017,081; 5,388,935; 5,478,190; Can. Patent Nos. 1,301,209
- ▶ JDH Trussmaster Side-Offloading Models to reduce wide loads.

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—Pat McGowan, Vice President of Operations, Brunzell Lumber & Millwork, Madison, WI

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## Chapter Corner

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



### Chapter Spotlight

#### The Capital Area Chapter & the WTCA/Frush Ideas Seminar

by Anna L. Stamm

This spring, the Wood Truss Council of the Capital Area sponsored a brand new workshop for component manufacturers—the WTCA/Frush Ideas Workers' Compensation Seminar. Delivered by Nancy Frush of Frush Ideas, this one-day workshop provided valuable information on reducing risks and controlling costs. The chapter members attending the seminar learned strategies to reduce workers compensation costs, approaches to drastically reduce work time lost due to injury, techniques to allow productivity to soar and ways to maximize workers' potential.

The workshop evaluations could not be clearer—the new seminar is a hit! When it came to rating content, helpfulness and speaker effectiveness, all attendees responded “excellent.” Rating handout materials, a few attendees checked “good” but the majority checked “excellent” there as well. Furthermore, the evaluation comments noted Nancy's “great energy, knowledge and enthusiasm” and how “everything was helpful.”

With this terrific response, it is clear that we will be scheduling more WTCA/Frush Ideas Workers' Compensation Seminars in the months to come. Just let us know if your chapter would like to sponsor a workshop and we will handle the rest! **SBC**

### Chapter Highlights

#### Alabama Component Manufacturers Association

At the Alabama Chapter's April meeting, Chapter President Michael Balliet delivered a dry run of “Truss Inspection Checklist,” the WTCA Truss Technology Workshop program that he was using for his session on “Wood Trusses: What Building Officials Need to Know” at the Code Officials Association of Alabama (COAA) Annual Educational Conference being held the following week. His presentation emphasized that all manufacturers should be able to explain how to inspect a truss. “All members should work toward developing better relationships with their local building and fire officials,” Michael stated. “Anyone could give this presentation to building officials in their areas because it is one of the easiest and best ways to educate the market and show them that components, not stick framing, are the future of framing.” Chapter members agreed to purchase a projector as an investment in the ability to provide future presentations at a moment's notice.

#### Georgia Component Manufacturers Association

The Georgia Chapter held two events in April. First was the quarterly chapter meeting in Buford, GA on April 19. The guest presenter was Larry Marler, Construction Suppliers Association. Larry reviewed and updated chapter members on workers compensation, including controlling workers compensation costs, customer contracts vs. workers compensation, waiver of subrogation-worker's compensation policies, promoting a safe and healthy workplace, and implementing a manageable workers compensation program. Then on April 23, Truss Systems in Oxford, GA hosted the chapter's annual driver training seminar. The chapter's most popular program, this half-day training was taught by instructors from the Georgia Department of Motor Vehicle Safety. Certificates of participation were distributed to all attendees following the seminar.

#### Iowa Truss Manufacturers Association

The Iowa Truss Manufacturers Association's (ITMA) Education Committee presented a Truss Technology Workshop to Professor Jay Harmon's Ag Structures Class on March 1, at Iowa State University in Ames, IA. Workshop topics included industry recommendations on the agricultural truss design process, truss systems behavior under load conditions and industry recommendations on proper truss handling, installation and bracing techniques. PowerPoint® presentation materials and a scale model truss system from WTCA were used as resource materials for the Workshop. Professor Harmon and 20 students attended the event. Favorable Workshop evaluations were received as follows: workshop content = 50% excellent, 50% good; workshop presentation = 51% excellent, 49% good; questions answered = 100% Yes. Certificates of attendance and a cover letter were sent to each Workshop attendee and their names were added to ITMA's growing database of those who have been educated. ITMA Education Committee members who presented the Workshop were: Andy Green from Cascade Mfg Co, Norm McKenna from MiTek Industries, Rick Parrino from Plum Building Systems and Wes Parker from Roberts & Dybdahl.

#### North Florida Component Manufacturers Association

The North Florida Chapter's April meeting featured a roundtable discussion on the issues affecting members. Earlier that day, Barry Dixon of True House, Michael Kozlowski of Apex Technology, Chris Rizer of Builders FirstSource and Kirk Grundahl of WTCA staff met with Tom Goldsbury of the City of Jacksonville to discuss the electronic seals and signatures beta test site, so this update was high on the meeting agenda. The Florida Building Code was discussed with reference to a State By State Update from WTCA which pointed out that different interpretations and enforcements of the bottom chord live load provisions were cropping up around the state. Following up on the January meeting, chapter members returned to the plans and progress being made to prepare information on crane erection techniques. This tied into work by WTCA in the loading, transporting, unloading and installation arena,

and all agreed it fit in well with the goal of educating builders, framers and crane operators so that everyone could work from the same set of standards and expectations. Also given was an update on The Load Guide (TLG): Guide to Good Practice for Specifying & Applying Loads to Structural Building Components. The next chapter meeting will feature education and be held on July 21.

#### Northwest Truss Fabricators Association

The Northwest Chapter elected new officers this spring. Jeff Vanderpol of Vanderpol Building Components was elected President and Jack Louws of Louws Truss moved into the Past President position. Dave Houchin of Lumbermen's Truss-Span is incoming Vice President and David Motter of Tri-County Truss will remain Treasurer. The Board Members at large are Dan Tyrrell of Tyrrell Engineering, Stan Dickhoff of Truss Components of Washington, Roy Schiferl of Woodinville Lumber, Rudy Pierce of MiTek and John Keenan of Louws Truss. The next chapter event will be the Annual Golf Tournament on July 12 and the Hole in One prize will be a truck.

#### South Florida Truss & Component Manufacturers Association

The South Florida Chapter's March meeting opened with a report from Chapter President Perky Becht on the February 2005 WTCA Open Quarterly Meeting in Atlanta. Items of special interest for SFTCMA members were Perky Becht's election to the WTCA Board of Directors and Bob Becht's election as 2005-2006 WTCA Secretary. This means Bob will be WTCA President in 2007-2008. He will be the third SFTCMA President to go on to be WTCA President, John Herring and Mike Ruede being the previous two. Suzi Grundahl of WTCA staff gave an update from WTCA including the latest news on BCSI, Truss Knowledge Online, Work Force Development and Operation Safety. Suzi and Perky had met with Safety Council of the Palm Beaches to propose working together on our Operation Safety program, and this cooperation could go nationwide. Next, Andy McCullough and Clancy Nowak of RiJid Truss gave a presentation on their revolutionary truss-hoisting tool. They showed samples of their product and a video of 72' trusses that were hoisted using the tool the same day as the meeting. Everyone was very impressed with the RiJid Truss system. Following the presentation, Joe Lawson presented the fax from Roland Holt of the Palm Beach County Building Department on bottom chord loads and lateral loads. Discussion by the chapter members confirmed they are applying a 10 psf live load on the bottom chord of trusses in Palm Beach County. The majority of the discussion concerned lateral loads. The fax says that lateral loads must be submitted and that a \$75 fee will be added for inspecting toenailing. Joe spoke with Roland Holt and determined that neither item concerned truss plants. The lateral loads must be supplied by the building designer/engineer of record. The toenailing in question refers to lateral bracing between truss heels to resist

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At the March SFTCMA meeting, Clancy Nowak explains RiJid Truss to Jim Nick of Carpenter Contractors of America, Jim White of TJ Truss Corp. and Tom Stafford of Stafford Inspection.

Continued on page 78



lateral loads. If truss plant customers request lateral loads, chapter members will tell them that lateral loads are the responsibility of the engineer of record.

Southern Nevada Component Manufacturers Association

The Southern Nevada Chapter held its spring meeting on April 21. The Chapter's Code Compliance Committee informed members that the City of Las Vegas is requiring sealed placement plans if a hanger connection schedule is present. Rich Menge and Bill Bolduc planned to schedule a meeting with Ron Clark from the City of Las Vegas to discuss this issue. Members decided to remove any hanger schedule from the layout and use sealed design and/or a separate sealed hanger schedule. The Code Committee reported that a first draft of the combined efforts of SNCMA and SEASON (Structural Engineers Association) will be done shortly. The draft is comprised of descriptions of general practices along with areas of responsibility for the truss designer and engineer of record that will satisfy local municipal requirements and IBC 2003 and ANSI/TPI 1-2002.

The guest speaker was Sean Shields of WTCA staff. In addition to an update on news from WTCA, Sean focused on the Operation Safety program. Chapter President Glenn McClendon gave the program high marks too since his company, Sun State Components, has been very happy with it. Under new business, President McClendon distributed two documents from the local drywall association (DCAN). They have asked SNCMA to review and approve "Guidelines for One Time Crack Repair" and "Drywall Shoring and Stacking." Members felt this was

outside of WTCA guidelines. SNCMA will respond with a written letter politely declining DCAN's invitation. The Code Committee, however, will update the chapter's letter on Drywall Loading. The next chapter meeting will be held on July 21.

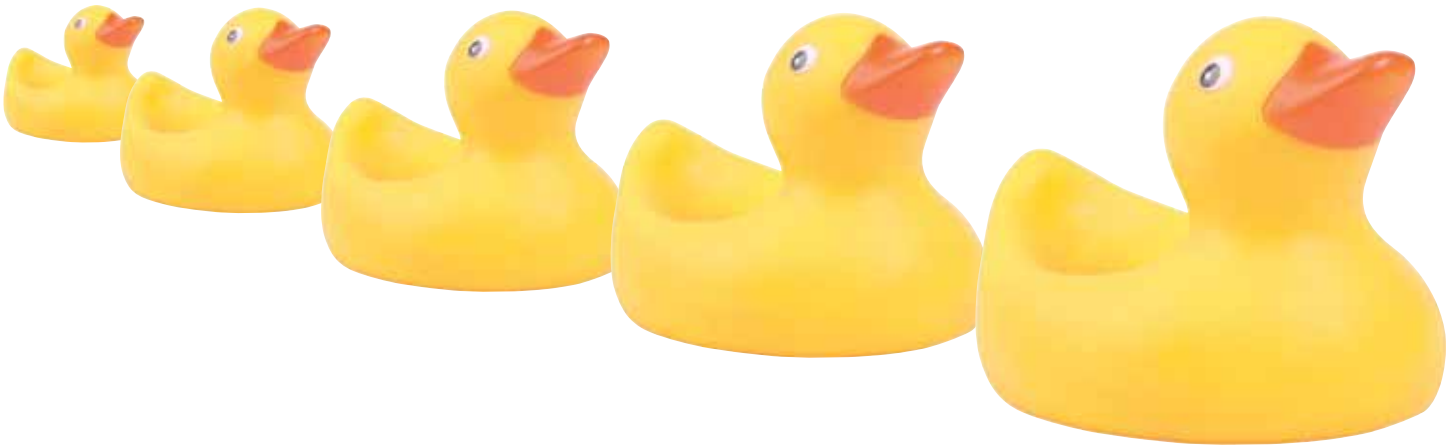
Tennessee Truss Manufacturers Association

The Tennessee Chapter held its spring quarterly meeting on April 19. Gaby Redwanly, Chief Engineer for MiTek Industries, delivered a presentation on the I-Codes. Since Tennessee has not adopted the IBC and IRC yet, chapter members were very interested to hear how the I-Codes will affect the way they conduct business. Gaby covered the new loading information in depth and explained many of the technical ramifications. The chapter thanks him for an impressive presentation. The next chapter meeting will be held on July 19 in Morristown and will include the annual golf tournament.

Truss Manufacturers Association of Texas

The Texas Chapter held its first of two golf tournaments this year at the Texas Star Golf Course in Euless, near the Dallas/Forth Worth Airport. Once again, it was a great day for golf and members enjoyed the opportunity to socialize and compete. At the morning Board meeting, Pete Manley stepped down as Chapter Secretary and was replaced by Shaun Allen. The Board agreed to donate \$1000 to the Carbeck Structural Components Institute. The Chapter also may purchase copies of the *Metal Plate Connected Wood Truss Handbook* for all of its members. At the meeting following the golf tournament, Brad Morris and Gary Obudzinski from Truswal Systems Corporation spoke on the IBC/IRC 2003 Codes and their impact on trusses in Texas. They covered the ANSI/TPI 1-2002 load changes and the effect on lumber and plates,

Continued on page 80



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—Brad Black, V.P. Engineering, Rogers Manufacturing Corp.

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## Chapter Corner

Continued from page 78

and examples of joint QC details were distributed. The location of the June 16 meeting was changed to San Antonio.

### Wisconsin Truss Manufacturers Association

This spring, members of the Wisconsin Chapter were able to participate in a local Habitat for Humanity project. The Beloit College Turtle Shell project team received donated trusses from Nelson Truss, Inc. for its Habitat For Humanity house being built in Beloit, WI. The Turtle Shell project consists of all Beloit College students who volunteer to raise money, design, coordinate and manage the construction of an HFH home for a local needy family. Construction of the house began in April and will continue through the rest of this year. By April of 2006, the Beloit College Turtle Shell project team hopes to have a deserving family in their new home.

### Wood Truss Council of the Capital Area

In April, the Capital Area Chapter kicked off its quarterly meeting with the WTCA/Frush Ideas Workers' Compensation Seminar (see Chapter Spotlight on pg 76). Following the daylong workshop, the chapter asked Nancy Frush to stay on and address the dinner meeting too. Since Nancy was scheduled to be a keynote speaker at the Region III Annual OSHA VPPP Conference in Ocean City, MD in July, the members were interested to hear some of the highlights from her presentation and learn ways to reduce risks, control costs, and maximize their greatest resource, people. The chapter thanks Nancy for an excellent day. The next chapter meeting will be combined with a Baltimore Orioles game on August 1—seats are limited, so let us know immediately if you would like to attend.

## WTCA-New York

The New York Chapter welcomed two guest speakers at its April meeting. Bret Fogtman, Fire Treated Lumber Specialist from Biewer Lumber, spoke on his company's use of Dricon Fire Retardant Treated Wood. With the escalating cost of steel, he explained the sales opportunities that exist with this product as well as addressed handling, corrosion and legal issues. Ron Coons, Safety Manager at Northeast Panel & Truss, gave a short presentation on new DOT cargo securement regulations. These new state regulations had implications for members' businesses, and discussion centered on how members were affected as well as how they may be able to respond to the implementation of the regulations. The meeting also featured an update on the various code meetings occurring in the state. Chapter President Bruce Hutchins attended the January 27 NYSBA Code Committee meeting and both Bruce and Kirk Grundahl of WTCA attended the March 29 State Code Council meeting. Our change proposals addressed the truss ban in East Hills and building code revisions affecting story height, uniformly distributed live loads, truss to wall connections, and building labeling. Chapter members reviewed what happened at the meetings and where the chapter would direct its energies next. The chapter continued to work with Ray Andrews, Assistant Director for Code Development, Department of State—Codes Division, throughout the spring on these code change issues. **SBC**

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



## Calendar of Events

Check out WTCA's web site at [www.woodtruss.com](http://www.woodtruss.com) for the most current calendar information.

### June

- **15:** Wood Truss Council of North Carolina (WTCNC) Chapter Meeting. For more information, contact Anna at WTCA-National, 608/310-6719 or [astamm@qualtim.com](mailto:astamm@qualtim.com).
- **16:** South Florida Truss & Component Manufacturers Association (SFTCMA) Chapter Meeting. For more information, contact Chapter President Perky Becht at 772/465-2012 or [perky@chamberstruss.com](mailto:perky@chamberstruss.com).
- **16:** Truss Manufacturers Association of Texas (TMAT) Chapter Meeting, Houston, TX. For more information, contact Anna at WTCA-National, 608/310-6719 or [astamm@qualtim.com](mailto:astamm@qualtim.com).
- **21:** Southern Forest Products Association (SFPA) 2005 Mid-Year Meeting, Omni Hotel at CNN Center, Atlanta, GA. Extend your stay and attend EXPO 2005, which will immediately follow this meeting. For more information call SFPA's Tami Kessler at 504/443-4464 ext. 222.
- **23-25:** Forest Products Machinery & Equipment Exposition (EXPO 2005), Georgia World Congress Center, Atlanta, GA. Detailed information about the show is available at [www.sfpa.org/expo](http://www.sfpa.org/expo).

### July

- **12:** Georgia Component Manufacturers Association (GCMA) Chapter Meeting. For more information, contact Chapter President Bob Burkett at 770/534-0364 or [bob.burkett@gamtrn.com](mailto:bob.burkett@gamtrn.com).
- **12:** Northwest Truss Fabricators Association (NWTF) Chapter Meeting and Golf Tournament. For more information, email Laurie Motter at [ldmotter@juno.com](mailto:ldmotter@juno.com).
- **13:** Chapter Teleconference. For more information, contact Anna at WTCA-National, 608/310-6719 or [astamm@qualtim.com](mailto:astamm@qualtim.com).
- **13:** Southwest Florida Truss Manufacturers Association (SWFTMA) Chapter Meeting. For more information, contact Chapter President Jim Swain at 239/437-1100 or [jimsw@carpentercontractors.com](mailto:jimsw@carpentercontractors.com).
- **14:** Alabama Component Manufacturers Association (ACMA) Chapter Meeting. For more information, contact Dani at WTCA-National, 608/310-6735 or [dbothun@qualtim.com](mailto:dbothun@qualtim.com).
- **19:** Central Florida Component Manufacturers Association (CFCMA) Chapter Meeting. For more information, contact Chapter President Chuck Stillwaggon at 352/343-0680 or [chuck@casmin.com](mailto:chuck@casmin.com).
- **19:** Tennessee Truss Manufacturers Association (TTMA) Chapter Meeting. For more information, contact Chapter President Jerry Robertson at 931/645-3324 or [orgaintruss@earthlink.net](mailto:orgaintruss@earthlink.net).
- **20:** South Florida Truss & Component Manufacturers Association (SFTCMA) 7th Annual Golf Tournament and Chapter Meeting, PGA Golf Club, North Course (designed by Tom Fazzio), Port St. Lucie, FL. Tee off at 7 am. For more information, contact Chapter President Perky Becht at 772/465-2012 or [perky@chamberstruss.com](mailto:perky@chamberstruss.com).
- **20:** WTCA-Arizona Chapter Meeting. For more information, contact Chapter President Terry Lillard at 623/584-8151 or [tsl@sunstateaz.com](mailto:tsl@sunstateaz.com).
- **20:** WTCA-Northeast Chapter Meeting. Holiday Inn, Worcester, MA. For more information, contact Anna at WTCA-National, 608/310-6719 or [astamm@qualtim.com](mailto:astamm@qualtim.com).

- **21:** North Florida Component Manufacturers Association (NFCMA) Chapter Meeting. Embassy Suites, Jacksonville, FL. For more information, contact Anna at WTCA-National, 608/310-6719 or [astamm@qualtim.com](mailto:astamm@qualtim.com).
- **21:** Southern Nevada Component Manufacturers Association (SNCMA) Chapter Meeting. Memphis Championship Barbecue at the Santa Fe Hotel & Casino, Las Vegas, NV, noon. For more information, contact Anna at WTCA-National, 608/310-6719 or [astamm@qualtim.com](mailto:astamm@qualtim.com).
- **21:** WTCA-New York Chapter Meeting. NRLA Educational Center, Rensselaer, NY. For more information, contact Anna at WTCA-National, 608/310-6719 or [astamm@qualtim.com](mailto:astamm@qualtim.com).

### August

- **1:** Wood Truss Council of the Capital Area (WTCCA) Chapter Meeting and Orioles Game. For more information, contact Anna at WTCA-National, 608/310-6719 or [astamm@qualtim.com](mailto:astamm@qualtim.com).
- **4:** West Florida Truss Association Chapter (WFTA) Meeting. For more information, contact Chapter President Rick Cashman at 727/585-2067 or [rcashman@ffptruss.com](mailto:rcashman@ffptruss.com).
- **10:** Chapter Teleconference. For more information, contact Anna at WTCA-National, 608/310-6719 or [astamm@qualtim.com](mailto:astamm@qualtim.com).
- **10:** Southwest Florida Truss Manufacturers Association (SWFTMA) Chapter Meeting. For more information, contact Chapter President Jim Swain at 239/437-1100 or [jimsw@carpentercontractors.com](mailto:jimsw@carpentercontractors.com).
- **11:** Wisconsin Truss Manufacturers Association (WTMA) Chapter Meeting. For more information, contact Chapter President Gene Geurts at 920/336-9400 or [ggeurts@richcostr.com](mailto:ggeurts@richcostr.com).
- **17-19:** WTCA Open Quarterly Meeting, Hyatt Regency Denver, Denver, CO. All are welcome to attend. For more information, contact staff at 608/284-4849 or visit [www.woodtruss.com](http://www.woodtruss.com).
- **18:** Minnesota Truss Manufacturers Association (MTMA) Chapter Meeting. For more information, contact Chapter President Jim Scheible at 763/675-7376 or [jim\\_scheible@trussabc.com](mailto:jim_scheible@trussabc.com).
- **26:** WTCA-Kentucky Chapter Meeting. Tentative Date. For more information, contact Anna at WTCA-National, 608/310-6719 or [astamm@qualtim.com](mailto:astamm@qualtim.com).
- **30:** CalESCA-South Chapter Meeting, 3:00-6:00 pm, The Mission Inn, Riverside, CA. For more information, contact Anna at WTCA-National, 608/310-6719 or [astamm@qualtim.com](mailto:astamm@qualtim.com).
- **31:** CalESCA-North Chapter Meeting. For more information, contact Anna at WTCA-National, 608/310-6719 or [astamm@qualtim.com](mailto:astamm@qualtim.com).

### September

- **6:** WTCA-Illinois Chapter Meeting. For more information, contact Dani at WTCA-National, 608/310-6735 or [dbothun@qualtim.com](mailto:dbothun@qualtim.com).
- **8:** Missouri Truss Fabricators Association (MTFA) Chapter Meeting. For more information, contact Dani at WTCA-National, 608/310-6735 or [dbothun@qualtim.com](mailto:dbothun@qualtim.com). **SBC**

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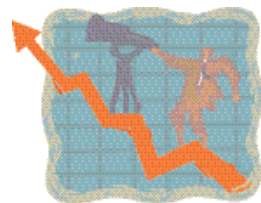
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# Industry News & Data

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## Consumer Price Index

[an index measuring the change in the cost of typical wage-earner purchases of goods and services expressed as a percentage of the cost of these same goods and services in some base period - called also cost-of-living index]

Expenditure Category	Changes from Preceding Mo.			Compound annual rate 3-mo. ended Apr 05
	Feb	Mar	Apr	
All Items	.4	.6	.5	6.2
All Items Less Food & Energy	.3	.4	.0	2.6

Source: Bureau of Labor Statistics

## Unemployment Rate

Jan	5.2%
Feb	5.4%
Mar	5.2%
Apr	5.2%

Source: Bureau of Labor Statistics

## Producer Price Index - Customized Industry Data

An inflationary indicator published by the U.S. Bureau of Labor Statistics to evaluate wholesale price levels in the economy.

Engineered Wood Mem. (wct, truss) Mfg.	Feb	Mar	Apr	Truss Mfg.	Feb	Mar	Apr
Eng. Wood Mem.	118.2(P)	119.0(P)	123.2(P)	Truss Mfg.	116.9(P)	117.6(P)	119.0(P)
LVL	119.0(P)	119.0(P)	126.5(P)	Wood Trusses	113.9(P)	114.7(P)	116.1(P)
Other	116.2(P)	119.4(P)	122.6(P)	Primary Products	113.9(P)	114.7(P)	116.1(P)
		(P) = preliminary		Secondary Products	110.8(P)	113.7(P)	114.0(P)

Source: Bureau of Labor Statistics

## Producer Price Index General

% changes in selected stage-of-processing price indexes

Month	Total	Ex. Food & Energy
Jan	0.1(r)	0.7(r)
Feb	0.4	0.1
Mar	0.7	0.1
Apr	0.6	0.3

Source: Bureau of Labor Statistics

## U.S. Prime Rate

Month	2005	2004	2003
Jan 1	5.25%	4.00%	4.25%
Feb 1	5.25%	4.00%	4.25%
Mar 1	5.50%	4.00%	4.25%
Apr 1	5.75%	4.00%	4.25%
May 1	5.75%	4.00%	4.25%

Source: Federal Reserve Board

## Consumer Confidence Index

The Consumer Confidence Index is a measure of consumer optimism toward current economic conditions. The consumer confidence index was arbitrarily set at 100 in 1985 and is adjusted monthly on the basis of a survey of consumers.

The index considers consumer opinion on both current conditions (40%) and future expectations (60%).

Sept	Oct	Nov	Dec	Jan05	Feb	Mar	Apr	% Change
96.7	92.9	90.5	102.7	105.1	104.4	103.0(r)	97.7	-5.1%

Source: [www.consumerresearchcenter.org](http://www.consumerresearchcenter.org)

## APRIL 2005 ISM BUSINESS SURVEY AT A GLANCE

	Series Index	Direction Apr vs Mar	Rate of Change Apr vs Mar
ISM Manufacturing Index (formerly PMI)	53.3	Growing	Slower
New Orders	53.7	Growing	Slower
Production	56.7	Growing	Faster
Employment	52.3	Growing	Slower
Supplier Deliveries	51.5	Slowing	Slower
Inventories	47.9	Contracting	From Growing
Customers' Inventories	41.5	Contracting	Faster
Prices	71.0	Increasing	Slower
Backlog of Orders	53.0	Growing	Slower
Exports	57.2	Growing	Faster
Imports	56.7	Growing	Slower

For an in-depth explanation of this summary, go to [www.ism.ws/ISMReport/ROB052005.cfm](http://www.ism.ws/ISMReport/ROB052005.cfm).

## Industrial Production Index

The industrial production (IP) index measures the change in output in U.S. manufacturing, mining, and electric and gas utilities. Output refers to the physical quantity of items produced, unlike sales value which combines quantity and price. The index covers the production of goods and power for domestic sales in the United States and for export. It excludes production in the agriculture, construction, transportation, communication, trade, finance, and service industries; government output, and imports. The IP index is developed by weighting each component according to its relative importance in the base period. The information for weights is obtained from the value added measures of production in the economic censuses of manufacturing and minerals industries, and from value added information for the utility industries in Internal Revenue Service statistics of income data. The weights are updated at five-year intervals to coincide with the economic censuses. The current index base year is 1992. (r= revised)

	Jan	Feb	Mar	Apr
Industrial Production Total Index (% change)	-0.1(r)	0.5(r)	0.1(r)	-0.2
Capacity Utilization Total Industry (%)	79.1(r)	79.4(r)	79.4	79.2

Source: Federal Reserve Board

## Announcements

### ICC TO GUIDE MEXICAN CODES & STANDARDS UPDATE

The International Code Council (ICC) has signed an agreement with Mexico's National Commission of Housing Development to help the country's government develop a residential building code. The I-Codes that have been developed by the ICC will provide a guide for the creation of new codes and standards in Mexico.

"The Mexican government has a long-term plan to update its construction standards to include the safest techniques, materials and technologies," said James Lee Witt, the ICC's chief executive officer and a former director of the Federal Emergency Management Agency.

Witt added that the I-Codes, which are already enforced in thousands of U.S. jurisdictions, will provide residents of Mexico with "safe, affordable and comfortable housing."

Carlos Gutierrez Ruiz, the national commissioner of Housing Development for Mexico, said the agreement would help promote quality and safety in Mexico's residential buildings and will help support efforts to bolster the nation's housing supply under the government's Housing Sector Program.

The agreement was signed during the ICC's observance of Building Safety Week on May 8-14, which encouraged building departments across America and around the world to promote the use, enforcement and importance of building safety and fire prevention codes.



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*For more information about SCDA membership, visit [www.scda.info](http://www.scda.info).*

Rita Feinberg, NAHB's international executive director, attended the signing of the agreement. NAHB works closely with CONAFOVI on various efforts established in collaboration with Mexico's housing sector under the Department of Commerce-supported Access Mexico initiative. [SOURCE: *Nation's Building News*, May 16, 2005, [www.nbnnews.com](http://www.nbnnews.com)]

## Announcements

### LACEY-HARMER OPENS NEW WAREHOUSE

Lacey-Harmer Company recently announced the opening of their new warehouse facility in Shreveport, LA. The new warehouse will serve customers in the Southeast region of the

United States, and began shipping June 6. For more information, go to [www.sbcmag.info/laceyharmer.htm](http://www.sbcmag.info/laceyharmer.htm).

### SIMPSON STRONG-TIE LAUNCHES NEW PRODUCT INSTALLATION TRAINING

Simpson Strong-Tie has released its second training kit for builders and contractors. The training materials, Introduction to Joist and Beam Hangers, recently received National Housing Quality (NHQ) certification from the NAHB Research Center. Provided in both English and Spanish, the new training kit will continue to improve product installation in the field. For more information, go to [www.sbcmag.info/simpson.htm](http://www.sbcmag.info/simpson.htm).

Continued on page 84





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As of May 20, 2005

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## Important Tax Relief for Manufacturers

Continued from page 26

The deduction is voluntary, and in order to qualify you must purchase and put in to service at least \$105,000, but not more than \$420,000, in qualified assets. If you exceed the upper limit, you do not qualify for the program, and must depreciate all of these assets according to their normal schedule. In addition, anything over \$105,000 in assets are depreciated using their normal schedule.

### What Does This All Mean?

It means if you aren't set up to take advantage of these tax code changes for 2005, you need to start! With regard to the new Section 199 deduction opportunity, you will need to create a clear differentiation between your manufacturing-related and other business-related (shipping, distribution, administration, sales, etc.) expenses in order to file for the tax deduction. With respect to the Section 179 deduction, if you're planning on making a major purchase, either in manufacturing equipment or certain other assets, you may want to investigate whether you can split your asset purchases between 2005 and 2006 to remain under the \$420,000 threshold.

For more information on these tax code changes, refer to the **SBC** Legislative web site ([www.sbcleg.com](http://www.sbcleg.com)), and talk to your tax advisers about how you can benefit. **SBC**

*Many thanks to Gary Cassiello from Judelson, Giordano & Siegel P.C., tax accountant for PDJ Components, for his assistance with this information.*

## Industry News

Continued from page 83

### Trends

#### WOOD ENDORSED AS GREEN BUILDING MATERIAL

A new report concludes that wood is one of the most environmentally sensitive materials for home construction because it uses less overall energy than other products, causes fewer air and water impacts and does a better job of the carbon "sequestration" that can help address global warming. This \$1 million study was prepared by the Consortium for Research on Renewable Industrial Materials, a non-profit corporation of 15 research universities. [SOURCE: *Rural Builder*, May 2005]

#### HOUSING MARKET UPDATE

The Canada Mortgage & Housing Corporation (CMHC) and the National Association of Home Builders (NAHB) are predicting continued strength in the housing market. CMHC has reported that the seasonally adjusted annual rate of Canadian housing starts was up 5.5% in April over March. As for April urban starts, it reports the largest increases in the Atlantic provinces and Quebec—up 17.1% and 16.3% respectively, while B.C. starts fell by around 12%. NAHB analysts are predicting a continued healthy yet subdued market through 2006 for the U.S. as a result of ongoing demand. They further predict that growth in the U.S. job market and rising incomes will help sustain economic stability and reduce the negative impact of climbing mortgage rates. [SOURCE: *Market Update*, May 11, 2005] **SBC**

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<b>PFS Corporation</b> Mr. Graham E. McFarland • Olympia, WA • 206/542-9178	<b>Southern Pine Inspection Bureau</b> Mr. Robby Brown • Pensacola, FL • 850/434-2611	<b>Truss Plate Institute</b> Mr. Charles Goehring • Madison, WI • 608/833-5900





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Web site: www.bcmcschow.com

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Web site: www.ipwood.com

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## Southern Pine Council

**Pg: 66** The Southern Pine Council (SPC) is a joint promotional body coordinated and supported by producing members of the Southern Forest Products Association (SFFPA) and the Southeastern Lumber Manufacturers Association (SLMA). Both associations represent manufacturers of Southern Pine lumber. SPC is the leading source of information about Southern Pine products for design-build professionals and consumers.

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## Wood Truss Council of America

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## Parting Shots

Share your stories and photos with us! Send submissions to [partingshots@sbcmag.info](mailto:partingshots@sbcmag.info).



This trussed dome by Sam Yoder & Son, Inc. of Greenwood, DE was recently installed in a single family beachfront home in Rehoboth Beach, DE. Regular customer Bunting Construction encouraged technician Lamar Yoder to "think round" when coming up with a suitable design.

"It took me quite a while to get the proper radius and the exact look that the customer wanted," Yoder commented, adding that there are 24 segments in the top chord. "The installation couldn't have gone smoother," he noted. **SBC**



### Parting Shots Contest Results

Remember this photo from the April issue? We received a number of responses from readers with their thoughts on the state of the trusses in this photograph. **Harold M. Tepper, PE**, of Tepper Associates submitted our winning answer:

"My training and experience tells me that the bottom chords extend into and through the chimney. This is quite obvious because of the cuts made in the course of masonry block directly above the top of the bottom chord and in the course of masonry block directly below the bottom of the bottom chord so that the block could be installed over and around the bottom chord. You can see the mortar surrounding the bottom chord member at the cut. If the bottom chords ended at the face of the masonry block there would not be the need for a mortar joint where the chords intersect the block. There are probably terra-cotta flues that extend upward between the truss bottom chords and have some amount of block between the wood chord and the flue lining."

Photograph contributor **Denny Metiva** of Delta Truss Incorporated had the following comment on Mr. Tepper's answer:

"In this picture, the chords have not been cut yet. The chimney was built around the truss. That is, both the top chord and bottom chord go in one side of the chimney and exit the other side. I had to provide a repair drawing showing how to stub the truss back to the chimney where bearing was provided by the contractor. I congratulate Mr. Tepper for his power of observation!"

Mr. Tepper will receive a copy of the WTCA/TPI publication, *Building Component Safety Information BCSI 1-03: Guide to Good Practice for Handling, Installing and Bracing of Metal Plate Connected Wood Trusses*. Congratulations and thanks to all for your participation!

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