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Editor's Message

Farewell to an Association on the Brink of Evolution

by Kendall Hoyd

WTCA President Kendall Hoyd ends his term as the association is in the midst of significant growth, change and transformation.

Well, that went by fast. My tenure as WTCA president comes to an end about the time you read this. Getting these Editor's Messages written and past my watchful, demanding and, frankly, short-tempered editor has been a challenge of a lifetime, let me tell you.

For the record, the photo that is printed on this page was taken circa 1997. The photo printed in the BCMC Show Guide in this issue is current. What the watchful reader might deduce from looking at my *SBC Magazine* photo (and assuming that I turned in a current photo when I got the president gig), and the BCMC photo—the “after” photo if you will—is that this job is SO hard that it causes your hair to go almost 100 percent gray in less than a year. This is not truly the case, as it was actually a combination of the following: a genetic predisposition, having two teenagers, and being responsible for a truss plant for *eight* years that caused the graying.

If you are responsible for, or involved in, the operation of a truss plant over the next several years, you are going to witness, and hopefully take an active role in, a couple of awesome transformations. First of all, I truly believe that you will see component framing, including pre-fabricated wall panels, continue to grow as a per-

If you are responsible for, or involved in, the operation of a truss plant over the next several years, you are going to witness, and hopefully take an active role in, a couple of awesome transformations.

centage of all framing in this country. As I put forth in a previous installment of this column, there are some far-reaching reasons for and implications of this trend. The bottom line is that we are going to have an opportunity to continue to grow market share by providing cost and time and labor reducing solutions to our customers.

The other significant transformation, and one that the previously mentioned trend will render necessary, is the transformation of the WTCA from an excellent small scale operation to a world-class industry organization that shapes the trends its members face and influences the issues that affect its members' economics. We have steadily grown in effectiveness and credibility over the last 14 years (ever since Qualtim, Inc. took on WTCA's management in July 1992), but the rate and scale of this change will be taking off dramatically over the next few years. Our financial success with BCMC, WTCA publications and other incredibly valuable programs will allow it, and the demands of our industry's growth will demand it.

This might seem a daunting challenge, to successfully navigate that sort of surge in scope and scale, but for the following fact. The WTCA Board of Directors and the staff of the organization are so dedicated, capable and effective that I believe our association is very (and possibly uniquely) able and willing to make that next step. As our industry has grown and changed, and navigated some breathtaking upturns in construction cycles, you have probably learned that when an opportunity such as a spike in market activity presents itself, it takes passionate and committed leadership to make sure that your company grows successfully along with

Continued on page 8

at a glance

- Kendall Hoyd's term as WTCA President is nearly complete.
- A time of transition and growth is upon WTCA.
- Activities such as research and testing, legislative work, participation in building code development, or training program development will increase the efficiency of WTCA members as the industry grows.

Editor's Message

Continued from page 7

the market. Our WTCA leadership is inspiring to me in the commitment and passion they have for the betterment of the industry. Even better, they are very good at what they do, and valuable programs and services are being created at an amazing rate.

Let me broadly quantify what leverage having an effective industry organization provides. Our industry was quantified at \$10 billion dollars annually in an April 2003 study done by the Department of Commerce (visit www.sbcleg.com to read the full report). Given recent construction growth and component market growth, it is probably materially larger than that now, but let's use \$10 billion for a round number. If we were able to increase the market for trusses or other components by *one percent* through association activities, we would be looking at a ONE HUNDRED MILLION dollar increase in total market. At a WTCA Financial Performance Survey estimated eight percent return on sales, that has a value of \$8,000,000 per year—or an average of about \$4,000.00 per year per component manufacturer corporation. Given that the overwhelming majority of component manufacturers—89 percent to be exact—pay \$1400 or less in annual dues, that's pretty good leverage!

If we have enough will and vision as members of this industry, we will see the realization of the continued transformation of WTCA into a world-class organization and the powerful effect that it will have on all of our companies.

If WTCA activities, such as research and testing, legislative work, participation in building code development, or training program development can increase the efficiency (here I am using efficiency in general terms—the amount of work required to transform an input into an output) by *one percent*, the result is a gain of \$100,000,000—yes, that's ONE HUNDRED MILLION dollars—for our industry. If you take your company's share of the \$10 billion dollar component industry and multiply that share times \$100,000,000 (ONE HUNDRED MILLION dollars!), you get an idea what the work of WTCA is worth to you. That's awesome leverage!

This analysis begs two questions. One, are we faced with any issues that affect the efficiency of our industry by one percent or more? And two, are we capable of affecting those issues positively and realizing the gains indicated in the analysis? My assessment is "yes" and "heck yes." If we have enough will and vision as members of this industry, we will see the realization of the continued transformation of WTCA into a world-class organization and the powerful effect that it will have on all of our companies. **SBC**

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

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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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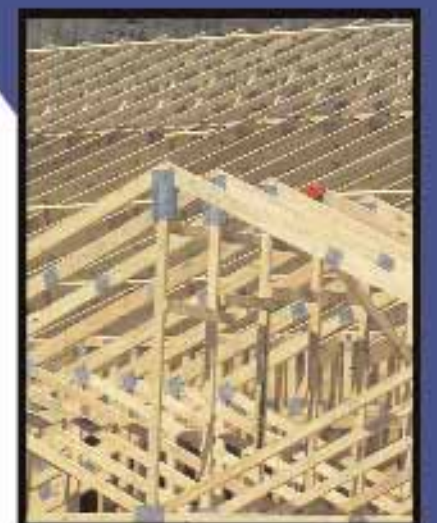


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Publisher's Message

Time Flies When You're Having Fun

by Libby Maurer, SBC Managing Editor

"This time, like all times,
is a very good one, if we but
know what to do with it."

—Ralph Waldo Emerson
US essayist & poet (1803–1882)

Thanks to Kendall Hoyd, I have become known as a slave-driving, ruthless, insensitive editor. While I have been associated with more flattering adjectives in my life, one thing is true: I'll do anything to make this magazine a publication you can't wait to get your hands on nine times a year. With that said, I'd like to announce a very special anniversary that was admittedly discovered by accident: **SBC**—formerly **WOODWORDS**—is celebrating 20 years this fall! I have had the good fortune of working at **SBC** since May 2002. Looking back over the last thirty issues, it is overwhelming for me to reflect on the many changes—both incremental and monumental—that have occurred under my watch, for the enjoyment of its faithful readers and loyal advertisers, and for the ultimate advancement of the industry. I can only imagine what those of you who have witnessed the evolution of this publication over twenty years must remember. We've included a few old covers here to jog your memory.

It is officially BCMC season, and on October 12-14 the show will descend on Milwaukee to celebrate Riding on Tradition & Innovation. As is traditional, this issue of **SBC Magazine** houses the BCMC Show Guide, which is stacked deep with everything you need to know about the show: how to get there, where to stay, a listing of exhibitors, details about specialized component manufacturer-oriented educational sessions and more. Keep your eyes open for a few new things slated for this year's show:

- A loyalty rewards program for returning attendees
- Four component manufacturer-only roundtables (one for each educational session)
- A course on The Load Guide (TLG) scheduled for Tuesday, October 11
- The Sponsor-a-Builder program
- An additional coffee break on Thursday, October 13 at 9 a.m.

One thing about this issue isn't so traditional, however. If you can believe it, the BCMC show will celebrate 25 years this fall, an occurrence that only comes around, well, once every 25 years! This momentous event has given **SBC** staff the unique opportunity to look back at the industry's growth,

progress and change over the span of a quarter century. I encourage you to page through this section to learn about the show's early history and equipment that changed our lives forever, hear from leaders who helped shape the course of history, and read the story of one innovation in particular that we simply couldn't conduct business without.

WTCA Executive Director Kirk Grundahl is the bearer of some exciting news on behalf of the association and on a personal front. WTCA is growing by leaps and bounds, which has enabled the Board of Directors to pass a truss research and testing initiative. Plans are currently underway to set up a full-scale testing facility... and a crib. Check out "Birth & Re-birth: New Life at WTCA" on page 20 for details.

Boozar Lumber's Keith Harris graces us with thoughts on a concept he calls "human capital investment" beginning on page 92 in "The Human Investment: Capitalize on Your Greatest Resource." His point is simple: as component manufacturers dodge the threat of commoditization, perhaps our best defense is a loyal, dedicated, customer service-savvy staff. Harris points out that while we may not be able to afford celebrity-caliber spokespeople or endorsements, we can and should look to employees to brand the company's image. You will find his point of view refreshing if not inspiring.

There is never a shortage of conversation about the shortage of skilled labor in this country. Any way you slice it, there are just not enough skilled truss technicians or production staff. Even worse, there doesn't seem to be a viable short-term solution. WTCA Work Force Development (WFD) staffer Sean Shields has some suggestions in "Winning the Work Force Shortage War" as to why skilled labor is in such short supply and what the industry might do to remedy the problem.

We hope you think this issue is a great way to kick off the BCMC season and that it gets you pumped up for another great show! Cheers to 25 amazing years, BCMC; here's to 25 more. We'll see you in Milwaukee! **SBC**

For more information about BCMC 2005, see the Show Guide starting on page 50 of this issue or visit www.bcmcshow.com.

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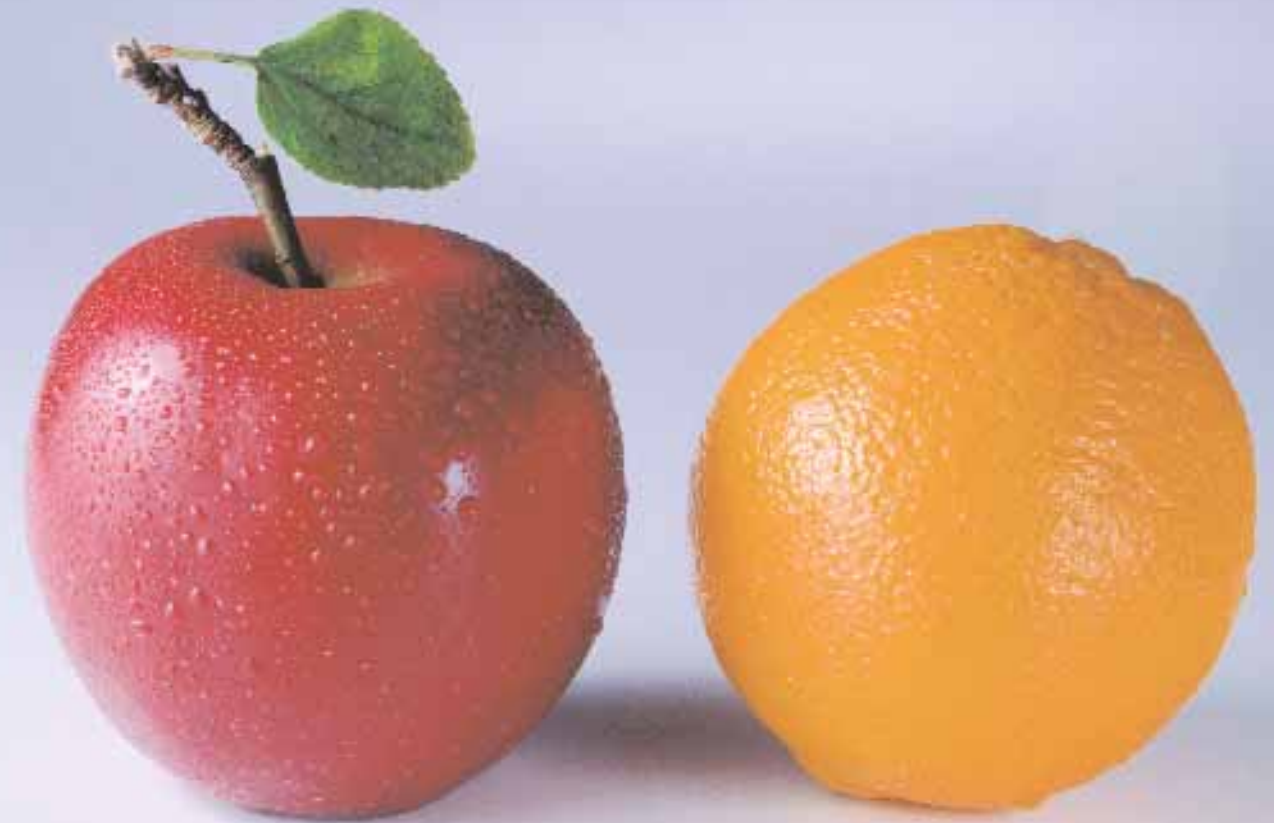
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at a glance

- ❑ This issue of **SBC Magazine** houses the BCMC 2005 Show Guide which includes important information for attendees.
- ❑ We're celebrating two big anniversaries: **SBC's** 20th year and BCMC's 25th year.
- ❑ Don't miss exciting articles about the industry's shortage of skilled labor, a surprising announcement from WTCA's Executive Director, and a personnel management concept called "human capital investment."

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Technical Q & A

Repairs?

Should damaged trusses be replaced completely? Do repairs to damaged trusses impact their structural integrity?

by WTCA Staff

We often receive questions about repairs—more specifically how to repair trusses. Most often these calls are from homeowners wanting to alter configurations. But every once in a while a building official will contact us regarding the validity of a certain repair.

Question

While inspecting the attic of a house, two truss connections have been “fixed” with what appears to be plywood. There is documentation available that this was an engineered repair due to plate damage, but shouldn’t the truss have been replaced once it was damaged? Is this a common repair? Is this “fixed” truss as structurally sound as the original undamaged truss?

Answer

Sophisticated software is used to design metal plate connected wood trusses. The truss is designed to withstand a given load (specified by your building code) and transfer that load throughout the truss members into the bearings which eventually take that load into the foundation. Truss design drawings are included with the truss packages and outline all the forces that are passed through the different members of the truss.

When a truss member is damaged, it can no longer transfer the load and it is passed onto another member to handle. Truss members can quickly become overloaded if a truss is damaged or altered.

If a truss is damaged or altered, it DOES NOT need to be replaced, but it MUST be repaired. It can be repaired in service. Standard repair details are not available to cover every situation because the truss configurations, extent and location of damage, as well as magnitude and direction of forces differ. However, there are typical ways in which a repair is specified.

Truss designers most often specify plywood or OSB gussets over damaged plates or joints; metal nails on plates, lumber scabs or repair frames over broken chords or webs; or truss plates applied by a portable press. The size of the repair and the location and magnitude of the fasteners are what is needed to have engineering applied to it, based upon the loads and forces within the truss members. The *National Design Specification® (NDS) for Wood Construction* published by the American Wood Council is the primary resource for fastener design values. This, along with the NDS Lumber Supplement, which provides the lumber design values, gives the engineering foundation needed to prepare the proper repair details.

If the repair detail is followed exactly, the truss will perform at its maximum capacity. In other words, the truss will be just as strong as any undamaged or unaltered truss. If repaired properly with an engineered repair, the truss will perform as well as it was originally designed.

You can read more about repairs in the **BCSI-B5 Summary Sheet**, which can be viewed or purchased online at: www.woodtruss.com/pubs/b5repair-d. **SBC**

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

at a glance

- ☐ Homeowners and building officials alike often wonder if damaged trusses should be replaced or repaired.
- ☐ If a truss is damaged or altered it does not need to be replaced but it must be repaired.
- ☐ It is important to repair a damaged truss because truss members can quickly become overloaded if a truss is damaged or altered.

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getting behind the wheel
for company travel.



A variety of people at a component manufacturing facility are required to drive as part of their job responsibilities, whether it's their own vehicle or a vehicle belonging to and insured by the company. From salespeople visiting customers to technicians visiting architects, there are risks involved anytime a person is behind the wheel on company time. Even if it's something as simple as picking up lunch for a meeting, always put safety first. The National Highway Traffic Safety Administration (NHTSA) reported that 43,005 people died in motor vehicle crashes in 2002 and that motor vehicle traffic crashes were the eighth leading cause of death among all ages that year.

In an effort to thwart any perils you might encounter on the road, look over the following **Gear Up Checklist** and **Safe Driving Tips** list. Have all employees who drive as part of their job review the list as well. A good review of sensible driving can mean the difference between life and death on the road. And don't forget risk avoidance. For example, avoiding the accident of the company employee will do wonders to avoid increases (and you could possibly enjoy decreases) in your company automobile and workers' compensation insurance premiums.

Be realistic about your travel time and if you're going to be later than you'd hoped, take a deep breath and accept the delay. You'll be setting a good example for other drivers and keeping yourself safe along the way.

Gear Up for the Road

You can play a key role in reducing accidents by making sure that you and your vehicle are in excellent driving condition. Make a mental note of the items on this **Gear Up Checklist** every time you get behind the wheel.

- Know where you're going, keep easy to read or view directions handy if you're traveling someplace unknown. (see **Case Study** below)
- Give yourself plenty of time to get to your destination.
- Make sure the vehicle is in good working order, including:
 - ✓ Brakes
 - ✓ Taillights
 - ✓ Windshield Wipers
 - ✓ Horn
 - ✓ Turn signals

Continued on page 18

at a glance

- ❑ Motor vehicle traffic crashes were the eighth leading cause of death among all ages in 2002.
- ❑ You can play a key role in reducing accidents by making sure that you and your vehicle are in suitable driving condition—before getting behind the wheel.
- ❑ Beware of drowsy driving: 37 percent of drivers surveyed by the National Highway Traffic Safety Administration admitted to falling asleep at the wheel at some point in their driving career.

Richard says: I know of an accident that took place when the driver, not knowing exactly where he was going, thought he would check his map—while driving. While looking at his map he ran into back of a police car. Luckily no one was seriously injured, but the driver received a ticket and over \$5,000 damage to his company vehicle and even more to the police car. Not to mention the relentless teasing that he received for years following the accident.

case study



Several recent reports have concluded that driving after too little sleep can be just as dangerous as driving under the influence of alcohol or drugs. Feeling tired behind the wheel can mean slower reaction time, decreased awareness and impaired judgment.

- Thirty-seven percent of drivers surveyed by the National Highway Traffic Safety Administration admitted to falling asleep at the wheel at some point in their driving career.
- Eight percent admitted doing so in the past six months.
- 60 percent admitted falling asleep while driving on an interstate-type highway with posted speeds of 55 MPH or higher.

Drivers at highest risk include: third shift workers, long distance drivers and people with undiagnosed disorders such as sleep apnea or narcolepsy.

Warning Signs

- Eyes closing or going out of focus
- Yawning, daydreaming
- Feeling sluggish (this could manifest itself in feelings of hunger or thirst)
- Wandering or disconnected thoughts
- Inability to remember driving the last few miles
- Drifting between lanes or onto shoulder
- Abnormal speed, tailgating, or failure to obey traffic signs
- Burning eyes or humming in the ears

Safety Tips

The Transportation Safety Board of Canada (TSB) estimates that roughly five percent of fatal crashes are "firmly established" as being caused by drowsy driving. However, many experts feel that a far higher percentage of accidents, somewhere between 20 and 40 percent, are actually fatigue related crashes. Here are just a few ways to help ensure you are alert behind the wheel:

- Maintain a regular sleep schedule that allows adequate rest.
- At first signs of fatigue, get off the road. Take a short nap in a well-lit area. Do not simply stop on the side of the road.
- Avoid driving between 12 a.m. and 6 a.m.
- If you're going on a long trip:
 - Share driving responsibilities with a companion.
 - Begin the trip early in the day.
 - Keep the temperature cool in the car.
 - Stop every 100 miles or two hours to get out of the car and walk around; exercise helps to combat fatigue.
 - Stop for light meals and snacks.

[SOURCE: National Safety Council's *Drowsy Driving Fact Sheet* & Insurance Corporation of British Columbia's *Waking up to Drowsy Driving Info Update Road Safety PDFs*.]

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Richard says: A company I have insured for over ten years had an accident in which the driver had just stopped for lunch and was heading back to work with a hamburger and fries on his lap. He made a left turn and his fries went on the floor. After muttering a few choice words, he reached down to pick up the fallen fries. When he looked back to the road, traffic had stopped but he hadn't. He rear-ended the car in front of him and his hamburger hit the windshield. Moral of this story is: **Keep your eyes on the road and your fries on hold.**

case study

Safety Scene

Continued from page 16

- ✓ Back-up lights
- ✓ Headlights
- ✓ Tires (Tread Depth and Proper Filling)
- ✓ Brake Lights
- ✓ Seatbelts
- Be sure to get plenty of sleep (see sidebar on page 17).
- NEVER drive under the influence of alcohol or drugs.
- Keep outside distractions to a minimum, including:
 - ✓ Eating and/or drinking (see **Case Study** above)
 - ✓ Loud music
 - ✓ Cell phones
- Adjust mirrors and seat before you begin.

10 Tips for Safer Driving

Although they may seem like common sense, these tips for safe driving are a great refresher to keep you and your employees safe on the road.

- Observe speed limits.
- Obey traffic signs and signals.
- Pass other vehicles on the left.
- Yield to drivers who have the right of way.
- Avoid tailgating, give each car plenty of room.
- Don't insist on the right-of-way if the other driver will not yield to it.
- Dim your lights for oncoming cars and those ahead.
- Be aware of what's happening several vehicle lengths ahead and behind you.
- Expect the unexpected.
- Reduce your speed on poor, wet and snowy roadways.

Regardless of how careful or how skilled you may be as a driver, there are many factors that can threaten your safety, from other drivers to poor road conditions. Driving defensively means not only taking responsibility for yourself and your actions but also keeping an eye on the other guy.

The Insurance Corporation of British Columbia may have said it best: "Be realistic about your travel time and if you're going to be later than you'd hoped, take a deep breath and accept the delay." You'll be setting a good example for other drivers and keeping yourself safe along the way. Make it a point to arrive at your destination with as little aggravation as possible! **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, or view the Operation Safety demonstration online at www.wtcalco.com.



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7

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Wtca Update

Birth & Re-birth: New Life at WTCA

by Kirk Grundahl, WTCA Executive Director

"All knowledge comes from experimentation."

—Richard Feynman, Nobel Prize winning physicist, 1961



at a glance

- ☐ WTCA is currently experiencing a major growth spurt, the third of its kind.
- ☐ There are many reasons for the recent growth: increased membership, online training programs, new publications like BCSI 1-03, BCMC and *SBC Magazine*.
- ☐ Based on this surge in growth, the Board of Directors has approved the following: staff attendance at chapter meetings at least once per quarter and the development of a full-scale research and truss testing program.

In January, my wife Suzi will be giving birth to our first child together, joining our almost 22-year-old son Arik. I will be 49 years old when this baby is born and have had to "re-birth" quite a few of my plans and expectations for the next several years, knowing that this completely surprising new life will have a great impact on our lives.

WTCA is at the identical stage of its life—a renaissance for the third time. Over the last 14 years, we have had a very wise group of Board and Committee members who have overseen the significant change and growth of WTCA. Watching this, it is clear that WTCA's success is due to a singular focus of leadership who considers whether the work the association has undertaken is being done in the best interest of our industry and whether this work provides benefits to all member companies, big and small.

This has led to the following successful activities and products that have contributed in significant ways to the association's success:

- Significant membership growth and support
- Online training programs like Truss Technician Training and Operation Safety Certification
- JOBSITE PACKAGES
- TPI/WTCA joint publications agreement and BCSI 1-03
- BCMC
- *SBC Magazine*

Each of these high profile items and a myriad of little details have provided WTCA with a financial foundation that is better than any if us ever imagined it would be when I was named Executive Director in 1992. We now have a golden opportunity to invest in our organization so that we provide the most valuable support we can for the future of our industry. To that end, under President Kendall Hoyd and the Executive Committee's guidance, the Board of Directors has voted to invest in two activities:

- Staff attendance at chapter meetings at least once per quarter.
- The development of a full-scale research and truss testing program.

Staff Attendance at WTCA Chapter Meetings

There is absolutely no doubt that one of the best things we have done as an association is to send staff to WTCA Chapter meetings. We have found the experience and interactions valuable because it has allowed us to be much more in tune with what is happening in local markets. Not surprisingly, we've found that the issues plaguing one chapter are the same that another is experiencing. The activities that we have found valuable to be involved with on a chapter level include:

- Local and state building code changes
- Professional Engineering and sealed truss placement diagram issues
- Off-loading and hoisting trusses
- Fire performance of trusses and building labeling problems
- Permanent truss bracing concerns

Our work with our chapters has yielded positive industry outcomes like:

- A strong relationship with the National Council of Structural Engineers Association (NCSEA).
- A voice in the Florida Building Code development process and the Florida Building Code Commentary.
- A voice in the building labeling law process in New York.
- A new relationship with the Firefighters Association of the State of New York.
- A voice in the IBC and IRC code development process.
- A relationship with the Association of Minnesota Building Officials.
- An evolving relationship with the Building Officials Association of Florida.
- A seat on the HR 425 Task Force on a Uniform Building Code for the State of Illinois.
- A project with the State of Michigan on school framing issues amid concerns over permanent bracing.
- A relationship with the Safety Council of the Palm Beaches to discuss Operation Safety, opportunities for third party auditing and educating local members.
- A blanket variance in Rhode Island on the IRC 2004 Supplement language on bottom chord live loads.
- A regional pilot program for Work Force Development (WFD) with technical campuses in Arizona.
- A relationship with the Associated Builders and Contractors, Inc. (ABC) Framing Council as they draft requirements for pre-engineered and pre-manufactured roof trusses in the State of Washington.
- Progress on making electronic seals and signatures a reality in Florida and Virginia.

WTCA Research & Testing Initiative

The Executive Committee and President Hoyd in particular have a passion for our association to undertake more fundamental research and testing than has been done in the past. As American inventor Charles Kettering said, "There is a great difference between knowing and understanding: you can know a lot about something and not really understand it." As an association, we know as much as there is to know about trusses, but do we fully understand all their performance characteristics? Based on our homework on testing for ANSI/TPI 1 standard changes, the Executive Committee believes our industry does not have the level and depth of understanding to ensure we are making the best possible decisions on behalf of our industry.

To that end, the Board of Directors has committed \$250,000 to get our research and testing program underway. They have further approved the following allocation of those funds:

- University of Wisconsin Professor Steve Cramer is working on a project to test and report on truss buckling to complete our current knowledge in this technical area.
- We will develop a two- or three-year research plan with the goal of tackling issues that are having a direct impact on component manufacturers and the cost of building trusses. One of the most urgent issues is the new ANSI/TPI 1 "chunk-out" standard change that has caused chords and webs to be doubled in cases where they did not need to be in the past, which has in turn caused increased truss costs.
- We have planned to set up a testing facility near our headquarters here in Madison to test single trusses spanning up to 80' or 90'. We are also planning the possibility of testing truss systems up to 20' in width by 80' to 90' in length.

Continued on page 22

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For more information about WTCA membership, contact Anna (608/310-6719 or astamm@qualltim.com) or visit www.woodtruss.com. Listing as of August 11, 2005.

WTCA Update

Continued from page 21

Our goal is to have the facility in place as soon as possible; either by the fourth quarter of 2005 or the first quarter of 2006. This means building a structure and setting up testing equipment. Next, we'll implement the 2006 testing plan and mobilize the staff to carry it out. At that point, we will develop a long-term research plan. We will seek guidance from our Engineering and Technology (E&T) Committee in concert with the Truss Plate Institute Technical Advisory Committee (TPI TAC), and the Executive Committee and Board of Directors to ensure that the research and testing has maximum immediate value to everyone in our industry.

I am happy to share with each of you this is a very exciting time for WTCA. Anyone who desires to have a voice in this re-birth and growth of our association can help to significantly shape our industry's future. We have always believed that "knowledge is power" and all the programs the WTCA Board has created and implemented have this concept at their core. We are now embarking on developing a very powerful engine that WTCA membership can use to tackle issues and make changes to our codes, standards and governmental regulations like never before. At the same time, our work in this area should provide significant improvements in the economics of the structural building components industry. I believe this renaissance will have immense value for our entire membership.

I'll close with a modified Charles Kettering quote that applies well to WTCA at the current time: "My definition of an educated association is the group who knows the right thing to do at the time it has to be done." **SBC**

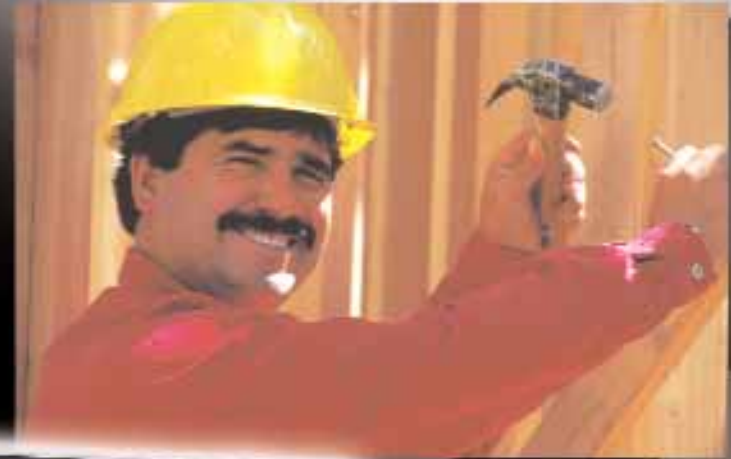
EDITOR'S NOTE: Should you have any questions or like more detailed information on this topic please contact Kendall Hoyd at khoyd@sbcmag.info or Kirk Grundahl at kgrundahl@qualltim.com.

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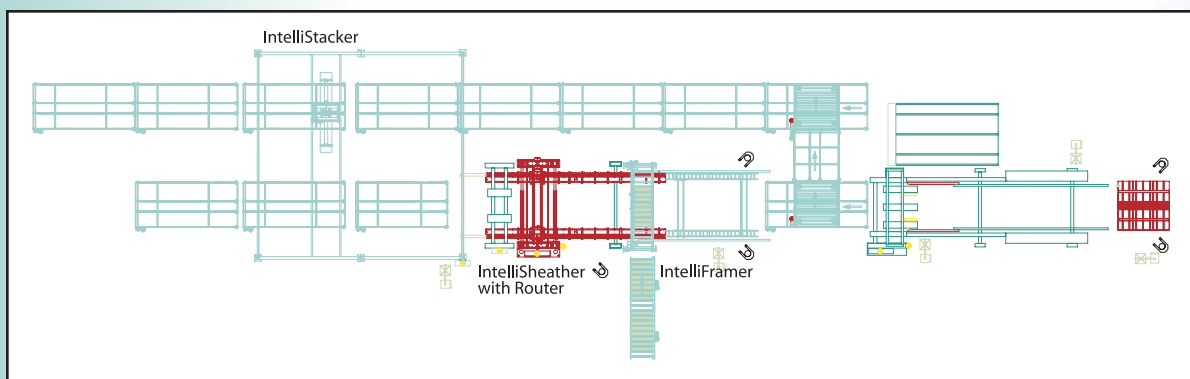
- Interfaces with Plant Net or can be operated in a stand-alone mode
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- Allows for both nails and staples



This schematic illustrates IBS's new concept line that is being installed at the ISUS school in Dayton, Ohio.



INTELLIGENT BUILDING SYSTEMS: GENUINE INNOVATION

IBS & ISUS: INTELLIGENT PARTNERSHIP

It's no secret that one widespread problem in the growing panelization industry is a supply of skilled technical people that cannot keep up with an ever-increasing demand for labor. As the leader in the wall panel manufacturing industry, IBS tackled the problem with the goal of providing solutions. Through the development of a strong relationship with a non-profit organization known as Improved Solutions for Urban Systems (ISUS) Inc., the company's efforts over the past few years are about to reach an important milestone.

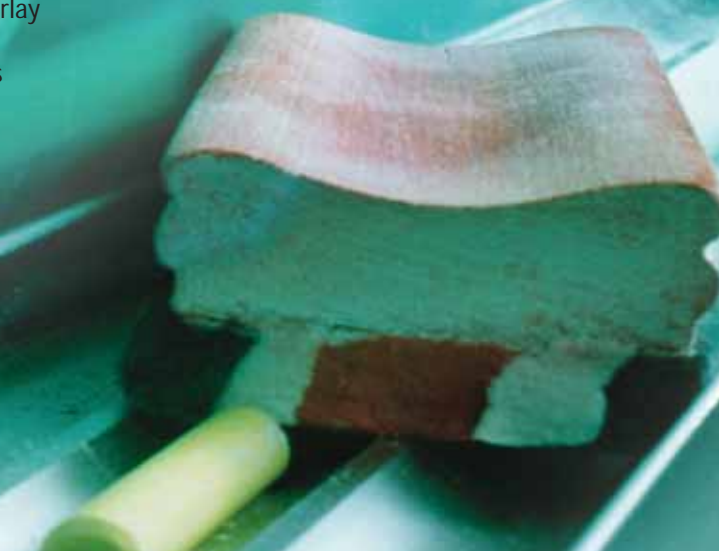
While others in the industry failed to see the potential of the ISUS program for solving long-term labor problems, IBS recognized the potential and began to work earnestly with ISUS. Over the past five years, IBS convinced ISUS to look at a new concept automated line instead of the older design. "The newer design offered more functionality at a lot less cost meaning a quicker return on investment," explains IBS President Tommy Wood. "ISUS insisted on an automated line because the goal is to have students train on the latest and greatest equipment and software. The new line will include all of IBS's newest innovations including the IntelliSaw, IntelliFramer, IntelliSheather with router and IntelliStacker. The entire automated line will be powered by the revolutionary IntelliBuild™ software."

The relationship continues to grow as IBS works with ISUS to develop a curriculum that will provide the students with several paths from which to choose including pre-architecture/engineering, component design technician, manufacturing manager or field technician. The ISUS program will also include a co-op program for component manufacturers to furnish the students with on-the-job-training. IBS will be using the school's new facility as a touring plant for people who are considering getting into the wall panel manufacturing business. During these tours, manufacturers will also be able to explore the Job Placements service that will be offered by ISUS.

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Code Connection

Enclosure Classifications for Wind

Are you familiar with the three enclosure classifications used to evaluate wind on a structure?

by WTCA Staff

To evaluate a building for the effects of wind on the structure from the inside, one of three enclosure classifications must be assigned to the structure: open, partially enclosed or enclosed. The classifications are common between the International Building Code (IBC)/International Residential Code (IRC) 2000, 2003 and ASCE 7-98/02 and are defined as follows:

- **OPEN** is typically assigned to structures when all walls subject to positive wind pressure are determined to be 80 percent open.
- **PARTIALLY ENCLOSED** is typically assigned to structures where any wall meets both of the following conditions:
 - The total area of openings in a wall exceeds the sum of the areas of openings in the balance of the building envelope (walls and roof) by more than ten percent.
 - The total area of openings in a wall exceeds four square feet or one percent of the area of the wall whichever is smaller, and the percentage of openings in the balance of the building envelope does not exceed 20 percent.
- **ENCLOSED** is assigned to any building that does not meet one of the two other definitions.

Take a few minutes to apply the above definitions to the following structures:

DESCRIPTION	OPEN	PARTIALLY ENCLOSED	ENCLOSED
Park shelter or carport - open four sides, posts with no walls			
Plane hanger - open 90 percent of one side, closed on three sides			
Typical one- or two-family dwelling			
Typical building with recessed entryway			
Typical building with porch open on two sides			
Typical building with porch open on three sides			
Typical building with attached carport (carport open on three sides)			
Typical building with two sections joined by a covered walkway with no walls			

The answers may vary based upon the specifics of the math, interpretations by code jurisdictions and/or upon engineering judgment. And, although the enclosure designation is typically applied to the entire structure, there may be times when it is more appropriate to assign different designations to portions of a structure. Thus, more than one answer may apply.

- A typical structure that is fully open on four sides, like a park shelter or carport, is pretty easy. They generally receive an open classification, since they are typically supported by posts. To qualify for the "open" designation, all walls of the

building must qualify as open.

- A structure that is mostly open on one side would typically be considered partially enclosed, since it does not meet the open criteria on three sides. The evaluation of the one side 90 percent open will typically result in meeting the partially enclosed criteria when that wall is evaluated. In the case of the partially enclosed designation, if any wall meets the requirement, then the entire structure qualifies as partially enclosed.
- Typical one- and two-family dwellings are generally enclosed, since the windows and doors do not qualify as openings or require windborne debris-resistant coverings as specified by local codes.
- A building with a recessed entry but otherwise having typical windows and doors causes some confusion. The recessed entry should not impact the enclosure classification. The exposed area over the recessed entry is typically evaluated using overhang pressures. Only if specifically required by local code jurisdiction or engineering judgment should the recessed entry area be evaluated separately using partially enclosed wind pressure parameters.
- A building with an open-sided porch or canopy presents the same consideration. If one follows the enclosure definitions exactly, this is no different than the previous item and the exposed porch area would be considered using overhang pressures. Only if specifically required by local code

jurisdiction or engineering judgment should the porch area be evaluated separately using partially enclosed wind pressure parameters.

- When an otherwise typical building has an attached carport or canopy that is open on three sides, a decision has to be made (by someone other than the truss designer) as to what designation applies. In many cases it makes sense to evaluate the one building as if it were two separate structures: the carport or canopy as open and the building per its appropriate designation.
- The case of a covered walkway is another situation where the building designer should determine the enclosure classification and whether the building should be viewed as three separate structures and each section evaluated individually.
- Engineering judgment is required for all but the most basic structure types.

More detail on the equations for the enclosure designations are included in ASCE 7, Chapter 6 and IBC Section 1609. The IRC assumes building design using the enclosed designation and specifies in Chapter 3 that if a building requires design as partially enclosed, that design is required per the IBC. **SBC**

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

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at a glance

- The three enclosure classifications are: open, partially enclosed and enclosed.
- These classifications are common between the IBC and IRC 2000/2003 and ASCE 7-98/02.



Legal Edge

ORisk Online Program Nears Completion

WTCA is hard at work to bring you the latest in Risk Management tools and training—ORisk!

by Kent J. Pagel

Over the last several months, an eager team of WTCA staffers and I have been working feverishly to deliver a program directed toward component manufacturers that has been in development for years. We call this *Online Risk and Liability Management Best Practices for the Structural Component Manufacturing Industry*, or *ORisk* for short. In the January/February issue of *SBC*, I announced that this program was finally in the works and due to be released at least in part in the fall of 2005. As promised, I'm delighted—and somewhat relieved—to report Phase 1 is indeed in the final editing and production stages and will be available to component manufacturers in the next few weeks.

How?

ORisk will be delivered via the WTCA Truss Knowledge Online (also known as TKO) training platform. If you have viewed any of the WTCA Truss Technician Training or Operation Safety courses, you are familiar with this web site. Visit www.wtcatko.com for more information.

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at a glance

- ❑ *Online Risk and Liability Management Best Practices for the Structural Component Manufacturing Industry*, or *ORisk*, is currently in development and scheduled to be release within the next month.
- ❑ Phase 1 of *ORisk* contains the foundation content necessary to understand more advanced risk management.
- ❑ Any employee who works closely with risk management, claims handling, insurance, safety and customer contracts should consider viewing Phase 1.
- ❑ If you have specific questions about *ORisk*, visit WTCA Legal Counsel Kent Pagel in the BCMC booth on the show floor October 12-14.

What?

You may wonder what type of content is contained in *ORisk* generally and in Phase 1 specifically. You may also wonder who within your organization ought to view all or part of the Phase 1 tracks. Before answering these questions, you should learn more about the format of the course. The *ORisk* program in its entirety will consist of four specialties:

- Risk Management Techniques
- Insurance
- Customer Contracts
- Claims and Litigation Handling

We have created these specialties with the expectation component manufacturers may want to give particular managers and employees the opportunity to increase their breadth of knowledge in a particular area. Thus, each specialty will contain at least three and as many as five separate tracks.

A track contains detailed discussion of a particular topic within a specialty. For instance, the topic of Customer Contracts is one specialty; within it is one track devoted to bidding and terms and conditions of sale while an entirely separate track is devoted to understanding customer indemnification and insurance requirement provisions. Each track will further be broken down into as many as 25 sepa-

ORisk: Online Risk and Liability Management

Risk Management Techniques	Insurance	Customer Contracts	Claims Handling
Risk 101	Insurance 101	Bidding and Terms and Conditions of Sale	Claims Handling best Practices
Risk management Techniques/Best Practices	Broker Selection and Use	Successful Negotiation Recommendations	Truss Collapse and Product Performance Investigations
Risk Management: Vehicle Liability	Commercial General Liability Insurance	Understanding Indemnification and Insurance Requirement Provisions	Litigation Management
Scope of Work/Design Responsibilities	Other Insurance: Automobile, Property and Worker's Compensation	Demonstration of Actual Customer Contact Negotiation	

rate modules (each between 8 to 15 minutes in length) that are devoted to distinct subjects that fall within a track. For example, in the bidding and terms and conditions of sale track, one module deals specifically with credit applications and recommendations of what ought to be included.

The diagram above outlines the entire *ORisk* program with the five tracks of Phase 1 shaded. Think of the Risk 101 and Insurance 101 as building blocks for the entire *ORisk* program. They contain core risk and liability management terms and concepts that serve as the foundation for all other tracks. The three customer contract tracks have been included in Phase 1 by request of the WTCA membership. Many component manufacturers continually struggle with the very one-sided contracts provided to them by their builder and general contractor customers. At least one of our goals with the Phase 1 tracks (and the remaining customer contract track), is to help component manufacturers navigate through some very complex subject areas typically involved with reviewing, negotiating and modifying a customer's form contract.

Who?

ORisk should benefit all component manufacturers, from small to large in terms of revenue, those with single and multiple locations, those owned by pro-dealers or framing companies, and those with and without regular attorneys and/or risk managers. The only requirement is an interest in better educating your employees and a strong interest in learning of and implementing recommendations and techniques that will benefit your company from a risk and liability management perspective. The more important question is who within a particular company should view the Phase 1 tracks.

Given that the Risk 101 and Insurance 101 tracks are building blocks, I recommend that any individual within your organization involved at all in risk management, claims handling, insurance, safety and customer contracts view these tracks. For the smaller companies, this will probably include all active owners and managers. For the larger companies, various department managers and personnel will benefit from these tracks. After these tracks are viewed, those persons should be ready to move on to the particular specialty in which they have further interest.

As to the three customer contract tracks that are part of Phase 1, absolutely anyone in your company involved in selling, preparing bids, and reviewing, modifying or negotiating customer contract forms should consider reviewing these tracks.

Last, anyone who may think they do not need to view these tracks because they

Continued on page 30

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Legal Edge

Continued from page 29

have attended a WTCA risk management seminars should reconsider. Attendee feedback proves time and again that the seminars are truly beneficial, but there is only a certain amount of material that can be covered and absorbed in a single day. It is true that viewing the content online does not allow the viewer to ask questions of the presenter. However, so much more content can be covered in an online format. Another advantage of the online course format is the ability of the viewer to revisit modules as many times as is necessary within their access period. Furthermore, my live seminars can and should continue in the future.

Why?

Why component manufacturers should strongly consider viewing the ORisk program—Phase 1 in particular—is in my opinion the most important question to ask yourself. Today's ever changing construction market presents new and unforeseen risks to component manufacturers, both large and small. Understanding and assessing such risks is difficult to do, especially without the benefit of education and training. Today's component manufacturer should structure a risk and liability management program that contemplates the level of risk they find acceptable and at the same time otherwise reduces the risks and liabilities they find unacceptable.

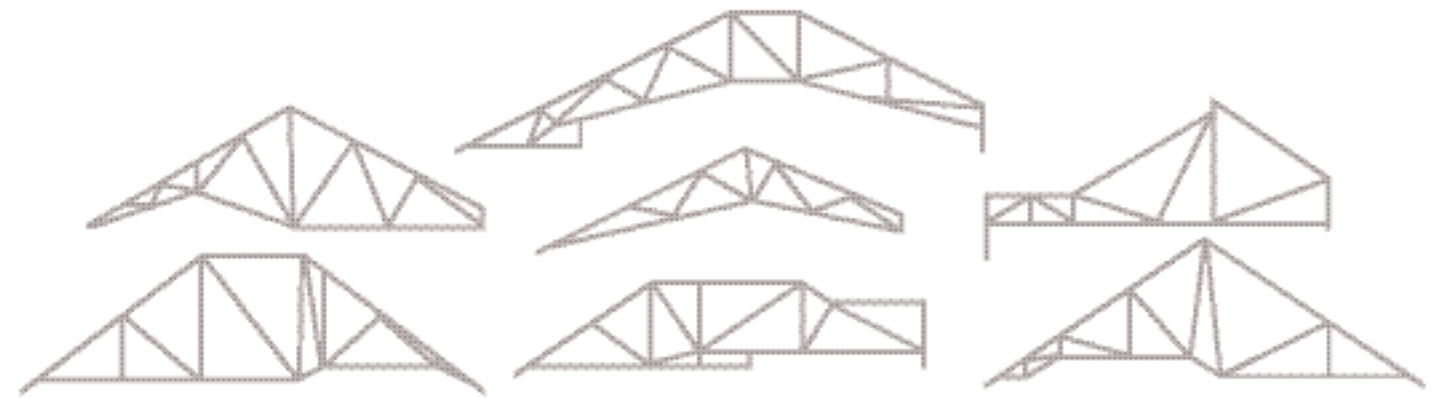
Risk management should not be viewed as something component manufacturers "don't have time to fool with." A risk management and liability avoidance program is something component manufacturers simply cannot afford to operate without. Risk management is about both running a truss plant without being crippled by losses, as well as increasing profitability through reduced workers' compensation and liability insurance premiums, improved health and safety of workers, and increased productivity. Risk management is essentially a series of decisions, policies and other tools the component manufacturer can use to reduce the likelihood that it will suffer financial losses. The ORisk program and Phase 1 can easily lay the groundwork for a risk and liability management program in your operation.

If you are interested in learning more about ORisk and how it can help your company achieve an effective risk and liability management program, visit me in the BCMC booth October 12-14 in Milwaukee. I'll be presenting a demo of the program and will be available to answer all your questions. You can also visit www.woodtruss.com to read more about the program, its content, the cost structure, and the general timeline of the entire project. **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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You're probably paying 3 to 5 times more per part cutting manually.

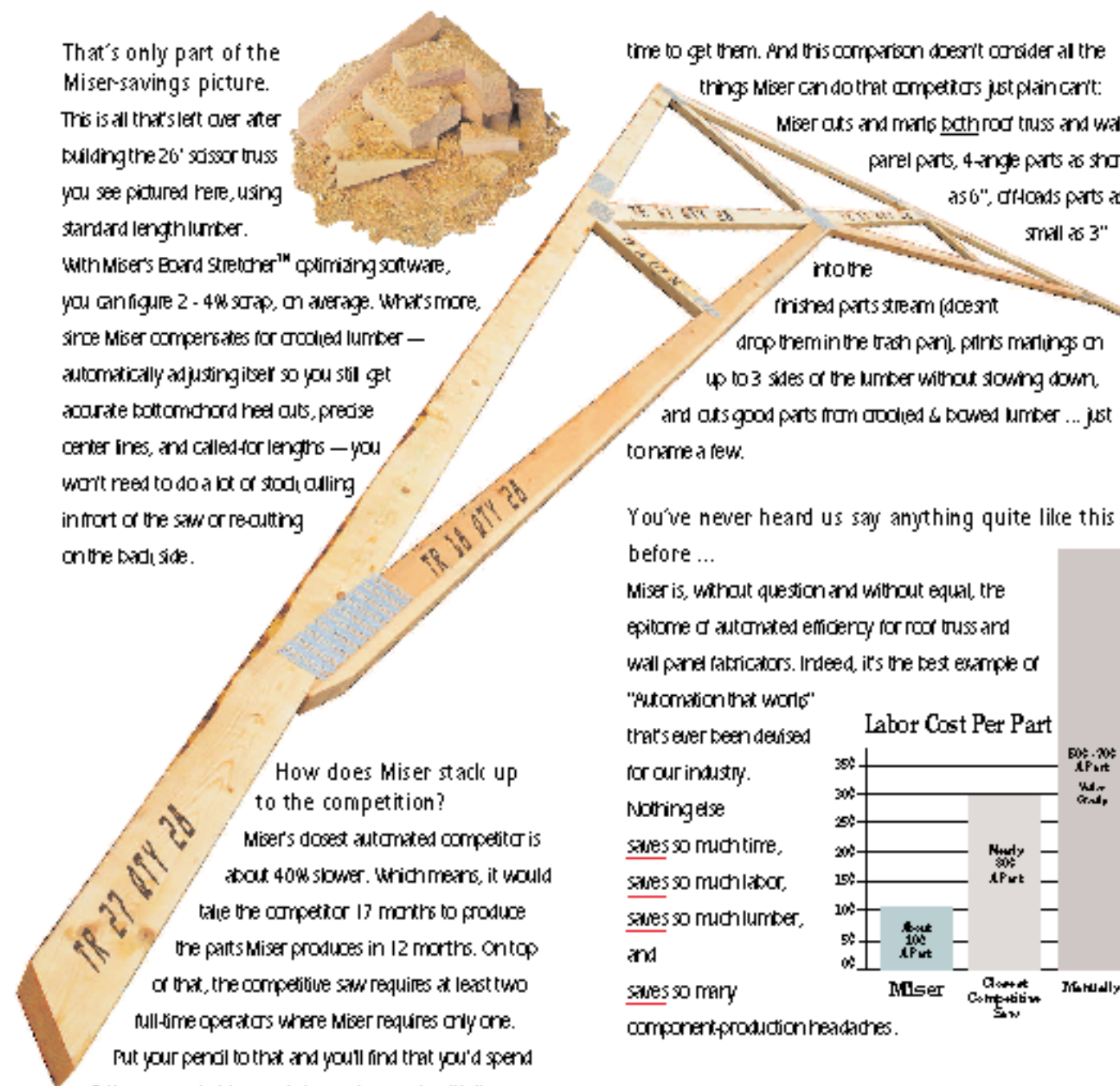
It depends on the kind of parts you're cutting, of course — if it's a lot of complicated multi-angle parts you're cutting manually, it's likely costing you in excess of 3–5 times more. Mizer, on the other hand, doesn't care how complicated a part is.



That's only part of the Miser-savings picture. This is all that's left over after building the 26' scissor truss you see pictured here, using standard length lumber.



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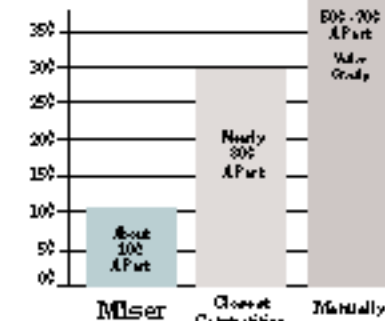


time to get them. And this comparison doesn't consider all the things Miser can do that competitors just plain can't: Miser cuts and marks both roof truss and wall panel parts, 4-angle parts as short as 6", chord parts as small as 3" into the finished parts stream (doesn't drop them in the trash pan), prints markings on up to 3 sides of the lumber without slowing down, and cuts good parts from crooked & bowed lumber ... just to name a few.

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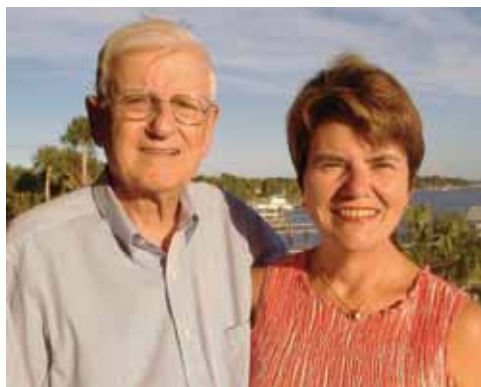
Gang-Nail's Golden Anniversary

A visit with inventor Cal Jureit & his wife Marie

by Molly E. Butz

It was a typical Florida Sunday morning in July 1955, a Sunday like any other at the church John Calvin (Cal) Jureit attended in Miami, FL...except for one thing, Cal's mind was in a receptive, exceptionally contemplative mood. In those days, he thought there had to be a better way to quickly make strong and reliable truss connections without any additional nails, bolts or glue. The truss manufacturing process needed to be done more efficiently. And then it came to him, right there in the middle of the church service.

Cal was sitting alone that morning, his late wife Mildred preparing to teach her Sunday School class in another part of the church. During the service the inspiration for solving the truss connection problem came to light. Then, like a snap of the fingers, everything came into focus and at that moment, Cal invented what would become the Gang-Nail connector plate. Call it creative genius or even divine intervention, Cal could hardly wait to get home that Sunday fifty years ago so that he could make a prototype. It only took a couple of hours with a saw, a drill and a handy bit of aluminum lying around the garage, but those two golden hours revolutionized the truss industry as we know it today.



In early August Cal and Marie Jureit, along with family and friends, celebrated the 50th anniversary of Cal's invention—the Gang-Nail connector plate—at their riverfront home in Stuart, FL.

Of course, creativity and invention were nothing new for a man who now holds more than sixty patents. But how, you might be thinking, did Cal get started? Although he had planned to become a commercial artist, and even attended the Ringling Art School after graduating from Miami High School, the technical seed was planted when Cal was given his very first "engineering" assignment back in 1941. To celebrate the city of Miami's 44th birthday, the bakery Cal's family owned was commissioned to create a birthday cake replica of the Dade County Courthouse. Cal went to work

creating a complete, lightweight wood framework to support the cake. Lighted windows and all, the six-foot-tall, 750-pound cake made its way safely to the party in the back of the bakery's pick-up truck and into the stomachs of the 1,000 rather impressed guests.

Life has a way of taking unexpected turns and, rather than finishing art school, Cal served with the Navy Seabees in the Pacific during World War II. After returning from the war, he earned his Bachelor of Civil Engineering from Georgia Tech in 1949, the institution that inducted him into its Engineering Hall of Fame in 1996. After a brief time in Toledo, OH, at an engineering consulting firm where he became a registered engineer, Cal returned to his roots in Miami and began work as the chief engineer for a commercial testing laboratory that tested all kinds of building materials, including roof trusses.

Continued on page 36

at a glance

- ❑ Inventor Cal Jureit created a prototype of the Gang-Nail metal connector plate fifty years ago.
- ❑ Jureit's plate had metal teeth, eliminating the need for materials like nails, bolts or glue to be used in wood truss manufacturing.
- ❑ Jureit's company Gang-Nails, Inc. became Automated Building Components, Inc. in 1961, and is now MiTek, Inc.



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Gang-Nail's Golden Anniversary

Continued from page 34

Cal found he was spending more time helping his clients improve their roof trusses than actually supervising tests. This work led him to another chief engineer position with a company that specialized in engineered timber products, glued-laminated beams and, of course, trusses. *The progression of his career path makes it easy to see what was coming next.*

In May of 1955 Cal started his own engineering consulting firm working from his home. He focused on soil mechanics and foundations, as there were no other soil specialists in Miami at the time, but truss construction was never far from his mind.

"My work at the testing lab helped me grow increasingly familiar with the truss connection problem. Then, while I was working at the timber products company, I was up close and personal to it," Cal recalled. "There were enough trusses being used at the time that the builders were already warming up to the fact that trusses were the way to go. I could already see it was going to be a big industry. We just needed a better way to do it!"

Then on that July Sunday in his Miami church, the idea for the Gang-Nail was born. Shortly thereafter, the name for the invention "came to me in the shower," Cal recounted. Although his wife objected to the name's negative association with gangs, the "gang of nails" moniker stuck.

"This is a man who thinks everyone should realize the obvious," Cal's wife Marie told **SBC** staff, referring to her husband's persistence in streamlining the manufacturing

process. Cal chimed in, "You just scratch your head a little bit and think. It's not that hard!" For a man like Cal, invention is just that simple.

And although Cal made it sound like a breeze, growing a plate manufacturing empire was anything but easy. Just finding someone to make the plate was a challenge. "I didn't want to sell the idea; I wanted to be the engineer and have someone else manufacture the plates," Cal stated. "But what I found out is that, in Miami, you had to do it yourself. The first die shop I went to didn't have time to make revisions to the die after their initial work, and, before I knew it, I was putting up a building and making the dies myself. I had the tiger by the tail."

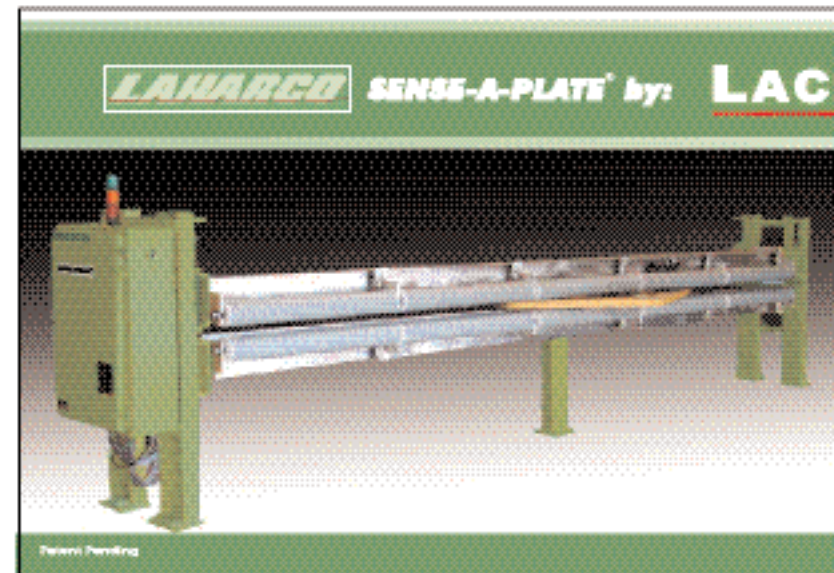
As the truss industry began to grow, those who were largely interested were lumber companies. They already had the main supply (wood), and they wanted to know how they could get a truss fabrication company set up and do it "low dollar." But low dollar start-up was more difficult than it might be today because at the time, the equipment these manufacturers needed simply did not exist. Cal described it as the old razor-blade principle: "give 'em the razors, and they'll come back to you for blades." So overnight, Cal was not only making plates, but he was also making the equipment to utilize them.

"...you just think of a good little project, and go to it."

"Commercially, finding presses on the common market that were wide enough to handle trusses was difficult," Cal explained. And even when they were "available" through press manufacturers, delivery time and price tag made them hard to come by.

As Gang-Nail plates went gangbusters, Cal was simultaneously expanding his engineering consulting business that helped fund his growing truss industry business. By 1960, he sold that business because he could no longer dedicate enough time to consulting. It was in 1961 that Gang-Nails, Inc. went public and changed its name to Automated Building Components, Inc. (ABC).

When ABC began advertising in many of the national builder magazines, the results were significantly farther reaching than Cal had expected. What he soon found was that many other countries monitored American building publications and in less than a year, Cal was "planning a 'round-the-world' trip to do more promoting and set up various partnerships around the globe," he remembered.



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With lightning fast speed, truss fabricators were popping up all over the U.S. and the world. The years continued to be filled with one "crazy idea" after another, from talking his brother, a successful attorney and CPA, into giving up his career for a job at ABC, to inventing an inexpensive concrete tank press that you could "pour in your backyard."

Unfortunately, these new-fangled trusses were sending up some red flags for the building officials, especially some of the regional code authorities. The necessity to deal with the issues eventually brought all of the competitive connector companies together at a meeting in Miami in 1960 where the Truss Plate Institute (TPI) was formed. Cal led TPI for two years as the President and contributed greatly to what became TPI-60, "Design Specification for Light Metal Plate connected Timber Trusses."

The industry continued to surge forward, and ultimately, after many years of hard work, Cal and the other stockholders sold ABC in 1979, which, through a handful of historical twists, is now MiTek, Inc. Although he remained on the Board of Directors and stayed on as a consulting engineer for several years, eventually his involvement lessened. Now his activities revolve around music, traveling abroad, reading and enjoying time with Marie, family and friends in Stuart, FL and Elsau, IL.

When Marie unearthed the Gang-Nail prototype in their basement last summer, "All of a sudden I realized it had been fifty years," she recalled. "That's something worth celebrating!" Marie swung into action and in early August Cal and his family and friends celebrated the 50th anniversary of his invention at their riverfront home in Stuart. Among many of the weekend's activities, a tribute banquet and one of the world's top theatre organists, Walt Strony (Cal's an avid theatre organ buff), commemorated the event.

"He was always out there in the forefront making wild decisions," Marie concluded. But if you ask Cal if he had ANY idea the Gang-Nail would revolutionize industry, that down-to-earth businessman smiles and comes straight out and tells you, "Naw, you just think of a good little project, and go to it. I didn't know what I was accomplishing at the time; it just looked like a profitable career that also involved engineering."

So there you have it: a lifetime of hard work, creativity and passion mixed in with a few crazy ideas and a handful of wild decisions. We don't care how you define it, Cal; where would we be without you today? **SBC**



An Association's Coming of Age

by Libby Maurer & Emily Patterson

The commemoration of BCMC's 25th year wouldn't be complete without the perspectives of those who led WTCA through many of those years. The WTCA Presidency began with the establishment of the Wood Truss Council of America in 1983. Once a committee operating under the direction of the Truss Plate Institute (TPI), the Component Manufacturers Division (CMD) declared its independence and became autonomous in May of that year. (Prior to 1983, CMD had a board of directors and officers, but remained under TPI's direction.) Early WTCA presidents faced adversity, battled a grim financial outlook, struggled to increase membership and fought to secure credibility. Here, they tell the true story of an association's coming of age.

Change of the Guard

WTCA's first president in 1983 was Staton Douthit, who inherited the post as CMD broke away from TPI. WTCA's first years were marked by a bitter struggle with TPI; the early leaders took the fate of the future into their own hands and remained positive that the tension would subside. "The customer and supplier had become adversary and competitor. It was an unusual situation," explained 1987 President Lenny Sylk (Shelter Systems Corporation). "We are what we are today because of our determination to take control of our destiny more than 20 years ago," he said. 1988 President Koss Kinser (Kintec LLC) echoed Sylk's assessment of the contentious relationship. "There was a tremendous amount of friction between TPI and WTCA. By working with [then TPI President] Mike Conforti, we were able to resolve many issues. I feel this started WTCA down the path to get where we are today," he said. "Bringing WTCA and TPI closer together was a major accomplishment in my year as president," noted Rip Rogers, 1989 WTCA President (Trussway Ltd.). "And the fact that [WTCA] didn't go bankrupt," Rogers quipped.

The threat of bankruptcy was no laughing matter at the time. Early on, the fledgling association had few members and virtually no revenue stream save for BCMC every other year until 1993. A dedicated and determined group of component manufacturer leaders it did have, but running their respective operations while working to keep the association afloat proved taxing. "WTCA's financial picture was strained every non-BCMC year," recalled 1991 President Bob Ward (Southern Components). The maverick association's financial woes were further complicated by the country's economic scenario.

"To top it off, it was also the year of the Desert Storm War and uncharacteristically low housing starts," he added.

The '90s Transition

Bleak financial picture aside, winds of change continued to blow in WTCA's direction. John Herring (A-1 Building Components), who assumed his presidency in 1990, described a shift in personalities within the WTCA leadership. "The '80s were a transition period. We were going from being a hands-on industry run by people who came up through the ranks—real blood and guts guys—to looking at machinery and other advances," he explained. "Between

Continued on page 40

1983



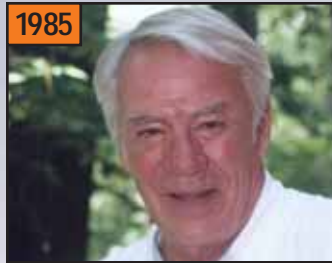
Staton Douthit

1984



Ed Clark

1985



David Chambers

1986



Tom Carbeck

1987



Leonard Sylk

1988



Koss Kinser



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Flex·i·ble: flek'sə bəl
adjective

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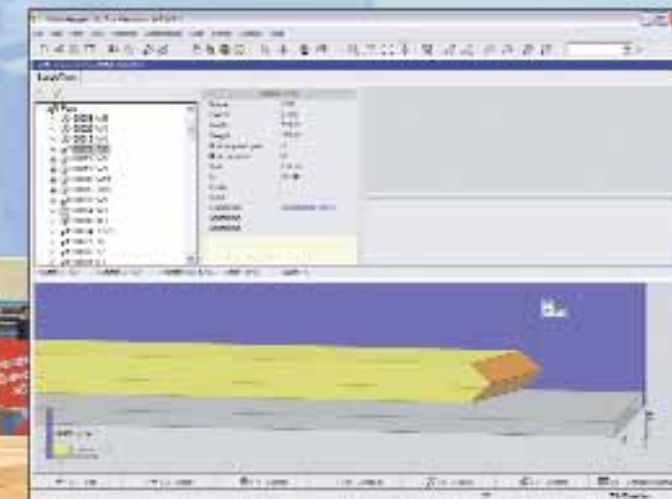


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SC-1 screen shot
Microsoft Windows XP based



at a glance

- ❑ The Component Manufacturers Division voted to split from the Truss Plate Institute in 1983 to establish itself as the association we know today as the Wood Truss Council of America.
- ❑ Throughout their history, WTCA Presidents have faced adversity, worked to improve the association's financial outlook, struggled to increase membership, and fought to secure credibility.
- ❑ WTCA is now a well-respected and influential organization, thanks to the direction and leadership of Past Presidents.

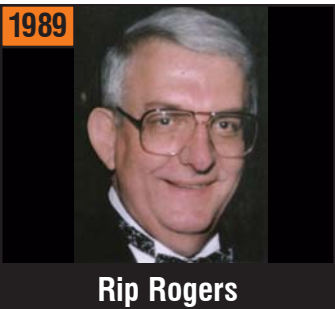
An Association's Coming of Age
Continued from page 38

Koss and myself, we were sort of the first outsiders and I was the first new kid. Back then, we had to scrape and scrounge for board members. It was like, ‘who can we con into this thing?’ I think a lot of people thought it was an elite group...but it really wasn’t that way when you got involved. During the next few years, that perception changed,” Herring recalled.

During his term, Herring started the Past Presidents Council, a group that still exists today. “I felt it was important to keep an historical balance while going through change,” he said. “I was a relative newcomer with just 10-15 years of experience. I thought, ‘We need to keep these guys involved. Let’s not make any of the same mistakes twice. They can help us keep one foot on the ground.’” The Past Presidents Council was not the only thing that has stuck with Herring from his 1990 term. On August 22, 1990, the WTCA Board of Directors announced the decision to bring Kirk Grundahl on as the association’s first technical director. Herring was quoted in a press release, “We believe the selection of Kirk as our technical director will help the wood truss industry flourish in the ‘90s.” And flourish it did. “Bringing Kirk on as a technical consultant and creating the Past Presidents Council are two things I’m proud of. Those are two big issues we started the ball in motion to change. It was a time of growth,” Herring remembered.

New Management & the Early ‘90s Challenges

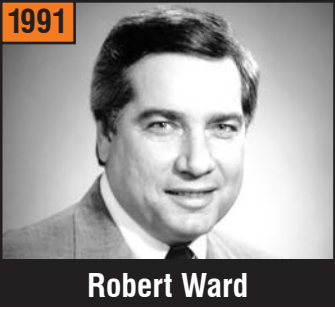
The struggle to maintain autonomy, finding solutions to improve financial health, recruiting a fresh crop of leaders: what else would challenge the young association? A big time management change, that’s what. In early 1991, the WTCA Board of Directors felt a change in management was necessary to correct the organization’s financial strain. “We began talks with Kirk Grundahl and Qualtim Technologies to take over the management from Smith, Bucklin & Associates (Chicago),” Ward recalled. Qualtim, Inc. has managed the association ever since, and Grundahl assumed the role of executive director.



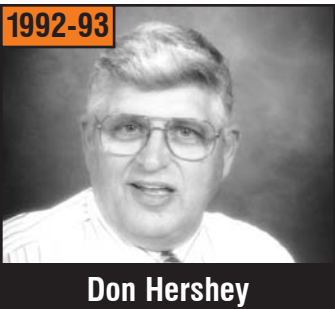
Rip Rogers



John Herring



Robert Ward



Don Hershey



Lee Vulgaris

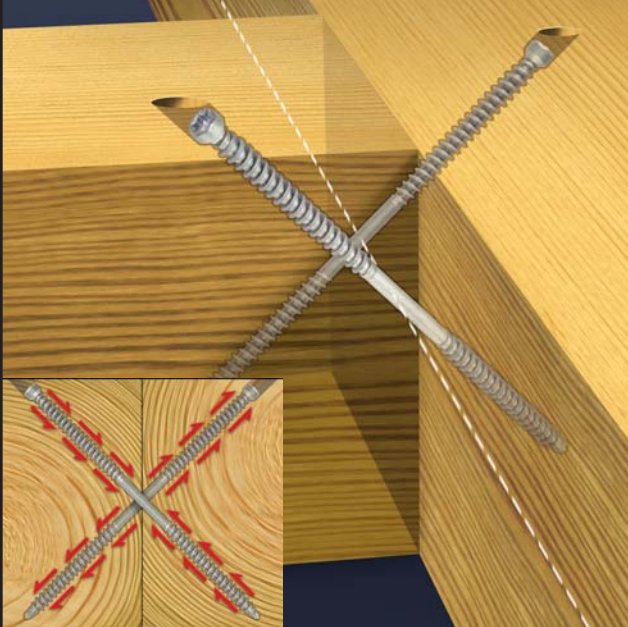


Pat McGuire, P.E.



Merle Nett

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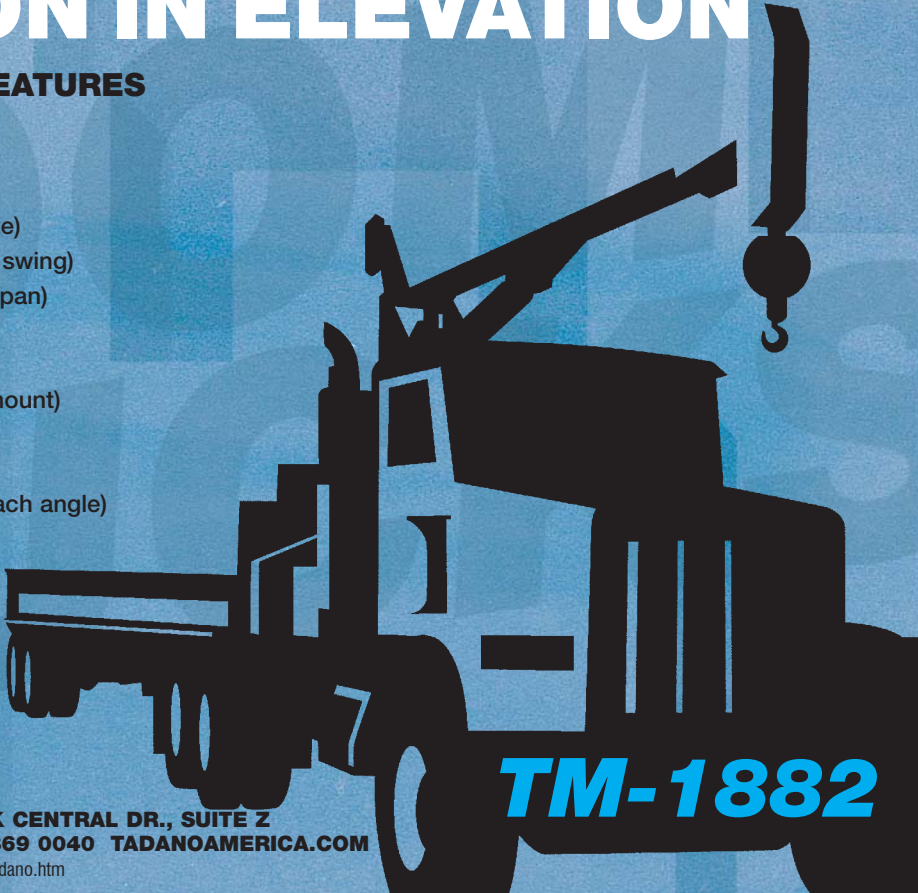
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As the association awoke to a new decade, the internal struggle to manage and lead WTCA gave way to external issues of all types. In the early ‘90s, the age-old battle with members of the fire industry heated up as “various publications were printing articles about the danger of trusses, naming them the cause of firefighter deaths through non-factual information,” Ward said. Mandatory labeling of buildings using trusses was being discussed in a number of states due to this type of information being published. The association took a proactive stance on the fire issue based on facts and “continues to educate the public as to the valuable and safety of our products when used properly,” he added.

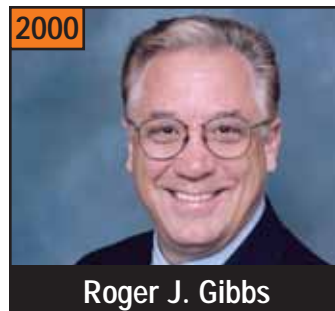
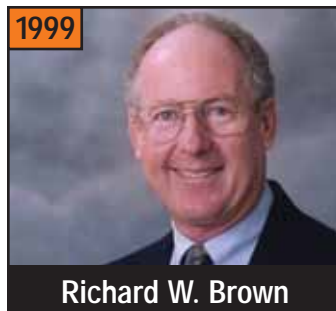
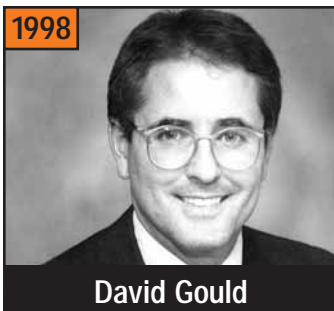
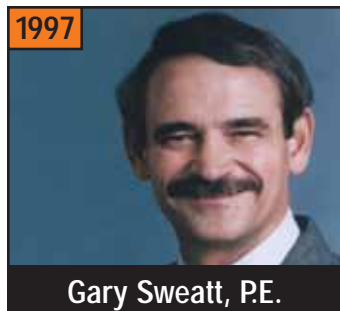
In addition to addressing wood truss fire performance, Ward and the Board of Directors were in the midst of completing two monumental firsts for WTCA: the development of the first version of the **Metal Plate Connected Wood Truss Handbook** and the notion of creating an in-plant quality control program for component manufacturers. “What I was

most proud of during my presidency was the movement toward the completion of the handbook, getting the QC program [WTCA QC] underway, and changing WTCA management,” said Ward.

Don Hershey (Alliance TruTrus, LLC) experienced more of the same—financial strain and pressure to establish credibility—through his extended term of February 1992 to November 1993. “Because of lack of funds, we had to be creative in ways to raise money to support our efforts. There were more good ideas for WTCA to be involved in than we have resources available to fund. The Board of Directors had to wrestle and decide what efforts we needed to be a priority. There was intense pressure to prove the credibility of WTCA to both our membership and TPI,” he said.

1995 President Pat McGuire (Borkholder Buildings & Supply, LLP) echoed Hershey’s recollection of trying to climb out of the red. “The thing I remember most is the very rough financial status of the association, especially in the years immediately before my term. I learned a lot from Don Hershey and even more from Lee Vulgaris. Without the leadership of those two guys (and others like Bob Ward and Rip Rogers), who made some very difficult decisions about WTCA management,

Continued on page 42



An Association's Coming of Age • Continued from page 41

the association would not exist today, or at best it would be a subsidiary of TPI," he noted.

Local Chapters Hit the Scene in the Mid-'90s

Although WTCA Chapters had been tackling local grassroots efforts since the 1970s, 1996 President Merle Nett (Richco Structures) remembered a renewed association-wide campaign to ignite chapter participation. "During my presidency, we strongly pushed and promoted local chapters. It was the beginning of putting the emphasis on having chapters start to develop. At the time, there were probably only a handful of chapters, but everything starts with one. Wisconsin was one of the first, and it had a purpose to be a chapter even before it was part of WTCA. It had that purpose and driving force."

Nett also pushed to complete WTCA's in-plant quality control program during his term, a task Ward had begun four years earlier. "Providing the impetus to keep WTCA QC moving was a big step for me. I felt then and still feel now that QC should be one of the association's major points of focus," he commented.

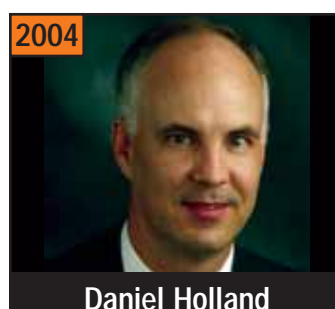
Relationship Building

Just before the dawn of a new century, WTCA and TPI continued to take baby steps toward an improved and productive working relationship. 1999 President Richard Brown (Truss Systems) experienced a milestone as the first [WTCA] president allowed to sit with the TPI board. "We had made some overtures, and I was the first invited to sit down and participate and talk about some of our mutual concerns," he explained. That invitation sparked a change of epic proportions that ultimately came to fruition two or three presidencies later. "So I take my participation as a positive step toward a healthy relationship," Brown noted.

Growing by Leaps & Bounds

It was fitting that the highlight of Roger Gibbs' (SpaceJoist TE) turn-of-the-century 2000 term was the move to unite the many segments of the structural building components industry under a common name. "I'll always remember my presidency for creating that umbrella over WTCA called the Structural Building Components Council (SBCC). The idea was eventually WTCA would include wood truss manufacturers, EWP distributors, steel fabricators and others," he explained. With his influence on the all-encompassing umbrella council, Gibbs had addressed the growing diversification of the industry: "Some manufacturers are involved in wood, steel and EWP. Others simply do one of those activities," he said.

Big changes for the association rolled right into 2001, as WTCA tackled material volatility issues, addressed the softwood lumber dispute and debuted an annual conference. "WTCA has helped us as an industry to advance by leaps and bounds," said 2001 President Mary Pat Keller (Gateway Building Components). Keller is proud to have been involved in another "first" for the association: the debut of the Annual WTCA Legislative Conference in Washington, DC. "I'm proud to have been a member of the first group to visit lawmakers on Capitol Hill visits," she said, recalling that the softwood lumber dispute was a hot issue among component manufacturers at the first conference. "I remember discussing the dispute with other members. We came to the conclusion that we had to start talking about this issue, especially with lawmakers," she noted. The idea to meet with elected officials stuck; in May 2005, component manufacturers gathered at the nation's capital for the fifth straight year.



Uncharted & United Territory

Under 2002 President Mike Ruede's (California Truss Company) watch, **WOODWORDS**, the wood truss industry's trade publication, adopted a name that more accurately represented the scope and diversity of its audience: **Structural Building Components Magazine**. In his November 2001 **President's Message**, Ruede wrote: "The change is the culmination of over three years of work to bring the component industry together under the Structural Building Components Council. Both our markets' and customers' demands have changed and our intent in changing the magazine is to stay abreast of the times and ensure that member companies understand, and are able to take advantage of, the opportunities that these changes offer us."

As the **WOODWORDS/SBC** change was revealed to the membership, Ruede, Gibbs, Keller, Scott Arquilla, Tom Manenti, Dionel Cotanda and Bill Turnbull were hammering out the details of a groundbreaking agreement that would forever change the WTCA/TPI working relationship. "I was determined to unify our associations," Ruede stated, noting that the duplication of tasks was becoming a major source of frustration. To get the ball rolling, Ruede and TPI President Charlie Hoover talked weekly, hashed out the issues that needed to be addressed, and set up the framework for the famed Litmus Test to narrow the focus of the two associations' unique roles in the market. The respective WTCA and TPI executive committees met in Dallas on April 23, 2002. "We were either going to agree or disagree. At the end of the day, both sides had defined their scope of work and the Litmus Test was born," he said.

"The beauty of it is you can take any task and easily determine which group should take the lead. It has and will continue to serve the industry well."

The year of Scott Arquilla's (Best Homes Inc.) term—2003—made headlines thanks to a revolutionary new prescriptive approach to handling, installing and bracing. With cooperation and input from TPI's Technical Advisory Committee and WTCA's Engineering & Technology Committee, the **Building Component Safety Information** (BCSI) documents were born. Arquilla remembered the whirlwind development process: "I'd say the highlight of my presidency was the introduction of BCSI 1-03. We completed it in almost record time during a two-day meeting in Chicago during which we ham-

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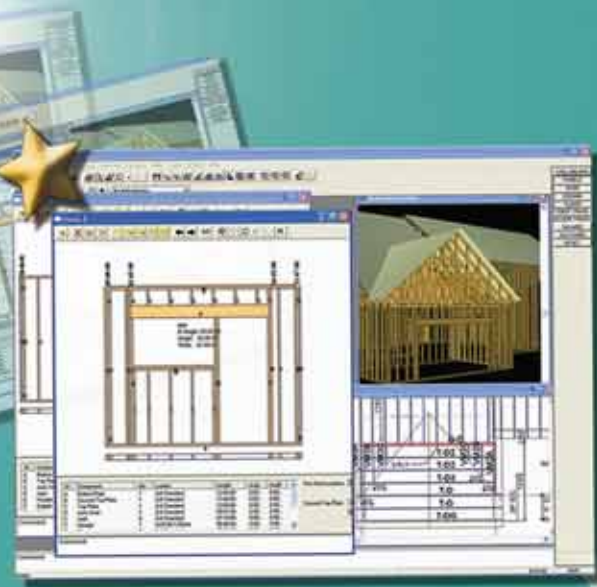
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mered out the content, and later introduced the booklet [and related B-Series Summary Sheets] in October 2003." Keller commented that years of work to establish a positive relationship between the once competing organizations had officially paid off after the completion of a document like BCSI 1-03. "I'm proud to have taken part in building the relationship between WTCA and TPI. It was a big step to grow up as an association and take ownership of our issues; that ultimately resulted in the Litmus Test and BCSI." The Arquilla administration successfully developed BCSI to replace TPI's HIB-91 and WTCA's bracing documents. "It's been a very financially rewarding document and a vast, vast improvement over the old [WTCA and TPI] documents," he declared.

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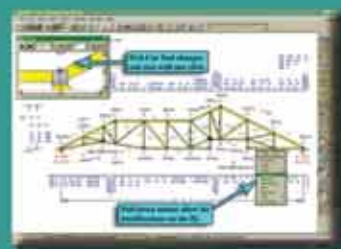
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BCMC:

Riding on 25 Years of Tradition & Innovation

1980

Louisville, KY
Commonwealth
Convention Center

TPI sponsored the first BCMC show. Charles F. Harnden and George F. Eberle served as event co-chairs.

1981

Reno, NV
MGM Grand Hotel

Before diving into this year's BCMC Show Guide, take a few minutes to reflect on where the show has been over the last 25 years.

by SBC Staff

1982

Louisville, KY
Commonwealth
Convention Center

1983

Anaheim, CA
Disneyland Hotel

1984

Marks the first year BCMC was co-sponsored by TPI/WTCA. Even years from 1984-1990 were heavy equipment shows.

1985

Phoenix, AZ
Phoenix Hilton Hotel

THEME: Marketing and Management
Strategies for a Changing Economy

Odd years from 1985-1991 were Tabletop shows. "Sold out" exhibit space included 33 exhibitors and over 500 attendees. [Source: *WOODWORDS*]



Sammy Davis, Jr.
BCMC 1987
Entertainment Headliner



BCMC 1987 Plant Tour

1988

Nashville, TN
Stouffer Nashville Convention Center

THEME: Systems Update

Computed-controlled automation makes its debut. New record attendance set: close to 850.

[Source: *TPI News*]



BCMC 1988 - Nashville Convention Center Exhibit Hall

1989

No show this year; BCMC switches from a fall show to a February show.

1990

Jacksonville, FL
Prime Osborne Convention Center

Attendees focus on fire retardant wood truss assemblies. The first CM roundtable is held to discuss insurance, workers' compensation and equipment. 59 exhibitors

1991

San Antonio, TX
San Antonio Marriott River Center

THEME: Strength and Unity (Tabletop show)
Educational session "How to Find the Eagle in a Flock of Turkeys" is presented by Mel Kleinman.

Continued on page 48



BCMC 1991 Keynote Speaker Dr. Paul Tiffany converses with a few attendees after his presentation on the U.S. economy.



BCMC 1991 - Opening the Exhibit Hall in San Antonio are (left to right) John Herring, Lee Vulgaris, Tom Manenti and Bob Mort.

1986

Louisville, KY
Commonwealth Convention Center

THEME: Managing Risk in '86

1987

Las Vegas, NV
Bally's - Las Vegas

THEME: Growth through Excellence

Sammy Davis Jr. and Shecky Green headline attendee cocktail show.

"When I first started attending the show [in 1988 or '89], the automatic component saw was the most significant improvement in automation. That trend has continued: machinery is becoming much more robust and intelligent than ever before. The quality of today's equipment has been vastly improved and is made for a more rigorous production environment. Great strides have also been made in efficiency. Machines today can handle up to two or three times the parts as the first component saws."

—Daniel Holland • 2004 WTCA President
Clearspan Components, Inc.
Meridian, MS

"We are doing things today that we weren't doing—and couldn't do—25 years ago thanks to one piece of new technology: the computer...the entire industry has been dramatically transformed by the computer."

—Rip Rogers • 1989 WTCA President
Trussway, Ltd. • Spring, TX

1999
Kansas City, MO
H. Roe Bartle Hall
THEME: Solutions 2000
Exhibit space tops 57,000 square feet.
The show hosts over 1,200 attendees representing 425 component manufacturer companies.

2000
Milwaukee, WI
Midwest Express Convention Center
THEME: People Building the Future
Exhibitors exceed 100 (111) for the first time.



IDEAS



To Build On

"Every year, I'm impressed by how much work the BCMC Committee and staff does to put it together. BCMC has grown so far and away from what it was in years past—it's an amazing show. We're taking responsibility for the direction of our industry, and it shows."

—Mary Pat Keller • 2001 WTCA President
Gateway Building Components
Columbia, IL



2001
Louisville, KY
Kentucky International Convention Center
THEME: Ideas to Build On
The BCMC Committee decides the show must go on in spite of 9/11 terrorist attacks.

2002
Columbus, OH
Greater Columbus Convention Center
THEME: Building a New Tomorrow
Numerous format changes enhance the BCMC experience for exhibitors and attendees: targeted educational session, free lunch for attendees and an improved show floor layout.

2003
Phoenix, AZ
Phoenix Civic Plaza
THEME: New Frontiers
Farthest west BCMC travels since Las Vegas in 1987.

2004
Charlotte, NC
Charlotte Convention Center
THEME: Revvin' Up the Component Industry
Record number of new exhibitors: 30.

2005
Milwaukee, WI
Midwest Airlines Center
THEME: Riding on Tradition and Innovation
Read on for all of the exciting details about this year's record-breaking show. This year's Show Guide follows, with Exhibitor Profiles beginning on page 71. Enjoy!



1992
Louisville, KY
Commonwealth Convention Center
THEME: A trade show with a touch of 'class'
Many more workshops and presentations are added for attendees: Erection & Bracing Techniques, Manufacturing Concepts for Profit Improvement, Quality Assurance, and Safety Concerns among others.

1993
Louisville, KY
Commonwealth Convention Center
THEME: Building the American Dream
First show sponsored solely by WTCA. From this point forward, BCMC was a full equipment show. With 54 exhibitors, the show floor is sold out well before the opening.



1994
Louisville, KY
Commonwealth Convention Center
THEME: Manufacturing with Pride
Attendance up 16 percent over previous year.



1995
Nashville, TN
Opryland Hotel
THEME: Connect with Technology
The Internet plays a role for the first time on the show floor.



1996
Louisville, KY
Commonwealth Convention Center
THEME: Discover the Change



1997
Nashville, TN
Opryland Hotel
THEME: Building Your Resources
Truss Technician Training and WTCA QC version 3.0 is debuted at the show.

1998
Cincinnati, OH
Cincinnati Convention Center
THEME: Tomorrow's Technology Today



"Around 1993 or 1994, the BCMC Committee and the WTCA Board made the decision to have a full show every year. There was a little bit of criticism for that; some people felt that we didn't have to have that. But if you look today, the show continues to grow. It went from a 30,000-square-foot show every other year to something that we should be very proud of. Moving BCMC to different parts of the country each year has also helped to increase interest."

—Richard Brown • 1999 WTCA President
Truss Systems, Inc. • Oxford, GA



BCMC 2005, October 12-14, Midwest Airlines Center, Milwaukee, WI

MESSAGE FROM THE BCMC CHAIR

I first started attending BCMC in the late 1980s. In the years since, I have seen technology advancements for the industry such as computerized saws, tables, single blade saws and incredible computer software enhancements. My vision is that we build on this ingenuity and see the same strides made in the next 25 years as we have seen in the past 25 years. If we do this, we will secure our industry's future as well as our own.

On October 12 - 14, 2005, the Building Component Manufacturers Conference (BCMC) will celebrate its 25th anniversary at the Midwest Airlines Center, in *The Genuine City*—Milwaukee, Wisconsin. What greater place to be to celebrate 25 years of success among friends, coworkers and future business associates than in friendly Milwaukee? The theme for this year's show is *Riding on Tradition & Innovation*.

Last year in Charlotte, the show floor was buzzing with excitement as we broke records with the number of exhibitors, square footage and attendees. For exhibitors, BCMC is all about exposure, exposure, exposure, and Milwaukee is the place to get it. For attendees, this will mean even more exhibitors than ever—another record-breaking year.

Off the show floor, BCMC is just as exciting. Each year BCMC offers invaluable educational opportunities to attendees, and this year is no different. You will have the opportunity to attend seminars that provide inside information to the structural building components industry, presented by component manufacturers for component manufacturers. There will be roundtable discussions with related issues facing our industry, as well as the opportunity for you to tour component manufacturing plants.

With another record-breaking year in sight, I look forward to seeing you in Milwaukee at the 25th Building Component Manufacturers Conference!

Don Groom

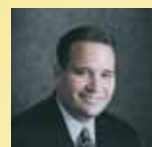
Mr. Don Groom
2005 BCMC Committee Chair

BUILDING COMPONENT MANUFACTURERS CONFERENCE
608/268-1161 ext. 9 • info@bcmcshow.com



PHOTOGRAPH POLICY:
Photographs may be taken at BCMC. No images may be published without prior written approval by BCMC.

BCMC COMMITTEE



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Bob Allen
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Rick Autey
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Doug Folker
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Connectors



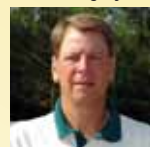
Carl Schoening
Truswal Systems
Corporation



Kelly Sias
Simpson Strong-Tie
Company



Richard P. Parrino
Programs Co-Chair
Plum Building Systems



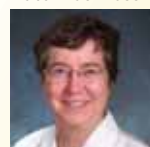
James C. Finkenhoefer
Golf Co-Chair
Truss Systems, Inc.



Joseph J. Appelman
Stock Building Supply



Barry E. Dixon
True House, Inc.
dba True Truss



Helen Griffin, P.Eng.
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Steve Shrader
Hundegger USA LC



Steven L. Stroder
Carter-Lee Building
Components Inc.

FULL SCHEDULE

SUBJECT TO CHANGE

TUESDAY, OCTOBER 11

- 8a-6p Registration • Outside Exhibit Hall
- 9a-4p Golf Outing • Bus Pickup at 7:30a • Meet on Wells Street between 4th & 6th Streets
- 1p-7p WTCA Truss Technician Training™ Course: Truss Basics • Hyatt Regency Milwaukee
- 1p-7p The Load Guide Seminar • Hyatt Regency Milwaukee

WEDNESDAY, OCTOBER 12

- 7a-6p Registration • Outside Exhibit Hall
- 7a-8a Continental Breakfast • Outside Ballroom D
- 7:50a-8a Welcome from the BCMC Chair • Ballroom D
- 8a-9a Kick-off Presentation: The Second City • Ballroom D
- 8a-6p Spouse/Guest Hospitality Room • Rm 103E
- 9:15a-10:30a **Session 1 of the Educational Tracks**
Track 1: *Building Relationships for Business Growth* • Rm 103
Track 2: *Ideas for Understanding Your Manufacturing Costs* • Rm 102
Track 3: *Quick Response Manufacturing* • Rm 101
- 10a Visit Milwaukee Spouse/Guest Orientation • Rm 103E
- 10:30a-10:45a Coffee Break • Outside seminar rooms
- 10:45a-12p **Session 2 of the Educational Tracks**
Ribbon Cutting Ceremony • Outside Exhibit Hall
- 12:15p-6p **Exhibit Hall Open** • Exhibit Halls A-D
- 4p-6p Welcome Reception • Exhibit Halls A-D
- 5p BCMC Bowl Drawing • Exhibit Halls A-D

THURSDAY, OCTOBER 13

- 7a-5p Registration • Outside Exhibit Hall
- 7a-8a Sit-down Breakfast • Ballroom C
- 8a-9a WTCA Annual Meeting • Ballroom C
- 8a-5p Spouse/Guest Hospitality Room • Rm 103E
- 8:50a Spouse Tour Bus Pickup • Meet on Wells Street outside entrance by Ballroom C.
- 9a-9:15a Coffee Break • Outside seminar rooms
- 9:15a-10:30a **Session 3 of the Educational Tracks**
Exhibit Hall Open • Exhibit Halls A-D
- 10:30a-5p BCMC Bowl Drawing • Exhibit Halls A-D
- 1p & 3:30p

- 3:30p-5:30p Component Manufacturers' Roundtable:
The Load Guide and Building Codes • Rm 102D
- 3:45p Lakeside Trailer Giveaway • Exhibit Halls A-D
- 4:15p-5:30p Component Manufacturers' Roundtables:
Focus Groups on Industry Issues
Track 1: *Building Relationships for Business Growth* • Rm 103
Track 2: *Ideas for Understanding Your Manufacturing Costs* • Rm 102
Track 3: *Quick Response Manufacturing* • Rm 101

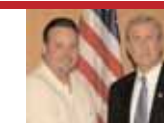
FRIDAY, OCTOBER 14

- 7:30a-11a Registration • Outside Exhibit Hall
- 7:30a-8a Continental Breakfast • Outside Rm 101
- 8a-9:30a Economic Forecast • Rm 101
- 8:30a-12:30p **Exhibit Hall Open** • Exhibit Halls A-D
- 8a-12:30p Spouse/Guest Hospitality Room • Rm 103E
- 11:30a BCMC Bowl Drawing • Exhibit Halls A-D
- 12:30p Official Adjournment • Exhibit Halls A-D
- 12:30p Plant & Alternate Tours Bus Pickup • Meet on Wells Street outside the entrance by Ballroom C

SATURDAY, OCTOBER 15

- 8a-2p WTCA Open Quarterly Meeting • Hyatt Regency Milwaukee • All are welcome!

COMPONENT MANUFACTURERS ATTEND BCMC FOR THE EXPERIENCE...



EDUCATION

- Take home invaluable information from seminars that offer inside information to the structural building component industry.
- Find out and apply what is new in the industry.
- Participate in roundtables to discuss important industry issues.
- Attend ½-day seminars on The Load Guide or WTCA Truss Technician Training: Truss Basics.
- Tour component manufacturing plants.

EXHIBIT FLOOR

- Approximately 150 suppliers to the structural building components industry will be under one roof—the largest tradeshow geared specifically to YOUR needs.
- Make informed decisions on purchasing products/machinery.
- With only about seven minutes per exhibitor to spend on the show floor, you may want to bring more than one person from your office.

EXCHANGE OF IDEAS

- Touch base with your peers, competitors and vendors to get their insight on products, business strategies and industry issues.

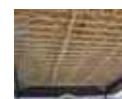
COST & TIME SAVING

- Comparison shop like a pro! With nearly 150 suppliers under one roof, you have the biggest selection of the latest technology, to help you make informed purchasing decisions.
- Concentrate on decision-making with no office interruptions.

PRIZES & FUN

- Win the use of a roll-off trailer for one year.
- Win prizes and cash up to \$500 when you play the BCMC Bowl.
- Play golf.
- Bring your spouse—we have several fun Milwaukee-area activities planned for guests of attendees during show hours.

REGISTER ONLINE AT WWW.BCMCSHOW.COM



REGISTER ONLINE AT WWW.BCMCSHOW.COM



TUESDAY'S EVENTS

GOLF OUTING

Join Us for the Annual Golf Outing — a Great Way to Kick Off Your Week!

Tuesday, October 11, 9:00 a.m.

Bristlecone Pines, a premier Midwest course, lies nestled in rolling Kettle Moraine topography sculpted by the glaciers of the last ice age. The course opened in August, 1996 and has earned the highest rating in the greater Milwaukee area—4 1/2 stars *Golf Digest 2002-03 Places to Play*. Designed by Scott Miller, a former senior designer for Jack Nicklaus, the course plays to 7,005 yards with a par of 71 (slope = 138; rating is 74.1). Bristlecone truly tests the shot maker's skill with wide fairways giving a false sense of security. Acres of sandy waste areas capture errant shots; those that escape may find their way into tall native fescue grasses. A stream meanders through the course bringing water into play on 11 holes. There are a limited supply of golf clubs available to rent. Please note: soft spikes only. View the course layout at www.golfbristlecone.com.

See *Golf Outing Registration Form* between pgs 82 & 83.



Thank You to Our BCMC Golf Outing Sponsors/Prize Donors!

- | | |
|--|-----------------------------|
| • Alpine Engineered Products, Inc. | • Robbins Engineering, Inc. |
| • Cordstrap USA Inc. | • Simpson Strong-Tie Co. |
| • International Paper | • Swanson Group |
| • Lakeside Trailer Manufacturing, Inc. | • Teuteberg, Inc. |
| • MiTek Industries, Inc. | • Truswal Systems Corp. |
| • Nordic Engineered Wood | • Turb-O-Web |
| • Pagel, Davis & Hill, P.C. | • USP Structural Connectors |
| • Qualtim, Inc. | • Yale Materials Handling |

Thank you to these companies for either sponsoring a hole and/or donating prizes for the Annual BCMC Golf Outing! Their generous contributions are the reason for the success of the event. There is still time to sponsor a hole or donate prizes. Sign up online at www.bcmcsow.com or call BCMC staff at 608/268-1161 extension 9 for more information.

WTCA TRUSS BASICS & THE LOAD GUIDE COURSES at the Hyatt Regency

This year WTCA is offering two different pre-conference educational opportunities for truss technicians, other design professionals and plant managers. Both courses are six hours long, and will take place concurrently on **Tuesday, October 11, at 1:00 p.m.**



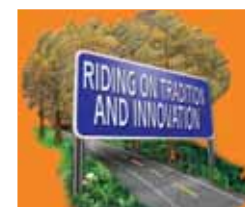
WTCA's The Load Guide (TLG) course is designed to provide participants with guidelines regarding specifying and applying design loads to structural building components.

- For truss designers and design department managers.
- Benefit from this comprehensive introduction to using TLG.
- Work through actual loading situations and see exactly how to use this powerful new design tool.



WTCA's Truss Basics course is designed to provide participants with wood truss fundamentals and improve the technical knowledge of non-design personnel in truss plants.

- For salespeople, estimators, administrative staff and others who interact with suppliers, customers and industry professionals.
- Benefit from this overview of the structural building components industry.
- Ideal for managers or executives who want to get a feel for the content of WTCA's Truss Technician Training™ (TTT) Certification courses.
- Watch one section using WTCA's new Truss Knowledge Online delivery technology to see how companies can benefit from online training.



REGISTER ONLINE or contact Barb Speer at 608/310-6745. Registration deadline for these courses is September 30, 2005.

ATTENDEE COST PER COURSE:

MEMBER \$175

NON-MEMBER \$440

www.bcmcsow.com



WEDNESDAY'S EVENTS

KICK-OFF PRESENTATION

Wednesday, October 12, 8:00 a.m. • Ballroom D

Through political scandal, cultural milestone and public disgrace, *The Second City* has been there to create hysterical comedy out of our own country's hysteria.

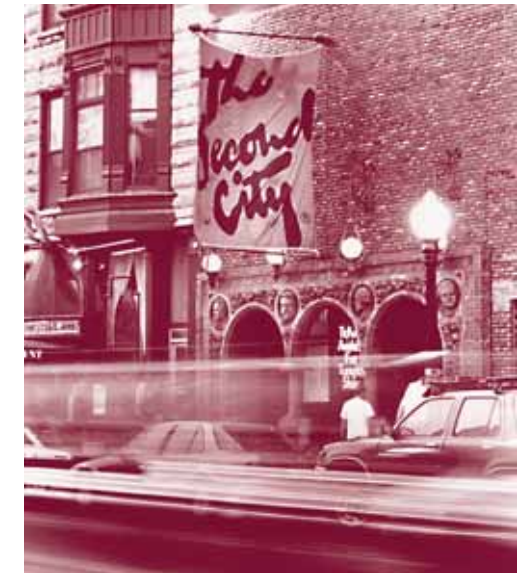
Along the way, it has produced North America's great comedic talents, such as:

- Alan Arkin • Robert Klein • Gilda Radner • John Belushi
- Bill Murray • Mike Meyers • Tina Fey

Hilarious **yet** thought provoking;
smart **yet** silly;
sophisticated **yet** wild.

The Second City

This performance promises to give you a great start to a fantastic show.



EXHIBITOR INFORMATION

(YOU DON'T HAVE TO WAIT UNTIL OCTOBER...)

Find out today who's exhibiting at BCMC 2005 in Milwaukee!

Visit the show's web site at

www.bcmcsow.com

Here's what you will find:

- **Number of Exhibitors & Total Square Footage Sold** - Listed on the home page.
- **Exhibitor Listing** - In alphabetical order with a description of the products and/or services. Request additional information from each exhibitor!
- **Floor Plan & Booth Numbers** - The floor plan and exhibitor listing with booth numbers was posted on the web site in mid-August.



SPECIAL THANK YOU TO ALL BCMC 2005 EXHIBITORS!



YOU'RE INVITED! WELCOME RECEPTION ON THE SHOW FLOOR

Wednesday, October 12, 4:00 - 6:00 p.m. • Exhibit Halls A-D

If you are new to BCMC, this is a great place to network with industry peers and build your industry contacts. You can meet new people, reacquaint yourself with old friends or just relax. All that, plus hors d'oeuvres and drinks!



EDUCATIONAL TRACKS

Chock-full of pertinent information you need to succeed in the structural building components industry!

- We listened to your comments and created sessions on key topics gathered from successful industry businesses. Come away with ideas you can apply in your own operation.
- 40-minute presentation with a 35-minute question and answer session.



www.bcmcsow.com



CONTINUING EDUCATION CREDITS OFFERED

BCMC sessions may count toward required credits for your professional certification. Check with your state or local certification board and contact BCMC for more information.

TRACK 1 BUILDING RELATIONSHIPS FOR BUSINESS GROWTH

Session 1 - Wednesday, Oct. 12, 9:15 a.m. • Rm 103

Intra-Company Communication and Relationships

- Communicating
- Understanding each department's job duties
- Training, training, training
- Serving internal customers - departmental interaction
- Growing management in leadership skills & accountability
- Managing conflict



Speaker
Mike Ruede
Senior Vice President
California Truss Company
Years of experience: 28

Session 2 - Wednesday, Oct. 12, 10:45 a.m. • Rm 103

Customer/Marketplace Relationships and Communication

- Targeting prospects
- Managing customer expectations
- Relationships are more important than price



Speaker
Joe Hikel
Chief Operating Officer
Shelter Systems Limited
Years of experience: 29

Session 3 - Thursday, Oct. 13, 9:15 a.m. • Rm 103

Managing Change in Your Organization

- Accepting change to foster growth
- Growing management in leadership skills
- Empowering people to be excited about change
- Understanding how followers accept change



Speaker
Craig Plummer
General Manager
Huskey Truss & Building Supply
Years of experience: 33

TRACK 2 IDEAS FOR UNDERSTANDING YOUR MANUFACTURING COSTS

Session 1 - Wednesday, Oct. 12, 9:15 a.m. • Rm 102

Importance of Knowing YOUR Costs

- Know your process and plant equipment
- Know your market
- Define the costing method that fits you



Speaker
Jim Finkenhoefer
Vice President
Truss Systems, Inc.
Years of experience: 28

Session 2 - Wednesday, Oct. 12, 10:45 a.m. • Rm 102

Developing a Costing Framework that Fits Your Plant

- Contribution
- Direct costs
- Driven costs
- Attributable costs
- Overhead costs



Speaker
Kendall Hoyd
President
Idaho Truss & Component Co.
Years of experience: 8

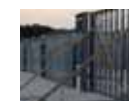
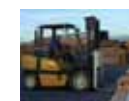
Session 3 - Thursday, Oct. 13, 9:15 a.m. • Rm 102

A Real World Application of a Costing Method

- Why we came to this method
- The importance of keeping track of time
- How truss design time relates to build time



Speaker
Scott Arquilla
Vice President
Best Homes, Inc.
Years of experience: 16



TRACK 3 QUICK RESPONSE MANUFACTURING (QRM)

Session 1 - Wednesday, Oct. 12, 9:15 a.m. • Rm 101

The Organization Wide Impact of Lead Time Reduction

- How shorter lead time can translate into higher profits
- Reducing overhead and improving productivity through lead time reduction
- Impact of shorter lead time on getting and keeping good customers
- The impact of using lead time reduction as a driving metric in an organization



Speaker - Sessions 1-3
Frank Rath
Associate Director
Center for Quick Response Manufacturing
University of Wisconsin—Madison

Session 2 - Wednesday, Oct. 12, 10:45 a.m. • Rm 101

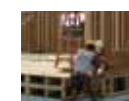
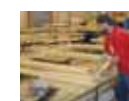
Simplifying and Streamlining the Flow of Jobs in a Typical Organization from the Office to the Production Floor

- The impact of organization structure on job flow and lead time
- Creating "product families"
- Creating QRM cellular flow from design through manufacture
- Case study - wood components/truss manufacturer reducing the lead time from product design through shipment.

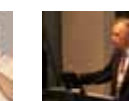
Session 3 - Thursday, Oct. 13, 9:15 a.m. • Rm 101

The Impact of Systems Dynamics on Lead Time Reduction

- The impact of planned resource (equipment and manpower) utilization on lead time
- The impact of batch size on lead time
- Using a hybrid push/pull material control strategy for effective shop floor control and capacity management



REGISTER ONLINE AT WWW.BCMCSHOW.COM





COMPONENT MANUFACTURERS' ROUNDTABLES

In response to your feedback, we have added more roundtables this year. The roundtables allow you to interact with your peers on important industry issues. This is a great opportunity for you to exchange ideas and discuss issues you and your peers are facing.

PLEASE NOTE: These sessions are open to structural building component manufacturers only.

WTCA ROUNDTABLE

The Load Guide & Building Code

Thursday, October 13, 3:30 p.m. • Rm 102D

This roundtable will be an overview of WTCA's newest design tool, The Load Guide (TLG), and how it can assist in accommodating the requirements of the newest building codes.

Topics may include:

- Comprehensive review of how the I-codes apply to structural building components
- Goals, objectives, features and benefits of WTCA's TLG
- How TLG can be used by your business
- How you can use TLG in the marketplace



Moderator
Kirk Grundahl
Executive Director
WTCA
Years of experience: 27

WTCA ANNUAL MEETING

Thursday, October 13, 8:00 a.m. • Ballroom C

Everyone is invited to attend the WTCA Annual Meeting. Come see what WTCA has done for you over the past year. Highlights include passing the gavel from outgoing president Kendall Hoyd to 2006 president Don Groom, announcement of the 2005 Hall of Fame winner(s), and an update on the latest WTCA products and programs to help your business.



The roundtables below will build on the three educational tracks offered Wednesday and Thursday morning.

Use this opportunity to delve further into these issues with our panelists, the speakers from our morning sessions. Or, if you missed the educational sessions, this will give you a chance to catch up on these important issues.

TRACK 1 ROUNDTABLE

Building Relationships for Business Growth

Thursday, October 13, 4:15 p.m. • Rm 103



Moderator
Dan Holland
President
Clearspan Components, Inc.
Years of experience: 16

TRACK 2 ROUNDTABLE

Ideas for Understanding Your Manufacturing Costs

Thursday, October 13, 4:15 p.m. • Rm 102



Moderator
John Herring
President
A-1 Building Components LLC
Years of experience: 33

TRACK 3 ROUNDTABLE

Quick Response Manufacturing

Thursday, October 13, 4:15 p.m. • Rm 101



Moderators
Rick Parrino
Vice President
Plum Building Systems, Inc.
Years of experience: 22



Steven Stroder
General Manager
Carter-Lee Building Components Inc.
Years of experience: 21

SPOUSE PROGRAM

Stop by the **Spouse Lounge** in room 103E anytime for a break and discover just exactly why being a spouse has its privileges! Not only do you have access to all of the BCMC activities, such as the show floor, educational sessions, and tours, but in the lounge you will find food, beverages and, most importantly, friends new and old.



On **Wednesday, October 12, at 10:00 a.m.** a representative of *Visit Milwaukee* will be there to point out the many activities available in and around Milwaukee during show hours.

As in years past, BCMC will offer a tour on **Thursday, October 13, at 9:00 a.m.** Bus pick up is at 8:50 a.m. on Wells Street outside the entrance by Ballroom C. You'll travel 20 minutes north of Milwaukee to Cedarburg, WI—the perfect setting for two hours of antiques and shopping in specialty stores, followed by lunch at Klug's Creekside Inn.

Back in Milwaukee after lunch, the bus heads for the infamous Pabst Mansion. Get a first class tour of this fascinating venue. The bus will take you back to the Midwest Airlines Center around 4 p.m.

To reserve a spot on the bus, **spouses must sign up for the Spouse Tour by circling "Yes" on the registration form** or register online at www.bcmcshow.com.



Remember to sign up for the spouse tour on your registration form.

LAKESIDE TRAILER GIVEAWAY

WIN THE LIMITED* USE OF:
2006 - J.D.H. Trussmaster
48' x 8'6" Heavy Duty
Roll-Off

Featuring:

- Sliding Tandems
 - Hydraulic Front-End
 - Controllable Rollers
- with Remote and Flooring Options

*Visit the Lakeside Trailer booth at BCMC 2005 and **ENTER TO WIN** the use of this trailer for one year. To be eligible to win this valuable prize, you must be a component manufacturer regular member of WTCA and be present at the time of the official drawing. Tickets are included within your badge. Good luck!

ENTER TO WIN!



LAKESIDE

TRAILER MANUFACTURING, INC.

Drawing from all entries received: Thursday at 3:45 p.m.





ECONOMIC FORECAST

Construction Economics: A Look Back at 2005 and a Look Ahead to 2006



Friday, October 14, 8:00 a.m. • Room 101

Stanley F. Duobinis, Ph.D., President, Crystal Ball Economics

One of the perennially popular speakers at BCMC, Dr. Duobinis will return with highlights from his BCMC 2004 session, which he will supplement with an in-depth economic discussion on how the structural building components industry will fare in 2006.

Dr. Duobinis is the president of Crystal Ball Economics. His company specializes in forecasts and analysis for firms involved with the construction industry. These forecasts cover the national picture as well as details at the state and metropolitan levels.

During his previous employment at the National Association of Home Builders (NAHB), Dr. Duobinis was the Assistant Staff Vice President and the Director of Forecasting.

Bring your challenging questions and take advantage of this opportunity to learn about the economic future of the industry!



"The Economic Forecast is something I have come to rely on. I bring back my handout with the notes I took during Dr Duobinis's presentation and use them as a guide or an additional tool as I prepare my forecast and budget for our next fiscal year. It is quite amazing how accurate he has been and even specific to certain regions. I have not missed one of his presentations in the three years he has been at BCMC."

—Rick Parrino, Plum Building Systems, Inc.



ALTERNATE TOUR *Register today!*

Friday, October 14

The following tour is available to attendees and exhibitors!



Harley-Davidson

The tour begins in the theater with a brief video. Then it's on to the factory floor, where you'll watch Sportster and Buell powertrains take shape on the assembly line and see engines hot-tested to ensure they meet strict Harley-Davidson standards. You'll be guided through the Genuine Motor Parts and Screamin' Eagle manufacturing processes and stop in the Engine Remanufacturing Department.

- Bring a government issued photo I.D. to show for entry to the tour.
- Wear completely enclosed shoes.
- No cameras, camera phones or pocket knives are allowed inside the factory.

Number Tour Allows: 45 people

Tour (including transit time) will run from 12:30 p.m. - 3:30 p.m.

Cost is \$25.00



PLANT TOURS

2005 promises attendees more opportunities than ever before to take a component manufacturing plant tour, with three industry sites selected for this year's show.

Tours begin **Friday, October 14, at 12:30 p.m.** Tours are available only if you are registered for BCMC as a component manufacturer and are 18 years of age or older. Sign-ups are accepted via the online system (fastest) or the fax/mail registration form. Please keep in mind that **space is limited** and these reservations are taken on a first-come, first-served basis. Early tours are filled first. **ACT NOW**, because tours fill up quickly every year!

Additional information will be emailed/faxed to you in September regarding your reserved time and where to catch the tour bus. At the show, you will also find your tour ticket and tour time inside your name badge.

STOCK Components



Stock Building Supply, Inc.

Things You'll See: automated saws, inline saw, web saw, floor truss machine, 120' floor panel line, 120' wall panel lines, roller gantry roof truss lines, horizontal stacker.

Acreage: 24 acres

Number Tour Allows: 165 people (3 tours of 55 each)

Departure times: 12:30 p.m., 1:15 p.m. & 2:00 p.m.
Please allow two and a half hours for this tour (this includes transportation time).

Safety Requirements: Footwear must be consistent with industrial environment requirements (no open-toed shoes).



CUSTOM COMPONENT COMPANY



Things You'll See: inline saw, computerized chord and web saws, gantry with auto-set roof and floor truss machines, electronic plant management system for tracking production materials and labor, and online lumber procurement. CCC also produces light-gauge steel trusses with a full complement of steel truss saw and manufacturing equipment.

Acreage: 20 acres, including lumber yard and mill

Number Tour Allows: 120 people (3 tours of 40 each)

Departure times: 12:30 p.m., 1:00 p.m. & 1:30 p.m.
Please allow two hours for this tour (this includes transportation time)

Safety Requirements: Footwear must be consistent with industrial environment requirements (no open-toed shoes).



Things You'll See: Visit 2 locations - Haven Truss Plant and the Sheboygan Falls Component Plant/Lumber Yard. Computerized component saws, computerized radial arm saws, laser projection systems, various roof and floor truss machinery and paperless wall component assembly line.

Acreage: 17 acres - Haven Truss Plant
5 acres - Sheboygan Falls Component Plant

Number Tour Allows: 165 people (3 tours of 55 each)

Departure times: 12:30 p.m., 1:15 p.m. & 2:00 p.m.
Please allow three hours for this tour (includes transportation time)

Safety Requirements: Footwear must be consistent with industrial environment requirements (no open-toed shoes).



BCMC BOWL

BCMC BOWL—PLAY TO WIN!

Return home with cash or other great prizes! It's easy to play. Pick up your entry form at the registration desk, find all the listed items on the show floor and turn in your entry form at the BCMC Booth. You must be present to win.

Random drawings from all entries received:

Wednesday 5:00 p.m.
Thursday 1:00 p.m. & 3:30 p.m.
Friday 11:30 a.m.

Many Thanks to Our 2005 BCMC Bowl Sponsors!

Alpine Engineered Products, Inc. • iPod

BCMC • \$500

Mitek Industries, Inc. • MiTek Clothing

Robbins Engineering, Inc. • Robbins Clothing

Simpson Strong-Tie Co. • Simpson Gold Putter

USP Structural Connectors • Digital Camera

The Fitzgerald Group, LLC • Golf Shirt

Truswal Systems Corporation • Kodak Digital Photo Studio

CARBECK STRUCTURAL COMPONENTS INSTITUTE

The Carbeck Structural Components Institute (CSCI) has become synonymous with Fire Service Education. Through the generous support of Carbeck contributors, we have pressed forward with local educational efforts, reaching as many firefighters as possible. In the past year, fire-related code and ordinance changes in New York and Pennsylvania have heightened the importance of CSCI's grassroots approach to this work. Come to our booth at BCMC 2005 to learn about our continued plans for tackling local and regional fire-related issues. We cannot rest until the fire service views our industry as an asset and not as an adversary. We look forward to seeing you in Milwaukee!

Carbeck Structural
Components Institute



ONLINE REGISTRATION IS FASTER!

Online registration is not only faster but it gives you an immediate confirmation.

You'll also know instantly if you registered early enough to guarantee your spot on the popular plant tours. They sell out early every year. Visit www.bcmcshow.com and register to attend.



BCMC REWARDS

BCMC Loyalty Rewards Program

BCMC has implemented a NEW program for the 25th Anniversary show. We want to reward our most loyal attendees. If you meet the criteria below you are already a winner!

- You attended BCMC in 2002, 2003 and 2004.
- You will attend BCMC 2005.
- You are a component manufacturer member (or their spouse) of a BCMC partner association.

If you meet these criteria, you will receive the following perks:

- 2 extra tickets for the Lakeside Trailer Giveaway for component manufacturers only.
- 2 extra tickets for the BCMC Bowl drawing.
- The lowest price for any publications/services/products ordered at the BCMC booth. For example: 1 copy of the *Metal Plate Connected Wood Truss Handbook* will cost \$30 rather than \$49.95.
- A special commemorative pin to wear proudly at the show. Actual size shown.



Please note: children under the age of 14 are not allowed on the show floor.



And the Winner Are...

A new BCMC attendee program provided many the opportunity to win a free registration to the show. To qualify for the program, participants had to be component manufacturer members of a BCMC partner association and their company could not have attended BCMC in the past five years. The deadline to enter was August 15, 2005. Congratulations to the following winners:

Mr. Guy Allred • General Manager • Dagrow Truss Inc
 Mr. Craig Bradshaw • Owner • Spelts-Schultz Truss
 Mr. Tom Buckner • District/Product Manager • Meek's Resource & Design
 Mr. Dave Christenson • Vice President-Sales • Dolan Building Materials, Inc.
 Mr. Dan Emmerich • General Manager • Emmerich Wood Products, Inc.
 Ms. Cora Gilbert • President • Builders Truss Company
 Mr. Mario Salazar • T N T Components
 Mr. Ken Timmerman • Owner/President • Timmerman Truss, Inc.



We look forward to having you at BCMC and hope to see you next year in Fort Worth, TX!

IMPORTANT DEADLINES

September 8 - Hurry!

- Hotel reservation guaranteed rate deadline. Room rates may increase after this date.

September 30

- Deadline to register for The Load Guide seminar and Truss Basics.
- Deadline to register for the BCMC Golf Outing.



TRANSPORTATION



By GROUND

Avis Discount

Avis is the place to rent your car! Their special meeting rates and discounts make it easy for you to incorporate leisurely fun into your plans. The discounted Avis rates are good from one week before to one week after your meeting, so you can take in all that Milwaukee has to offer.

To reserve your Avis car, call 800/331-1600 and mention this special meeting Avis Worldwide Discount (AWD) number: T766099, or visit Avis online at www.avis.com and enter T766099 in the AWD prompt under Rates and Discounts.



Parking and Airport Transportation

Airport Transportation

There are various options to reach the BCMC hotels. Most frequently recommended are:

Taxi to/from Airport to Downtown

Fare for a taxi cab ride is approximately \$25.00 each way. Taxi cabs are located just outside of baggage claim at General Mitchell International Airport.

Town Cars/Limos

If you are looking for town cars or limousines, some suggestions are Carey Limousine: 414/482-9950 or Corporate Limousine Service: 414/483-0003. Reservations recommended.

Airport Shuttle

The Airport Connection Shuttle (414/769-2451) travels between General Mitchell International Airport and all downtown Milwaukee hotels. The cost is \$11 one way or \$20 roundtrip. Shuttles leave the airport every 20 minutes from the baggage claim area between Carousels 2 & 3. Reservations are not needed traveling from the airport, but are recommended for your departure trip.

Garage Parking

Rates for the parking garages downtown vary. However, most of them offer reduced rates for parking during the evening and night hours or on the weekends.

For more information on transportation, please visit www.milwaukee.org or www.parkmilwaukee.com.



www.bcmshow.com

TRANSPORTATION



Driving Directions to the Midwest Airlines Center

Due to construction, please refer to the Marquette Interchange Project information at www.mchange.org for updates.

From the north

(Sheboygan, Green Bay and points north) Take I-43 South to near downtown and take the North Avenue exit. Go forward at the light, following signs to "6th Street." Take 6th Street downtown to Kilbourn Avenue. Turn left on Kilbourn; parking entrance is ahead on the right.

From the west

(Waukesha, Madison and points west) Take I-94 East to I-794 East. Just past I-94 ramp to "Chicago," exit at James Lovell Boulevard ("exit only" on right). Stay left on the ramp and go under the freeway. Continue on James Lovell Boulevard three blocks to Wells Street. Turn right on Wells, see Midwest Airlines Center underpass ahead, just past 6th Street. Parking entrance is on the left inside the underpass.

From the south and southwest

(Racine, Kenosha, Chicago, Beloit, Rockford and points south, east and southwest) Take I-94 West or I-43 North; they join. Continue on I-94 West/I-43 North toward downtown; exit to I-794 East ("exit only" on right). Exit at Plankinton Avenue ("exit only" on right); stay left on the ramp and go under the freeway to Clybourn Avenue. Turn left on Clybourn. Take Clybourn Avenue 6 blocks to 6th Street, turn right on 6th, go 3 blocks to Wells Street. Turn right on Wells into underpass; parking entrance is on the left inside the underpass.



By AIR

Midwest Airlines



BCMC has worked with Midwest Airlines to bring you discounted fares for flights into their hub in Milwaukee. To help minimize travel expenses, Midwest Airlines is offering a 10% discount off their lowest available published fares if you purchase your tickets at least 60 days in advance or a 6% discount for tickets purchased within 60 days to attend BCMC.

To price fares and purchase your tickets, visit www.midwestairlines.com and enter the promo code CMZ6473 or call Midwest Airlines directly at 800/452-2022 and mention the code.



Hilton Milwaukee City Center

509 West Wisconsin Avenue
www.hiltonmilwaukee.com
414/271-7250

Guest rooms: \$149 single/double, \$169 triple/quad

Check-in time: 4 p.m.

Check-out time: 11 a.m.

High speed internet: All guest rooms have high speed access for \$9.95/day.*

Hotel Facilities: The Café, open for breakfast and lunch; Milwaukee Chophouse, open for dinner; Miller Time Pub; fitness center and business center.

Parking: \$10/day* for registered guests. Please mention you are with BCMC in order to get this special rate.

Distance to Midwest Airlines Center: Across the street and connected with a skywalk.



HILTON MILWAUKEE CITY CENTER

Hyatt Regency Milwaukee

333 West Kilbourn Avenue
www.milwaukee.hyatt.com
414/276-1234

Guest rooms: \$149 single/double, \$169 triple, \$186 quad

Check-in time: 3 p.m.

Check-out time: 12 p.m.

High speed internet: All guest rooms have wireless high speed access for \$9.95/day.*

Hotel Facilities: Pilsner Palace open for breakfast and lunch; Sarah's Pantry, Polaris open for dinner; and Knuckles Sports Bar.

Parking: \$16/day* for registered guests.

Distance to Midwest Airlines Center: Across the street and connected with a skywalk.



HYATT REGENCY MILWAUKEE

Act fast for choice lodging!

Make reservations online at www.bcmshow.com or complete the BCMC 2005 Housing Form located between pages 82 and 83 of this issue.

The deadline for guaranteed rates is **September 8, 2005**. All rates are subject to change after this date and are subject to applicable taxes. Please remember reservations are subject to availability. Hotels will not accept telephone reservations prior to September 25, 2005.

BCMC IS YOUR ASSOCIATION SOLUTIONS MARKETPLACE. PROVIDING CONSTANT DEVELOPMENT OF USEFUL INDUSTRY PRODUCTS & SERVICES, MAKING THEM AVAILABLE TO YOU ASAP! EXPERIENCE FULL SERVICE IN A ONE-STOP SHOP...

- ONLINE TRAINING TO PROVIDE FLEXIBILITY OF SELF-PACED PROGRAMS
- RISK MANAGEMENT TOOLS
- RESOURCES TO EVALUATE AND DEVELOP YOUR EMPLOYEES' TECHNICAL SKILLS

Many documents and tags have been updated and are available to assist you in educating and warning your customers about the safe and proper use of structural components. Marketing products help you spread the word about the benefits of component construction in your local area.

Online Educational Programs provide resources for training your employees. Allied professionals such as building, code and fire officials; architects; engineers; and contractors can also benefit from the high quality online seminars.

Structural Building Components Magazine (SBC) helps members maintain the most competitive and successful practices in the business.

Legislative Alerts keep you informed of political issues that affect our industry.

Quality Control (QC) management tools help you comply with the requirements of ANSI/TPI-1-2002 and set your company apart in the marketplace! Check out the new In-Plant **WTCA QC** version 4.0 program. Pocket PC Software is also now available for In-Plant **WTCA QC**.

Wage & Benefit and Financial Performance Surveys provide invaluable information to our members. These surveys are **FREE** to all participating members, and only members may obtain the results.

Timely **News Alerts** provide members with information about important events that affect your business.

The **Network** of component industry professionals is over 900 strong, and is one of the greatest sources of important industry information.

Resources are a phone call or mouse click away - contact staff with any technical or industry questions!

Need details? Check out the informative and up-to-the-minute industry web sites:

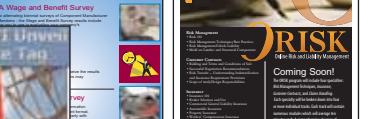
GRAB YOUR SHOPPING CART AND GO!



www.sbcmag.info
www.steeltruss.org
www.scda.info
www.woodtruss.com
www.sbccc.info



www.bcmshow.com



608/268-1161 ext. 9
608/274-3329 fax
www.bcmshow.com
info@bcmshow.com

RAM EASYSIDER

See why it is taking the industry by storm.

More than 75 Ram Easy Rider systems have been installed in just the last 18 months. One truss plant alone has 16 Easy Riders in everyday operation. Clearly, it is the most successful truss fabrication system ever introduced. Why? The answer is simple. Because you can build more trusses with less labor. Its unique distribution of workload keeps the manufacturing process smooth, efficient, and highly productive.

See for yourself why the RAM Easy Rider is the component industry's leading trackless truss fabrication system. Call your Alpine representative to learn what the RAM Easy Rider can do for your production and ask for a copy of the video showing the Easy Rider in action.

 **EQUIPMENT**
A Division of Alpine Engineered Products, Inc.

Grand Prairie, Texas • 972-660-4422 • 800-755-6005 • www.alpineequip.com



MILWAUKEE, WI



ATTRACTIONS

The following are just a few of the attractions in Milwaukee. For a complete listing of events, attractions, dining/nightlife and shopping, please visit www.milwaukee.org.

TOURS

Mason Creek Winery
Sprecher Brewing Company

SPORTS

Milwaukee Brewers (baseball)
Milwaukee Bucks (basketball)
Milwaukee Admirals (hockey)
Milwaukee Wave (soccer)

ATTRACTIONS

Discovery World Museum
Historic Third Ward Entertainment District
Humphrey IMAX Theater
Milwaukee Art Museum
Milwaukee County Zoo
Potawatomi Bingo Casino

GARDENS

Boerner Botanical Gardens
Mitchell Park Domes



www.bcmshow.com



JIM DOYLE
GOVERNOR
STATE OF WISCONSIN

October 12, 2005

Dear Delegates, Friends and Guests:

On behalf of the people of Wisconsin, it is my pleasure to welcome you to Milwaukee, the Genuine American City, for the 25th anniversary of the Building Component Manufacturers Conference. Your conference is a large and important one, so we thank you for choosing Milwaukee as the host of your anniversary.

Milwaukee is an ideal site for your conference. Along with the state-of-the-art Midwest Airlines Center and elegance of your accommodations, Milwaukee offers an exciting range of attractions. A Riverwalk sparkling with entertainment, the vibrant music and arts scene, and world-class museums such as the new wing to the Milwaukee Art Museum are among the many attractions which will assure your attendees a truly memorable experience.

Milwaukee's accessibility - by highway, bus, rail and plane - is unmatched. In addition, there is an excellent public transportation system to meet any traveling need.

We welcome the opportunity to offer you friendship, goodwill and hospitality. Enjoy your stay in Milwaukee and the great state of Wisconsin.

Sincerely,

Jim Doyle
Jim Doyle
Governor

P.O. BOX 7863, MADISON, WISCONSIN 53707-7863 (608) 266-1212 FAX: (608) 267-8983
WWW.WISGOV.STATE.WI.US



FUTURE SITES!

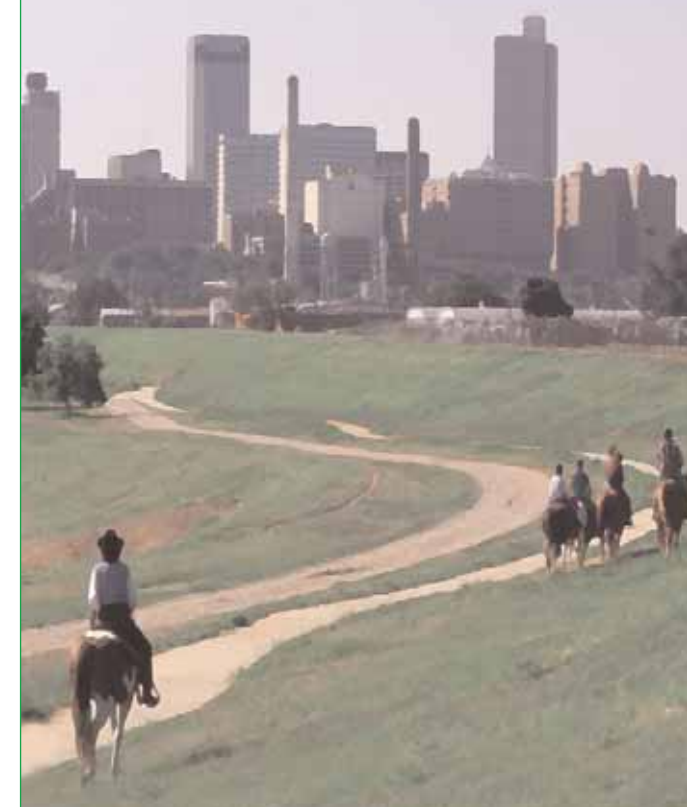


Start gettin' ready for roundup time...
Bigger and Better in Texas
BCMC 2006

FORT WORTH



Convention & Visitors Bureau



"By attending BCMC Programs, we were able to network with component manufacturers. The contacts we have made have proven to be invaluable and extremely helpful in our business. Being able to consult with component manufacturers who have dealt with an issue that we are facing has saved us, in some cases, many hours of research. Without the connections made at BCMC this would not have been possible."

Mr. Don Groom, Stark Truss

IMPORTANT DATES

2006 BCMC: OCTOBER 4-6, FORT WORTH, TX

2007 BCMC: OCTOBER 3-5, COLUMBUS, OH

2008 BCMC: OCTOBER 1-3, FORT WORTH, TX

CONTACT INFORMATION

Avis www.avis.com
800/331-1600
AWD#T766099

Housing www.bcmshow.com
800/578-0111

Midwest Airlines Center
www.midwestairlinescenter.com
414/908-6000
info@midwestairlinescenter.com

Milwaukee Information
www.milwaukee.org
800/554-1448 or 414/273-7222

Midwest Airlines
www.midwestairlines.com
800/452-2022
Promotional code - CMZ6473

SBC www.sbcmag.info
SBCC www.sbcc.info
SCDA www.scda.info
STCA www.steeltruss.org
WTCA www.woodtruss.com

For more information contact BCMC:
www.bcmshow.com
info@bcmshow.com
608/268-1161 ext. 9 (phone)
608/274-3329 (fax)

- A-NU-PROSPECT

Advanced Recycling Equipment, Inc.

Allied Studco...AmKey System

Alpine Engineered Products, Inc.

Anthony Forest Products Company

Arch Wood Protection Inc.

Argos Systems

BLOCH LUMBER COMPANY

BlueLinx Corporation

Boscus Canada Inc.

Buchanan Lumber Sales

Builders Automation Machinery Co.

BuildersCAD

Canadian Engineered Wood Products

Canfor

Carbeck Structural Components Institute

Cargotec, Inc.

Carolina Strapping & Buckles Co.

Clark Industries, Inc.

COMBILIFT LTD.

Commercial Machinery Fabricators

Component Risk & Safety Services

Cordstrap USA Inc.

Coronis Building Systems, Inc.

Cresswood Recycling Systems

Deacom, Inc.

Domtar Inc.

Eagle Metal Products

Easifile

Eide

Elliott Equipment Company

FastenMaster

FinnForest USA, ENGINEERED WOOD DIVISION

Fort Worth Convention & Visitors Bureau

Georgia-Pacific Corporation

Gilman Building Products

Grecon Dimter - A Division of the Weinig Group

GRK Fasteners

Holmes Murphy & Associates

HOLTEC USA Corporation

hsbCAD

Hundegger USA, LC

Hydrotex

Intelligent Building Systems

International Paper

Jager Building Systems

Keymark Enterprises, LLC

Klaisler Mfg. Corporation

Koorsen Manufacturing Inc.

Kruger Inc.

Lacey-Harmer Co.

Lakeside Trailer Mfg., Inc.

Laminations, Inc.

LP (Louisiana-Pacific)

LRC Products

Lumber-Net

Machinery Boutique, Inc.

Mango Tech

MAXIMIZER TECHNOLOGIES, LLC a Component of The Fitzgerald Group, LLC

Metriguard Inc.

MiTek Industries, Inc.

Monet DeSauw Inc.

MSR Lumber Producers Council

Nordic Engineered Wood

North Star Forest Materials

NUCONSTEEL

Open Joist 2000 Inc. (Distribution)

OptiFrame Software

Pacific Automation

Packaging Incorporated

Palfinger North America

Panels Plus

Paslode

Pennsylvania Lumbermens Mutual Insurance Co.

PFP Technologies

Pratt Industries

Precision Equipment Manufacturing

Princeton Delivery Systems Inc.

ProBuild Systems, Inc.

PRODUCTION CONVEYOR SYSTEMS

Rayonier Wood Products

Renaissance Technology

Robbins Engineering, Inc.

Robbins Lumber

Runnion Equipment Company

Safety Speed Cut Manufacturing

Seaboard International Forest Products

Sellick Equipment Limited

Senco Products, Inc.

SFS intec, Inc.

Simpson Strong-Tie

SL Laser Systems

Southern Pine Council

SpaceJoist TE, LLC

SPIDA Machinery 2000 Ltd.

Spotnails

Stanley Bostitch

Steel Truss & Component Association

Stiles Machinery Inc.

Stoll Trailers, Inc.

STRAP & WRAP

Structural Building Components Magazine

Structural Component Distributors Association

Summit Forest Products

Sunbelt Storage Systems

Superior Wood Systems

Swanson Group

Sweed Recycling Systems

Tamlyn & Sons

Tampa International Forest Products

Tembec Forest Products Group

Temple-Inland

Teuteberg, Inc.

The Hain Company

The Koskovich Company

Todd Drummond Consulting

Tolko Industries Ltd.

Tolleson Lumber Company

Triad/Merrick Machine Co.

Trus Joist, A Weyerhaeuser Business

Truss Plate Institute

Truswal Systems Corporation

TRYCO/UNTHA International, Inc.

Turb - O - Web

USP Structural Connectors

Vecoplan, LLC

Viking ADT LLC

Viking Forest Products

Virtek Vision International Inc.

Vision Financial Group

Wasserman & Associates

Weima America, Inc.

Weyerhaeuser Company

Wood Truss Council of America

WoodPro Insurance A Division of Bowermaster & Associates

Yale Materials Handling Corporation

A-NU-PROSPECT

See ad on page 11.

A-NU-PROSPECT provides the wood component industry with effective delivery systems. These trailers are of the highest quality in the industry featuring innovative improvements on an old concept. These trailers reduce delivery and maintenance costs while being more driver friendly than other trailers.

Contact: Mr. Joe Wilhelm · 519/349-2202 · 519/349-2342 fax joewilhelm@quadro.net · www.truss-trailer.com

Advanced Recycling Equipment, Inc.

Stop by our booth to see the latest equipment Advanced Recycling Equipment, Inc. has to offer in waste reduction and thermal combustion. A.R.E. manufactures the Challenger® waste reduction grinders in both Hopper and Horizontal Styles with over 70 models to choose from. In addition to the grinders, A.R.E. manufactures Challenger Combustion Systems to provide turnkey solutions for converting biomass waste using thermal combustion to produce hot air, hot water, steam and electrical energy. A.R.E. also offers a complete line of material handling equipment for a complete turnkey system.

Allied Studco...AmKey System

AmKey System steel trusses are supplied by a nationwide network of authorized fabricators. The product is well accepted by architects, engineers, and installers, for its UL and ICBO approval and ease of installation. AmKey has been used in millions of square feet of roof applications annually, from assisted living to school projects, and everywhere in between. Year after year, AmKey System has proven to be the most cost effective pre-engineered light gauge steel truss product in the market. For the highest quality and service with the lowest price, choose AmKey System. 1-800-877-8823 ext.7641.

Alpine Engineered Products, Inc.

See ads on pages 19, 66-67.

There's always a buzz of excitement in the Alpine booth as attendees experience the industry's latest and most advanced equipment, software, products and services. Alpine software is redefining the industry with revolutionary new programs designed to let the entire building community work together in better and faster ways. Be sure to see for yourself major improvements to Alpine's component design, information management systems, and plant connectivity software that go well beyond whole house design. Learn how Alpine Structural Consultants can help you extend more services and solutions to your customers. Plan to expand your business with the undeniable advantages of Alpine's steel truss system. See demonstrations of the latest in cutting technology and learn more about the most complete line of component fabrication equipment, including wood truss, steel truss and wall panel systems. Find out how our finance experts can deliver that new equipment without tying up your critical working capital. Discover how our full-service passionate approach to business has helped Alpine customers to consistently grow above and beyond their competitors. Alpine Engineered Products, Inc.—technology-driven products and services for the building industry.

Contact: Mr. Gary Muzzarelli · 954/979-9699 · 954/979-9680 fax gary@alpeng.com · www.alpeng.com

Anthony Forest Products Company

Engineered Wood Products (Solid Sawn I Joist & Glulam Beams) and Southern Yellow Pine Dimension Lumber

Arch Wood Protection Inc.

Arch Wood Protection and Arch Treatment Technologies produce chemicals that enhance the properties of wood. They also license production of the best known brands of pressure-treated wood, including Wolmanized® wood, Wolmanized® Natural Select™ wood, Dricon® fire retardant treated wood, FRX® exterior FRT wood, and SillBor® borate-treated wood.

Argos Systems*

Argos produces VertexBD, automated software for building design management and construction. The VertexBD software suite provides complete control over materials and enables easy design changes with information-based models. An excellent choice for integration with automated equipment and back-office software. Ideal for Panelizers, Modular Builders, Framers, and Production Builders.

BLOCH LUMBER COMPANY

Bloch Lumber—Specializes in Guaranteed Forward Pricing, a risk management tool for the lumber and building materials industry. Bloch's industry role also includes the distribution of commodity lumber and panel products.

BlueLinx Corporation

BlueLinx Corporation - Delivering Solutions to Build Your Business— Increase efficiencies and reduce costs with one-stop shopping. Customize products for your needs. Products delivered when and where you need them from over 60 distribution facilities nationwide. Attain lean manufacturing with our JIT delivery solutions. We understand your business with our dedicated and experienced Industrial Sales Force. Lumber: Engineered Lumber, Hardwood & Softwood - dimensional, studs, & boards. Plywood Products: AC/BC Sanded Plywood, Sheathing, SIF & Specialty Plywoods - Marine, HDO, MDO and others. Engineered Wood Products: Particleboard, Hardboard, MDF, & Engineered Wood Trim. **Eastern Sales Office:** 1/800-839-2588 **Western Sales Office:** 1/800-830-7370

Boscus Canada Inc.

Boscus Group consists of lumber industry related companies: producers, wholesale, distribution and transportation. Member of the MSR Lumber Producers Council, we have been supplying truss and other building components manufacturers for over 15 years. We distribute Canadian SPF, all grades and dimensions, all over North America and overseas. MSR, 1&2, represents 60% of our volume. We rapidly adapt to changing markets to offer a variety of solutions for all our partners' unique needs. Visit our booth for more information on our products and services.

Buchanan Lumber Sales

With more and more products available every year, Buchanan Lumber Sales is here to service you with all of your SPF lumber needs. We have SPF Studs, #2&Better, Premium, #3, and MSR dimension lumber to suit many applications. We look forward to seeing you.

Builders Automation Machinery Co.

See ad on page 27.

Builders Automation will be making their second appearance at the BCMC Show. After a successful show in 2004, Builders Automation will be exhibiting their CNC Multi Function Stair Router (MFSR) along with other stair manufacturing equipment. The CNC MFSR was introduced at the '04 BCMC show and the company has had a very successful launch of the second generation machine. The machine is capable of producing stairs at an amazing rate, demonstrates ultimate flexibility, stair criteria can be entered by the operator or is down-loadable through DXF files using AutoCAD design software. The programs can even be sent over the internet. The machine is the only machine on the market that will also do the top and bottom landing cut and automatically moves the stringer through the machining bed. The machine is equipped with two (5) horse power Variable Frequency Drives and the company will also be demonstrating the newest designs in cutting tools.

Contact: Mr. Robert Mitvalsky · 727/538-2180 · 727/536-2624 fax rmitvalsky@buildersautomation.com · www.buildersautomation.com

BuildersCAD*

See ad on page 29.

Accurate. Detailed. Fast. Customizable. Affordable. With BuildersCAD, produce complete construction documentation or panel drawings and board reports. Make



every framing rule decision. Automatically frame an entire structure to your exacting standards or work at an individual wall or board level. Utilize the Header Matrix to size and configure openings to your Specifications. Instantly generate opening schedules and then batch cut any or all components. Run detailed framing and cutting reports, generate Bottom Plate or Panel Elevation Drawings. Quickly create stacks for proper build order and shipping. Create detailed roof and floor framing plans and takeoffs. Why lease? Own the BuildersCAD Intelli-Framer.

Contact: Mr. Ed Gilmore · 706/797-3119 · 706/797-3119 fax
ed.gilmore@bcadservices.com

Canadian Engineered Wood Products

CEWP is a national distributor of truss-related material, such as MSR lumber, Quality 1&2 and web stock. Employing a team of ten traders in Alberta, British Columbia, and Quebec allows us to provide the best options for our customers in both the eastern and western markets. In January of 2002, we were pleased to announce our agreement with Millar Western Forest Products, becoming Millar's sole distributor of MSR lumber.

Canfor

See ad on page 91.

Canfor—Canadian Forest Products Ltd. is North America's largest producer of MSR lumber. Canfor operates 7 sawmills that produce kiln dried SPF MSR. We produce a variety of grades and sizes, predominantly 1650, 1950, 2100, 2400 in 2x3, 2x4 and 2x6. Canfor is a leading supplier to the structural building components industry supplying material for trusses (chords and web stock), wall panels (studs and panels), I-joists (flange stock). Canfor is the world's largest supplier of SPF lumber to the North American building materials industry. For more information on our products and services contact one of the Canfor MSR specialists: Frank Turnbull, Stewart Garden, Harbie Bahd, Steve Hardy. Demand a higher level of lumber—and get the straight goods from Canfor.

Contact: Mr. Frank Turnbull · 604/264-6289 · 604/264-6217 fax
frank.turnbull@canfor.com · www.canfor.com

Carbeck Structural Components Institute

Carbeck Structural Components Institute (CSCI) - A 501(c) 3 classification (non-profit) promotes research and education focused on structural framing of residential housing and commercial building. Current and future projects include: promotion of the Fire Performance of Wood Trusses CD, ongoing educational partnerships with various fire service and government institutions, truss stability and bracing, fire retardant truss testing, and quality control testing.

Cargotec, Inc.

Cargotec offers Hiab articulated cranes for off loading components and setting both bundles of trusses or single trusses. We also offer the Moffett Mounty truck mounted forklift for off loading and placing components on the jobsite including a 4-way version for handling extra long lengths of components.

Carolina Strapping & Buckles Company*

Carolina Strapping and Buckles Company is the proud manufacturer of **GatorSTRAP™**, the widely accepted heavy duty woven polyester strapping that is used extensively in the North American lumber and building component industries. **GatorSTRAP™** has been engineered by our weaving experts to maximize the inherent advantages of high tenacity polyester yarn and is a superior alternative to steel strapping. As part of an expanding strapping product line, **Carolina Strapping and Buckles Company** also manufactures phosphate coated, extra grip wire buckles. Our product line also includes tensioners, dispensers, serrated seals, edge protectors, strap cutters and strap threading tools. Conveniently located just outside of Charlotte, NC, we can offer next day shipping to many parts of

the US. **Carolina Strapping and Buckles Company** is a wholly owned subsidiary of Burlan Corporation, which w as founded in 1971. Over the years, Burlan Corporation has become a well respected designer and manufacturer of engineered technical fabrics serving a variety of industries. Stop by our booth to see why there is such a buzz in the industry over **GatorSTRAP™**.

Clark Industries, Inc.

Clark Industries, Inc. has been involved in equipment for the building components industry since the 70's and continues to support existing equipment and build equipment to meet current and future needs. We stress quality, reliability, and continued support if a problem should arise. We build the Tri-Axis machine which makes roof or floor trusses, a multi-head machine for mass production of trusses, laminating equipment, roller-type floor truss machine and stackers, horizontal and vertical. We also build an assortment of material handling items for the industry and special equipment to meet customers' special needs.

COMBILIFT LTD.

The revolutionary Combilift multi-directional forklift was launched onto the market in 1998 and has since had a major impact on handling and storage issues within the lumber industry. Designed primarily for the handling of long and awkward loads in confined spaces, it is essentially 3 machines in one; sideloader, lift truck and narrow aisle truck. Robust design and super elastic tyres enable it to work both inside and out, on semi-rough terrain and in all weather conditions. Double handling of goods and downtime due to battery charging are a thing of the past for Combilift users, as the trucks are powered by propane or diesel. Fully synchronised 4-way steering allows maximum use of available storage space as the machine can operate in aisles as narrow as 80 inches. Capacities range from 5000lbs to 22000lbs with a variety of attachments to cater for individual customers requirements.

Commercial Machinery Fabricators

See ad on page 89.

Commercial Machinery Fabricators, Inc. CMF THE STEALTH offers a number of products, and will exhibit some of these at BCMC '05. Products include: New Trackless Gantry with a 24-inch Roller VF Drive with power pack, a Roller Press with 24-inch rollers, Steel Slotted truss tables with 24-inch steel plate and plastic/wood top tables, Trackless Floor Truss and Trackless Jack Table.

Contact: Mr. Edward G. Joseph · 517/323-1996 · 517/323-8939 fax
ed@cmfstealth.com · www.cmfstealth.com

Component Risk & Safety Services*

Consulting and management services for workers' compensation, safety, and risk management with over 20 years experience in the component industry! Many different programs available: workers' compensation claims management, assistance with OSHA compliance, liability prevention, procedures and forms, written programs and manuals, on-site analysis and training. Are you challenged with workers' compensation and safety issues? Are injuries and claims out of control? Stop by our booth and find out how we can help.

Cordstrap USA Inc.

Cordstrap manufactures and supplies a whole range of polyester strapping as a replacement to steel strapping. Steel strapping and the dangers associated with it have been accepted throughout the building industry for many years. Cordstrap USA Inc. has a new type of polyester strapping, which is a proven alternative to steel strapping in the US lumber and truss industry. Cordstrap composite strapping offers more rigidity than other alternatives without compromising safety or strength so you can thread the strap through packs with ease. Cordstrap now supplies throughout the USA and Canada. If you are an existing user of polyester or you are new to the concept, please visit our booth for a practical demonstration.

Coronis Building Systems, Inc.

Established in 1956, CBS (CORONIS BUILDING SYSTEMS) manufactures—and markets world wide—its pre-engineered structural steel framing for commercial/industrial/recreational buildings 30 to 200 feet clear span. In 1976, Manny Coronis developed the “hybrid” steel/wood framing concept combining wood floor truss purlins with its all-bolttable steel framing. In addition to new truss plants being built with this “hybrid” framing concept, truss fabricators can now sell long runs of one-set-up wood floor truss “purlins.” Truss fabricators are now able to offer local architects—and builders—the opportunity to creatively custom design and build structures **UP TO 200 FEET CLEAR SPAN**.

Cresswood Recycling Systems

Cresswood Recycling System manufactures low rpm waste wood grinders and material handling conveyors. With a proven track record in the Building Component Industry, Cresswood can design large and small systems to efficiently move waste wood scrap through a plant.

Deacom, Inc.

See ad on page 88.

Deacom produces a fully integrated accounting software system for component manufacturers and other manufacturing industries. The software handles sales, purchasing, inventory, production, accounting, and shop floor data collection.

Contact: Mr. Jay Deakins · 610/971-2278 ext. 11 · 610/971-2279 fax
jdeakins@deacom.net · www.deacom.net

Domtar Inc.

Domtar Inc. ranks among the largest wood products manufacturer in Eastern Canada with 12 sawmills, a second transformation mill, 1.3 billion board feet of annual production capacity. Domtar manages 22 million acres of forestland in Canada and the U.S. All forests managed directly by Domtar are certified according to ISO 14001 environmental or Forest Stewardship Council (FSC) standards. Domtar's product line includes Kiln-dried dimension lumber #1-2, Stud, Premium, MSR, Bedframe and Furring Strips.

Eagle Metal Products

See ad on page 117.

Serving the building components industry for over 20 years with connector plates, engineering services, design software and truss equipment, Eagle is committed to providing superior customer service and the most competitive pricing in the industry. Eagle's Field Repair Press has become standard equipment for truss plants today. With over 1,500 units in use worldwide, it is the single most popular piece of equipment ever developed for the building component industry! We look forward to seeing you in Milwaukee.

Contact: Mr. Thomas F. Whatley, II · 800/521-3245 · 903/887-1723 fax
twhatley@eaglemetal.com · www.eaglemetal.com

Easifile*

Easi File is a 35-year old company located in Irvine, CA. We manufacture a full line of vertical filing solutions for large format documents such as Blueprints, Sets of Plans, Maps, Surveys, Artwork, Digital Media and Film. EASI FILES are the answer to your document storage needs. SAVE TIME, SAVE MONEY. One Easi File stores as much as Three Conventional Flat Files. Retrieve blueprints, maps, schematics, artwork or film with the most convenient, efficient vertical filing system available. The Easi File system allows for the full view of documents while sorting for retrieval or replacement and accommodates storage of both single sheets and plan sets. With Easi Files, there is no bending or stooping, all retrieval done at standing level. All identification is at convenient eye level and cabinets take up only a fraction of the space of conventional flat files. EASI FILE offers a wide variety of cabinet sizes and styles to meet your needs, storing documents of all sizes and

better storing protection. Hanger strips eliminate the need to touch the document. Time-tested for excellent construction and reliability over the past 35 years, EASI FILE continues to offer the most efficient vertical filing system of highest quality. We invite our current customers and friends to stop by and visit, as well as prospective customers that are not currently doing business with us.

Eide*

See ad on page 31.

Eide introduces an all new, lightning fast, jig system to the industry. The Wizard PDS™—Perimeter Definition System is an automated jig system that reduces set up time by 99%. The Wizard PDS™ requires NO additional jig hardware or images to accomplish a complete truss set up in 30 seconds or less. The Wizard PDS™ converts what is now set up time to build time. Visit our Booth and see the Wizard PDS™ build (7) individual and completely different trusses start to finish in just 30 minutes.

Contact: Mr. G. Mitchell Eide · 612/521-9193 x206 · 612/521-9307 fax
mitch@eidemachinery.com · www.eidemachinery.com

Elliott Equipment Company

Elliott is the leader in innovative material handling solutions for the building component industry. Elliott's 1881 tractor mount BoomTruck features ultra-smooth controls, fast operating speed and our patented SuperLink outriggers that let you work in the most confined environments. Elliott offers a full line of BoomTrucks with capacities from 10 - 32 tons. Increase your productivity, improve your worker's morale and work safer than ever before. Do More with Elliott.

FastenMaster*

FastenMaster, a division of OMG founded in 1981, is a brand of task specific, contractor quality fasteners that are engineered to enable a professional or serious do-it-yourselfer to complete a project faster, easier and stronger. For additional information please call us at 800.518.3569 or visit our website www.FastenMaster.com.

FinnForest USA, ENGINEERED WOOD DIVISION

See ads on pages 11, 115.

Finnforest USA, Engineered Wood Division distributes Master Plank® LVL throughout North America. Master Plank® has all building code acceptances, including NER. Multiple span capabilities make this engineered wood product a logical choice for beams, headers, scaffold planks, mobile home, stair stringers and other industrial applications.

Contact: Mr. James R. Gilleran · 586/296-8770 x105 · 586/296-8773 fax
jgilleran@finnforestus.com · www.finnforestus.com

Fort Worth Convention & Visitors Bureau

BCMC 2006 will take place in Fort Worth, Texas! Come see why Fort Worth is The Destination with Everything!

Georgia-Pacific Corporation

Georgia-Pacific can supply SYP lumber for all your truss needs.

Gilman Building Products

Gilman Building Products Company is a quality southern yellow pine manufacturer servicing the truss industry since 1972. Gilman's annual production of SYP lumber exceeds 600 million board feet per year with 75% of production going directly to the truss and component manufacturing industry. We invite our current customers and friends to stop by and visit, as well as prospective customers in the truss industry that are not currently doing business with us.

Grecon Dimter - A Division of the Weinig Group

The optimizing products available from the Weinig Group includes optimizing rip and chop saws, finger jointers, edge gluing systems and material handling equipment. The Raimann rip saws, leaders in moving blade technology, are available in several configurations combining moving and fixed blades along with scanning systems for width

optimizing. The Dimter optimizing saw line has highly accurate push feed saws through the Opticut 450 with a through put speed of 1400 lineal feet per minute. Dimter also produces the Profipress the leader in automated glued-up panel processing technology. The Grecon fingerjointers are available as vertical or horizontal jointers, in many production configurations. Our material handling group is experienced in J and I beam truss applications as well as the state of the art Rough Mills. The Weinig Group is the solution for your solid wood application needs.

GRK Fasteners

GRK provides high quality, patented fasteners to professional builders. R4 multi-purpose screw, RSS structural screw, RSS LPS panel fastener & LTF timber frame fastener, RT composite & Fin/Trim finishing trim head screw, Top Star adjustable distance screw, MSS metal siding screw, Vinyl Window screw, PHEinox stainless steel screw

Holmes Murphy & Associates*
(WTCA Insurance Broker Partner)

Holmes Murphy has made a commitment of resources & talent to members of the WTCA. Their industry expertise, service capabilities & marketing clout allow them to deliver to WTCA members one of the most comprehensive insurance programs available in the marketplace.

HOLTEC USA Corporation

See ad on page 4.

HOLTEC transcut portable crosscut saw for cutting whole bunks of lumber.

Contact: Mr. Sam Rashid · 813/754-1665 · 813/752-8042 fax
info@holtecusa.com · www.holtecusa.com

hsbCAD*

Object oriented technology based on Autocad and Architectural Desktop. From the drawings created in Architectural Desktop, you are only a mouse click away to create all the fabrication drawings and details required for automated or non-automated manufacturing including bill of materials and much more. The Design tool of Choice for: Prefabricated Home Manufacturing (Timber and Light Gauge Steel), Timber Framers (Post and Beam), Modular Home Design, Residential Designers, Residential Design, Log home Design, SIP Designers, Builders.

Hundegger USA, LC

See ad on page 39.

While other saw companies have been developing an automated linear saw for the wood component industry, Hundegger has been perfecting it. For 25 years Hundegger has been building linear saws. In fact Hundegger installed the 100th SC-1 saw this last spring. Hundegger has installed over 2,200 machines worldwide. Once again Hundegger will have the Genuine Hundegger SC-1 at our BCMC booth in Milwaukee. With proven technology in automated CNC saws, the Hundegger SC-1 is the only in-line saw that can cut any dimension from as small as 1½" x 1" up to 6" x 17" and the only saw with the powerful EKP software

Contact: Mr. Steve Shrader · 435/654-3028 · 435/654-3047 fax
steve@hundeggerusa.com · www.hundeggerusa.com

Hydrotex*

Hydrotex is committed to providing our customers the best total lubrication solution for their businesses. Headquartered in the Dallas/Fort Worth area, Hydrotex manufactures a wide variety of performance lubricants, including engine oils, industrial lubricants, fuel improvers, specialty products and performance greases. Hydrotex products are provided throughout the United States by Lubrication Consultants who attend the company's rigorous, nationally recognized Lubrication University and are kept up-to-date on the latest industry trends, applications, and developments. Our Customer base includes major companies in most market segments in the United States.

Intelligent Building Systems

See ad on pages 24-25.

GENUINE INNOVATION contributing to YOUR SUCCESS is the goal at Intelligent Building Systems. As the leading supplier in the wall panel manufacturing industry, IBS provides additional value and profit opportunities for component manufacturers with a GENUINELY INNOVATIVE COMPLETE WALL PANEL SYSTEM. Our innovative equipment technology—including manual, semi-automated, and fully automated systems—includes many exclusive features that separate us from our competitors. And, with IntelliBuild™, our GENUINELY INNOVATIVE WHOLE HOUSE DESIGN software, we provide the perfect combination for every component manufacturer's needs. Please join us at our booth for a demonstration of IntelliBuild. Our knowledgeable staff can assist you in determining that perfect combination of software and equipment to maximize your company's performance. After all, when you work with IBS, you are working with the people who initiated the concept of system sales in the wall panel manufacturing industry! Visit our booth to learn how we can help you experience GENUINE INNOVATION with a COMPLETE WALL PANEL SYSTEM that will contribute to YOUR SUCCESSFUL FUTURE.

Contact: Mr. Carl Schoening · 817/633-5100 x206 · 817/652-3079 fax
carlschoening@truswal.com · www.truswal.com

International Paper

Similar to BCMC, IP Wood—the wood products division of International Paper—is "riding on tradition and innovation." One of the world's largest suppliers of Southern Yellow Pine lumber, IP Wood is committed to providing many grades and varieties of MSR and MEL lumber to meet your very specific, high-performance needs—we know that one size does not fit all. Our goal is to ensure that product availability is never an issue. When you need wood for trusses and components, we're ready to deliver to your needs for strength, beauty and workability. IP Wood offers a wide selection of MSR, MEL and visually-graded dimensional lumber. We manufacture 2', 4', 6' and 9' lengths up to 20' at several of our 21 lumber mills. Who would go to such lengths? IP Wood for you. Visit IP Wood at BCMC to find out more about our quality products and our premium service.

Contact: Mr. Larry D. Reasoner · 901/419-6903 · 901/214-0952 fax
larry.reasoner@ipaper.com · www.ipaper.com

Jager Building Systems

Jager Building Systems continues to refine the definition of a full service supplier. With four Wood I beam manufacturing plants, structural finger-joint production, a full-scale connector plate and SpaceJoist Metal Web manufacturing facility, in-house and third party software development, along with the opening of a "State-of-the-Art" LVL plant. We can truly supply the product or system that compliments your business strategy. We will also introduce the JBS Automation line of production equipment from a select group of Independent Partners. Combine this with an assortment of new and improved products and you will definitely want to visit our booth at the show. We look forward to making new friends and renewing old acquaintances at this 25th Anniversary celebration of BCMC.

Keymark Enterprises, LLC

Whole House Design Software Solutions with Analytical and Engineer of Record Services for Production and Custom Builders.

Klaisler Mfg. Corp.

See ads on pages 118, 129.

Klaisler Manufacturing Corporation has been providing quality truss fabricating equipment to the truss building industry for over 50 years. Our products include our Roof Truss Gantry Systems, Floor Truss Gantry Systems, PCT machines (Road-runner), Truss Stackers, In Feed Decks, Conveyors and the Rolsplicer. Our latest design in steel top truss tables, the WEG-IT table series, is designed to increase jig holding power, speed your production and provide a more durable, longer lasting table. Along

with the tables, Klaisler also provides the WEG-IT jiggig system (patent pending). Klaisler: Innovation through time tested design, experience and automation.

Contact: Mr. Brent Davis · 877/357-3898 · 317/357-3921 fax
brent@klaisler.com · www.klaisler.com

Koorsen Manufacturing Inc.

Quality doesn't cost, it pays!...with the NEW Connector Detector. Only every few years does a new piece of equipment revolutionize the industry. Connector Detector detects missing and misaligned plates, improves production quality, and works with all existing truss equipment.

Kruger Inc.

Kruger first became involved in the lumber sector in 1987. Through the subsequent acquisitions and modernization of Scierie Parent, Scierie Jacques Beaulieu, Scierie HCN, and Longlac Wood Industries Inc., in Ontario (wood panels), other business partnerships, as well as the construction of a new sawmill, Scierie Manic in Ragueneau, Québec, and more recently the acquisition of Scierie Gallichan, Kruger has become a leading producer of MSR lumber in the North American and international markets.

Lacey-Harmer Co.

See ads on pages 37, 130.

The S/L Truss Projection System provides truss manufacturers with reduces setup time and improved accuracy of component assembly, resulting in dimensional consistency (repeatability) between trusses. Lacey-Harmer Company's other products include the Sense-A-Plate™ which detects missing plates from either side of a truss and signals the operator when one of a pair is missing; Lasalign® Laser Guidelines including Miter Saw Lasers for precise and consistent cuts maximizing quality and yield; EASY EMPTY Self-Dumping Containers that are the only true self-dumping containers on the market; and a full line of SUMMIT® chain products including transfer and attachment chain.

Contact: Ms. Judy Cope · 800/367-9992 · 503/222-0073 fax
jcope@laceyharmer.com · www.laceyharmer.com

Lakeside Trailer Mfg., Inc.

See ad on pages 96-97.

Lakeside will be exhibiting four of their most popular and versatile roll-off models with hydraulic front-ends, sliding tandems, and other options.

Contact: Mr. Lee J. Kinsman · 573/736-2966 · 573/736-5515 fax
lee@rollerbed.com · www.rollerbed.com

Laminations, Inc.

LP (Louisiana-Pacific)

LP is a premier supplier of commodity and specialty building products serving retail, wholesale, homebuilding, and industrial markets. At LP, we are committed to our customers. We take pride in delivering on our promise to provide high-quality products, innovative ideas, and superior service.

LRC Products*

The LRC ExpressHeader is an engineered window and door header that is becoming recognized by the building industry as a low cost alternative to the current Engineered Wood Products being used. A full thermal break gives you an R value of 7.75 in the 3½" header and an R value of 16 in the 5½" header. Please visit http://www.lrcproducts.com for more information.

Lumber-Net*

Software Solutions for Wholesalers, Manufacturers & Distributors Lumber-Net is real-time inventory management software designed for lumber wholesalers,

truss manufacturers and remanufacturers. It facilitates the preparation of mill purchase orders, sales orders, work orders for remanufacturing, and production processing. Scheduling and transportation are managed on-screen, tracking products on ground, committed, or in transit in real-time. Lumber-Net meets the unique needs of your business. We can integrate with most accounting packages as well as truss design applications. Lumber-Net brings industry understanding and the technological capabilities to achieve your vision.

Machinery Boutique, Inc.*

New and used truss equipment brochures and photos.

Mango Tech

See ad on page 15.

MangoTech. A young business providing Fresh Automated Solutions. MangoTech is a company with a focus on providing practical automation solutions for timber industry businesses throughout the world. The company's rapid growth is a result of its ability to be fast, flexible and innovative in answering real needs, enabling businesses to substantially increase their efficiency and profitability. That's a very attractive package! MangoTech entered the market at a time—not so long ago—when truss plants were either not automated at all, or used equipment designed for long production runs of the same product variations. Customers were definitely not encouraged by the big automated equipment manufacturers to provide for variations in truss design. Customers required fast responses to their need for automated equipment to answer many variations in housing design. Truss plants needed to do shorter runs and more sophisticated calculations—and there was a shortage of experienced operators who could calculate, mark, cut and nail pre-assembled truss construction. A smaller and flexible company like MangoTech, with hands-on and very innovative team of highly-skilled software designers, engineers and installers, was exactly what customers needed. Today, MangoTech provides an ever-growing range of niche product solutions for the roof truss and wall panel industry. Using data generated by roof and wall truss design software, MangoTech converts and re-calculates data to drive equipment. As well as retrofitted solutions for existing equipment, MangoTech creates new saws and equipment when existing market alternatives can't provide the cost-effective results customers want. As well as its Australian Head Office, MangoTech has permanent USA office and warehouse. Our extensive strategic links with expert agents in markets throughout the world, to ensure that customers' needs are understood, and answered quickly and efficiently.

Contact: Mr. Ken Hawkins · 61 3 9532 6072 · 61 3 9532 6073 fax
ken@mangotech.com.au

MAXIMIZER TECHNOLOGIES, LLC

a Component of The Fitzgerald Group, LLC

See ad on page 116.

MaxCustomCutter®. Visit BCMC '05, experience the one that started it ALL—the complete sawing and material handling system (QRM). Designed to address current practices along with the foresight and flexibility required for the changes coming tomorrow (i.e., On-Demand Cutting, Total Material Handling, Certified Safety, Dust Collection and Software Freedom). See how we can Maximize this Technology for your company today! We are the Single Source for material handling, cutting and manufacturing equipment / methodology from the premier companies throughout the world. Maximizer Technologies. "A blending of excellent services and products, with answers that work..."® Maximizer Technologies, LLC, a component of The Fitzgerald Group, LLC.

Contact: Mr. Randall L. Fitzgerald · 719/528-5445 · 719/528-5444 fax
randy@maximizerttechnologies.com · www.maximizerttechnologies.com

Metriguard Inc.

Pioneers of MSR, MEL, & Veneer grading production equipment, Metriguard Inc., enjoys a long history of developing rugged, low maintenance, and **consistently accurate** production-line and Laboratory testers for engineered timber products. We can help you answer your MSR or veneer strength questions.

MiTek Industries, Inc.

See ads on pages 2-3, 99, 103.

At MiTek our tradition of innovation shows every day. Come by the MiTek booth and see for yourself how our tradition of innovation has made us the premier supplier for component manufacturers. While you are there, take a stroll through our truss and wall panel plant. Set in a truss plant like atmosphere you will witness how MiTek can outfit your complete truss plant needs. From our new LSR™, an innovative lumber, storage and retrieval material handling system, you will see how fast and easy material can move through the Cyber® A/T saw to our trackless gantry system, or our new and innovative trackless platen press. Be sure to see how the Virtek Laser projection system can reduce set up times and how our roller beds move your assembled trusses quickly through the MiTek® finish roller and out to the MiTek truss stacking systems. Our new and improved floor truss machine builds on the tradition of past floor truss machines and now offers you the innovations in floor truss manufacturing that you have been asking for. Step across the aisle and see the most innovative wall panel manufacturing equipment available from PCS and Panels Plus. And be sure to see the Virtek Laser MC™ the most innovative solution for plate marking and cutting. While you are there let one of our industry experienced Technical Reps. give you a comprehensive demo of the industry leading and most innovative component design software suite, MiTek® 20/20 "Perfect Vision"®, along with the most widely used management software, M.B.A.™ Also, don't miss the opportunity to see the industries next revolution, Production Control Software and MiTek M.V.P.™ for trusses and MiTek ShopNet™ for panels which will significantly improve your production process and improve your bottom line. You will also see the latest versions of the MiTek eFrame® layout and panel software and discover why MiTek clearly has the best solution for Whole House software. Come see MiTek—an innovative company that builds on its tradition every day.

Contact: Mr. Michael Klein · 314/851-7445 · 314/434-1394 fax
mklein@mii.com · www.mii.com

Monet DeSaww Inc.

See ad on back cover.

Monet DeSaww Inc. will display the **GREATEST BREAK-THRU IN COMPONENT CUTTING HISTORY**. We are introducing the **DeRoto SawwMill**, a true efficient and precise linear component saw. We offer a full line of component saws for the wood truss industry. They include saws capable of operating in manual, semi-automatic, and fully computerized with manual backup operation. These saws are available in cord and web models. We also build the high volume FWA 500 floor web saw in any length. If you are in the market for a programmable semi automatic saw for special cuts, we will build it. Make sure to see the **DeRoto SawwMill**. Stop by our booth and discuss you needs or give us a call today.

Contact: Mr. Jerrold Taylor · 573/642-4900 · 573/642-3736 fax
desaww@socket.net · www.desaww.com

MSR Lumber Producers Council

See ad on page 87.

The Machine Stress Rated Lumber Producers Council was formed to promote the benefits of Machine Stress Rated (MSR) lumber for the purpose of increasing the usage and acceptability of the product. It is the intent and mission of the Council to improve, promote, and advance the common interest and general welfare of all phases of the Machine Stress Rated lumber industry.

Contact: Ms. Kathy James · 888/848-5339 · 888/212-5110 fax
msrlpc@msrlumber.org · www.msrlumber.org

Nordic Engineered Wood

See ad on page 102.

Nordic Engineered Wood, a wholly-owned subsidiary of Chantiers Chibougama, was founded in 2000 to develop high quality wood products for use in residential and light commercial applications. In addition to the largest solid-sawn I-joist manufacturing facility in North America, Nordic manufactures a family of competitively priced laminated products including glulams and columns. In keeping with our parent company's vision, we maintain strict adherence to quality control, environmentally sound harvesting and manufacturing techniques, and reliable service. Constant upgrades in our equipment ensure state-of-the-art practices that keep us at the forefront of this very competitive market. Combining up-to-date technical advances and continuous quality improvements enables Nordic to maintain its rigorous standards of compromising quality, confirming its status as an industry leader.

Contact: Ms. Karen Jakubonis · 866-817-3418 · 514/-33-0833 fax
info@nordicewp.com · www.nordicewp.com

North Star Forest Materials

Founded in 1971, North Star sells dimension lumber, MSR lumber, engineered lumber, studs and panels to truss manufacturers and retail lumber dealers in the Midwest. Our St. Paul distribution center's product mix allows truss plants to put extremely diversified loads together for fast shipment. Stock items include short studs, 1650f through 2400f MSR, 2x4 to 2x12. Species include SPF, DF-L, SYP, and HF. North Star's services include, direct carload and truckload sales, full truckloads and LTL sales throughout the Midwest. Our personnel average 22 years of lumber industry experience. Let us help keep your inventory balanced and your turns high.

NUCONSTEEL

See ad on page 108.

If it can be done in light gauge steel, NUCONSTEEL® can do it! NUCONSTEEL® has developed an innovative, fast and, cost-effective method of producing light gauge steel components for the residential market. With this NU WAY TO BUILD, the NUFRAME and NUTRUSS 2.0® Systems can help YOU produce panels and trusses on time every time! Stop by our booth to watch panels and trusses being produced in minutes!

Contact: Ms. Lindsey Rushing · 940/891-3025 · 940/383-3794 fax
lrushing@nuconsteel.com · www.nuconsteel.com

Open Joist 2000 Inc. (Distribution)

See ad on page 116.

Distribution Open Joist 2000 Inc. has been reengineering wood components since 1990. Open Joist 2000®, the original trimmable open webbed floor truss, was designed to maximize solid sawn lumber to its full structural capacity. While maintaining its competitiveness in the wood industry, new finger-jointed products are being continuously developed. Come and see us at our booth.

Contact: Mr. Michel Beauchamp · 514/952-3945 · 800/263-7265 fax
mike@openjoist2000.com · www.openjoist2000.com

OptiFrame Software

See ad on pages 12-13.

OptiFrame™ provides "Whole House" software, including the industry's most advanced tools for structural framing. The software enables optimized modeling of the roof, walls, and floor, including all parts of the structural frame, from the roof down through to the foundation: beams, joists, panels, trusses, critical connections and related accessories.

Contact: Ms. Katie Bassani · 303/723-4950 · 303/221-3532 fax
kbassani@optiframe.com · www.optiframe.com

Pacific Automation

See a live demonstration of our quality truss manufacturing equipment at the BCMC 2005. Talk to us about the many machines in our product line, sold world wide.

Packaging Incorporated

Nailing & Stapling Equipment and Strapping Systems

Palfinger North America

Palfinger North America is a world class manufacturer of knuckle boom cranes and truck mounted forklifts. Used in many different applications, we offer several models, which can be operated with Hetronic radio remote for fast and economical operation in all conditions. Palfinger will be displaying the new CR 50 PALREACH and CR 65 forklifts, new models of the "Crayler" truck mounted lift line. The Crayler forklift offers the ideal solution for various loading and unloading problems encountered by transport operators. Different versions are available depending on the requirements of your specific needs. Palfinger and their distributors can help custom-manufacture a material handling system to meet your toughest challenges! For more information on the Palfinger product lines and dealer inquiries, please contact us at 800/567-1554.

Panels Plus

See ad on page 36.

Panels Plus, Building Technology into your Craftsmanship! Still your first choice for automated and semi-automated panel equipment and accessories for the wall component industry. Stop by our booth for the newest generation in wall panel equipment and sub component nailers.

Contact: Mr. Stan Axsmith · 507/369-0507 · 507/373-7110 fax
saxsmith@lou-rich.com · www.panplus.com

Paslode

Manufacturer of universally compatible fastening systems for wall panel equipment. Extensive service network to maximize equipment production efficiency. Innovative products for on-site construction and manufactured housing: Double Length Magazine Tools, Paslode Cordless Power Fastening, Positive Placement. For more information or to locate your nearest distributor call 800/682-3428.

Pennsylvania Lumbermens Mutual Insurance Co.

PLM specializes in writing Property and Casualty Insurance for the Lumber, Woodworking and Building Material Industries. We offer competitive rates, loss control programs and prompt claims response and handling. Established in 1895, we have over a century of industry knowledge and expertise. We are financially strong and carry an A.M. Best rating of A- (Excellent). For more information, contact us at 800/752-1895 for a Field Representative in your area, or visit our booth to learn more about our services.

PFP Technologies

PFP Technologies from Australia are designers of innovative robotic processing and handling machines and the company that developed the Razer Saw. Come and see the new US specification Razer saw in action and view this single bladed saw perform cuts never before see from an automated saw. The flexibility, speed and intelligence will amaze you. Look through the software system that drives the Razer and feel at ease with the interface that at a touch of a button can make decisions on material usage that will save you considerable amounts of money. Understand how the Razer can be run on its own or fully integrated with optional automated in feed and out feed systems affordable for any size truss plant. "Just in time" is the buzz word so come and see how the Razer can help you implement these strategies in your plant. Our engineers and sales people will be on hand to answer any questions you may have. We look forward to catching up with old and new faces.

Pratt Industries

See ad on page 29.

Pratt Industries manufactures a quality truss trailer with 30 years experience in manufacturing of trailers. Some of our features are the galvanization of many parts in our trailer, lifetime warranties and many more.

Contact: Mr. Danilo Claveria · 727/584-1414 · 727/584-2323 fax
dan@prattinc.com · www.prattinc.com

Precision Equipment Manufacturing

See ad on page 90.

Precision Equipment Mfg. manufactures quality roll off trailers for truss dealers all over the country and internationally. Our goal is to be your trailer company; you may choose one of our standard series 48' and 53', or our stretch trailers which come in 40'-55', 42'-60', 46'-64', 50'-70', 53'-73' and introducing our all new 53'-80'. We also manufacture 32' and 36' gooseneck series. Our single axle trailers come in 32'- 36'- and 40' models. At Precision Equipment Mfg, you the customer are always #1, so we will custom make anything else that may fit your needs.

Contact: Mr. Bill Adams · 701/237-5161 · 701/280-0946 fax
bill@precisionequipmfg.com · www.mfg.precisionequipmfg.com

Princeton Delivery Systems Inc.

See ad on page 113.

Princeton Delivery Systems is proud to introduce the new **PB70 Rough Terrain Truck-Mounted Forklift**. The PB70 is specially adapted for the delivery **Wall Panels** and **Light Trusses**. The PB70 mounts easily behind almost any delivery vehicle and is ready for job site use within 60 seconds of arrival. Ask us about a free demonstration at your facility or the job site of your choice.

Contact: Ms. Stacey McMichael · 614/834-5022 · 614/834-5075 fax
s.mcmichael@piggy-back.com · www.piggy-back.com

ProBuild Systems, Inc.

ProBuild Systems provides the **BuyMetrics®** personal productivity software system for commodity lumber and panel buyers. Come see a live demonstration of how BuyMetrics can help you save time, reduce material costs, and improve your purchasing strategy.

PRODUCTION CONVEYOR SYSTEMS

MiTek Wall Panel machinery and software is creating bridges that will take wall panel manufacturing to any level of productivity that you need. Come see it all from our manual systems using proven Panels Plus designs, to automated manufacturing schemes incorporating ShopNet™ software which allows you to control and coordinate production machinery modules on your plant floor. Along with engineered applications we can provide solutions for your manufacturing challenges. Solutions such as the Just-in-time material delivery system which will optimize material handling while adding productivity to every production machine in your plant. eZwal™ Light bars can clearly identify component locations downloaded from your design software on to your framing tables. Gain speed and accuracy with the Twin Axis™ saw which can deliver pre-cut sheathing material to your line using downloaded software generated cut lists. The Panels Plus Component Nailer enables systematic assembly of sub component assemblies while the Virtek LaserMC™ provides precision cut and marked plates. From manual machines to automated technologies, and custom-fitted variations in between, MiTek can help your company grow with wall panel opportunities into the future.

Rayonier Wood Products

Rayonier manufactures a wide range of Southern Yellow Pine kiln dried lumber products, including the hard to find Dense Select Structural grade. Our seasoned sales staff is ready to help with your truss lumber needs. Visit our booth at the BCMC. When you want only the best, you'll find it at Rayonier Wood Products.

Renaissance Technology

Renaissance Technology provides the ultimate in Round End Web (EZFit) machinery! Our Omega Saw series meets the needs of every customer from the smallest to the largest. The Omega DE has mill production numbers, the Omega SE can produce for truss plants, and the Omega F will produce round floor webs that fit perfect every time. Our years of truss production experience will shine through in our user friendly equipment. See us in the Truswal booth.

Robbins Engineering, Inc.

See ad on pages 44-45.

As the industry leader in personalized service and support, Robbins Engineering Inc. continues to provide a full line of product and service solutions for every aspect of the component manufacturing industry. Robbins Engineering offers an unparalleled line of production and material handling equipment, top quality truss plates, and engineering services. Robbins Engineering is also known as the developer of the industry's most intuitive, comprehensive, and integrated software offering, OnLine Plus™ layout and engineering (CAD/CAM) software, InfoStar™ management software, and WallStar™. What is more, Robbins Engineering offers the component manufacturer **complete software independence**, as the component manufacturer has the option to license OnLine Plus™, InfoStar™, or WallStar™ independent of any metal connector plate or machinery purchases. Also, Robbins Engineering offers Web-Based Software Training 24/7 for Online Plus™, the first company to do so in our industry. Robbins Engineering invites you to stop by our booth at the 2005 BCMC being held in Milwaukee, WI to preview first hand Robbins Engineering's new Super Torque™ No-Rail Gantry System, top-selling FatMan™ II Floor Truss Machine, Super Torque™ II Finish Roller Press, redesigned Jack Table™, and Live Deck™. Please allow time to view other cutting-edge products and a see a demonstration of our software offering.

Contact: Mr. Doug Folker · 813/972-1135 x268 · 813/978-8626 fax
dfolker@robbinseng.com · www.robbinseng.com

Robbins Lumber

Robbins Lumber offers distribution centers throughout the Midwest specializing in MSR Pine and MSR spruce lumber. We have office locations in Florida, Michigan and Chicago, IL. Stop by our booth and let us show you our commitment to customer satisfaction.

Runnion Equipment Company

Runnion Equipment and Tadano Manufacturing will be exhibiting a Tadano TM-1882 tractor mounted boom truck. This tractor mounted crane has the shortest overall retracted length in the industry but can be at a tip height of 92ft in under 90 seconds without using a jib! Combine this with hydraulic out-and-down outriggers, 360 degree continuous rotation and you have one of the most versatile tractor mounted cranes available. Stop by our booth and view the most innovative tractor mounted crane designed for the truss industry.

Safety Speed Cut Manufacturing

See ad on page 18.

Safety Speed Cut offers vertical panel saws, vertical panel routers and wide belt sanders to component manufacturers worldwide. Our products allow you to efficiently and effectively handle panels of all sizes. Our U.S. made products are highly accurate and heavy duty for those tough jobs. Stop by our booth to see our combination saw and router in action.

Contact: Mr. Brian Donahue · 763/755-1600 x15 · 763/755-6080 fax
b.donahue@safetyspeedcut.com · www.safetyspeedcut.com

Seaboard International Forest Products

Seaboard International Forest Products LLC is a wholesale broker of commodity forest products. Founded in 1983, it has become one of the Top 20 forest products wholesale distributors in the country according to the Annual Home Channel News Survey. Seaboard has an active and experienced trading floor consisting of thirty-five traders. Their combined market and products knowledge is as solid and extensive as the products traded. Building component manufacturers all over the country rely on Seaboard to put together the most valuable transaction in terms of price, volume, and delivery. We are proud of our record of success to the building component industry and the expertise we offer to the industry.

Sellick Equipment Limited

Visit our booth to see the all new S series rough terrain forklift. The new design incorporates improved operator ergonomics, reduced noise levels, and increased visibility which leads to enhanced productivity. Capacities ranging from 6,000 to 12,000 pounds, lift heights to 22 feet, and available in two or four wheel drive. Extra wide carriages and long forks are available to provide load stability.

Senco Products, Inc.

Air, battery and electric-operated stapling, nailing, and screw fastening equipment and fasteners for all areas of industry.

SFS intec, Inc.*

See ad on page 41.

Visit the SFS booth to see the latest fastening innovations for structural timber connections. Our engineer will answer all of your technical and code approval questions as well as demonstrate the system tools. SFS intec, making you more competitive.

Contact: Ms. Carol Salum · 610/790-2658 · 610/376-0932 fax
scar@sfsintec.biz · www.sfsintecusa.com

Simpson Strong-Tie

See ad on pages 104-105.

World's largest manufacturer of wood-to-wood, wood-to-concrete, and steel stud framing connectors. Simpson's connectors for solid timber, composite wood products and plated trusses are the most specified of any brand. Strong-Tie plated truss products on display include: **TSB Truss Spacer Bracer** for faster truss installation; **THASR/L218 Truss Hanger** for 2x trusses available factory-skewed 45° left or right or field skewable from 46° to 84°; **SDS Strong-Drive® Screws** for joining or repairing trusses; and **HGUQ Multi-Ply Girder Truss Hanger**, a face-mount hanger that installs with SDS screws for improved distribution of load between all plies of the supporting girder truss.

Contact: Ms. Frankie Emerson · 925/560-9081 · 925/833-1496 fax
femerson@strongtie.com · www.strongtie.com

SL Laser Systems

See ad on page 43.

Founded in 1988, SL Laser has been a pioneering force in the development of precision single and multiple head laser projection systems for truss, floor deck and wall panel systems. Our patented hardware and state-of-the-art software feature many user-friendly features designed to enhance functionality, while prompting the easy-to-use fundamentals that make our systems the industry benchmark. Seamless integration between SL Pilot™ software and hardware, results in reduction of production costs and an increase in accuracy and profitability. Our Laser Systems can be found projecting increased productivity in some of the finest building components manufacturing companies in the world. Come visit us at BCMC to see how SL Laser Systems can Assemble Your Success.

Contact: Mr. John Ridgway · 704/561-9990 · 704/561-9994 fax
jr@sl-laser.com · www.sl-laser.com

Southern Pine Council

See ads on pages 112, 129.

Southern Pine lumber is ideal for roof and floor trusses because of its high strength and density. It is available in strong visual grades, plus MSR and MEL grades, making it the #1 species of choice for trusses. Southern Pine finger-jointed studs also provide a strong, straight product for wall panels. The Southern Pine Council (Southern Forest Products Association and Southeastern Lumber Manufacturers Association) conducts marketing and product educational activities on behalf of Southern Pine lumber manufacturers. Come check out our extensive library of technical marketing publications at the BCMC and visit us online at www.southern-pine.com and www.raisedfloorliving.com.

Contact: Ms. Catherine M. Kaake, P.E. · 504/443-4464 x213 · 504/443-6612 fax
ckaake@sfpa.org · www.southernpine.com

SpaceJoist TE, LLC

Capture a growing market with the GENUINE INNOVATION of SpaceJoist TE, LLC's Trimmable End products. The GENUINE INNOVATION ranges from the SpaceJoist TE floor trusses to Insert TEs. We have an option to fit your needs! Stop by our booth to see how these INNOVATIVE products can benefit your company.

SPIDA Machinery 2000 Ltd.

SPIDA will be bringing the proven CSS and the new ST8 Trussmaster to the BCMC show in Milwaukee. The fully automated ST8 Trussmaster is designed to cut truss components quickly and efficiently at a competitive price. See the difference in the automation and software that makes the SPIDA CSS so quick and easy to use. The team at SPIDA are looking forward to catching up with our current customers and meeting some new ones at BCMC 2005!

Spotnails*

Pneumatic Stapling and Nailing Tools and Fasteners

Stanley Bostitch

Manufacturer of collated nails, staples, and specialty fasteners as well as the pneumatic nailers and staplers to apply them. Full on-site and off site service programs, loan tool program and custom application systems and support available. Contact: Terry O'Connor, Director of National Accounts and Mfg Housing, Phone: (513) 489-4001, Fax (513) 489-1960, toconnor@stanleyworks.com

Steel Truss & Component Association

The Steel Truss and Component Association (STCA) is the only professional association focused primarily on the interests of companies engaged in the manufacture and sale of factory-fabricated cold-formed steel trusses and components. Our members advocate and advance the importance of industry standards. As a result of a focused industry and association effort over the past several years, we have published a Quality Standard for Steel Truss and Component Manufacturing. We have been actively involved in the CSI Masterformat revision process, securing the promise of a designated category for our members' products in the revised Masterformat, now slated for publication in 2004. STCA has also developed several products and tags for use by our members to help educate their customers. Drop by our booth and see what our association has that will benefit you.

Stiles Machinery Inc.

See ad on page 35.

Weinmann offers a complete range of machinery for the efficient and economical production of frame wall, SIP wall, floor, and roof components including assembly and tilt tables, automatic framing stations, and automatic fastening with nailing, stapling, and screw driving equipment. Weinmann features fully-automated CNC processing with their unique multi-function bridge machines, and WBZ lumber

saws and machining centers. Stiles Machinery, Inc. is pleased to sell and service Weinmann component manufacturing systems in the USA. Weinmann is represented in Canada by Homag Canada.

Contact: Mr. Dennis Stephen · 616/698-7500 x214 · 616/698-9411 fax
dstephens@stilesmachinery.com · www.stilesmachinery.com

Stoll Trailers, Inc.

See ad on page 125.

Stoll Trailers is a manufacturer of roll off truss trailers, designed to meet the needs of smaller companies, and also to maneuver in difficult locations. Our trailers are built in lengths of 28', 32', 36' and 40' with gooseneck hookup and generally pulled with a one ton truck.

Contact: Mr. Bradley W. Stoll · 864/446-2121 · 864/446-2116 fax
stolltrailer@wctel.net · www.stolltrailers.com

STRAP & WRAP

Strap & Wrap REPLACES STEEL BANDING with woven polyester strapping systems. Strap and buckles come from our American manufacturing plant which is certified to supply for load containment in the railroad industry. Strap break strengths are in accordance with ASTM specifications and our systems are tested regularly at the plant to ensure quality and strength. Starter Kits are customized for you. Savings come from providing a safe working environment, elimination of product damage, and costly tool repairs. Advertise for free on pallet orders of strap. Call Strap & Wrap—family owned and operated with its parent company in business since 1946. Call 866-GO STRAP (866/467-8727).

Structural Building Components Magazine
Your Industry... Your Ideas... Your Magazine! *Structural Building Components (SBC) Magazine* is the component industry's primary resource for leading-edge information about current issues, trends and products that affect the future of framing. The mission of **SBC** is to increase the knowledge of and to promote the common interests of those engaged in manufacturing and distributing structural building components. **SBC** strives to ensure growth and continuity and to be the industry's information conduit by taking a leadership role in the dissemination of technical and marketplace information. **SBC** staff welcomes your feedback and article ideas at editor@sbcmag.info.

Structural Component Distributors Association
The Structural Component Distributors Association (SCDA) was formed to represent the interests of companies that distribute structural components, such as I-Joists, LVL, Glue-Laminated beams, PSL and Trimmable-end Floor Trusses. Our primary goal is to create and implement technical education programs for technicians who work for distributors of engineered wood products. These programs will provide a strong technical foundation, increase the understanding of interactions with the professional engineering community and aid in managing the risks that members take on by providing technical services. We've developed a Technical Skills Evaluation process as a starting point. Stop by the booth and find out how to test your employees' industry knowledge!

Summit Forest Products

Summit Forest Products Inc. is a North American distributor specializing in the supply of lumber to component manufacturers. Through our strategically placed distribution centers we have the ability to service truss manufacturers throughout the United States with high quality lumber at a level of service that is second to none. Whether it is quick delivery, highly specified tallies or forward pricing, at Summit we adapt to the individual customers' requirements. We continually strive to understand and anticipate our customers' needs to ensure that we are supplying them with well priced, high quality products.

Sunbelt Storage Systems

Sunbelt has provided quality steel storage systems to Lumber Yards and Building Materials Dealers nationwide since 1987. We specialize in designing, engineering and installing warehouse racking, rack supported buildings, T-Sheds and Bulk Sheds. Sunbelt offers complete yard and warehouse planning services tailored to each customer's specific needs, along with multiple ship points. Visit our booth to discover the many ways Sunbelt can be beneficial to your business.

Superior Wood Systems

Superior Wood Systems is a manufacturer of engineered wood I-Joists and insulated headers. We offer eleven sizes of I-Joists with depths from 9 ½" to 20" and flanges of 2x2, 2x3, & 2x4 MSR lumber. Our insulated header is an ideal replacement for 2x headers. They provide much higher R-values and are ideal for saving time/labor costs on the job or in wall panel systems.

Swanson Group

Swanson Group Inc is a forest products company based in Glendale Oregon. Swanson operates two green Doug fir dimension mills that produce 2x4 and 2x6 in 8' to 20' lengths. Our 2x4 #1/Btr and 2x6 Select Structure are used by many truss manufacturers. Our 2x4 Std/Btr and 2x6 #2/Btr are popular among framers and wall component manufacturers. Swanson also operates a stud mill which produces Kiln Dried 2x4 and 2x6 in Hem-Fir, White-Fir, and Doug Fir as well as some Green Doug Fir studs. Combined Swanson Group mills produce about 600 million board feet a year. The company also operates a plywood and veneer mill.

Sweed Recycling Systems

Sweed Machinery designs and manufactures recycling equipment to handle your company's dangerous scrap by-product, including steel and plastic banding and band saw blades. Sweed's equipment pays for itself by providing more production space, increasing safety, and producing premium recyclable scrap. Stop by Sweed Machinery's booth at the BCMC tradeshow to learn more.

Tamlyn & Sons

Tamlyn & Sons has developed a comprehensive line of patented vinyl accessories that compliment fiber cement. **Tamlyn & Sons** manufactures an extensive line of high wind and seismic mitigation products including hurricane clips and straps, holdowns, stud plate ties, and floor tie straps. **Tamlyn & Sons** has gone to great expense to develop, manufacture and field-prove a system of UV stabilized vinyl products that will consistently perform under the true test of an actual construction project. Without a proper and sufficiently tight specification, you may not get the products that will work the best for you in the field.

Tampa International Forest Products*

Stop by our booth and learn how we can make your lumber procurement easier and quicker. We specialize in Southern Yellow Pine lumber and SPF lumber. Mills rely on TIFP for market information and taking their product to market. Product availability is never an issue. Are you taking advantage of our service and supply strengths? Visit our booth to get started or call Cliff Lee, Tim Williams, or your TIFP trader at 800/767-2028. We can and will service your needs. We understand you have a choice when you make your purchases. Let us show you why it should be with Tampa International Forest Products.

Tembec Forest Products Group

Tembec's Forest Products Group manufactures a wide range of high-quality commodity and value-added forest products. The Group's Softwood Lumber Division operates 16 mills and produces 1.7 billion board feet of lumber (SPF) annually. Variety of products is extensive, including stud trims, 2x3 to 2x12, lengths vary from 4' to 20' as well as several grades of MSR. Our mills are strategically located in Ontario, Quebec and British Columbia to better meet the needs of the Group's many customers worldwide. Other Group's products include: Oriented Strand Board (OSB), Hardwood Lumber

and Flooring, White, Red and Radiata Pines as well as various Engineered Wood products. Tembec is a leading integrated Canadian forest products company principally involved in the production of wood products, market pulp and publishing papers generating sales of over \$4 billion dollars annually. The company continues to be a strong advocate of environmental sustainability and expects to achieve Forest Stewardship Council (FSC) certification for all of its woodlands by the end of 2005. For more information on Tembec's products and/or environmental practices, we invite you to visit our Web site at: www.tembec.com.

Temple-Inland*

See ad on page 111.

Temple-Inland is a major manufacturer of forest products including lumber and studs, fiberboard structural sheathing, engineered wood siding and trim, gypsum wallboard, particleboard and medium density fiberboard.

Contact: Ms. Susan Childers · 936/829-7317 · 936/829-1731 fax
susanchilders@templeinland.com · www.temple.com

Teuteberg, Inc.*

Teuteberg Incorporated—full service print fulfillment and **promotional products** company, family-owned since 1976. Great for customized shirts, hats, golf accessories, awards, tools, safety products and much more! At Teuteberg, we're committed to exceeding your expectations for printing and promotional solutions. We deliver top-quality, cost-competitive print and promotional products through our creative services and supplier network, and our core in-house capabilities focus on handling personalized mailings, digital and variable printing, packaging, shipping, and fulfillment. We bring together everything needed to complete your project from inception through fulfillment, in a way that maximizes your return on investment.

The Hain Company

See ad on page 125.

We would like to be the 'one-stop-shop' for all of your cutting, manufacturing, engineering and processing needs. We specialize in developing solutions for lumber and truss yards, wall panel, frame, and shed manufacturers as well as any random length cutting or precut packaging. The Hain Company has over 30 years of experience that can help layout your yard or develop ways to streamline your existing setup. Our solutions will help to simplify, and increase, your production. Just ask for a list of our many satisfied customers. Our product line consists of the 'Hain Measuring System,' 'Hain Quick Rafter Cutter,' 'Hain Vent Block Machine,' 'Hain Systems Framers' framing table, CMI Autoframer wall panel software, and the new 'Hain Sub-Component Nailer.' We are also a manufacturer's representative for some of the top names in the component manufacturing industry! Please stop by our booth for more information and hands on demonstrations!

Contact: Mr. Dan Martin · 530/295-8068 · 530/295-0468 fax
sales@haincompany.com · www.haincompany.com

The Koskovich Company

See ads on pages 32-33, 129, 131.

The Koskovich Company, recognized as the originator of automated saws for the truss and wall frame components industries, manufactures fully automated precision woodcutting, assembly, and handling equipment. An ever expanding product line includes the recently introduced single blade linear feed Omni-Miser Cut-off and Marking System for roof truss and wall frame components; Omni Mini-Miser Cut-Off and Marking System for wall frame components; Auto-Omni Robotic Component Saw; Omni Jet Set Truss Jigging System; and associated Computerized Picking Equipment. All are automation "firsts" in the wood processing industry. Its latest "first" is the CLS (Crooked Lumber Sensor) that adjusts the Miser's saw position to compensate for crook in the lumber.

Contact: Ms. Linda Rauch · 507/286-9209 x 104 · 507/285-1730 fax
lindar@omnisaw.com · www.omnisaw.com

Todd Drummond Consulting

Professional Consulting Services for the Component and Modular Industry. **Lean Manufacturing** principles and **Motion and Time study services** to create standards of any given area of productivity. **Labor** and **Material Tracking Systems** for component and modular manufactures. Consulting services tailored to your needs. Proven and practical solutions for your component manufacturing. Let me help you uncover and resolve issues that are hampering improvements to your organization. Clear and practical ideas that you can implement into your organization that can make a difference.

Tolko Industries Ltd.

Marketing and manufacturing of specialty forest products.

Tolleson Lumber Company

See ad on page 18.

Tolleson Lumber Company is a family owned business that has produced quality southern yellow pine lumber since 1919. Our state of the art sawmills are located in Perry, Georgia and Preston, Georgia with a combined capacity in excess of 370 million board feet annually. Production includes #1, #2, and MSR grade marked lumber. In addition to truck shipments our mills have rail service on CSXT and NS. We also maintain on the ground inventory of MSR lumber in Aurora, IL & Reading, PA. Visit our booth and meet some of our people. We believe in long term relationships.

Contact: Mr. Kim Runge · 478/988-3859 · 478/987-0160 fax
krunge@tollesonlumber.com · www.tollesonlumber.com

Triad/Merrick Machine Co.

See ad on page 115.

As the forerunner in the wall panel industry, Triad has built, and installed more panel equipment than all of the competition: COMBINED. More than just machinery, Triad equipment efficiently comprises integrated systems for any size builder by using proven technology such as common-sense automation, efficient material handling, and solid, sturdy construction. Triad equipment gives you the benefit of in-house engineered design, as well as in-house programming and electrical work—buy from Triad and you get Triad equipment, no part of the machinery is "job-shopped" outside of our manufacturing plant. Triad knows what you want: profitability through high production, reduced costs, and minimal lead-time. Triad's 40+ years of experience in the panel, stair, and door industries can make you the competition to beat. Whether you are a high production facility or a starter shop, the nationwide Triad team of support and sales staff will have the right answers to meet your needs. Triad—Pioneers In The Past, Leaders Into The Future! Stop by our booth and visit with us about our numerous product lines: Genesis: The Automated System, Smart Wall System, Generation II, Laserwall, Diam.

Contact: Mr. Lowell Tuma · 308/384-1780 x133 · 308/384-8326 fax
lowellt@merrickmachine.com · www.triadruvo.com

Trus Joist, A Weyerhaeuser Business

Weyerhaeuser Company is the world's largest producer of softwood lumber and engineered wood products. With mills located across the United States and Canada, Weyerhaeuser can provide a full range of species and products to meet the needs of the truss industry. The Weyerhaeuser booth will feature Mechanically Evaluated Lumber (MEL), Machine Stress Rated Lumber (MSR), TimberStrand(r) Laminated Strand Lumber (LSL) and visually graded lumber manufactured especially for the component industry.

Truss Plate Institute

See ad on page 127.

TPI's professional staff will provide information on joining its nationally recognized quality assurance inspection program and field questions on ANSI/TPI 1, BCSI and design responsibilities.

Contact: Mr. Michael A. Cassidy · 703/683-1010 · 703/548-4399 fax
mcassidy@tpinst.org · www.tpinst.org

Truswal Systems Corporation

See ad on pages 120-121.

Your future success depends on GENUINE INNOVATION, and Truswal has become synonymous with GENUINE INNOVATION...in whole house design with IntelliBuild™, in engineering with TrusPlus™, in plant efficiency with WinBatch™, in plant management with TrusManager Pro™, and in state-of-the-art equipment...to fit your needs. Plus, with a GENUINELY conscientious Technical Services department, Truswal's customer service provides innovative solutions exceeding customer expectations. We will be exhibiting a variety of GENUINELY INNOVATIVE products including component manufacturing equipment that is sure to bring speed, accuracy and reliability to your plant's operation. In addition, the Truswal booth will include exhibits by Intelligent Building Systems, SPIDA Machinery, SpaceJoist TE™, Rand Equipment and NUCONSTEEL™ that provide access to additional segments and improve productivity-all of which are available through Truswal Systems. So visit our booth to learn how the Truswal family of companies can provide GENUINELY INNOVATIVE products and services for YOUR SUCCESSFUL FUTURE.

Contact: Ms. Valerie Cairns · 817/633-5100 x209 · 817/652-3079 fax
valeriecairns@truswal.com · www.truswal.com

TRYCO/UNTHA International, Inc.

See ad on page 125.

Untha has produced slow speed high torque wood and waste grinders since 1976. Quality four, two and single shaft shredders have been sold world-wide, reduce waste in one pass from 200-90,000 pounds per hour. Over 120 models are available with outlet screens from 15 mm to 250 mm. Wood waste is dropped into space saving hopper openings up to 92" x 177". Soft-start motors have thermal and amp load sensors to shut off.

Contact: Mr. Kent West · 217/864-4541 · 217/864-6397 fax
tryco@midwest.net · www.tryco.com

Turb - O - Web

See ad on page 30.

The exciting Turb-O-Web System just keeps getting better and delivering more benefits with greater ease to its growing number of users. Recent improvements include the latest releases of the MiTek 20/20 software and the amazingly productive MiTek Elipsaw. We are pleased to announce that we will have a COMPLETE ELIPSAW in our booth this year! If you are working to reduce your cost base, then the Turb-O-Web / Elipsaw system is something you need to see. Call by our booth and be impressed—you'll really be surprised how ready you are for Turb-O-Web.

Contact: Mr. John Griffith · 888/887-2693 · 321/747-0306 fax
john@turb-o-web.com · www.turb-o-web.com

USP Structural Connectors

See ad on page 123.

USP Structural Connectors is redefining the industry standards with an extensive line of products for general framing, engineered wood products and plated truss. The company has numerous exclusive products to solve any framing application. USP has seven locations strategically located to supply truss manufacturers in all areas of the United States. All this is supported by unsurpassed customer and product support, an in-house engineering staff and a national sales force to assist in all areas of the construction process.

Contact: Ms. Kelley Fontaine · 507/364-5425 · 507/364-5178 fax
kfontaine@uspconnectors.com · www.uspconnectors.com

Viking ADT LLC

See ad on page 95.

Viking brings you innovative equipment for the wall panel industry. From component tables and framing stations, to routing bridges, sheathing bridges and complete lines—we have equipment to meet your automating needs. Viking is the exclusive manufacturer of the Fastrac Portable Sheathing Bridge, making sheathing fast and efficient. Viking offers unmatched customer service and technical support. Visit our booth to inquire about any of our products and services, and to see our equipment in action!

Contact: Ms. Sybil Bohnett · 763/586-1201 · 763/571-7379 fax
sybilb@vikingeng.com · www.wallpanelassembly.com

Viking Forest Products*

Viking Forest Products, one of North America's leading wholesale distributors of lumber products sells by the truck and railcar to truss manufacturers, lumber yards, distribution centers, and home centers. With reloads located throughout the country Viking can offer quick shipping trucks to fill just in time needs as well as offering mill direct shipments. Stock items include SPF and SYP MSR and #2 lumber as well as web stock. Viking Forest Products Truss Sales Specialists desire to build long lasting partnerships with their customers by keeping them abreast to market activity and provide solutions to their needs.

Virtek Vision International Inc.

Virtek, the world leader in laser projections systems, first started working with industrial laser templating in 1989. Since then over 600 TrussLine laser jiggig systems have been installed in North America. Designed specifically for the needs of the truss industry, the proven TrussLine system decreases setup times and improves productivity by up to 30%. Similarly, PanelLine projects an image of a wall panel or floor deck onto the production surface. The LaserMC™ system produces a laser marked lay out and cuts panel components in one step to improve productivity, quality and material flow. The Virtek I-joist Processing System cuts, ink marks and routes service openings in i-joists.

Vision Financial Group

VFG, on a national basis, provides equipment leasing and financing services through vendors and directly to end users of equipment. Capable of a providing a variety of structures to meet tax and book guidelines as well as providing progress payments to vendors. Can do US and Canada for all types of equipment including titled vehicles and software.

Wasserman & Associates

Wasserman & Associates is a representative for new truss, wall panel, stair, door and material handling equipment. We also offer the option of used or reconditioned equipment. As a partner in your equipment selection process, we promote the equipment that best suits your individual requirements, not the equipment that optimizes our commission. Buying or selling, large or small budget, please contact us.

Weima America, Inc.

See ad on page 30.

WEIMA America, Inc. provides customized scrap volume reduction services. Size reduction can be used to sell chips, provide boiler fuel or simply save on hauling & labor costs. We offer grinding, shredding and granulating solutions. Low prices, low energy, low maintenance, high safety machines have been sold worldwide for more than 20 years.

Contact: Ms. Vikki Van Dam · 803/802-7170 x11 · 803/802-7098 fax
vikki.vandam@weimaamerica.com · www.weimaamerica.com

Weyerhaeuser Company

See ad on page 101.

Weyerhaeuser Company is the world's largest producer of softwood lumber and engineered wood products. With mills located across the United States and Canada, Weyerhaeuser can provide a full range of species and products to meet the needs of the truss industry. The Weyerhaeuser booth will feature Mechanically Evaluated Lumber (MEL), Machine Stress Rated Lumber (MSR), TimberStrand(r) Laminated Strand Lumber (LSL) and visually graded lumber manufactured especially for the component industry.

Contact: Mr. Gary Lawson · 501/624-8267 · 501/624-8277 fax
gary.lawson@weyerhaeuser.com · www.weyerhaeuser.com

Wood Truss Council of America

See ads on pages 23, 85, 100, 109.

The Wood Truss Council of America (WTCA), an association of metal plate connected wood truss manufacturers and their suppliers, has become a leading force in strengthening the structural building components industry. Members have come to rely on WTCA to provide them with the tools and resources to grow their businesses. Whether it's legislative alerts, risk management strategies, building code watch, educational resources, financial and wage surveys, in-plant safety and quality control, transportation issues, technical training or marketing plans, WTCA provides tangible benefits to members. This year, stop by our booth to take a first-hand look at the new programs and services for The Load Guide, the new Truss Technology Workshop web site, and ORisk, Kent Pagel's risk management seminar online. You'll also see video testimonials from members describing how WTCA publications help protect and grow their businesses. Come see how WTCA's products and programs make it pay to be a member of WTCA.

Contact: Ms. Anna L. Stamm · 608/310-6719 · 608/274-3329 fax
astamm@woodtruss.com · www.woodtruss.com

WoodPro Insurance

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Attend the WTCA Annual Meeting
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“The content comprised in Phase 1, especially the customer contract tracks, has been delivered at the request of the WTCA membership. Many component manufacturers struggle with the very one-sided contracts provided to them by their builder and general contractor customers. Our goal with Phase 1 is to help component manufacturers navigate through some very complex subjects involved with reviewing, negotiating and modifying a customer’s form contract.” —Kent Pagel, WTCA Legal Counsel

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Scope of Work/Design Responsibilities	Other Insurance: Automobile, Property and Worker's Compensation	Demonstration of Actual Customer Contact Negotiation	

This chart outlines the entire ORisk program, shading the five tracks to be rolled out in Phase 1. These five tracks contain both the building blocks for the entire course and begin a thorough presentation on the preparation, review and negotiation of customer contracts.

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Truss Plate Institute: Today & Tomorrow

by Michael A. Cassidy, Truss Plate Institute Executive Director

TPI's new Executive Director provides a fresh perspective on TPI's defining philosophies and what the future holds for the association.

When I was asked to write an article about the Truss Plate Institute (TPI) today and what direction its future will take, I was a bit apprehensive. How could I write about what TPI is and where it's going only having been on board for a short period of time? My past experience is helpful—12 years as a residential construction architect and 13 years with CSI, the Construction Specifications Institute in association management—but it by no means qualifies me as an expert on TPI or the building components industry. After further thought, I realized that my experience, coupled with recent visits with TPI plate manufacturers and WTCA component manufacturers has, in fact, given me a good understanding of where TPI is today and a good sense about its future. In addition, I realized the TPI and the building component industry's future share many things.

Defining Catch Phrases

- Maintaining the truss industry on ".....a sound engineering basis" (TPI Mission)
- Connecting the truss industry (TPI Motto)
- Riding on Tradition and Innovation (BCMC 2005 Theme)

All of these phrases represent where TPI is today. They also serve as a solid foundation upon which to build the future. The first two are directly from TPI literature with which many of you may already be familiar, while the third is the theme of the upcoming BCMC show in Milwaukee. While TPI cannot take any credit for the latter, I believe it also represents TPI's beliefs about the future, not only for the association but for the industry.

To understand who TPI is and where I believe we are headed, I would like to briefly highlight, from my perspective, what each of the phrases means.

TPI Mission: To maintain the truss industry on ".....a sound engineering basis"

Standards Development

TPI is maintaining and building on its solid tradition (sound engineering) of establishing methods of truss design and construction (engineering) using metal connector plates. We accomplish this through the regular and active participation of TPI members (professional engineers and technicians employed by plate manufacturer members and other associate members such as WTCA) in our Technical Advisory Committee (TAC) and various workgroups established by TAC for specific tasks. TAC is the body responsible for the ongoing maintenance of ANSI/TPI 1, *National Standard for Metal Plate Connected Wood Truss Construction*. TAC receives comments on current TPI standards and makes recommendations, based on input from the industry, to the TPI Board for updates. Recent TAC activities have included updates to Chapters 2 and 6 of ANSI/TPI 1-2002, which were released in January 2005. TAC continues to research, test, refine and update the current moment equation in ANSI/TPI 1-2002. All the updates have been pursued with a desire and commitment of all TAC members to refine and improve key truss engineering principles and to better coordinate the standards and guidelines with other documents being used or mandated in the industry. TPI members also provide technical feedback to industry associations such as WTCA, American Forest & Paper Association

(AF&PA), and the International Code Council (ICC) to name a few. Participation in industry associations is crucial to TPI, as these groups have a significant impact on the industry and also provide valuable input back into TPI's standards.

Quality Standard

Defining an acceptable quality standard and incorporating manufacturing tolerances into the engineering behind such a standard is critical for maintaining truss design and manufacturing on a sound engineering basis. ANSI/TPI 1 does this and reflects input received from the industry through an industry consensus process (discussed in the sidebar on page 88). For component manufacturers, designing, manufacturing and performing in-plant quality control procedures helps them to consistently produce high quality components that meet industry standards. The ability to demonstrate that the manufactured trusses have been designed and manufactured according to the industry standard is important for a successful business operation and also strengthens the industry's reputation.

To aid the industry's quality assurance process, TPI offers a third party quality assurance inspection program that builds on the standards outlined in ANSI/TPI 1. Participation in this program is another way that TPI and component manufacturers can let the residential and commercial construction industries know that the manufacturing plant is producing trusses that meet industry standards. This is beneficial for the individual plants that participate and for the industry as a whole because it promotes wood trusses as a sound and safe construction product.

From incorporation of the quality control material in ANSI/TPI 1-2002 to aiding component manufacturers with their third party quality assurance inspection program, TPI continues to serve the industry with sound engineering and management principles.

TPI Motto: Connecting the Truss Industry

Consensus Process

While TPI has been connecting the industry in a traditional sense (in the sense that plates connect the wood members of a truss), TPI also connects different interests with its consensus process. A true standard requires input and the consensus of all players involved or impacted by the standard. This is achieved with the establishment of a Project Committee composed of a cross section of industry volunteers. In addition, various proposed drafts of the standard or portions of the standard are submitted for public review and comment. Input from only one segment of the industry is not an option; TPI has and will continue to pursue diverse industry participation. **The guidelines and standards developed through the consensus process will only become better with broad-based and ongoing participation.** In this way, TPI truly "connects" the entire truss industry.

Continued on page 88



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at a glance

- ❑ The Truss Plate Institute's mission is to maintain the truss industry on "...a sound engineering basis."
- ❑ TPI accomplishes its mission through the development of standards and with an industry-wide consensus process.
- ❑ TPI and WTCA together serve the industry through several cooperative agreements.
- ❑ As new technology impacts standards development, TPI will continue to apply sound engineering principles to those innovations.

Cooperative Agreements

Also in keeping with “connecting” the industry, TPI and WTCA realized that cooperative efforts between the two organizations were in the best interest of the industry. Both agreed that it is counterproductive to pursue similar and sometimes competing activities. Additionally, it was not the best use of valuable staff time or financial resources. Outlining areas where each organization should take the lead was and continues to be beneficial for both the organizations and the industry. From this realization, two significant agreements were developed between TPI and WTCA that have helped direct the two organizations in recent years and are the foundation for the continued relationship.

- TPI/WTCA “Litmus Test” Guidelines (see the June/July 2002 issue of *SBC*, “WTCA & TPI—An Important Step Forward”): the Litmus Test outlined the general responsibilities of each organization and serves as a guide to define

A current recommendation from TPI TAC to the TPI Board calls for opening up the ANSI/TPI 1–2002 standard for update through the consensus process. This recommendation is in part due to the requirement that the standard be re-affirmed or updated within a five-year timeframe, but also as a result of industry input received to date. Other items under consideration for update are the revised moment equation and potential refinements to the quality control sections of the standard. The last time the entire standard was opened for review and comment, it took approximately three years from beginning to final publication release. It is our hope that the upcoming update, assuming TPI Board approval of opening the standard, will take less time. TPI encourages active participation by all and will make public announcements of how this can be accomplished as the process progresses. We are committed to working closely with WTCA as well as others in the industry to ensure the industry is informed and involved in the process.

future activities of the two organizations.

- Joint Copyright and Publishing Agreement between TPI and WTCA (see the August 2004 issue of *SBC*, “WTCA & TPI Sign Joint Publications Agreement”): the Joint Copyright and Publishing Agreement outlines collaborative efforts on specific publications (BCSI 1-03 documents) and truss warning tags.

TPI and WTCA continue regular and ongoing dialog and I anticipate continued collaboration with WTCA and its membership in the future all for the betterment of the industry.

BCMC Theme:
Riding on Tradition & Innovation

As mentioned previously, TPI is building on past tradition: engineering guidelines and standards for truss design and construction. Additionally, innovation in the industry continues to be realized through new capabilities made possible

Continued on page 90

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Continued on page 8

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TPI: Today & Tomorrow

Continued from page 88

thanks to advances in technology. Today's technology opens so many new doors for the industry from pure computing power to new concepts like whole house design (see the May issue's "Component Manufacturers Divided on Whole House Design") that were not contemplated previously. TPI's engineering principles are incorporated into the technology that is available today as well as continuing to be an integral part of tomorrow's technology. TPI members not only contribute to the engineering standards and principles, but also contribute to the technology that incorporates those principles. These advancements and innovations will permit the indus-

try to realize business opportunities that were not possible before. Roles and responsibilities of all the players in the building components industry are potentially being revised as a result of the new innovations being driven out of this technology. While everyone may not see eye-to-eye on some innovations, it is important for all of us to maintain a dialog to constructively move forward and progress in a positive and fruitful manner to the benefit of all who are involved in our chain of commerce. I anticipate technology and its impact on the truss industry will continue to be topics of discussion and debate in the future.

Conclusion

While this article does not permit me to go into more depth of all TPI activities and its future, it touches on a few of them. The phrases explained in this article represent who TPI is today and offers a glimpse into our tomorrow. Developing sound engineering principles is our tradition. We have and will continue to connect the industry through established and industry accepted engineering principles and through engagement in the industry consensus process.

The future is hard to predict, but I know it will be a continued cooperative effort between TPI, WTCA and others in the industry. TPI will build on our traditions and incorporate the new technological and engineering innovations as they develop. The TPI/WTCA relationship and the agreements reached to date have ensured that we are headed in the right direction together. By working together, we can accomplish great things while building a bigger and stronger future for the truss industry. When it comes to sound engineering guidance, I encourage

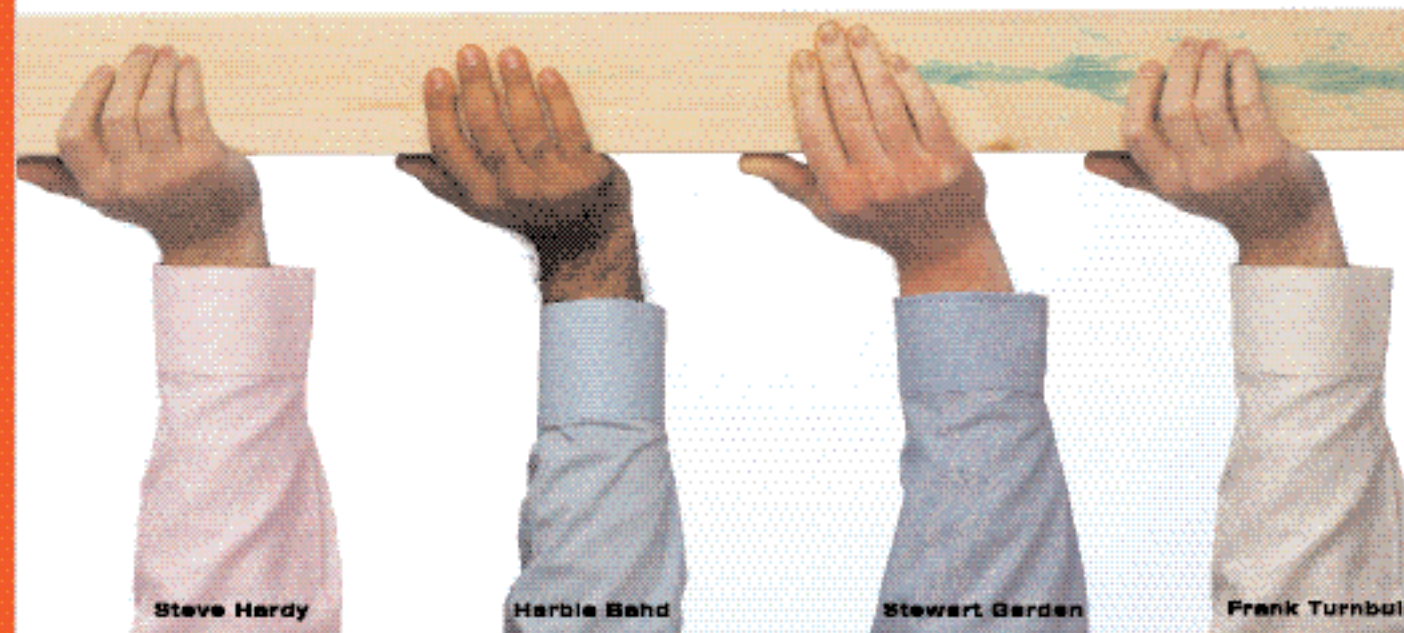
you to continue looking to TPI and continue to participate in TPI's consensus process. Together we can "connect" the building components industry. **SBC**

Mike Cassidy became Executive Director of the Truss Plate Institute, Inc. (TPI) in December 2004. Prior to joining TPI, he spent 14 years with the Construction Specifications Institute (CSI), Alexandria, VA, as Director of Technical Programs & Services. Prior to his employment with CSI, Cassidy worked as the director of production for an architectural firm servicing the multi-family and residential housing industry. He is a licensed architect in the state of Virginia and is a graduate of Virginia Polytechnic Institute and State University.

Visit www.tpinst.org for more information on the consensus process.

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"All progress occurs because people dare to be different."

—Harry Millner

Avoiding Commoditization

Increased competition, unstable material costs and consolidation of our customer base should force the building components industry to take a long, hard look at itself. Instead we find ourselves fighting decreasing sales margins while continually taking on ever increasing risk. In the 1950s when trusses emerged on the scene in the evolutionary process that saw truss plates replace plywood gusset technology, the industry was much easier to navigate. In the last fifty years exponential changes have occurred in building code requirements, driving structural engineering into an industry of its own. Today our industry is dominated by production builders who are looking for suppliers to consolidate products and services to shift liability, maximize ROI and do both while driving down the costs they pay for building materials and structural components. I write this not to sing the blues, but to point out the incredible opportunity the changing market presents to those willing to accept it.

Depending on the size of your business or your position in that business you may find yourself disconnected from the very customer you need most to understand; hence the need to invest in the people with the line level understanding of your customer's business.

If you are a privately held component manufacturer, the perils of commoditization may have already become apparent to you. Your size in comparison may restrict your participation in the economies of scale enjoyed by your national supplier competitors. Hiding behind cash flow to weather the storm of slipping profit margins is a short-lived strategy. Need we look past the corporate mandates to reduce costs by two percent per year issued by the production builders to see the writing on the wall? Just as we look at the lumber or steel we purchase as commodities to build our products, our customers are beginning to look at our industry as a whole as a commodity necessary to build their products, homes. Think of it as a person wanting to buy a car without regard for details like manufacturer, make or model. The car is merely viewed as steel and plastic situated on four wheels.

The publicly held companies are not immune to this threat. They also see customers and competitors chasing business resulting in razor thin profit margins. The corporate hierarchy often slows reaction times especially when decisions need to be made between relationships and short-term profits. The sheer size of the business also presents challenges between the line level understanding of the customer's needs and the desires of the stockholders.

at a glance

- ☐ Listening to the market through your employees that are closest to it may be your greatest strategic advantage.
- ☐ We are in a new age of marketing our companies and building brand loyalty.
- ☐ Utilizing your employee's unique perspectives and qualities will make your business unique.

Okay, most of us can't afford to contract Michael Jordan or Tiger Woods to help us sell trusses, but we can invest in a resource even more powerful: human capital.

Separating Ourselves from Commoditization

When facing looming commoditization, the first reaction of any business or industry seems to be the investment in better technology to help control soft costs by improving reporting and/or streamlining processes and procedures. All in all not a bad plan, but it can typically only create a short lived advantage. In the telecommunications world we have seen it is often best to be second when it comes to innovation; just ask AT&T. The one bit of truth where technology is concerned tells us it continues to get cheaper and therefore more accessible. Relying on technology only gives our competition the opportunity to catch up by copying our processes or procedures without the pain of experimentation. Technology is also rarely seen by our customers. Most don't care how we get the job done; they just want it done on time for the lowest possible cost.

If we can't fight the commodity war by WOW-ING our way to higher profit margins with the smoke and mirrors of technology, where does that leave component manufacturers? If we understand the economy in which we are actually participating, the picture I've painted becomes much brighter. If it's not about the economy of scale or technology, what is it?

The Economy of Emotion

The economy of emotion is the reason we are willing to pay five dollars for a cup of coffee, or a hundred dollars for a pair of cross trainers, or thousands of dollars for a watch that does the exact job of one we could buy for forty bucks. It may sound like a crazy idea, but our industry is really not that different from the world of brand names like Starbucks, Nike or Rolex. How many times have you used the excuse of not closing a deal because of an existing relationship between the customer and your competition?

Customers make the decision to buy for many reasons: a better price, a new product, a more convenient store, a better sales pitch or advertisement, or a better selection. Getting them in the door is the easiest battle we fight. For customers to stay, we must build some emotional connection; loyalty to our product or service.

Continued on page 94

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The Human Investment

Continued from page 93

This is also the key to creating our brand's identity. The long-term practice of using spokespeople in advertising hints to the power of creating the customer's affiliation with a product. Okay, most of us can't afford to contract Michael Jordan or Tiger Woods to help us sell trusses, but we can invest in a resource even more powerful: human capital.

Use Employees to Brand Your Product

Manufacturing structural components or offering framing services may not be as sexy as a new Corvette, but the emotional connection between businesses and individuals still applies. Brand loyalty is not created through web sites and catalogs. It is created by focusing on personal connections and a deep understanding of the customer we're serving. Depending on the size of your business or your position in that business you may find yourself disconnected from the very customer you need most to understand; hence the need to invest in the people with the line level understanding of your customer's business.

For many years corporate America has taken a short-sighted approach to the importance of human capital. Wash-out programs have become all the rage, backed up by one-size-fits-all training programs designed to create processes and procedures that make it easy for employees not to think. This type of micro-management only has its short-term advantages. Total control can move the business forward, but it can only grow so much before the leadership can no longer wrap its arms around the volume and must choke down the growth or make the decision to change its philosophy.

Our employees are our only sustainable competitive advantage. It takes a leap of faith for some of us to decide that the best way to deal with the threat of commoditization, consolidation and increased competition is to focus fanatically on our employee's personal development. This leap may be easier to consider in the framework of these ten points:

1. Our line level employees present the greatest opportunity to gain a deep understanding of our customers' business.
2. Empowering our employees to leverage their unique perspectives and qualities will build much stronger business relationships.
3. The willingness of individuals to hold themselves both accountable and responsible will always trump technical skill.
4. Today, more than ever before, employees have far more choices in where and how they will work.
5. Sustained success of any business is predicated on how well we understand the motivations and dreams of our employees.
6. The happiness and success of the individual is not broken into two parts; home and work. They are one in the same.
7. Employees should not be made to fit jobs—jobs should be made to fit employees.
8. Foster an environment of creativity, flexibility and continued learning and employees will deliver far greater results than any job description, policy or procedure we can write.
9. Build a culture that focuses on the employee and the employee will build a business that is customer driven.
10. Listen to your employees. Lasting positive change doesn't necessarily come from the top. Lasting negative change almost always does.

The Choice is Yours

One of the only ways to avoid commoditization, consolidation and economic pressure is to separate your company from the fray. Your business was built through an entrepreneurial spirit and you have a choice: renew that spirit through the unique talents and perspectives of your greatest asset—your employees—or become a commodity. **SBC**

A special thanks to Ed Buck for supporting the development of this article. Stay tuned for future articles from Keith Harris on personnel development and training. Keith Harris is the Vice President of Sales Support for Boozer Lumber Co. in Columbia, SC. Many years of his career were spent in the music industry as a business manager building tour sponsorships through partnerships with companies such as Budweiser, Miller Brewing and Bacardi Limited. Keith joined Boozer in 2000 and focuses his energy on the process management, teambuilding, personal and professional development of a staff designed to support the company's business development initiatives.

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WINNING THE WORK FORCE SHORTAGE WAR



by Sean D. Shields



In the building components industry, there appear to be at least three things that are for certain. One, the harder you work and more money you make, the more money you will be expected to fork over to Uncle Sam. Two, government, whether it is federal, state or municipal, will find more intrusive ways to monitor and regulate your business. Three, the current shortage of skilled and unskilled workers coming into this industry will affect your company's financial performance. While the first and second certainties are veritable facts of life, the third is a troubling development this article will begin to address. At the end of this article we will discuss specific programs and services that WTCA is working on specifically designed to help component manufacturers in this area.

As you are well aware, a skilled and productive work force is important in maintaining a competitive edge in the manufacturing sector. Component manufacturers across the country are experiencing serious work force shortages, and the pool of qualified job candidates appears to be shrinking. Every area—from entry level workers, operators, and assembly line workers to technicians and engineers—is affected.

at a glance

- ❑ There is a shortage of skilled labor in both the manufacturing and construction industries, which in turn has affected component manufacturers.
- ❑ The industry's labor shortage problem was brought to lawmakers at the 2005 WTCA Legislative Conference in Washington, DC.
- ❑ The Work Force Development (WFD) web site offers component manufacturers one solution by providing a place to search résumés and post job openings.

Help Wanted

It is an understatement to say the manufacturing and construction industries are behemoths. The National Association of Manufacturers (NAM) asserts that U.S. manufacturers employ over 14 million people. And according to the National Center for Construction Education, the construction industry is the world's largest industry, employing over 6.9 million people in the U.S. alone. By itself, U.S. manufacturing is the eighth largest economy in the world. The U.S. structural building components industry, modest in comparison, employs just under 110,000.

Yet, with all the people currently engaged in careers within these economic juggernauts, there still aren't enough calloused hands and skilled minds to go around. The U.S. Bureau of Labor Statistics estimates that between 2002 and 2012, an additional one million skilled workers will be needed to meet domestic demand for construction labor. Within the housing sector, the Home Builder's Institute estimates

If you haven't already, please take a moment to respond to WTCA's online Work Force & Hiring Effort Survey (www.woodtruss.com/common/survey1page.php). Results from this survey will be used to improve WTCA's Work Force Development Portal and its partnerships with educational and governmental institutions.

their immediate work force shortage falls somewhere between 60,000 and 80,000. The manufacturing sector is even harder up, with NAM asserting a shortage of nearly 13 million qualified employees by 2020 if current trends continue.

How Did This Happen?

This situation did not develop overnight. One significant factor is the aging population of those currently employed in these industries. As seasoned baby boomers near retirement age, there appears to be a disturbing lack of skilled individuals from younger generations willing to take their place. According to a recent study of their membership, NAM found nearly 36 percent of those polled have quality manufacturing jobs going unfilled due to an inability to find qualified applicants.

They key word there is "qualified," because it really isn't a lack of warm bodies that is creating the problem. However, it's difficult to place the blame on our educational system. There are plenty of high schools, technical colleges and universities in this country to teach students the fundamentals of engineering, design and architecture. Besides, traditional academic training is hardly a prerequisite to be highly successful or efficient in the structural building components industry.

No, a more pervasive problem is one related to societal culture and perception. Regardless of whether you are talking about manufacturing or construction, younger generations do not perceive these jobs as sexy or capable of fulfilling their career goals. Parents also play a big role in perpetuating this assumption, and push their kids to pursue "white collar" jobs instead.

At the heart of the matter is a misperception that manufacturing jobs are nothing but repetitive and unchallenging work. In the end, this issue must be addressed in order for there to be any significant progress toward reducing or eliminating the work force shortage.

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External Trends

In addition, there are some external trends that exacerbate the work force shortage. A sustained housing boom is at the top of the list. As of May 2005, housing activity remained solid, as both production and sales remained on a level to exceed 2004 numbers.

Most importantly, the single-family sector showed another increase from April, posting a 4.7 percent increase to an annual rate of 1.704 million, while sales of new single-family homes moved up 2.1 percent to an annual rate of 1.298 million. With the Fed recently declaring at the top of their lungs that the U.S. economy is in good health, the positive trend in housing starts will conceivably continue into the future.

Continued on page 100

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Winning the Work Force Shortage War

Continued from page 99

It is also likely, with the declining labor supply in the construction industry, structural building components will become the framing method of choice in order to continue to supply affordable housing in the U.S. This appears true, indirectly at least, as the market share in residential housing for components has increased, new component manufacturing facilities sprout up across the country, and existing component manufacturers scramble to expand their current operations.

Based on initial results from the recent Work Force & Hiring Efforts Survey posted on WTCA's web site (www.woodtruss.com), it appears the anecdotal claim that everyone is looking to hire a truss technician is actually true. Of the 73 total responses as of this writing, 70 claimed they were actively seeking to hire a technician, or would within the next six months! Truss technicians are not the only positions in demand; 63 respondents indicated they would be hiring to fill manufacturing plant floor positions within the next six months.

Immigrant Workers

One trend that has provided relief within the context of the work force shortage is the influx of immigrant workers to the U.S. On the whole, regardless of their country of origin, these individuals appear to embrace and excel at building component manufacturing jobs. As a result, they appear to have taken advantage of the industry's competitive wages and opportunities for advancement beyond the shop floor.

However, as Congress seeks to tighten and secure our nation's borders through reform of the immigration system, it is important to remain aware of the significant impacts any action may have on this segment of the work force. For example, if the H2-B program—U.S. visas granted to foreign citizens allowing them to enter the country and perform non-agricultural work—is not expanded or at least left at current levels, it is hard to conceive how the structural building component industry's work force will not be negatively impacted.

This is why immigration system reform was the top issue component manufacturers discussed with their lawmakers on Capitol Hill during the 2005 SBC Legislative Conference in Washington, DC last May. They lobbied hard to ensure any reforms incorporate expanded guest-worker programs like those proposed in the past by President Bush and, more recently, Arizona Senator John McCain, that would create three-year renewable work visas. They did so again as they met with lawmakers in their home districts during the August Congressional recess. Only time will tell how successful these efforts have been.

"Home Grown" Versus "Experienced"

Okay, so let's talk about the elephant in the room. When it comes to truss technicians, there really is no substitute for

Continued on page 102

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Winning the Work Force Shortage War

Continued from page 100

someone who can do this job well. While there are significant training tools available on WTCA's Truss Knowledge Online (www.wtcatko.com), like the Truss Technician Training (TTT) courses, to help make a truss technician more effective, they don't do any good if you don't have someone with the aptitude to take them.

How do you find these promising individuals? The answers are as varied as the markets in which component manufacturers sell products. However, two main methods appear to

be more common than others: hiring and training locally, or "home grown," and hiring experienced technicians from elsewhere.

The home grown method consists of working with your local high school or technical college, and enticing a promising student to come and work at your facility. Whether it's starting them off on the plant floor or shadowing one of your techs, you work them into the industry gradually. You sign them up for Truss Manufacturing Orientation and then TTT Level I, and you might even send them off to take a basic training course on your plate supplier's proprietary design software.

Eventually, you give them responsibility in doing their own design work in support of other department members, until they finally take the lead on a small project. You sign them up for TTT Level II, and soon you find you can give them more and more responsibility and autonomy. After five years, you have a trusted truss technician, and life is good.

Understandably, the above method is not for everyone. It takes considerable time to develop working relationships with local educational institutions and certain instructors. It takes an even greater investment to allow first-time technicians to make the inevitable mistakes and learn all the complex foibles of the structural building components industry. It's much simpler, in the short-run, to go out and hire a truss technician who has experience and can contribute practically the first day they show up for work.

In general, experienced truss technicians are found and hired through professional employment companies. This method, however, is not without its own problems. Due to the costs involved in hiring these professional "head hunters," as well as the subsequent increase in salaries and other benefits necessary to entice an experienced truss technician to leave their current employer for another, this method can be exceedingly expensive.

In addition, as competition for experienced truss technicians grows, salaries in certain markets have tended to increase beyond the corresponding value they bring to the company in the short-run. Not to mention the fact experienced truss technicians are constantly being hired away from other com-

ponent manufacturers. And once they are hired away from someone else, it often is not too long before they are gone to the next company. This method of continually re-slicing the same sized pie is bound to create frustration and even ill will within the industry.

Is There an Alternative?

Fortunately, there is. Recognizing that it may be difficult and time consuming for the typical component manufacturer to build and cultivate a relationship with their local educational institutions, WTCA is currently endeavoring to do this for every member company.

Through the new Work Force Development (WFD) Portal (<http://wfd.woodtruss.com/index.php>), WTCA is partnering with schools like ITT Technical Institute—and its 83 campuses across the country—to bring interested students with an aptitude for design and computer drafting into the industry. The WFD Portal is primarily an online job clearinghouse where member companies can post the positions they're hiring for on the web site. Interested individuals, such as those ITT Technical Institute students, can in turn post their résumés and search for jobs.

The WFD Portal is also an informational resource that provides promotional materials about the structural building components industry and the many career paths within it that can be pursued. It also opens the door for individuals new to the industry to self-enroll in online training like TTT Level I, to make them more competitive in securing one of our industry's technical jobs. The WFD Portal effort is also paving the way for industry-specific course curriculum development for use in technical colleges as well.

In addition to increasing awareness and use of the WFD Portal, the next step for WTCA is working with the U.S. Department of Labor's Business Relations Group (BRG) and their Business Solutions initiative. This publicly-funded work force investment system is a state and local network of resources to assist businesses in recruiting, training and retaining a skilled work force. Just like with ITT, WTCA is looking to develop a method where potential employees can easily learn about the careers available in the structural components industry and match them up with component manufacturers that are hiring.

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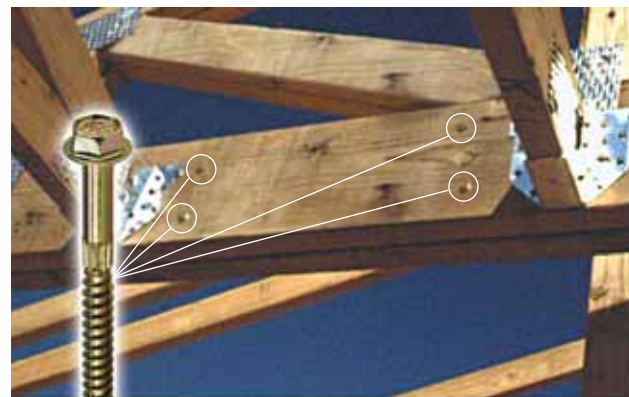
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Future Trends

Efforts like those under the auspices of the WFD Portal should provide much needed relief in bringing "new blood" into the structural building components industry. However, even more will have to be done in the realm of proactive industry promotion to combat the existing cultural bias against jobs in manufacturing and construction. In addition to WTCA's national endeavors, one-on-one partnerships with schools and other community-based entities will go a long way in opening the eyes of younger generations to the many and varied career opportunities available through this industry. **SBC**

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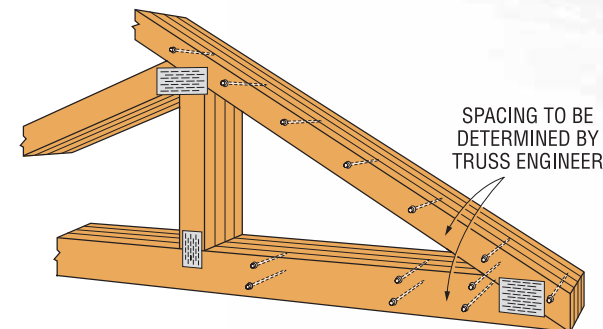


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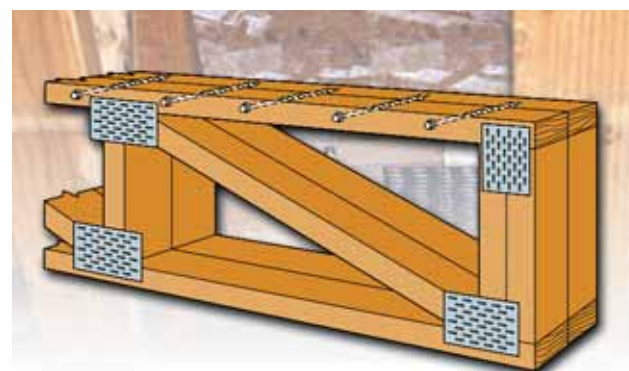


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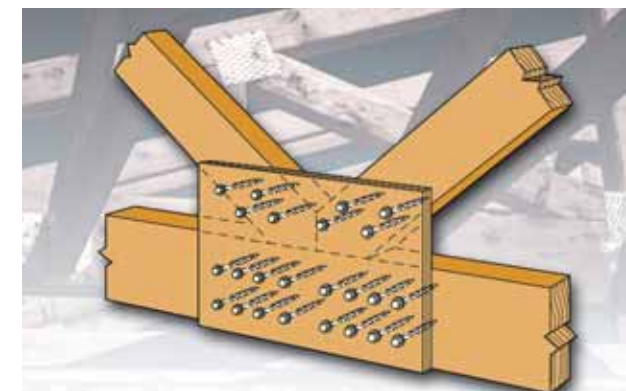
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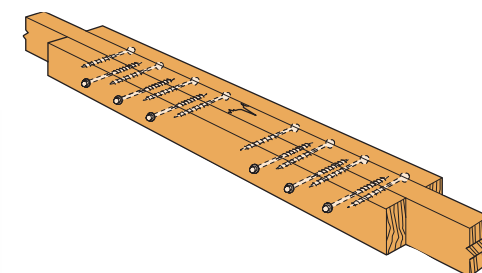
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Whole House Design Software Reveals Hidden Value

by Carl Schoening,
Truswal Systems Corporation

At one time or another we have all participated in a scavenger hunt. You know the drill: each team is given a list of obscure items to locate and the first team to gather all the items wins a prize. The same premise can be applied to our business. Find the hidden value that leads to greater profitability.

I have long been a proponent of creating revenue channels that complement core business. I have written about hardware being one of the easiest examples for component manufacturers to take advantage of. Component manufacturers are specifying the products, so why not make some money to

offset the effort and liability. I am still con-

fused when I run across those that do the work, but find supplying the products they specify too much work. I always chuckle because they have already done the hard part. Specifying the product creates a pick list. The next step would be to inventory the common products and have the driver throw them on the truck when they leave on a delivery.

Now we are all looking to find more and more ways to capitalize on the things we do every day. Component manufacturers are inputting a great deal of information into sophisticated software programs to produce a single product line. My opinion is that there is value to the information being generated and component manufacturers should be using that output to generate revenue or strengthen relationships.

The leading-edge design software is capable of a great deal more than generating truss profiles and designs. I read the May 2005 issue of *Structural Building Components* magazine with great interest. The article, "Component Manufacturers Divided on Whole House Design" was of particular interest. Whole House Design (WHD) can provide much more than opportunity to turnkey manufacturers. While we have observed some markets moving rapidly to turnkey operations, others will never make the transition. This is largely due to cheap labor and in some cases the lack in understanding the value proposition that WHD can bring.

The debate over whole house design in the building component industry rages on, involving both component manufacturers and their suppliers.

at a glance

- ☐ Today's software has the unique capability of providing knowledge that creates market opportunities.
- ☐ What additional products can you sell that fit your company, your culture, and what are your customer's needs that you can economically fill?

Certainly in markets moving toward turnkey construction the value of WHD is obvious. In the other markets is where the hunt begins.

Whole house design software can produce information, and in this day and age information has value. There, I've said it. I am embracing the age of technology and the fact that knowledge truly is power. To some of you it probably comes as no surprise, to others I am sure you are reeling a bit. I have searched for the value and arrived at a place where I think all component manufacturers can benefit by using WHD software. I believe there is big value for component manufacturer customers regardless of their size. But, it does take a bit of marketing effort to convince builders that you can provide something of tangible value.

Continued on page 108

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Whole House Design Software...

Continued from page 106

Most component manufacturers use software to produce truss placement diagrams. They show the location of walls and trusses. Some manufacturers only show exterior walls. I think those of you still showing only exteriors will benefit more by inputting all walls, interior and exterior. I can tell you from experience that when I started inputting all walls it reduced the questions from the field and reduced quantity of errors. It was easier to see where volume ceilings started and stopped and it provided an opportunity to up-sell some additional products not listed on the "bare bones" truss bid. Since the walls are already there, why not add the openings?

Most WHD software provides features that make accurate input of door and window openings relatively simple. Once this is complete, the material take-off features of the software produce some of the value-added information I was talking about. Most builders, even small ones, are either paying someone to do a material take-off or they are doing it themselves. In most cases these lists are not complete or not very accurate. The 3D modeling in WHD software captures exact surface sizes and can produce material lists for a wide variety of products. This is where the marketing effort comes in. Component manufacturers will need to gather some information from their customers to prove the value. How much time is spent preparing material lists? What is the value of that time? How accurate are the current lists? What waste factor is being used? These questions will provide the necessary information to place a value on the information. Then it is a matter of selling the concept to the customer.

In addition to producing information, WHD software can open other revenue streams. We already discussed hardware, but how about the other products like headers and beams? Many component manufacturers do not sell engineered beams possibly because of the perceived liability. Since WHD software can analyze beams of any type and users can request an engineered sealed drawing on those components, the liability in my opinion is passed to the software provider. Beam and header sales can really pump up the bottom line of any quote. In my experience, a customer will pay a little more for the convenience of buying more products from a single source,

having them delivered at the same time they need the related components, and enjoying a high level of confidence that they will work for the application. It's the same one-stop-shop concept that we've all heard before.

The same goes for component manufacturers who wish to bid floor systems other than open web floor trusses. WHD software can design I-joist and solid sawn floor systems and the necessary connections. More added value and more profit opportunity.

Some component manufacturers do not wish to enter the wall panel market. This could be due to a number of reasons ranging from space limitations to market resistance. I found that

in a lot of cases builders that do not want to use wall panels will buy pre-manufactured corners, tees, trimmers and even on occasion door and window openings along with the necessary cripples. This is a very low impact product that can be produced in a small space with little equipment and rudimentary technology. But, it can produce significant profit when sold as a cycle time improvement. As a former framing carpenter, I can tell you that one of the worst parts of starting any job is doing the "build up." It is building all of the bits and pieces needed to frame the walls. Selling these products can shave a number hours or maybe even days from any construction schedule. The nice thing is that WHD software can provide an accurate piece count for all of the products I mentioned above. More found value.

It then becomes a fairly simple matter of showing the value of shaving time from construction schedules. The builder will have to decide the value of his product becoming available to buyers before his competitors. I say, "Let's go on the hunt!" Find the value that is hidden in everything you do and turn it into profit. Use whole house design software as your map. After all, a scavenger hunt with a road map makes it easier to win. Good hunting! **SBC**

Carl Schoening is Vice President of Sales and Marketing for Truswal Systems Corporation in Arlington, TX.

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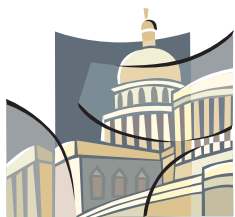
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Knowing the Courts: Part 2 of 2

by Kent J. Pagel

In the August issue of **SBC**, this column provided a brief overview of our nation's multi-layered judicial branch. It described how this branch of government, at both the state and federal levels, is responsible for enforcing and interpreting laws otherwise adopted by the other two branches—legislative and executive—of government.

The structure appears simple enough. Legislatures adopt legislation which becomes statutes. If regulation over a certain activity or industry is viewed as necessary, legislatures will authorize the executive branches to do the regulating (for example, agencies like OSHA are contained within the Department of Labor run by the White House).

In short, these statutes and regulations constitute the laws that govern the conduct of you and your company. Under this "organizational structure," only in rare instances does the judicial branch need to go beyond law enforcement to step in and clarify what has been decreed by either of the two other branches. Why then is understanding the function of the judicial branch so confusing?

Perhaps there would be less confusion if all statutes and regulations were fully and clearly written. However, at times, a statute or regulation does not address all the possible outcomes under the law. In other instances, a statute or regulation is drafted through a series of negotiations where the give and take among politicians and lobbying groups results in language gaps, vagueness and ambiguity.

Furthermore, courts at times choose to "legislate from the bench." Rather than merely enforce and occasionally interpret statutes and regulations, they end up actually establishing "new" law through the judicial opinions they publish. This impacts the component manufacturer through what is referred to as judicial or legal precedent. Read the **Case Break** in the sidebar at right for an example of how the courts can establish law through judicial or legal precedent.

Setting a Precedent

What is meant by judicial or legal precedent? This is a practice dating back to early British courts. Loosely translated, it means that as courts hand down rulings, those rulings establish a precedent other courts are obliged to consider if they find themselves ruling on the same or similar law.

When deciding the appeal, the appeals court may write case opinions that address the legal decisions made by the trial court. These case opinions often contain comprehensive legal analysis. The case opinions are usually published and these published decisions enable other courts to follow their rulings through what we have been referring to as judicial or legal precedent.

Continued on page 112

Case Break

A construction defect lawsuit is filed by a homeowner against a roof truss manufacturer. The lawsuit is filed ten years after the trusses are manufactured and installed. The homeowner complains of roof truss design and manufacturing defects. The manufacturer's business is located in Texas, the trusses were installed in a home constructed in Texas, and the lawsuit is filed in Texas.

The manufacturer's attorney consults Texas statutes and finds the Texas legislature has previously passed a law which provides what appears to be an absolute defense to the lawsuit. The statute states that construction defect lawsuits **MUST** be filed within four years of the date the products complained of were sold. If not filed within that timeframe, a lawsuit is barred (a law which bars a lawsuit filing after a certain prescribed date is commonly referred to as a "statute of limitations").

Relying on this statutory law in Texas, the manufacturer's attorney files a comprehensive motion with the court seeking dismissal of the lawsuit. The motion is based on the statute of limitations barring lawsuits filed more than four years of the date the trusses were sold. The trial court, where the lawsuit was filed, agrees with the roof truss manufacturer and dismisses the case.

However, the homeowner plaintiff appeals the case dismissal. Not unlike other states, although the terminology may differ, appeals of orders or judgments entered by a trial court are processed and resolved by courts of appeals. An appeals court will neither re-conduct the trial nor will witnesses testify. Instead, these are functions of the trial court.

In deciding an appeal, the appeals court will either affirm, modify or reverse the judgment made by the trial court. The appeals court at times may order the trial court to reconduct a trial because of mistakes made. Appeals courts are to focus only on whether the legal decisions made in the case by the trial court are in conformance with the statutory law or whether they are line with judicial or legal precedent. At times, and we will see how this can occur, there is a blurring of the difference between statute and precedent.

*You can find more **Case Breaks** and discussion like the ones we've seen here in the ORisk program. Find details of this program on page 28.*

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An Association's Coming of Age

Continued from page 43

When Dan Holland (Clearspan Components) took over the reigns from Arquilla in 2004, the BCSI experience was still young. Holland took full advantage of yet another opportunity to partner with TPI. "The Joint Publications Agreement was drafted and signed during my term," he said. "That and the closer relationship with TPI was major news in 2004." The Joint Publications Agreement was significant for both groups in that it split BCSI net profit down the middle.

The Future & Beyond

As he writes in his farewell message (see page 7), current President Kendall Hoyd's (Idaho Truss & Components) hallmark will likely be starting a WTCA research and truss testing center. "It will pay huge dividends in our industry for years to come," he predicts. But as you can see, there really is no predicting where WTCA's future might lead, given the strong leadership and commitment of its component manufacturer members. Without question, the many changes made since 1983 have cemented WTCA's future as a credible, influential and persistent force in the building components industry. Cheers to the leaders who have helped light the way. **SBC**

describing the reasons to support the reversal. The case opinion describes that although the lawsuit was filed ten years after the trusses were sold, the plaintiff homeowner did not discover problems with his trusses until less than four years prior to filing his lawsuit.

Even though the statute itself does not in any way mention that discovery of problems is any kind of test, the appeals court is persuaded that homeowners may very well not be able to know of problems within the four-year timeframe set forth in the statute. In doing so, the appeals court establishes a law that otherwise did not exist. The law they establish is what becomes later referred to as the "discovery rule." In other words, on a sale of trusses and subsequent complaints of design or manufacturing defects, the statute of limitations does not run from the date of sale as the statute may state, but from the date of discovery or the date the homeowner should have reasonably discovered the problems.

As you can see, an active judicial system can work and impose law that directly affects component manufacturer. The net result of all of this for the roof truss manufacturer is no certainty as to when they can be sued for product defects and corresponding property damages. The statute of limitations runs from a date of discovery as imposed by the courts and not a transaction date as set forth in a statute adopted by a legislature. **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.

Adventures in Advocacy

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If a state appeals court issues case opinions, these become case precedent applicable to that particular state. Federal appeals courts are likewise at times called upon to interpret state laws and regulations. When they do, the case opinions they issue will also become case precedent for that particular state. Generally, however, federal appeals courts interpret only federal law and their case decisions are binding as federal case precedent. To the extent one federal appeals court issues a case opinion interpreting federal law one way, and another federal appeals court issues a case opinion interpreting federal law differently, it is up to the United States Supreme Court to resolve this difference. When the U.S. Supreme Court issues a case opinion, it becomes a federal law case precedent that applies to all states.

Going back to the example, as we recall the trial court has ruled that the existing statute of limitations bars the lawsuit. In this case, on the appeal of the plaintiff homeowner, the appeals court reverses the judgment in favor of plaintiff. In reversing the judgment the appeals court issues a case opinion

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



Chapter Spotlight

Chapter Membership Pays Off with Publications Cooperatives

by Anna L. Stamm

Do you ever wish you could take advantage of quantity discounts more often? With a chapter publications cooperative, the odds are even better that you can do just that!

The premise of a chapter publications co-op is simple: by processing orders for chapter members at the same time, each company is eligible to receive quantity discounts that may apply to any of the products ordered that month.

How it works: Each company participating will receive the products it orders and an individual invoice. Prices will be based upon the total quantity ordered by the co-op each month. For example, if Company A orders 20 BCSI 1-03 booklets and Company B orders 30 BCSI 1-03 booklets, then both reach the pricing level of 50 or more booklets and save \$0.50 per booklet. The savings is automatically applied to each individual invoice.

To Participate:

1. Submit your publications order by the 15th of the month or other date selected.

Because this is a cooperative based on quantities ordered by multiple companies, there must be an end date for orders. Most chapters are selecting the 15th. Orders are collected and processed on or about the 16th of the month and shipped within that week following the end date. (If possible, please submit online orders between the 1st and 15th, rather than the month "before," so that they do not have to be reprocessed and a new invoice generated.)

2. Note on your order to hold for your chapter's co-op.

In order to guarantee that your order is included in the co-op, you must: (a) make a notation on the fax, (b) indicate that to WTCA staff when calling, or (c) add a comment in the "Special Instructions" field of the online publications shopping cart. You do not need a special form, only the notation to include your order in the cooperative.

Additional Considerations:

1. If you miss the 15th: You may submit your order at any time, and we will hold it until the following month provided that you include the notation to hold for your chapter's co-op.
2. If it is a rush order: You likely should NOT have it held for the co-op. Because of the processing involved during the week following your chapter's end date, your order may be delayed. Please use your judgment on assessing your needs.

Chapters with Pubs Co-Ops

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- Iowa
- Michigan
- Mid Atlantic
- Mid South
- Ohio
- Texas
- West Florida

The best part is the more companies that participate, the greater your saving may be! In June, one Ohio Chapter member had an invoice go from \$1166 to \$1036—a savings of \$130. These results may not be typical yet, but you'll never know how much you could save until you try. **SBC**

Chapter Highlights

Central Florida Component Manufacturers Association

Turnout was good as the Central Florida Chapter held its summer meeting on July 19 at the Holiday Inn in Altamonte Springs. The technical issues discussion included the way that gable end framing is displayed on drawings, the use of 5-ply plywood when 3-ply is specified, and wood-to-masonry contact in bearing conditions. Members were also interested in the Florida Legislative Conference being developed by the Florida Executive Committee. The main topic of the evening, however, was the upcoming educational program for building officials on August 20. With staff assistance, the chapter developed an eight-hour program consisting of several Truss Technology Workshop courses and a plant tour. This ambitious Saturday event promised continuing education credits for the participants at the cost of only \$25 for lunch. With guest presenters from several member companies, this promised to be an excellent day for educating building officials on the things they need to know about structural building components.

Colorado Truss Manufacturers Association

At its June meeting, the Colorado Chapter discussed how they would like to make a showing at the WTCA Open Quarterly Meeting being held in Denver in August. Because of the possible logistical problems with a plant tour, members agreed to prepare a short presentation for the meetings. They hoped to show the terrific state of affairs in Colorado. The guest speaker for the evening was Keith Anderson of National Inspection Association, Inc. The chapter thanks him for his very informative presentation. The next chapter meeting will be held on September 13.

Missouri Truss Fabricators Association

The Missouri Chapter held its spring meeting on June 9 in Columbia. First up was the discussion underway in Kansas City on sealing

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placement diagrams. Chapter members were working with WTCA staff to assure that whatever codes were passed, the playing field for all construction would remain level. Members also planned to attend the open forum to be scheduled later in the summer. Increasing member involvement in legislative issues was brought up next and the chapter will consider developing a legislative conference for their state representatives in Jefferson City. WTCA's cooperative efforts with ITT Tech on the Work Force Development web site received a very favorable response. Members began discussing how the chapter could strengthen its own educational efforts and develop a scholarship program. Exploring these ideas after doing some research will be a central topic at the next chapter meeting. The featured presentation for the meeting was Operation Safety and the attendees asked several insightful questions. It was agreed that the next meeting (including officer elections) would be combined with the annual golf outing to be held on September 23. The winter meeting date was set for December 8.

Southern Nevada Component Manufacturers Association

The Southern Nevada Chapter held its summer meeting on July 21. The Chapter's Code Committee reported that the first draft of the SNCMA and SEASoN (Structural Engineers Association) "Areas of Responsibility" statement was taking longer than anticipated. The draft will be 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 draft will be sent to the Board of Engineers for review when it is ready. The committee was also pleased to report that all chapter members were successful in removing hanger schedules from truss place-

Continued on page 116

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Chapter Corner

Continued from page 115

ment diagrams and submitting them separately. Members have reported only a few "letters of corrections" from the City of Las Vegas regarding sealed hanger connection schedules. The featured presentation for the meeting was **The Load Guide (TLG)**. One chapter member recounted that he had used the guide to help determine unusual dead load conditions for a custom home and found **TLG** to be beneficial. The members present also approved the 2006 meeting schedule, confirming that the chapter will continue to meet on the third Thursday of the quarter. Chapter board meetings will be held monthly and are open to all members. These meetings will discuss ideas of current fund allocation and what educational programs members would like to see the chapter help organize or develop. Last but not least, everyone was reminded of the officer elections being held at the October 21 meeting and warned that anyone not attending would be automatically elected to a position.

Southwest Florida Truss Manufacturers Association

This spring, the Southwest Florida Chapter changed its regular meeting date from the first Tuesday to the second Tuesday of the month. It was expected that the change would help increase attendance. At the June meeting, Joe Falis of Scosta Corporation and Ryan Dexter of WTCA staff delivered a presentation entitled, "Component Manufacturer's Customer Contracts Primer." This PowerPoint® presentation, complete with handouts, was very well received and elicited several excellent questions. Members then discussed WTCA's involvement with the Building Officials Association of Florida (BOAF) and the pending implementation of the latest Florida Building Code, FBC 2004. Past president Mike Nilles also presented Chapter President Jim Swain with a plaque in recognition of his service in that important position (see photo). For the July meeting, the guest speaker was Debra Gary, RN, MSN of the Lee County Health Dept, Healthy Workplace Program. She discussed the many programs and services available and paid extra attention to heat-related health issues. The chapter is considering offering a basic first aid and CPR training seminar at no charge to members. Having employees trained on the basics might lower your insurance, not to mention save lives.



Tennessee Truss Manufacturers Association

The Tennessee Chapter held its summer meeting in conjunction with a golf tournament in Morristown. Though the weather was hot and humid, the day could not have gone better. After golfing, the members traveled to the scenic lake house of Past President Frank McGuffin. Complete with a catered dinner, the meeting covered pertinent topics in the chapter and included the golf awards. The golfers and non-golfers enjoyed the event so much that the possibility of repeating the process for the October 18 meeting was going to be investigated.

Truss Manufacturers Association of Texas

The Texas Chapter held its June membership meeting at La Margarita in San Antonio. The first speaker was Barbara Douglas of the Lumbermen's Association of Texas (LAT). Her presentation focused on the lumber supply and lumber imports. Next up was Tony Piek of WTCA staff. He gave a quick update on news from WTCA, focusing on new publications and **The Load Guide (TLG)**. The third speaker was Gary Sweatt. His presentation highlighted the importance of diagonal and lateral bracing. Using photographs of what will happen when bracing is not done properly, Gary emphasized the importance of using BCS1 as a tool to educate contractors and those in the field. In other news, the chapter agreed to purchase 150 Carbeck fire performance CDs to be available for members' use and 100 *Metal Plate Connected Wood Truss Handbooks* to distribute to all of the chapter members. It was agreed that the next golf outing would not have a speaker and the date was confirmed for September 15 in Austin.

West Florida Truss Association

In June, the West Florida Chapter met at its usual location, the Rusty Pelican Restaurant in Tampa. High on the agenda was the pending Florida Building Code, FBC 2004. Members

reviewed copies of the latest Florida Executive Committee Updates and discussed pertinent issues including the reference to ANSI/TPI 1-2002, bottom chord live loads and the implementation date. The controversy in Hernando County on sealed placement diagrams was recounted. Upon closer examination, the real issue was the sealing of truss-to-truss connections on the placement diagram. It was agreed that a separate connection schedule should be used and sealed, or the connections should appear on the truss design drawing, to avoid sealing placement diagrams. The chapter's educational efforts were discussed and it was suggested that contractors be targeted for educational programs. Members were also reminded of the educational program for building officials hosted by Robbins Engineering that will be held in November.

Wood Truss Council of North Carolina

This spring, the North Carolina Chapter conducted a poll of its members on potential meeting topics. Two of the items receiving the most votes were featured at the chapter's June meeting in Greensboro: design responsibilities and **The Load Guide (TLG)**. Members reviewed copies of the updated document from WTCA that reprints ANSI/TPI 1-2002 Chapter 2: *Standard Responsibilities in the Design Process Involving Metal Plate Connected Wood Trusses*. A short presentation on **TLG** was delivered and members were encouraged to download a copy from the WTCA web site. In addition, the members in attendance discussed their very successful presentations for the North Carolina Building Inspectors Association this year. They look forward to offering these courses again next year. Planning ahead, the November 9 meeting will focus on transportation and feature a speaker from the DOT. The 2006 chapter meeting dates were also set for the third Wednesdays of March and June, the second Wednesday of November, and a joint meeting with the South Carolina Chapter was proposed for the third Wednesday of September next year.

WTCA-Arizona

The Arizona Chapter held its quarterly meeting on July 20 at its usual location, the La Quinta in Phoenix. Having switched its meeting dates this year to coincide with the Southern Nevada Chapter, the members agreed to continue this schedule in 2006. This change is a tremendous help to WTCA staff members attending the meetings back-to-back. As such, the WTCA-AZ meetings next year will fall on the third Wednesday of the quarter: January 18, April 19, July 19 and October 18. Central to the discussion at this meeting was the Arizona Revised Statutes regarding workers' compensation benefits and illegal/undocumented aliens. The chapter is awaiting an answer from USCIS before it takes its next step. Members also reviewed the Rail Consumers Advocacy Program and commented on its value. Under educational programs, the chapter is actively pursuing a relationship with the local ITT-Tech campuses and

working with WTCA staff to partner efforts on ensuring that WTCA's Work Force Development (WFD) web site has a solid number of résumés and hence membership value. In addition, the chapter's next Truss Technology Workshop program was scheduled for August 13. A program on inspecting installed wood trusses was planned for the American Society of Home Builders (ASHI) and all chapter members were invited to attend. The next chapter meeting was set for October 19.

WTCA-Illinois

The Illinois Chapter held its June meeting in Rockford. High on the agenda was the recently-formed Governor's Task Force on a Uniform Building Code. Chapter President Mike Karceski was in the process of obtaining a seat on the task force as a voting member. The chapter is

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Chapter Corner

Continued from page 117

very much in favor of the movement in Illinois toward a state-wide building code and is optimistic that it will have a voice in the process. The chapter's efforts to stop the repeal of reporting functions were recounted. Already this year, it sent protest letters to stop two different State Senate bills that would repeal provisions requiring the reporting of proposed adoptions of new building codes. Next up was a discussion of the chapter's educational efforts including a plan to cover the building departments across the state on a rotating cycle. Through this outreach program, it hoped to build relationships and form ties in all areas of the state. The next seminar scheduled was for the National Association of Home Inspectors (NAHI) in late June. This three-hour presentation, "Trusses from the Ground Up: The Basics for Home Inspectors," was designed to provide an introduction to wood structural building components, explain the basics of how these systems work and how to spot potential problems. Membership development was also a main topic at the chapter meeting. In particular, the supplier members in attendance promised to encourage more component manufacturers to attend chapter meetings. To conclude, a short presentation was given on **The Load Guide (TLG)**. Members agreed it was a very useful tool and they appreciated all of the work behind it. The remaining chapter meeting dates for the year were confirmed for September 6 and December 6 with locations to be determined.

WTCA-New York

At its July meeting, the New York Chapter assessed the current state of the truss labeling law. Though the rules for its implementation are still

being debated, customers have begun asking for the placards that must be placed at the entrances of building utilizing "truss-type" construction. Sample label designs developed by WTCA staff were circulated and the attendees agreed it would be easier to sell their own placards than to find a third party supplier. Members also discussed all of the Code Council and Fire Code Technical Subcommittee meetings that they and staff had been attending as the code changes have been debated. The chapter-staff team will continue to push for changes that do not discriminate against structural building components and that respect standards of practice in our industry. Discussion also turned to some of the problems members are facing in the marketplace, such as component manufacturers being asked to provide more services without compensation and the pressure of Canadian competition. The meeting concluded with a presentation on **The Load Guide (TLG)** and lunch. The next meeting will be held on October 20.

WTCA-Northeast

At the May Northeast Chapter meeting with Dan DeDentro of the Rhode Island Code Enforcement Committee, members clarified several problems and inconsistencies they were experiencing regarding the enforcement of the bottom chord live load according to IRC 2003. After the meeting, the chapter and staff team was pleased to report success in obtaining a "blanket variance" to the Rhode Island residential code that allows the use of the 2004 IRC supplement bottom chord live load requirements. Following up on this success, the chapter began pursuing similar variances in neighboring states. Though unable to attend the July chapter meeting, the chapter's contact in the State of Connecticut has been receptive to the chapter's position and members are optimistic about the direction this will take. The main topic of discussion

Continued on page 119



Calendar of Events

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

September

- **14:** Chapter Teleconference. For more information, contact Anna at WTCA-National, 608/310-6719 or astamm@qualtim.com.
- **14:** Southwest Florida Truss Manufacturers Association (SWFTMA) Chapter Meeting. For more information, contact Chapter President Jim Swain at 239/437-1100 or jimsw@carpentercontractors.com.
- **15:** Truss Manufacturers Association of Texas (TMAT) Membership Meeting & Golf Tournament, Austin, TX. For more information, contact Anna at WTCA-National, 608/310-6719 or astamm@qualtim.com.
- **15:** Wood Truss Council of Michigan (WTCM) Chapter Meeting. For more information, contact Chapter President Denny Metiva at 989/792-6800 or dmetiva@deltatruss.com.
- **20:** Central Florida Component Manufacturers Association (CFCMA) Chapter Meeting. For more information, contact Chapter President Chuck Stillwaggon at 352/343-0680 or chuck.s@casmin.com.
- **22:** 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.
- **23:** Missouri Truss Fabricators Association (MTFA) Chapter Meeting/Golf Tournament. For more information, contact Dani at WTCA-National, 608/310-6735 or dbothun@qualtim.com.

October

- **11:** Georgia Component Manufacturers Association (GCMA) Chapter Meeting. For more information, contact Chapter President Bob Burkett at 770/534-0364 or bob.burkett@gamtn.com.
- **12-14:** Building Component Manufacturers Conference, Midwest Airlines Center, Milwaukee, WI. For information, contact staff at 608/268-1161, ext. 9 or visit www.bcmshow.com.
- **12:** Iowa Truss Manufacturers Association (ITMA) Chapter Meeting, held in conjunction with the BCMC Show in Milwaukee, WI. For more information, contact Chapter President Bruce Kinney at 641/394-5718 or brucek@plumbldg.com.
- **12:** Southwest Florida Truss Manufacturers Association (SWFTMA) Chapter Meeting. For more information, contact Chapter President Jim Swain at 239/437-1100 or jimsw@carpentercontractors.com.
- **15:** WTCA Open Quarterly Meeting, Milwaukee, WI. All are welcome to attend. For more information, contact staff at 608/284-4849 or visit www.woodtruss.com.
- **18:** Tennessee Truss Manufacturers Association (TTMA) Chapter Meeting. For more information, contact Chapter President Jerry Robertson at 931/645-3324 or orgaintruss@earthlink.net.
- **19:** WTCA-Arizona Chapter Meeting. For more information, contact Chapter President Terry Lillard at 623/584-8151 or tsl@sunstateaz.com.
- **19:** WTCA-Northeast Chapter Meeting, Holiday Inn, Worcester, MA. For more information, contact Anna at WTCA-National, 608/310-6719 or astamm@qualtim.com.
- **20:** Alabama Component Manufacturers Association (ACMA) Chapter Meeting. For more information, contact Dani at WTCA-National, 608/310-6735 or dbothun@qualtim.com.

- **20:** 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.
- **20:** 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.
- **20:** 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.
- **20:** 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.
- **25:** California Engineered Structural Components Association, Southern Region (CalESCA-South) Chapter Meeting, The Mission Inn, Riverside, CA at 3:00-6:00 pm. For more information, contact Anna at 608/310-6719 or astamm@qualtim.com.
- **26:** California Engineered Structural Components Association, Northern Region (CalESCA-North) Chapter Meeting. For more information, contact Anna at WTCA-National, 608/310-6719 or astamm@qualtim.com. **SBC**

Chapter Corner

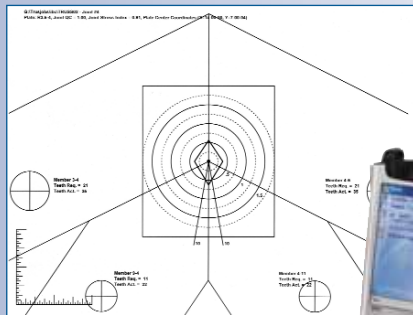
Continued from page 118

at the July meeting was the chapter's educational programs. The education committee reported on the success of its seminar for the Eastern States Building Officials Federation (ESBOF). The attendees were eager to take copies of the Carbeck CD and BCSI 1-03, and the program was so well received that the chapter has been asked to repeat it (and lengthen it) in October. This will mean that the chapter has multiple presentations to deliver in October, since it always has an October program at U-Mass in Amherst for building officials. The members present authorized the expenditures necessary to upgrade the chapter's tabletop booth and spend up to \$2000 on WTCA publications for the events. Moving from building official to fire education, it was noted that one of the chapter members has joined his local fire department. Immediately he began educating them and now has had calls from several neighboring towns for educational programs. From this, the chapter will expand its fire education efforts. In other business, a plaque was presented to Dave Denoncourt of Steenbeke & Sons in appreciation of his contribution to the chapter by attending the WTCA Open Quarterly Meetings. The next chapter meeting will be held on October 19. **SBC**

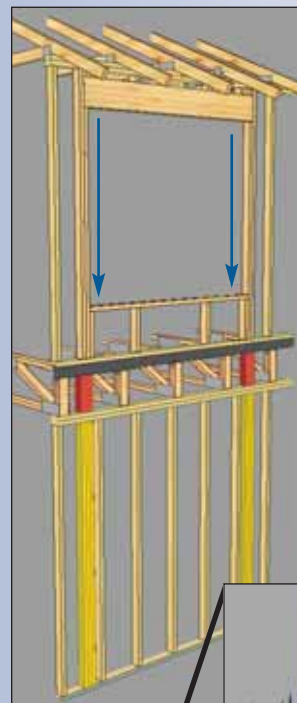
For more information, about WTCA Chapters, contact Anna L. Stamm (608/310-6719 or astamm@qualtim.com) or Danielle Bothun (608/310-6735 or dbothun@qualtim.com). Contributions to Chapter Corner, including pictures, are encouraged. Submissions may be edited for grammar, length and clarity.

Our Genuine Innovation: Your Successful Future

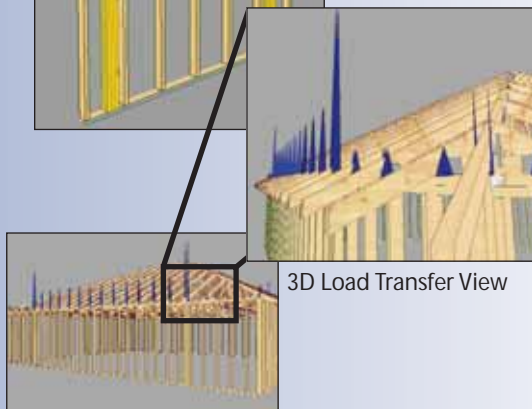
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3D Load Transfer View

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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.
- **3D Parametric Modeling** allows designers to check that all components are going to fit together properly in the field and **up-to-date building codes** in the software ensure your projects will be properly designed.
- NEW FEATURE! **Code Builder**. Designers will have the option to use **default building codes** or select from a list of codes tailored to the **jurisdictions they design within**. This will allow for precise designing that conforms to a particular jurisdiction's building codes!
- **COMING SOON**: TrusPlus, the engineering module in IntelliBuild, will soon have a **fresh new parametric interface** incorporated. What does this mean for users of the software? An additional method for creating trusses that allows the user to graphically have total control. As with parametrics in IntelliBuild, the **new graphic interface creates dependencies between dimensions and all truss members**—changing one updates them all.

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Housing Starts

Housing starts remained strong, but unchanged in July, holding at 2.04 million (SAAR). The single-family sector was flat (1.711 million SAAR), while multi-family was down 3.2%. Permits were up 1.6%, suggesting that the near term outlook for starts is good.

U.S. Housing Starts				
Millions - Seasonally Adjusted Annual Rate (SAAR)				
U.S. Totals	July	June(rev.)	% Change	
Starts	2.042	2.045	-0.1%	
Permits	2.167	2.132	1.6%	
Single Family				
Starts	1.711	1.703	0.5%	
Permits	1.686	1.653	2.0%	
Multi Family				
Starts	0.331	0.342	-3.2%	
Permits	0.481	0.479	0.4%	
Starts and Permits By Region:				
NE	Starts	0.196	0.184	6.5%
	Permits	0.196	0.213	-8.0%
MW	Starts	0.371	0.340	9.1%
	Permits	0.379	0.361	5.0%
S	Starts	0.980	1.036	-5.4%
	Permits	1.011	1.032	-2.0%
W	Starts	0.495	0.485	2.1%
	Permits	0.581	0.526	10.5%

Analysis & Outlook: The housing market remains strong and is expected to remain so for the rest of 2005. Interest rates remain very attractive although they are inching upward. The market remains at lofty levels due a combination of strong demand and innovative financing (new mortgage products that allow buyers to have lower monthly payments in the near term), plus rapid price appreciation in some markets is encouraging some prospective buyers to "jump in" before rates get too high. According to a recent report by the National Association of Realtors (NAR - <http://www.realtor.org/research/index.html>), housing markets remain frothy in some regions. Nationally, NAR reports that prices have increased at a 13.6% pace, year over year—a very healthy rate that is skewed by even higher rates in some regions. Concerns remain the same as last month—the weakening dollar (weaker dollar is inflationary and puts upward pressure on interest rates) and rapid house price appreciation (pushing prices out of reach for a growing number of potential buyers). In addition, higher energy prices could hurt the U.S. economy in at least two ways—higher inflation pushing up interest rates, and the "added tax" burden on consumer spending. Today, with the rapid growth and growing size of the economies in China and India, the demand for energy is outstripping supplies, and the long term prognosis for oil prices is much higher than what it would have been absent the stellar performance of these two economies. In summary, the housing market is expected to remain strong through the rest of 2005, but modest inflation and dollar problems will push mortgage rates upward through 2006 and this means the housing market is expected to pull back sometime in 2006. Single-family will probably slow the most due to affordability problems with entry level buyers as higher mortgage rates shift some prospective single family buyers to the rental market. **SBC**

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



Builder Banter

OSHA to Conduct Continued Inspections in Midwest Region

The Occupational Safety and Health Administration (OSHA) announced the continuation of its region-wide special emphasis program aimed at reducing employee injuries and deaths in the construction industry resulting from falls, contact with overhead power lines, and the use of scaffolds. Charles E. Adkins, CIH, OSHA regional administrator, explained that an increasing number of contractors are conducting construction activities on weekends under the assumption that OSHA staff would not be working. Within the past seven years, 15 percent of the fall, scaffold or overhead power line fatalities occurred on weekends and in 2004 half of the fatalities occurred on Saturdays. "This year, our agency will randomly select three months in which to conduct inspections of active construction worksites operating on weekends that have fall hazards, employee exposure to overhead power lines, and/or scaffolding hazards observed," Adkins said. Employers are responsible for providing a safe and healthful workplace for their employees and OSHA is determined to ensure this is happening, even on the weekend. [Source: OSHA Regional News Release, 2005]

STUDY: Wednesday as Dangerous as Monday

It's been common thought that Mondays and Fridays are the most dangerous days in the construction week. In theory, on those days, people are tired from or looking ahead to the weekend and therefore are more likely to let their guard down. In a new study of data collected by the U.S. Department of Labor on 707 fatalities in 2003, Monday and Wednesday has an almost identical number of fatalities, 148 and 146, respectively. And, oddly enough, Friday had the least number of weekday deaths with 96. [Source: *Frame Building News*, June 2005, p. 6]

Builder Confidence Remains Strong

Builder confidence in the market for new single-family homes edged down somewhat in August but remained well within the elevated range that has characterized the past 17 months, according to the latest National Association of Home Builders/Wells Fargo Housing Market Index (HMI). "The August HMI of 67, which is down three points from July, as well as from August of last year, indicates that builders still remain upbeat and confident in the housing market," said NAHB President Dave Wilson, a custom home builder from Ketchum, ID. "Demand for new homes is still strong, and even though mortgage interest rates have edged up in recent weeks, they are still very affordable...."

"The August HMI is consistent with the ratings that we have seen thus far this year, and builder attitudes suggest that new home sales and starts will continue to be brisk in the coming months," said David Seiders, NAHB's chief economist. "However, builders are concerned about the high cost of land and shortages of lots for home building, particularly in the West and in parts of the South and the Northeast. In the Midwest, builders are concerned about local economic conditions and job losses, particularly in the auto industry, and that is reflected in the confidence measures for that region of the country." [SOURCE: NAHB Press Release, 8/15/05, www.nahb.org] **SBC**

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.

Sept	Oct	Nov	Dec	Jan05	Feb	Mar	Apr	May	June	July	Aug
67	69	70	71	70	69	70	67	70	72	70	67

Source: National Association of Home Builders

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September/October 2005

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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 July 05
	May	June	July	
All Items	-.1	.0	.5	1.9
All Items Less Food & Enery	.1	.1	.1	1.6

Source: Bureau of Labor Statistics

Unemployment Rate

Apr	5.2%
May	5.1%
June	5.0%
July	5.0%

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. (exc. truss) Mfg.	May	June	July	Truss Mfg.	May	June	July
Eng. Wood Mem.	123.4(P)	123.4(P)	123.0(P)	Truss Mfg.	119.0(P)	119.2(P)	119.3(P)
LVL	128.1(P)	128.1(P)	128.1(P)	Wood Trusses	116.2(P)	116.4(P)	116.6(P)
Other	123.0(P)	123.0(P)	122.3(P)	Primary Products	116.2(P)	116.4(P)	116.6(P)
	(P) = preliminary			Secondary Products	114.0(P)	112.0(P)	109.1(P)

Source: Bureau of Labor Statistics

Producer Price Index General

% changes in selected stage-of-processing price indexes

Month	Total	Ex. Food & Energy
Apr	0.5(r)	0.3
May	-0.6	0.1
June	0	-0.1
July	1.0	0.4

Source: Bureau of Labor Statistics

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%).

Nov	Dec	Jan05	Feb	Mar	Apr	May	June	July	%Change
90.5	102.7	105.1	104.4	103.0	97.7	103.1	106.2(r)	103.2	-2.8%

Source: www.consumerresearchcenter.org

JULY 2005 ISM BUSINESS SURVEY AT A GLANCE

	Series Index	Direction July vs June	Rate of Change July vs June
ISM Manufacturing Index (formerly PMI)	56.6	Growing	Faster
New Orders	60.6	Growing	Faster
Production	61.2	Growing	Faster
Employment	53.2	Growing	From Contracting
Supplier Deliveries	51.8	Slowing	Slower
Inventories	47.5	Contracting	Faster
Customers' Inventories	44.5	Too Low	Slower
Prices	48.5	Decreasing	From Increasing
Backlog of Orders	49.0	Contracting	From Growing
Exports	55.9	Growing	Faster
Imports	54.7	Growing	Faster

For an in-depth explanation of this summary, go to www.ism.ws/ISMReport/ROB082005.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 manufacturer 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)

	Apr	May	June	July
Industrial Production Total Index (% change)	-0.4(r)	0.3 (r)	0.8	0.1
Capacity Utilization Total Industry (%)	79.0 (r)	79.2 (r)	79.8	79.7

Source: Federal Reserve Board

Announcements

HUGHES PROMOTED AT VIKING

Viking Incorporated is pleased to announce the promotion of Ross Hughes to Director of Operations from Materials Manager. Hughes' educational background in automated technology and his previous experience in production, service, and materials of over 13 years has made this a natural fit. Hughes brings extensive product knowledge and process development capabilities to the Operations Group. In addition to leading the production area, he will continue to head up production planning, inventory, and purchasing for the corporation.



LGSEA BECOMES PROFESSIONAL MEMBERSHIP OF SFA

In a landmark decision, members of the Light Gauge Steel Engineers Association provided overwhelming approval in June to a proposal by the Steel Framing Alliance for LGSEA to become an operating council of SFA. The ballot, which received a "yes" by 75 percent of LGSEA voting members, adopts a set of operating procedures that provide autonomy over technical issues, including technical notes, design guides, and other products and activities intended for design professionals.

Prior to this, the LGSEA had operated as a separate entity, receiving substantial financial and administrative support from SFA, which also provides direct support for codes and standards development, research, education, and other

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Handling wood trusses just got a lot safer and faster thanks to the Gripper™ Truss Hook. Unlike cable-based systems or J-hooks that loosely attach to the truss, allowing slippage, the Gripper™ hook's form-fitted steel pocket and serrated teeth hold the truss securely in place, preventing dangerous slippage and giving you better control.

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Industry News & Data

Continued from page 125

other engineering and design issues. Members will oversee SFA's Technical Review Committee, the group through which all SFA and LGSEA technical documents are passed. And a new LGSEA Research Development Committee will take over the SFA Technology Team's responsibilities in identifying research needs and prioritizing industry research funding. [SOURCE: SFA Press Release, 7/28/05]

GRIPPING INNOVATION IN THE ROOFING INDUSTRY

M&O Products, Inc. recently launched the Grip H Clip™, a roofing H clip that makes sheathing installation faster. Contractors comment that these clips are so easy to use that some typical frustrations are eliminated.

STOCK ACQUIRES VEGAS GENERAL CONSTRUCTION

Stock Building Supply, the largest supplier of building materials to professionals in the United States, recently announced the acquisition of the Vegas General Construction group of companies, headquartered in Las Vegas, NV, where single-family housing starts have increased from 22,000 in 2002 to over 29,000 in 2004. According to Fenton Hord, Stock President and CEO, "The acquisition of Vegas General Construction gives Stock a significant initial presence in the state of Nevada, and provides further penetration into the growing Denver market. Vegas General Construction is the leading supplier in the Las Vegas market with a reputation of excellent service." [Source: www.stockbuildingsupply.com, 8/9/05]

UNIVERSAL FOREST PRODUCTS AGAIN NAMED ONE OF TOP 50 MANUFACTURERS IN THE U.S.

Universal Forest Products, Inc. (Nasdaq: UFPI) recently announced that it again has been included on the list of "50 Best U.S. Manufacturers" as compiled by *IndustryWeek* magazine.

"This honor comes as we celebrate 50 years of business," said Universal Vice Chairman and CEO William G. Currie. "We're able to celebrate that milestone because of the very strengths being recognized by *IndustryWeek*, such as sales growth, asset and inventory management, and profit margins, and thanks to the talent and hard work of our people."

Universal is joined on the list by such firms as Exxon Mobil Corp., Harley-Davidson Inc., Gillette Co., PepsiCO Inc., Procter & Gamble Co., and Dell Inc.

Universal has been included on the list, which is being reported in the magazine's August 2005 issue, in each of the three years that it has been published. To come up with the list, *IndustryWeek* considered its "U.S. 500," a list of the largest publicly traded manufacturing companies in the United States (Universal is #261 on that list, up from #302 last year). It then rated the companies' financial performance during the past three years (2001 to 2004) in six areas: revenue growth, return on equity, profit margin, asset turnover, inventory turnover, and return on assets.

POWELL TO KEYNOTE '06 INTERNATIONAL BUILDERS' SHOW
General Colin L. Powell, USA (Ret.) will be the keynote speaker at the grand opening ceremonies of the 2006 International Builders' Show (IBS) in Orlando, FL. "We are very honored to have Colin Powell as the keynote speaker for the 2006 International Builders' Show," said NAHB President Dave Wilson, a custom home builder from Ketchum, ID. "General Powell is a great leader and a great American, and NAHB's members are eagerly looking forward to his presentation during the grand opening ceremonies of the IBS." **SBC**

Visit www.sbcmag.info for additional industry news!

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The best in-plant Quality Management Information tool in the industry—Why? WTCA helps you:

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Demonstrations of the new software and more information are available online at: www.woodtruss.com/wtcaqc.php

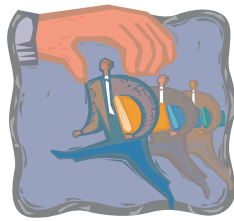


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Classified Ads

BUY/SELL USED EQUIPMENT

Looking to sell excess equipment? Wanting to buy used equipment? Contact Rod Wasserman at Wasserman & Associates for more information. Phone: 800/382-0329, Fax: 402/438-2524, Email: RodWass@aol.com, Web-site: www.wasserman-associates.com. We will be promoting used equipment at the BCMC Show in Milwaukee, WI, October 12-14, 2005.

GANTRY SYSTEM FOR SALE

Klaisler "End Eject" gantry system, 80 Ft. working area. System is 100% complete. Call Bill for details. 215/439-2092

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Central Valley Truss Company has an exciting opportunity for an experienced Truss Designer. This is a ground floor opportunity in a new and growing company. Wood truss design experience is required. CVTC is based in Woodland,

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TRUSS DESIGNER

Tri-County Truss, WA's leading truss manufacturer, seeks a Truss Designer w/ previous design experience in the wood truss industry. Designer will review architectural & structural drawings, enter into MiTek truss software, determine roof planes, bearing & girder locations, overhang & other details. Individual will partner w/ sales staff by providing layout, technical support & data as needed. Strong communication, math & computer skills required. TCT provides an environment that challenges, motivates & rewards you! Excellent benefits package inc. fully paid PPO medical, dental, vision, STD, LTD, Life, AD&D & a 401k w/ match & immediate vesting. Pay DOE. Relocation assistance avail. EEO/Drug Free Workplace. Email résumé to: trnateboom@tricitytruss.com or fax to 360/757-8758.

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Engineering Manager

MiTek Industries is seeking an Engineering Manager for its Edenton, NC location to provide services to wood truss component manufacturers. Experience and/or Qualifications desired are:

- Professional Engineer able to obtain registration in multiple states.
- Truss design and repair.
- Supervision of design technicians.
- Knowledge of wood engineering and wood frame construction.

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818 Soundside Rd.
Edenton, NC 27932
www.mii.com

Fax resume to: 252/482-7115
Attn: Robert Shupe,
or email to: rjsupe@mii.com

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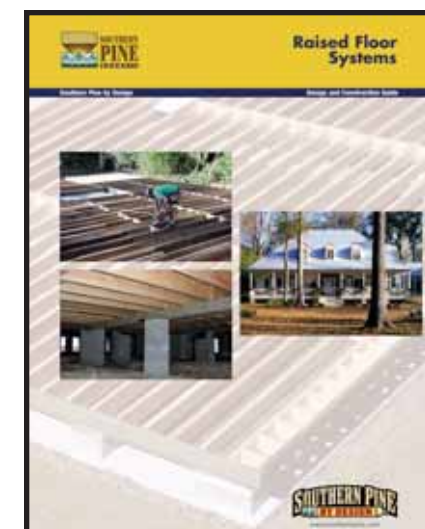
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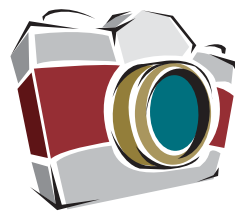
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Parting Shots

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



From cakes to connectors, Cal Jureit has lived a life full of innovative inventions, calculated business decisions and—maybe—a sprinkling of good luck. The funny thing is, the fifty-year-old Gang-Nail prototype that Cal is holding in this picture doesn't look very different from what

we're using today. That just goes to show you that genuine creativity genius will stand the test of time. Here's to fifty more years of growth through technology and innovations in the structural building components industry! Thanks, Cal! Cheers! **SBC**

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Automation that works.

A nice feature to have.



But probably not worth having to drive in the slow lane the other 90% of the time.

It all depends on what you use it for.

If being able to occasionally cross a river without benefit of a bridge is important to you – and you're willing to give up all kinds of speed & performance the other 90% of the time you're driving on roads — you might want to get one of these. Otherwise, a top performing vehicle may be a better choice. Especially if you earn your living on the road.

Which is pretty much the choice being folks that earn their living making wood components ... when it comes to selecting a highspeed automated saw. Our 'fully automated' linearfeed Miser™ is more like a high performance car. It's designed to do one thing with pinnacle efficiency: produce good roof truss & wall parts at the highest possible rate using the least possible manpower. That's it. Anything that stands in the way of achieving that purpose is eliminated. It's called "Efficiency Engineering" but it's really just production-focused, common sense.

If that's what you're looking for – the highest possible output of accurately cut & marked components for roof trusses and wall frames – your choice is simple. Our Omni Miser and a single operator are capable of cutting and marking 250 to over 300 parts per hour. Around 40% more production than our linear-feed competitors – which require 2 or more operators. Everything from 16-foot-long chord members ... to short 6-inch webs with 4 angle cuts ... to under 3-inch 'triangle' wedges. All offloaded into the parts stream, not dumped in the trash pan. Miser also inventories its own lumber stock, picks it, feeds it, cuts it, and inject marks it on up to 3 sides 'on the fly' (Patented). What's more, Miser detects crooked lumber, instantly 'knaps out' the deviation, then adjusts its cutting head to compensate – so you still get good parts from less-than-good lumber (Crooked Lumber Sensor - Patent Pending). ALL without ever slowing down.

Our answer to compound-angle cutting. Don't let it slow everything down.

Instead, let Miser's operator make the occasional compound cut off-line. Manually, with a common pull saw or miter saw. Or add about our new stand-alone 'Pencil Sharpener' compound-angle cutter.

If your compound-cutting needs are unusually high – say 25 to 30% or more of your cutting – ask about ordering your Miser with a compound cutting head. If you're not sure, no problem. The new Miser's robotic cutting heads are interchangeable – you can always change your mind later. That's the kind of versatility you want in an automated saw.

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