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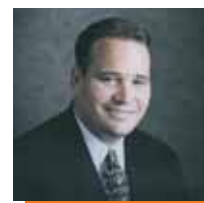
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**SBC Advertisers invest in the growth of the structural building components industry!**



## Editor's Message

### Maximize Material Handling Through CM/Supplier Relationships

by Don Groom

Profitability and efficiency can skyrocket when component manufacturers maximize their material handling method.

This issue focuses on equipment and material handling, two subjects that go hand in hand. Despite the interdependence between the two, it seems material handling can sometimes be lost in the shuffle and overlooked. Advancements in technology may take the spotlight, but material handling continues to play a vital role in any component manufacturer's efficiency and profitability.

While the articles in this issue provide great tips and insight on maximizing material handling, there is one largely untapped resource where component manufacturers can make huge improvements in this area—their suppliers. No matter how you cut it, material handling is just as important—if not more important—than the latest and greatest piece of equipment on the shop floor. Working with your suppliers, you can harness the full potential of your equipment through efficient material handling.

Let me give you an example. Say you're looking to purchase a new component saw. We all know that when you're shopping for that new piece of equipment, your supplier provides statistics (which are often phenomenal!) on the saw's capabilities. Now if you buy that component saw and put it to work at your plant without consulting your supplier again, it's likely that you won't hit the same production numbers you were quoted. Have you been misled? Or, have you misled yourself by not talking to your supplier about the flow of material and how it factors in with your new purchase? Buying new equipment is a major financial investment that requires component manufacturers to take the next step and examine their material handling and through-put in order to show maximum return on their investment.

### at a glance

- ❑ There is one largely untapped resource where manufacturers can make huge improvements in material handling—their suppliers.
- ❑ Follow the journey lumber takes through your plant from when it's unloaded from the truck and proceeds to the saw to the press to the staging area. Every second counts.
- ❑ Talk to your peers to see how they address material flow at their plants. WTCA's Open Quarterly Meetings are a great opportunity to discuss industry issues one-on-one, often with manufacturers who aren't your direct competitors.
- ❑ After making a purchase, continue to monitor efficiency at the plant with time studies and see how actual productivity measures up against the statistics your supplier quoted when you purchased that new piece of equipment.

When making a purchase, component manufacturers need to sit down with their supplier and discuss how the material are going to flow through their plant and the bottlenecks that can occur. Explain your plant's layout and how you want to cut lumber. Also let your supplier know how you measure efficiency at your plant, whether through saw efficiency, press efficiency or a combination of both. By discussing these issues up front, your supplier can truly understand your business model and goals. Together, you can work to customize an entire system of material handling for your plant and maximize productivity.

Better yet, before having this conversation with your supplier, do some homework on your plant's current efficiency. A time study can be very valuable in showing where operations are the most and least efficient. Follow the journey lumber takes through your plant from when it's unloaded from the truck and proceeds to the saw to the press to the staging area. Every second counts; any time a saw or press sits idle results in inefficiency.

In examining material handling or considering a new equipment purchase, also don't forget to make use of another great resource—your fellow component manufacturers. Talk to your peers to see how they address material flow at their plants. WTCA's Open Quarterly Meetings are a great opportunity to discuss industry issues one-on-one, often with manufacturers who aren't your direct competitors. We as component manufacturers are often each other's best sounding board

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## Editor's Message

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because we can provide insight on the true impact a piece of equipment has on the shop floor.

When you sit down to talk to your supplier armed with all this information, you're primed to make the most informed purchasing decisions. You will know with confidence the role material handling plays in your plant's overall efficiency. This knowledge, along with feedback from fellow manufacturers, puts you in a better position to work with your supplier to find ways a new piece of equipment can fit into the specific situation you have on your plant floor and enhance all the various plant functions in your current system. This information also helps you have the most realistic expectations of how a new piece of equipment will affect operations, productivity and return on investment.

After making a purchase, continue to monitor efficiency at the plant with time studies and see how actual productivity measures up against the statistics your supplier quoted when you purchased that new piece of equipment. Adjustments to material flow may still be needed to help you meet your efficiency goals. The capabilities of modern automated equipment are astronomical, but unless you get lumber to them and trusses away from them as efficiently as possible, your saws and presses aren't being used to their full potential. A time study can be shocking, but it can identify bottlenecks and reveal areas where you can improve material handling. The plant will never run at maximum efficiency every minute of every day, but monitoring efficiency and figuring out production capabilities can serve as a benchmark from which to set realistic and sustainable production and financial goals.

By taking advantage of all available resources—from time studies to the advice of fellow component manufacturers and other industry professionals—you can make the best purchasing decisions and effectively and efficiently manage material flow. It's an investment well worth the effort. **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](mailto:editor@sbcmag.info).

## 2006 Supplier & Professional Directory for the Structural Building Components Industry

Don't miss this informative directory of suppliers to the industry, listed by category, to help you fill all of your needs for products and services.

The directory begins on page 84.

# STRUCTURAL BUILDING COMPONENTS™

THE FUTURE OF FRAMING

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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 WTCA – Representing the Structural Building Components Industry. The opinions expressed in *SBC* are those of the authors and those quoted, and are not necessarily the opinions of Truss Publications or WTCA.

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## Commercial Machinery Fabricators, Inc. is Expanding its Manufacturing Facility

CMF Inc. is tripling its facility size to support increased sales. CMF Inc. has experienced a tremendous growth in its production demands in 2005 and now in 2006. The new facility will offer a showroom featuring a complete truss line for perspective customers to view THE STEALTH in action.

**CMF Inc. goal is to exceed today's industry standards** The President-Owner Edward Joseph takes into consideration customers production requirements; which include their need for higher production capabilities, lower equipment maintenance procedures and safety devices installed on the truss equipment for their employees awareness.

**CMF INC. PLEDGES TO CONTINUE TO BESTOW THE BEST IN CUSTOMER SERVICE.**

*CMF Inc.*

Timberfield has 16 Stealths in use everyday, we appreciate the dependability of the Stealths. We can't afford to miss delivery dates because of expensive breakdowns.....and we don't with THE STEALTHS.

Timberfield Roof Truss,-London, ON Canada

*Gord Mair*

"For us, Commercial Machinery Fabricators was there when we needed help the most. Our Roller Press went down and CMF came to our aid by taking a roller from their new roller press machine and put it into our machine, even though the machine was not one of theirs. After a fire at our plant, CMF was right there helping us out in a reasonable amount of time. Ed showed us how to beef up our existing equipment so we do not have as much down time. He knows how to beef them up. Thanks so much Ed Joseph for all you have helped our company with."

Rigidply Rafters, Inc. Richland, PA

*Marlin Horst*

"Commercial Machinery Fabricators, Inc. is a rare company in a industry that is full of inferior quality and inflated prices. With CMF Inc. you get equipment that will out last your employees at a truly competitive price. The first year we put the Stealth equipment in our shop we doubled our production with half the employees. Two years later we added to our existing line as well as adding a jack table and automatic stackers. When it comes to production equipment I rely on Ed and his staff at CMF Inc. to take me to the next level in this industry."

Wholesale Truss-Grand Junction, CO

*Sean Mitchell*

"Year after Year, stack after truss stack, CMF equipment stacks up the dollars".

Roberts & Dybdahl-Des Moines, IA

*Tom Lambertz*

*Customers Change the way... We do business!!*

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THE FUTURE OF FRAMING

[www.sbcmag.info](http://www.sbcmag.info)

Dear Reader:

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