STRUCTURAL BUILDING
COMPONENTS™
THE FUTURE OF FRAMING

December 2006

www.sbcmag.info

Plant Tour of Duty

educating lawmakers about the industry

plus... **TPI 1-2007 Changes**
Economists Forecast End of Housing Correction
BCMC 2006 Recap
and much more!

Framing the AMERICAN DREAM®

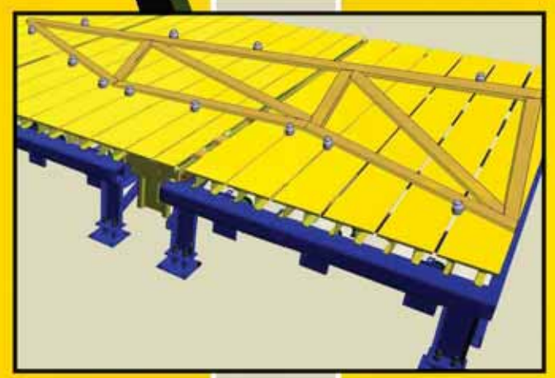
CHANGE SERVICE REQUESTED

PRSRT STD
U.S. Postage
PAID
Madison, WI
Permit No. 2223

SBC Magazine • 6300 Enterprise Lane • Suite 200 • Madison, WI 53719

BUILD TRUSSES 2 TO 3 TIMES FASTER WITH THE SAME CREW!

THE PERFECT BRAINSTORM



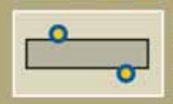
Introducing ***MatchPoint***™... The Perfect Brainstorm

Jigging just where it's needed in 15 seconds average. And the ability to change jigging assembly locations if your needs change.

Now you can jig roof trusses that would typically take 20–30 minutes in an average of just 10–20 seconds. Literally a hundred times faster. Bottom line: truss assembly production is doubled or tripled with the same (or less) manpower. Use your *MatchPoint*™-equipped table to build pattern trusses for manual tables and you'll increase your manual-table production as well – dramatically.

Two models to choose from – either can be configured to perfectly suit your requirements, re-configured if those requirements change. And either can be integrated with Virtek® *TrussLine*® laser imaging to enhance lay-up accuracy and reduce build time even further.

MatchPoint™ *Bolt-On* PLANX™



Plank-mounted system with side-by-side pucks

MatchPoint™ *Slide-In* RAILZ™

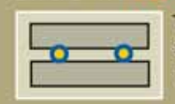


Table-intergrated system with in-line pucks

Give your truss-builders the automated power they need to perform.

Really perform.

MatchPoint
Precision Automated Jigging
www.mii.com/matchpoint
MiTek® Power-to-Perform™ engineering,
Koskovich Automation-that-works™ technology

KOSKOVICH COMPANY
Automation that works.™

MiTek®
POWER TO PERFORM.™

For reader service, go to www.sbcmag.info/mitek.htm. See additional ads on pages 53 and 57.

Structural Building Components™
THE FUTURE OF FRAMING
December 2006 • www.sbcmag.info

contents

Columns

Departments

STRUCTURAL BUILDING COMPONENTS™
THE FUTURE OF FRAMING

INVESTING in the Industry's Future

Thank you to these companies for their significant support and sponsorship of structural building components industry programs!

2006 Gold Advertisers (appearing in all 9 issues)

Alpine Engineered Products*
A-NU-Prospect *
BCMC*
Clark Industries Inc.
Commercial Machinery Fabricators*
Eagle Metal Products*
The Hain Company*
Holtec (USA) Corporation*
Hundegger USA LC*
Intelligent Building Systems*
Klaisler Manufacturing Corp.*
The Koskovich Company*
Lakeside Trailer Manufacturing*
Mango Tech USA*
MiTek Industries*
Monet DeSauw*
MSR Lumber Producers Council*
Open Joist 2000*
OptiFrame Software, LLC
Panels Plus*
Pratt Industries*
Precision Equipment Mfg.
Qualtim, Inc.*
Robbins Engineering*
Simpson Strong-Tie Co*
Southern Pine Council*
Stiles Machinery, Inc.*
Tolleson Lumber Co. Inc.*
Truswal Systems Corp.*
Turb – O – Web USA, Inc.*
USP Structural Connectors*
Viking - Wall Panel Systems*
WTCA*

2006 Silver Advertisers (appearing in at least 5 issues)

Biomass Combustion Systems, Inc.
Canfor
Eide Machinery Sales, Inc.
Finnforest USA*
Maximizer Technologies, LLC*
(a component of The Fitzgerald Group, LLC)
Princeton Delivery Systems
SL Laser Systems LP
Stoll Trailers, Inc.
Sweed Machinery
Tadano America Corporation
Temple-Inland
Triad/Merrick Machine Co.*
Tryco/Untha International, Inc.*
Weima America, Inc.

2006 Bronze Advertisers (appearing in at least 3 issues)

Anthony Forest Products
BOSS Tiedowns & Strapping
Construction Lifters
GR Morris & Associates, Inc.
L-M Equipment Co. Ltd.
Lacey-Harmer Company
Masengill Machinery Company
PFP Technologies (Razor USA)
Safety Speed Cut Manufacturing
Todd Drummond Consulting, LLC.
Wasserman & Associates, Inc.

For more information about our 2006 Program Advertisers or advertising in general, visit the SBC website at www.sbcmag.info or call 608/310-6706.

*Indicates Charter Advertiser Status • Listing based on contracts received as of 11/14/06

Editor's Message

You Say Slowdown, I Say Opportunity

by Barry Dixon

The glass is half full, not half empty!

The editorial focus for this issue looks at two topics—manufacturing and quality control—that are especially interesting in relation to a slowdown in the market like we're currently facing. I believe that concentrating on these two areas when demand slows down makes perfect sense because there's extra time and manpower to allocate toward improvement. There are key areas in which component manufacturers can improve when we find ourselves a little less busy than usual. To start, look into improving manufacturing processes. Times like this are also a good opportunity to improve your company's research and development (R&D), which is essential to innovating the industry. Last but not least, find new ways to maximize your workforce that should also benefit your bottom line.

To improve your manufacturing processes, time and motion studies can help determine where bottlenecks occur at the plant. Most companies have collected reams of data over the years. The question is, has that data truly been examined enough to help evaluate all processes that can be assessed? Now is the time to study what we have gathered and what we know. It's time to turn a fresh eye onto our processes and see where productivity can be increased.

A slowdown in the market isn't something we like to hear about, but it can be an opportunity to improve your business and make it stronger than ever. A slowdown in demand doesn't have to mean a slowdown at your plant.

at a glance

- There are opportunities for improvement when we find ourselves a little less busy than usual.
- When using time and motion studies to improve efficiency, the key is to apply the data to all processes.
- A great book on the topic of lean manufacturing is called *The Toyota Way* by Jeffrey Liker.
- One way to capitalize on R&D is to challenge your management team and production staff to think outside the box.

To better understand processes at True House, we track a job from the order input all the way through to completion of manufacturing. Then we look at the job in reverse order from finish to start, analyzing the snags that occurred from the last step to the very first. You may be amazed at what you find—our company was! This procedure helped us to significantly reduce labor costs, finished goods inventory and raw material inventory, while increasing saw capacity and customer satisfaction. Our driving force to conduct these studies was a goal to have less finished goods in our yard and the desire to change the company mindset from a "push system" to a "pull system," better known as "lean manufacturing." I recommend that your entire team read a great resource on this topic called *The Toyota Way* by Jeffrey Liker.

Another area of interest during a slowdown is R&D. Major research and development efforts may only seem available to giant corporations and the federal government, but you don't need big dollars to get a big payback from R&D. Even small manufacturers can implement and benefit from these processes. For instance, component manufacturers can develop new techniques or processes around existing equipment, based on data gathered from time and motion studies. One way to capitalize on R&D is to challenge your management team and production staff to think more creatively. There is always the potential to find no-cost solutions to pervasive problems. Never underestimate the ingenuity of your staff and their ability to turn their ideas into added profitability.

Continued on page 8

Editor's Message

Continued from page 7

Just recently, my production staff asked me to look into investing in moving some equipment and buying additional in-feed and out-feed rollers for one of our linear saws. We felt that moving the saw would eliminate the need for extra manpower while increasing productivity. Our staff simulated the process by taping out a ghost system and creating diagrams. They devised a solution before any additional costs were incurred. Since our theories proved to be correct, we were then ready to invest in the new process. This is just one example of internal R&D for manufacturers that can be performed during slow periods.

To help retain your workforce when production slows down, utilize your existing labor to refurbish or repair equipment instead of outsourcing that labor. This serves a dual purpose. First, it keeps your employees busy in the plant. Second, when doing work that extends the life of your equipment, your labor force becomes a capital expense on your balance sheet rather than a direct labor expense on your income statement. (See your accountant for details.)

Performing general maintenance on all of your equipment is another good way to utilize your employees during slower times at the plant. Although you can't take advantage of moving your labor to a capital expense on the balance sheet, your machinery will be in top condition for the return of the market and you'll have a more knowledgeable staff with a better working understanding of the plant's machinery and equipment.

A slowdown is also an ideal time to invest time and energy in improving and expanding all your company has to offer. Implementing an in-plant quality control (QC) program, like **In-Plant WTCA QC**, provides a measurement to ensure that you're consistently delivering a quality product. This is yet another set of data that will add to your management benchmarking process and help you manage your operations much better when things get busy again. Committing to a program also speaks volumes to your customers (think marketing) about your company's dedication to quality. Another option to consider when customer demand is low is to offer additional product lines. Along with helping to cover overhead in the long-term, adding wall panels, steel trusses, engineered products or field installed services may help you tap new markets and make your company the one-stop solution for your customers.

A slowdown in the market isn't something we like to hear about, but it can be an opportunity to improve your business and make it stronger than ever. A slowdown in demand doesn't have to mean a slowdown at your plant. SBC

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

STRUCTURAL BUILDING COMPONENTS™
THE FUTURE OF FRAMING

Publisher
Truss Publications, Inc.
6300 Enterprise Lane • Suite 200 • Madison, WI 53719
Phone: 608/310-6706 • Fax: 608/271-7006
trusspubs@sbcmag.info • www.sbcmag.info

Editor
Barry Dixon
True House Inc. dba True Truss • bdixon@sbcmag.info

Art Director
Melinda Caldwell
608/310-6729 • mcaldwell@sbcmag.info

Managing Editor & Circulation Director
Libby Maurer
608/310-6724 • lmaurer@sbcmag.info

Editorial Assistant & Staff Writer
Emmy Thorson-Hanson
608/310-6702 • ethorson-hanson@sbcmag.info

Editorial Review
Suzi Grundahl
608/310-6710 • sgrundahl@sbcmag.info

Advertising Sales & Marketing
Peggy Pichette
608/310-6723 • ppichette@sbcmag.info

Jan Pauli
608/310-6746 • jpauli@sbcmag.info

Kirk Grundahl
608/274-2345 • kgrundahl@sbcmag.info

Staff Writers for December
Molly E. Butz • Megan Dahl • Ryan J. Dexter, P.E.
Keith Hershey • Emily Patterson • Tony Piek
Sean D. Shields• Anna L. Stamm • Jim Vogt, P.E.
Richard Zimmermann

Accountant
Mike Younglove
608/310-6714 • myounglove@sbcmag.info

Computer Systems Administrator
Rick Saindon
608/310-6717 • rsaindon@sbcmag.info

Send all ad materials, insertion orders, contracts & payments to:
Truss Publications, Inc.
6300 Enterprise Lane • Suite 200
Madison, WI 53719
Phone: 608/310-6706 • Fax: 608/271-7006
trusspubs@sbcmag.info • www.sbcmag.info

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.

Publisher's Message

Can't Have One Without the Other

by Libby Maurer

With 2006 winding down, now is a good time to brush up on quality control and manufacturing topics.

We look at Quality Control and Manufacturing issues in this issue, two topics that once took up two separate magazines. As the industry has evolved, it seems to make more sense to combine them into the same issue. After all, you can't have one without the other. We could talk about improving manufacturing processes and efficiency all day, but how can we prove our commitment to a quality product without integrating quality control procedures?

That said, there are some important changes coming your way with regard to the industry's quality control standard. Currently undergoing revisions, ANSI/TPI 1-2002 Chapter 3, component manufacturers can soon start inspecting trusses using the "new" inspection method. This change essentially combines two old inspection methods: the Tooth Count Method and the Plate Placement Method. This and several other noteworthy changes are being made primarily to improve efficiency in the inspection process and will eventually be part of the 2007 edition of TPI 1.

Also in this issue, we revisit BCMC 2006. Not even a last minute change of venue could prevent the show from being a true success. You'll see that attendees had overwhelmingly positive feedback about the opportunities available to them. And exhibitors commented that despite their relative uncertainty going into the event (due to a marked slowdown in homebuilding), attendee decision makers showed up in force this year. Relive the highlights of the show starting on page 61.

If there is one topic that affirms my decision to be a career journalist, it's economics. I'll go out on a limb and suggest that a healthy discussion about economics could cure masses of insomniacs. However dry and cerebral this subject is, we all have cause to be extremely interested in the sustainability of the homebuilding industry these days. Turn to page 52 for an up-to-date economic picture of the structural building components industry based on several economists' recent forecasts. Suddenly (I can't believe I'm admitting this), studying economics doesn't seem like such a drag.

We continue our series on plant tours, "One Tour at a Time," with another success story from Illinois. Atlas Components in Rockford opened its doors to a local lawmaker whose understanding of the industry broadened during the one-hour plant tour. You may question the potential impact of hosting a plant tour, hesitate to interrupt operations for a few hours, or share your trade secrets with the world, but as Sean Shields writes on page 28, the time has never been better to forge a relationship with your elected official(s).

Finally in this issue, we debut a lighthearted segment created to recognize the often unrecognized efforts of our peers. Thanks to Don Groom for gifting this idea to ***SBC*** staff—a truly fitting contribution in his final month as WTCA president. Please help us recognize the people around us who put smiles on our faces, encourage us to excel, and inspire positive change in our companies by nominating someone for **Success Is What You Make It**. Turn to page 97 for this issue's team player. SBC

at a glance

- This issue of ***SBC*** focuses on quality control and manufacturing. It also houses the BCMC 2006 Recap.
- Recent changes to the industry's quality control standard are explained in this issue.
- The current state and future growth of the industry is summarized in "Economists Forecast End of Housing Correction."

Technical Q & A

Important Considerations with Conventionally Framed Valleys

by Keith Hershey & Jim Vogt, P.E.

Find out why it is necessary to provide structural framing below conventionally framed valleys.

Some builders may choose to conventionally frame a valley (i.e., over-frame) instead of using valley set truss frames. A reason given is that it is sometimes "quicker" to conventionally frame, especially with complicated roof profiles. If conventional rafter framing is used to construct a valley, certain precautions must be taken to ensure that the over-framing is adequately attached to the roof and that the supporting members (typically trusses) are capable of carrying the loads.

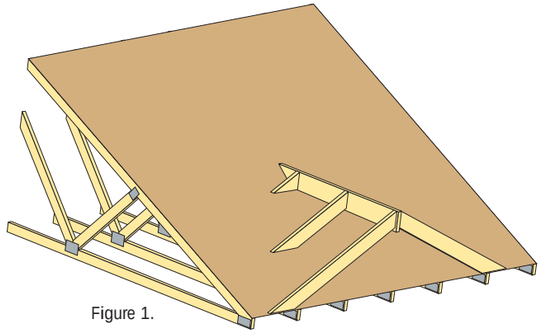


Figure 1.

Question

Is it acceptable to attach and bear a conventionally framed valley rafter directly to the roof sheathing?

Answer

Section R802.6 of the 2003 International Residential Code (IRC) requires, in part, that "the ends of each rafter...shall have not less than 1-1/2 inches of bearing on wood...." Section 3.5.1.2 of the 2001 Edition of ANSI/AF&PA WFCM-2001, Wood Frame Construction Manual, which is referenced in the IRC, indicates, in part, that "rafters shall bear directly on beams, girders, ledgers or load bearing walls or be supported by approved joist hangers or framing anchors." These requirements indicate that it is not acceptable to bear the ends of the valley rafters directly on top of the plywood or OSB roof sheathing without some type structural framing below.

There are many reasons for this. First, the valley rafters must be adequately connected at their supports to resist lateral and uplift forces caused by gravity and wind loads, respectively. Since wood structural panels used as roof sheathing in most of the United States are typically only 7/16-1/2" thick, it is very difficult to develop a nailed connection between the rafter and the sheathing that will adequately resist the lateral and uplift loads. Second, span-rated plywood or OSB panels used as roof sheathing are intended to support and transfer uniformly distributed loads from snow, wind, rain, etc., as well as limited concentrated loads from workers and construction materials. While the concentrated load from typical valley rafters will not likely cause the sheathing to fail, it may cause localized deflections in the panels that are visually noticeable and can lead to serviceability and performance problems. For these reasons it is best to provide solid bearing beneath the ends of the rafters.

The ends of the valley rafters very seldom align directly over the structural roof framing (e.g., trusses). For these instances, support can be provided by installing a continuous dimension lumber plate under the ends of the rafters or by adding dimension lumber blocking beneath the sheathing at each rafter location. Either of these options provides the additional material necessary for adequately nailing the valley rafters to the roof, as well a providing adequate support for the valley rafters and the transfer of the loads from the rafters to the trusses.

The first method involves laying a continuous dimension lumber 2x_ member flat on top of the roof sheathing along the valley line that the rafter would bear on.

at a glance

- Some builders may choose to conventionally frame a valley (i.e., over-frame) instead of using valley set truss frames.
- Requirements in the IRC and the ANSI/AF&PA WFCM-2001 indicate it is not acceptable to bear the ends of valley rafters on top of roof sheathing without structural framing below.
- Valley rafters must be adequately connected at their supports to resist lateral and uplift forces caused by gravity and wind loads.

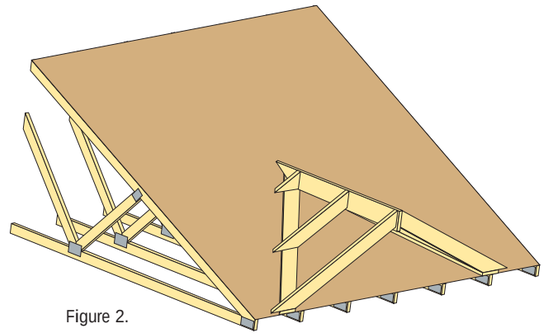


Figure 2.

This member should be sized in the same manner as a ridge board or beam, i.e., at least one size larger than the valley rafter, and positioned to be flush with the inside heel of the rafter.

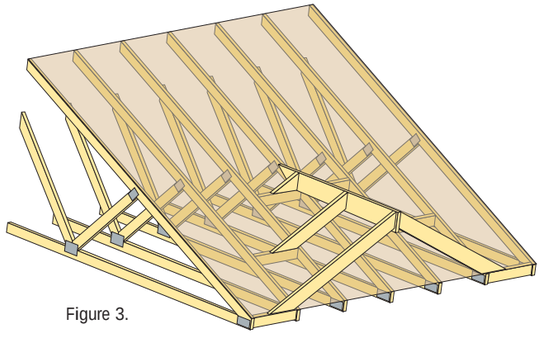


Figure 3.

The second method involves adding a piece of 2x_ blocking between the trusses at the location where the valley rafter will bear on the roof. The blocking should be cut to fit snugly between the top chords of the trusses and attached to each truss with nails or hangers capable of transferring the load from the rafter to the trusses.

There are other design issues that must also be considered when conventionally framed valleys are used in conjunction with roof trusses. First, the trusses supporting the valley rafters must be designed to support the concentrated loads from these rafters. Second, the portions of the top chords of the trusses beneath this over-framing must either be continuously braced with structural sheathing or braced with rows of lateral restraint, spaced no more than the maximum on-center spacing specified on the Truss Design Drawing, and diagonal bracing. Without the proper restraint and bracing the top chords of these trusses may be prone to buckle.

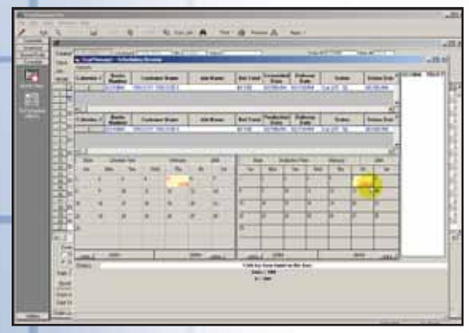
Conclusions

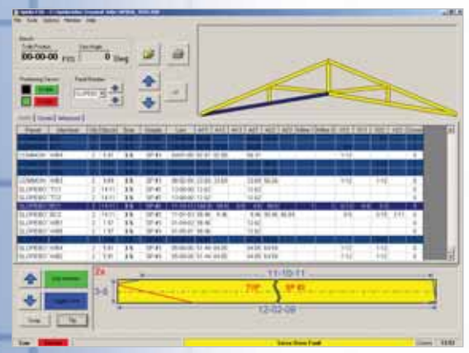
"Stick framing" is still used by some framers to construct valley over-framing on roofs. Unlike valley set truss frames, which distribute the upper roof load much more uniformly to the supporting roof framing of the lower roof, the load from a stick framed valley is typically transferred as a concentrated load at the location where each rafter bears on the lower roof. This concentrated load will produce localized deflections and potential sagging in the lower roof, unless the structural framing has been designed to carry the additional load and additional support framing, such as dimension lumber blocking or a continuous valley plate, are provided. These details must be worked out with the truss technician prior to the trusses being designed to ensure that these loads are accounted for and that the details are framed properly in the field. SBC

To pose a question for this column, email technicalqa@sbcmag.info.

Our Genuine Innovation: Your Workflow Solutions

Numerous industry partnerships allow Truswal to provide you with a customized complete package and your component manufacturing solutions.





Truswal has become synonymous with genuine innovation to fit your needs. From our cutting-edge software to our conscientious Technical Services department, Truswal continues to provide intelligent solutions that will exceed your expectations.

Equipment

- To meet the needs of component manufacturers, Truswal provides quality, **state-of-the-art equipment** from around the world.

Software

- **IntelliBuild**™ is the industry leader in Whole House Design featuring the POWER OF PARAMETRICS.
- **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.
- **TrusManager Pro (TMPro)** assists plant managers in **tracking work in progress**, scheduling jobs and deliveries, **scheduling all manufacturing processes** and helping identify workflow bottlenecks. TMPro is the **information center** that pulls together all the necessary pieces to more effectively run and evaluate your business.

Solutions

- **Plant Net** is a unique, state-of-the-art solution for the panel manufacturing industry. Driven by IntelliBuild™, Plant Net provides a **paperless process from design to production** utilizing computer terminals at each work station interfacing with the equipment. Plant Net greatly reduces lead time between design and production and offers **intuitive scheduling solutions** to keep your operation moving and productive.

GENUINE INNOVATION — TRUSWAL SYSTEMS

Your one source for industry-leading software, equipment and support.

Innovation distinguishes between a leader and a follower.
–Steve Jobs, CEO, Apple; CEO, Pixar

TRUSWAL® SYSTEMS
INTELLIGENT BUILDING SOLUTIONS

ITW Building Components Group

Call toll-free: 800.521.9790 • www.truswal.com

For reader service, go to www.sbcmag.info/truswal.htm. See additional ads on pages 50-51 and 101.

Safety Scene

It's Hammer Time!

by Molly E. Butz

Before hammering it out, make sure you consider these important safety tips.

The hammer is one of the most common tools in use today. And, whether you're setting plates in a component manufacturing plant or working on your favorite hobby at home, it's easy to lose sight of the dangers this basic tool can present.

While hammer safety may seem like second nature, statistics show that hammers are a very common cause of injury when they are not used properly. According to the U.S. Consumer Product Safety Commission, more than 40,000 people were treated by hospital personnel in 1998 due to hammer-related injuries. To avoid these injuries at work or at play, here are few hammer safety guidelines that you should follow:

1. Always wear eye protection when using a hammer.
2. Prior to using it, make sure the handle of your hammer fits tightly on its head and does not feel loose when you swing it. If the handle, head or claw of your hammer is chipped, cracked or loose, it must be repaired before using.
3. Do not use metal hammers when striking anything made of concrete, stone or hard metal, such as component tables, rollers or other machinery. Doing so may chip off small pieces, which could cause injury.
4. The handle of the hammer should not be used as a pry bar, or to strike. Wooden and fiberglass handles may split or break apart (which could cut or pinch you) and steel handles can shatter.
5. Strike surfaces squarely with your hammer, and try to avoid glancing blows.
6. Never strike another hammer with your hammer.

Get a Grip!

Having the proper grip on your hammer is very important. Practice grasping it lightly, but firmly, and avoid holding your hammer too tightly to help prevent fatigue and injury to your wrist and arm. For heavier hitting, hold the hammer toward the bottom of the handle. For lighter hitting, grip the middle of the handle.

at a glance

- ❑ Even though a hammer is a basic tool, it can be dangerous if not used properly.
- ❑ For heavier hitting, hold the hammer toward the bottom of the handle. For lighter hitting, grip the middle of the handle.
- ❑ Keep your wrist straight and use your whole arm to create the force behind hammering.

Swinging your hammer properly will help you avoid injuries as well as prevent damage to the surface you are striking. Keep your wrist straight and use your whole arm to create the force behind hammering. This allows the head's weight to build momentum as it moves toward the nail or metal connector plate.

A Hammer for Every Season

It's also important to realize that there are many different types of hammers, each designed to accomplish a different task. Deciding what type of hammer is best for the job you are asked to do can require some thought.

If you need a hammer to pull out nails, you may want to consider one with a curved claw. You might use a curved claw hammer to pull wood jigging blocks out of a component table or remove nails from a wall panel. By comparison, rip claw hammers have straighter claws, and although they can also be used to pull out nails, they're better if you need to perform tasks like lifting boards up to slide truss plates underneath or prying boards apart.

There may be circumstances while building wall panels or performing miscellaneous tasks at a component manufacturing plant for which a waffle-face hammer would be appropriate, however it's far more likely you'll need a smooth-face hammer. It's important to note that if you'll be using your hammer on metal connector plates, a waffle-face hammer would damage the plates, which is why a smooth-face hammer is typically required.

In the Long Run

Now that you have a good foundation for choosing and using the right hammer for the job, there are just a few other maintenance and housekeeping procedures you can use to keep your hammers in tip top shape.

Keep your hammer clean and in good working condition. Loose parts, broken handles and worn out rubber hand grips (on fiberglass and steel handles) can lead to injury. As you use your hammer throughout the day, remember to return it to your hammer loop or other designated place after each use; hammers left sitting out can get caught up in machinery or cause someone to trip. And most importantly, never use a hammer for a purpose other than its designed task; horseplay is not an option and misuse can result in damaged property, broken tools and injury.

Remember, hammers may be common, but they can also be dangerous. Don't let their low-tech nature fool you. Safety First! 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@sbcindustry.com, or view the Operation Safety demonstration online at www.wtcatko.com.

Wtca Update

Open Quarterly Meeting Highlights: October 7, 2006 • Houston, TX

by Libby Maurer

The post-BCMC Open Quarterly Meeting in Houston kicked off the new year for WTCA's 2007 Board of Directors.

On October 7, 2006, Barry Dixon convened his first Open Quarterly Meeting (OQM) as WTCA President. After the minutes from the August OQM were unanimously approved, Dixon introduced 2007 President Elect/Treasurer Bob Becht and Secretary Ben Hershey. He introduced new or returning At large Reps, Chapter Reps and Associate Member Reps and thanked those reps leaving the Board. He also presented Gary Dunn with a plaque recognizing his service.

Dixon introduced the 2007 Committee Chairs: Ben Hershey (BCMC), Bob Dayhoff (Engineering & Technology), Rick Parrino (Legislative), Jim Finkenhoefer (Management), Ken Cloyd (Marketing), Frank Klinger (Membership), Joe Hikel (Quality Control) and Don Groom (Past Presidents). He reviewed the 2007 Board meeting schedule. The next set of meetings will be held in Jacksonville, FL, on February 21-23. All component manufacturers and industry suppliers are welcome to attend.

At the Open Quarterly Meeting held October 7 in Houston, TX, 2007 President Barry Dixon presented Don Groom with a token of appreciation for his service as president in 2006.

2007 Key Projects & Executive Committee Report

Dixon announced that Committee planning teleconference meetings will be held in November and December to define and update Committee priorities, tasks and project plans for 2007.

The Board discussed and unanimously approved an update to its earlier motion with regard to local efforts to build relationships and educate using truss plant tours. In addition to fire officials and legislators, the policy now also encourages providing plant tours for building officials, architects, engineers, builders and local high schools, colleges, etc.

The Board reviewed and discussed the Executive Committee's proposed policy with regard to "Dealing with the Press" when component manufacturers are asked to comment on a negative news items involving building components. The Board unanimously passed a motion to approve the policy on "Dealing with the Press."

Dixon reported that WTCA is working with NLBMDA to combine the legislative conferences of both organizations in Washington, DC, update NLBMDA's website, and convert WTCA's Operation Safety and ORisk online training programs for its membership.

WTCA staff reported that for its new testing facility, it will choose testing equipment from one of two vendors. He said ground has been broken and pre-testing should begin as early in 2007 as possible. Material donations have been solicited by suppliers and component manufacturers.

Dixon urged Board members to encourage each other to get more involved in the association.

Treasurer's Report

Bob Becht reported on the year-to-date financials and noted that WTCA is strong financially with the success of ***SBC Magazine*** and the BCMC show. Publication sales were slightly down in August, but are trending back up in September. He further noted that the 2007 time and expense budget will be created after the committee planning teleconferences are held and priorities are determined in December. The budget will be approved at the February 2007 meeting.

Becht presented year-to-date figures from TPI/WTCA revenue sharing. The numbers show that the cooperation between TPI and WTCA has been mutually beneficial. The Board unanimously passed a motion to approve Treasurer's Report.

BCMC Report

Doug Folker reported that BCMC 2006 was a very successful show. He said some exhibitors reported difficulty during move-in, but there was positive feedback about the quality of attendees and attendee traffic.

BCMC 2007 will be held in Columbus, Ohio on October 3-5. The theme is "Discovering New Possibilities" and the site visit meeting is scheduled for December 13.

SBC Magazine Update

SBC staff thanked advertisers who support ***SBC*** and the industry. Staff briefly discussed upcoming feature articles and asked any component manufacturer that has been involved in *Extreme Makeover: Home Edition* projects to contact staff.

Board Review & Approval of BCSI

Staff reported that the E&T Committee and TPI TAC have approved the recent BCSI revisions, and the TPI Board is nearing its approval of the document. The Board briefly reviewed and discussed changes to the document. Board members reviewed and provided feedback. The Board unanimously passed a motion to approve the updated edition of BCSI.

Key Industry Supplier Update: Truss Plates & Steel

Mike Cassidy (on behalf of Tom Manenti) reported that the TPI 1 project committee is continuing work on updating the standard. The balloting will be finalized in the first six months of next year. He also said steel prices seem to have stabilized.

Key Industry Supplier Update: Lumber

Joe Kusar reported that the Southern Pine Council is doing very large promotional effort on raised flooring.

He said Canada and the U.S. came to agreement in the softwood lumber dispute, and the Canadian agreement must be approved by 90 percent of producers. It is expected that it will be met.

Kusar also reported that 2x4 prices have gone down, and forecasters say fewer homes will be built next year. However, demand is expected to improve in the second half of 2007.

Member, Chapter & Supplier Roundtable Discussion

Joe Odgers provided an update on the newly created Cold Formed Steel Council (CFSC). There are 22 new members, 15 of which are component manufacturers. Several committees within CFSC have been created to tackle new projects. One priority is to create a BCSI document that pertains to steel building components.

New Business

There are plans to extend the Component Manufacturers Roundtable to six hours starting at the February OQM. A suggestion was made to market the OQMs to all chapter members, especially those who are not the chapter representative, to increase attendance, encourage involvement and develop new leaders. SBC

at a glance

- ❑ The Board passed a motion to approve a new policy on "Dealing with the Press."
- ❑ An update on WTCA's work with NLBMDA was provided.
- ❑ The Board unanimously voted to approve the updated edition of BCSI.
- ❑ The next OQM is scheduled for February 21-23 in Jacksonville, FL.

WTCA Board of Directors

Officers & Executive Committee Reps.

- ***President:*** **Barry E. Dixon** • True House, Inc. dba True Truss • 904/757-7500 • barry@truehouse.com
- ***President Elect/Treasurer:*** **Robert J. Becht** • Chambers Truss, Inc. • 772/465-2012 • bob@chamberstruss.com
- ***Secretary:*** **Ben Hershey** • Alliance TruTrus, LLC • 602/252-1772 • bhershey@trutrus.com
- ***Past President:*** **Donald Groom** • Stark Truss Co., Inc. • 330/478-2100 • don.groom@starktruss.com
- **Kenneth M. Cloyd** • California Truss Co. • 909/657-7491 • kenc@caltruss.com
- **Dwight Hikel** • Shelter Systems Limited • 410/876-3900 • dwight@sheltersystems.com
- **Frank B. Klinger** • Mid-Valley Truss & Door Co. • 956/428-7090 • lftcfbk@aol.com

At-Large Representatives

- **Dean DeHoog** • Trussway - Central • 616/887-8264
- **Allen Erickson** • Cal-Asia Truss • 925/680-7701
- **David Horne** • Universal Forest Products, Inc. • 800/476-9356
- **Joe Odgers** • Bama Truss & Components, Inc. • 205/669-4188
- **John A. Smith** • Foxworth-Galbraith Lumber Co. • 972/437-6100
- **Steven A. Spradlin** • Capital Structures Inc. • 479/783-8666
- **Mike Walsh** • Stock Components • 919/431-1000

Directors Representing Chapters

- **Phil Adams** • Northwest Building Components, Inc. • 208/687-9490
- **Keith Azlin** • U.S. Components, LLC • 520/882-3709
- **Bruce J. Bain** • Richco Structures • 920/336-9400
- **Clyde R. Bartlett** • Bluegrass Truss Company • 859/255-2481
- **Rick Cashman** • Florida Forest Products • 727/585-2067
- **Mark A. Casp** • Casmin, Inc. • 352/343-0680
- **David A. Denoncourt** • Tibo Lumber Truss Manufacturers • 603/796-2974
- **Jack Dermer** • American Truss Systems, Inc. • 281/442-4584
- **Simon Evans** • Bay Truss Inc. • 510/232-0937
- **James C. Finkenhoefer** • Truss Systems, Inc. • 770/787-8715
- **Joseph D. Hikel** • Shelter Systems Limited • 410/876-3900
- **John Hogan** • Vivco Components • 816/449-2161
- **John Huck** • Home Lumber Company • 303/791-3715
- **David W. Hughes** • Oregon Truss • 503/581-8787
- **Michael Karceski** • Atlas Components, Inc. • 815/332-4904
- **Ted Kolanko, P.E.** • 84 Components • 615/287-0184
- **Chris Lambert** • Southeastern Materials, Inc. • 704/983-1144
- **Glenn McClendon** • Sun State Components, Inc. • 702/657-1889
- **David Motter, P.E.** • Tri-County Truss • 360/757-8500
- **Richard P. Parrino** • Plum Building Systems • 515/327-0698
- **Michael Redmon** • Carolina Truss Systems, Inc. • 843/875-0550
- **Elias Renteria** • L & P Components • 505/373-8715
- **Mark H. Rose** • Manning Building Supplies, Inc. • 904/268-8225
- **Timothy Rouch** • Gang-Nail Truss Co., Inc. • 559/651-2121
- **Gary Sartor** • Stone Truss Company, Inc. • 760/967-6171
- **Jim Scheible** • Automated Building Components, Inc. • 763/675-7376
- **Pat Shugrue** • Bama Truss & Components, Inc. • 205/669-4188
- **Steven L. Stroder** • Carter-Lee Building Components Inc. • 317/834-5380
- **James M. Swain** • Carpenter Contractors of America • 239/437-1100
- **Terry Tontarski** • Fabco - Tontarski, Inc. • 315/782-5283
- **Dave Walstad** • U.S. Components, Inc. • 609/518-9759
- **Scott Ward** • Southern Components, Inc. • 318/687-3330
- **Stephen Yoder** • Stark Truss Co., Inc. • 330/478-2100

Associate Member Directors

- **Joe Kusar** • Tolleson Lumber Co., Inc. • 478/987-2105
- **Tom Manenti** • MiTek Industries, Inc. • 314/434-1200
- **Gary O'Malley** • Weyerhaeuser Company •253/924-2700
- **Tawn A. Simons** • Simpson Strong-Tie. Co. • 925/560-9000

New WTCA Members

Aspen Components, Inc.
2221 West 850 North
Cedar City, UT 84720
435/867-5852
Mr. Merle Hancock

Citadel Building Products of Mississippi
PO Box 737
Quitman, MS 39355
601/776-5004
Mr. Jarrett C. McIntosh

Custom Cedar Homes USA
1329 Hudson St
Port Townsend, WA 98368-4321
360/385-3427
Mr. William D. Dauenhauer

Taylor Truss, Inc.
90 N Industrial Rd
Palmetto, GA 30268-1630
770/463-4589
Mr. John R. Stewart

For more information about WTCA membership, contact Anna (608/310-6719 or astamm@qualtim.com) or visit www.sbcindustry.com. Listing as of 11/9/06.

Promoting Research & Education Focused on Structural Framing

CSCI Carbeck Structural Components Institute

Carbeck Structural Components Institute (CSCI) has accomplished much this year, thanks to the support of current and past donors. Through your generous contributions along with your participation in the 2006 Carbeck Online Auction, CSCI will fulfill its mission to develop additional research and educational activities and programs.

To learn more about CSCI or to make a donation, visit www.carbeck.org.

Carbeck CD & www.carbeck.org

Test Burns

Plant Tours

Barrel Fire Tests

Carbeck Donors

84 Components
A-1 Building Components LLC
A-Nu-Prospect
Alliance TruTrus, LLC
Allwood Building Components
Alpine Engineered Products, Inc., an ITW Company
Automated Building Systems, Inc.
BCMC
Best Homes, Inc.
Bluegrass Truss Company
Bowermaster & Associates
Capital Structures Inc.
Central Florida Component Manufacturers Association
Chambers Truss, Inc.
Clearspan Components, Inc.
CompuTrus, Inc.
Dixie Component Systems, Inc.
Engineered Building Design, L.C.
Finnforest USA
Iowa Truss Manufacturers Association
Lacey-Harmer Company
MiTek Industries, Inc.
Northwest Truss Fabricators Association
Open Joist 2000 Inc.
Parker, Jan & Jack Jr.
Popular Leasing
Robbins Engineering, Inc.
Shelter Systems Limited
Simpson Strong-Tie Co., Inc.
Skandia Truss
Southern Components, Inc.
Southern Nevada Component Manufacturers Association
Stark Truss Company, Inc.
Stone Truss Company, Inc.
Sun State Components, Inc.
The Sylk Charitable Trust
Tri-K Truss Company
TrimJoist Corporation
Trusco, Inc.
Truss Manufacturers Association of Texas
Truss Systems, Inc. (GA)
Truss Systems, Inc. (IN)
Truss/Slater
Truswal Systems, an ITW Company
U.S. Components, Inc.
U.S. Components, LLC – A Pro Build Company
USP Structural Connectors
Valley Components, Inc.
Warren County Lumber and Truss
West Truss, Inc.
Whitewater Building Products, Inc.
Wood Truss Council of North Carolina
WTCA - Arizona
WTCA - Illinois
WTCA - New York
WTCA - Northeast
WTCA Ohio Chapter Association
WTCA – Representing the Structural Building Components Industry

List includes donations from September 1, 2004 to October 4, 2006.

Code Connection

IRC 2006: What's Coming

Times are a-changing, and so are the codes.

by Richard Zimmermann

Beginning as early as January 2007, some code jurisdictions will be implementing either or both the 2006 International Residential Code (IRC) and/or International Building Code (IBC). Since a high percentage of the building projects that use either trusses or other structural building components are in one- and two-family dwellings or townhomes, this article will focus on the changes from the 2003 IRC to the 2006 IRC. State and/or municipal code adoption information is available at: www.iccsafe.org/government/adoption.html. Note that there may be state-specific versions of codes. A few states make their codes available at no charge—check the following website: www.ecodes.biz.

The following table is a quick overview of the revisions by chapter of the base edition of the IRC and does not reflect local amendments. Note that in both the printed and electronic versions of the IRC, changed sections are indicated in the margin with a vertical black line and deleted sections are indicated with an arrow.

Part 1 - Administration	Minor modifications, mostly related to flood requirements.
Part 2 - Definitions	Minor modifications.
Part 3 - Building Planning & Const.	Significant changes throughout all chapters. - see details.
Chapter 3 - Building Planning	Significant revisions to basic design requirements
Chapter 4 - Foundations	Significant revisions to basic design requirements
Chapter 5 - Floors	Revised Header table R502.5(1) to include up to 70 psf ground snow.
Chapter 6 - Walls	Revised Fastener Table R602.3(1) to include actual nail sizes & alternate attachments. Significant braced wall line revisions
Chapter 7 - Wall Coverings	Added horiz. gypsum board diaphragm & waterproof backing to R702.3
Chapter 8 - Roof/Ceiling Const.	Added applicability limits for snow design to 0.7pg.
Chapter 9 - Roof Assemblies	Significant changes to roof coverings and fasteners, including consideration of hail concerns.
Chapter 10 - Chimneys	Significant changes to masonry heaters and fireplaces.
Part 4 - Energy Conservation	Not reviewed
Part 5 - Mechanical	Not reviewed
Part 6 - Fuel Gas	Not reviewed
Part 7 - Plumbing	Not reviewed
Part 8 - Electrical	Not reviewed
Part 9 - Referenced Standards	Changes not marked. Review with care for specific applications.
Chapter 43	AF&PA NDS-05, APA E30-03, ASCE 7-05, NFPA 13-02

The chart on page 25 lists some specific changes to be aware of:

at a glance

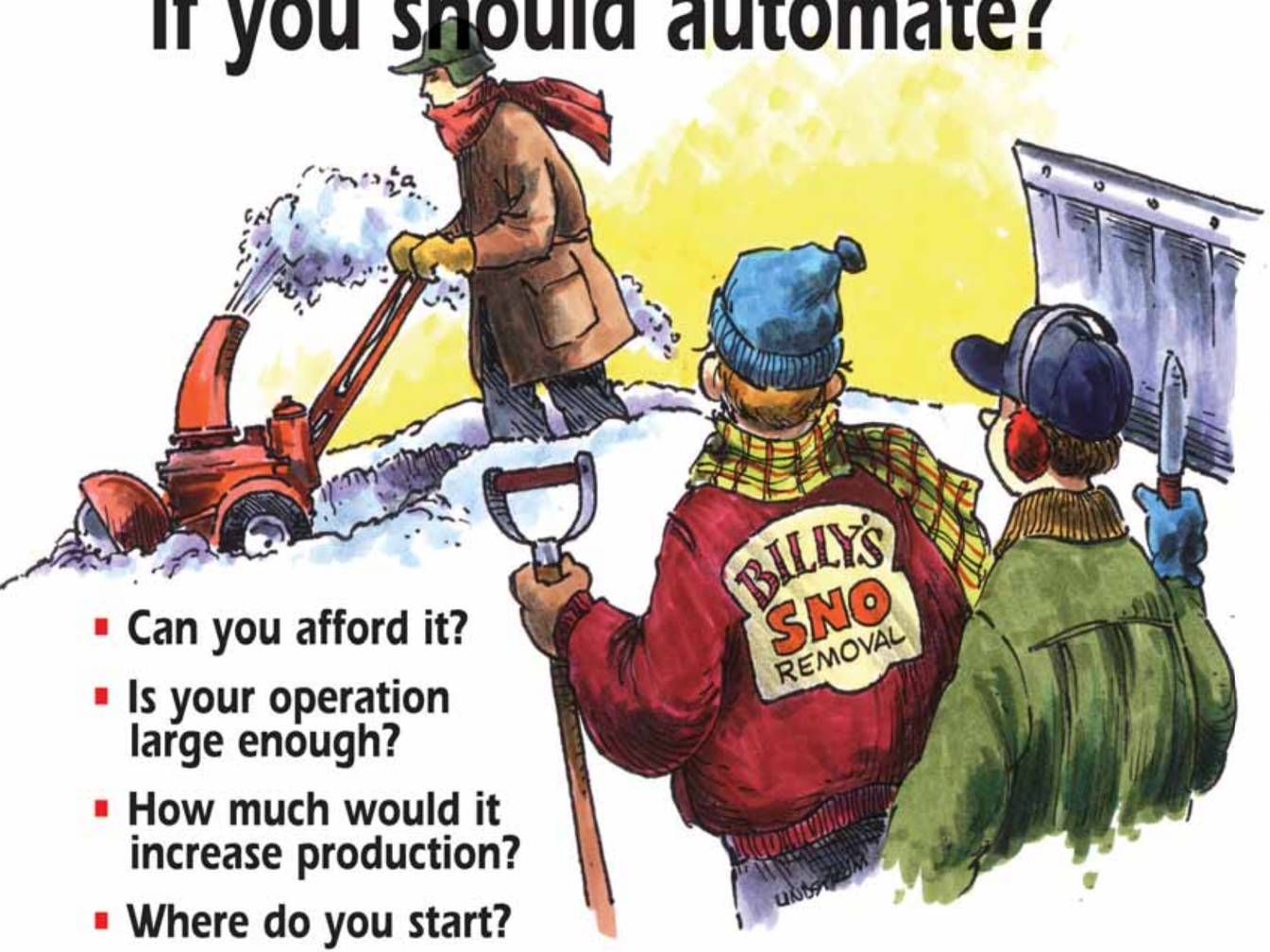
- The 2006 IRC changes that apply to roof framing or roof trusses include: R301.5 attic loading; R802.10.2.1 snow loading; R802.10.3/R502.11.2 reference to BCSI; R802.3.1 rafter/ceiling joist connections; and R806.4 conditioned attic spaces.
- The 2006 IRC changes that apply to wall panels include: R302, R309 exterior wall; R317 unit separation; R502.2.1 load path through floor at braced wall lines; R602.3.2 wall plate splices; R602.10 braced wall lines; and R703 exterior wall covering and fasteners.
- The 2006 IRC general changes that impact component design include: R301.2.1 wind speed; R301.2.2.2 seismic; and R319 fasteners and treated wood.

Subject	Code Section	Comments
Wind speed limitations	R301.2.1.1	Design for wind within the IRC is limited to 100 mph in hurricane prone regions, 110 mph elsewhere.
Protection of openings	R301.2.1.2	In debris prone regions, design using internal pressure is no longer allowed.
Weights of materials for seismic	R301.2.2.2.1	Clarifies that average dead loads for combined roof and ceiling assemblies are 15 psf on a horizontal projection.
Seismic limitations	R301.2.2.2.2	Prescriptive construction as regulated by this code shall not be used for irregular structures located in Seismic Design Categories C, D_0, D_1 and D_2. *[seismic design category D_1 has been divided into 2 categories with the addition of category D_0. All category D_1 references throughout the IRC have been adjusted accordingly. Although few specific prescriptive changes have been made, this allows for some design adjustments where justified by analysis.]*
Minimum Live Loads:	Table R301.5	For additional details see the August 2004 edition of ***SBC Magazine***.
Attics without storage *[10 psf uniform load]*		"b. Attics without storage are those where the maximum clear height between joist and rafter is less than 42 inches, or where there are not two or more adjacent trusses with the same web configuration capable of containing a rectangle 42 inches high by 2 feet wide, or greater, located within the plane of the truss. For attics without storage, this live load need not be assumed to act concurrently with any other live load requirements." *[footnote b is applicable to the 10 psf attic without storage load]*
Attics with limited storage *[20 psf uniform load]*		"g. For attics with limited storage and constructed with trusses, this live load need be applied only to those portions of the bottom chord where there are two or more adjacent trusses with the same web configuration capable of containing a rectangle 42 inches high or greater by 2 feet wide or greater, located within the plane of the truss. The rectangle shall fit between the top of the bottom chord and the bottom of any other truss member, provided that each of the following criteria is met: 1. The attic area is accessible by a pull-down stairway or framed opening in accordance with Section R807.1; and 2. The truss has a bottom chord pitch less than 2:12. h. Attic spaces served by a fixed stair shall be designed to support the minimum live load specified for sleeping rooms." *[footnote g is applicable to the 20 psf limited storage attic load]*
Location on lot	R302	Revised text and added Table R302.1 to clarify minimum fire resistance rating for exterior walls and building separation distance. May impact wall panel design.
Garages	R309	Added requirements regarding penetrations and protection for dwellings when garage is separated by less than 3 feet. May impact wall panel design.
Two-family fire separation	R317.1	A new exception has been added not requiring separation wall extension through attic space when the ceilings are protected with 5/8 inch Type X gypsum
Townhouse separation	R317.2.1	The definition for continuity has been revised as follows: "The fire-resistance-rated wall or assembly separating townhouses shall be continuous from the foundation to the underside of the roof sheathing, deck or slab. The fire-resistance rating shall extend the full length of the wall or assembly, including wall extensions through and separating attached enclosed accessory structures."
Fasteners used with treated wood	R319	Adds an exception for fasteners, other than nails and timber rivets, permitting mechanically deposited zinc coated steel fasteners "with coating weights in accordance with ASTM B695, Class 55, minimum." Not just any mechanical galvanizing is acceptable.
Floor framing at braced wall lines	R502.2.1	Requires a load path for lateral forces between floor framing and braced wall panels located above or below a floor. This addition to the code draws attention to the fact that that floor systems need to be detailed to transfer braced wall panel loads between structural elements. However, no prescriptive load path detailing for floors is provided. In the absence of a building designer, design responsibility is the permit holder or his agent.
BCSI reference	R502.11.2 & R802.10.3	Refers to BCSI instead of HIB
Wall plate splices	R602.3.2	For double top plates, does not require that splices occur at studs.
Braced wall lines	R602.10.6	Extensive revisions. Review carefully for wall panel design. The most significant changes are to the continuously sheathed wall requirements of R602.10.5 and garage openings, and alternate braced wall panel construction at R602.10.6, especially as related to panels adjacent to door or window openings.
Wall coverings (exterior)	R703	Adds significant new material regarding wall envelope protection which may impact exterior vapor barrier requirements.
Siding	R703.4	Changes to minimum thickness and fastening requirements
Rafter/ceiling joist connections	R802.3.1	Review for changes where conventionally framed roof/ceiling construction is used.
Applicability limits for truss construction	R802.10.2.1	Allows use of 0.7 times ground snow for truss construction in buildings no greater than 36 ft in width and 60 ft in length. Additional limitations, review with care.
Conditioned attic spaces	R806.4	Adds new requirements. Review if applicable.

For a more detailed comparison of changes that may be of interest to the structural building components industry, including the IBC 2006 and ASCE 7-05, a downloadable spreadsheet is available at: www.sbcindustry.com/loads.php. SBC

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

Ever wonder if you should automate?



- **Can you afford it?**
- **Is your operation large enough?**
- **How much would it increase production?**
- **Where do you start?**

There are a lot of questions when it comes to buying an expensive piece of automated equipment. The good news is that now there are answers to every one of them. Solid answers … from plants of all kinds & sizes that have already shoveled their way down the same automated path.

The right automated saw will substantially increase your profit margins and your product quality.

Typically our Servo-Omni™ Robotic Component saw for cutting roof truss parts will pay for itself in under 18 months even in a smaller operation. 9 months is not unheard of, 12 months is about average. The same is true with our linear-feed Miser™ Wood Processing System which cuts both roof truss and wall panel parts. With the right automated saw, you'll produce your jobs in a fraction of the time and with far less labor. And the trusses and panels you produce will be of noticeably higher quality in fit and appearance. The flip side, that is sticking with manual cutting, isn't very encouraging: your automated competitors will be quoting jobs with lesser production costs and higher quality products.

You won't have the same kind of labor shortage problems.

First, you won't need skilled sawyers. Second, you'll be able to produce more and better product with the same or fewer people. Miser, for example, cuts & marks parts at a rate of 250 to over 300 an hour with just one operator. And third, it will be easier to attract and keep good people … simply because everything fits like it's supposed to without mis-cuts, re-cuts, and forgot-to-cuts.

Lumber waste will be slashed by 60 to 80%.

Our linear-feed Miser's "Board Stretcher" software, for example, will reduce drop off – typically, around 10% for a component saw – down to 2 to 4%. On top of that, since our automated saw takes its cut lists directly from the engineering specs via download, there are no mistakes – more lumber saved. Do the math and you'll find that for every $100,000 you spend on lumber now, you can save around $6,000 - $8,000 on lumber optimization alone.

The hazards of pull saws and chop saws can be all but eliminated.

The right automated saw can cut even very small, multi-angle parts and infinite length scarfs in literally seconds without anyone being even near a blade.

The biggest automated boost comes in a way you'd never guess.

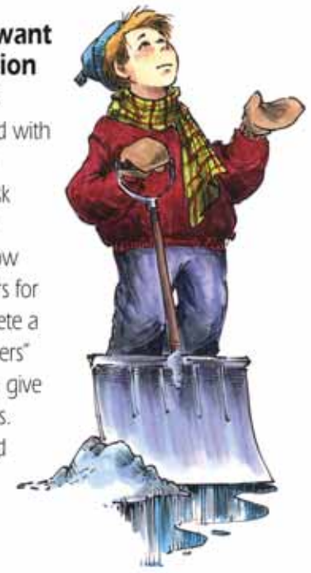
Everyone in the plant will become *immediately and noticeably* more productive – and that's not some "fuzzy" benefit the ad man dreamt up. It's exactly what happens when people are producing a high-quality product that they're proud of … in a predictable manner … without errors and finger-pointing … in a much safer environment.

What happens if business slumps?

That's where an automation investment really pays off. All of the cost-reducing efficiencies and high-production abilities enable you to keep producing with minimal manpower and maximum margins. Your non-automated competitors will be far less capable of weathering the same slump.

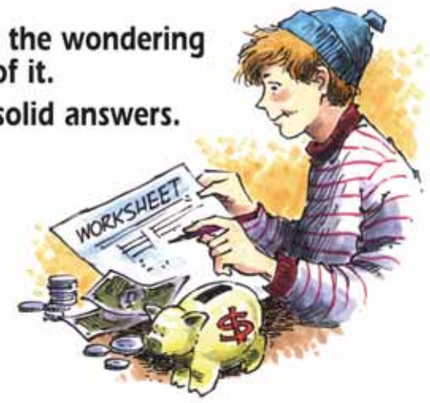
You really don't want to wait. Automation isn't going away.

And any risks associated with automating are clearly defined. The biggest risk you can possibly run is simply waiting. Start now by getting solid answers for your operation. Complete a brief "Automated Answers" Worksheet and we can give you those solid answers. Just call or email us and we'll send you one.



Take the wondering out of it.

Get solid answers.



Call, E-mail, FAX, or Write for an "Automated Answers" Worksheet

THE KOSKOVICH COMPANY

Automation that works.™

905 North Broadway • Rochester, MN 55906
507-286-9209 • FAX 507-285-1730
E-mail: Omni@OmniSaw.com

Plant Tour of Duty

by Sean D. Shields

Plant tours are an effective way to educate our lawmakers about the industry.

Eighteen thousand square feet. A modest size for a house, if you're a successful Chicago area developer. Not exactly the type of house Mike Karceski, owner of Atlas Components in Rockford, IL would want to own, but certainly the type he doesn't mind providing components for. Yet, as Mike showed the blueprints to Congressman Donald Manzullo, you could tell the lawmaker appreciated his constituent's taste in architecture and home living style.

"I would like nothing more than to sit in the library here and smoke a cigar with you, maybe even have a beer," Manzullo joked with Karceski as he pointed to the 1,200 sq. ft. library and reading room. "Well," one of the technicians replied, "maybe it would be better to do that in the pub right down the hall."

Mike Karceski, owner of Atlas Components, welcomes Illinois Congressman Manzullo to his Rockford plant for a tour.

Showing your lawmaker the design process—from plan drawings to truss design software—is a great place to begin the "meat" of your tour. Here Atlas designer Karl Ropp shows Congressman Manzullo plans for one of the large estates Atlas is working on.

Building Relationships

While sitting down with your lawmaker and having a beer or coffee is certainly a good long-term aspiration, it's probably a more realistic goal to have a few face-to-face conversations with him or her first. In an effort to begin developing strong relationships with members of Congress, component manufacturers across the country are making a point to host plant tours with their lawmakers.

at a glance

- Atlas Components invited Congressman Manzullo to its plant for a tour.
- A new WTCA Board resolution recommends that each chapter designate a Local Relationship-Building Chair and host two plant tours each year.
- WTCA staff is developing a detailed database of the professional organizations in their chapter marketplace.

At its October 2006 meeting, the WTCA Board passed a resolution focused on utilizing plant tours to educate professionals in the marketplace on various aspects of the manufacturing and design process, as well as the performance of building components (see sidebar on page 30 for full text). Plant tours are relationship building opportunities you can offer to those outside the industry, from high school students to building industry groups to lawmakers.

In the case of lawmakers, plant tours give component manufacturers the opportunity to bring these individuals out from behind their desks and into a dynamic learning environment. You probably haven't thought of your production facility in those terms, but that is exactly what it is. Most members of Congress don't know a great deal about our industry. For those who are at least familiar with the industry through past legislative conferences, they likely have little to no understanding of what actually goes into designing and manufacturing these products. Plant tours are a chance to enlighten them.

In addition to providing a learning experience, plant tours also provide ample opportunity for manufacturers to talk face-to-face with their lawmakers and start building lasting relationships. It is also an effective way to discuss pressing issues facing your business operations because it's possible to point to specific examples while walking through the plant.

It should also be said that lawmakers, in general, are outgoing, gregarious and verbose individuals. They aren't afraid to ask questions, broach any subject and interact with your employees. The component manufacturers who gave plant tours over the past few months learned quickly that they didn't have to worry about talking the entire time!

A Successful Plant Tour

If you read Congressman Manzullo's article in the November issue, you could tell he's supportive of our industry. A longtime lawmaker from Rockford and former Chairman of the U.S. House Small Business Committee, he knows the economy of his district and our nation is dependent on small busi-

Continued on page 30

South Carolina

David Horne at Universal Forest Products hosted a tour with his Congressman Howard Coble. "I've met Representative Coble in Washington, DC before, and he is a really approachable guy. When he came into our plant, our employees enjoyed interacting with him, and it gave us a great opportunity to discuss our concerns concerning pending legislative issues that directly affect the component industry," said Horne.

WTCA Board Resolution
October 2006

Local Efforts to Build Relationships & Educate Using Truss Plant Tours

- Whereas the structural building components industry is committed to developing a world-class grassroots advocacy effort;
- Whereas the information collected and disseminated by the structural building components industry has been generally very well received and has contributed to a credible reputation for our industry when people understand what we are trying to accomplish;
- Whereas experience has shown that building closer relationships at the grassroots level allows the structural building components industry to be a more effective educator;
- Whereas an increase in communication between the structural building components industry and the local market will allow our industry to be even more effective in cooperative code development, educational programs and public policy development;
- Whereas these relationships are best formed and solidified through direct contact between our membership (chapters and individuals) and those in their markets;

It is therefore **RESOLVED** by the Board of Directors of WTCA to:

- Request that each of our WTCA Chapters designate a Local Relationship-Building Chair, who will be the point of contact within the chapter on our plant tour educational initiatives;
- Request that each of our WTCA Chapter/WTCA staff teams strives to schedule and host a minimum of two (2) plant tours each year for any of the following groups:
  - Federal, state or local elected legislators,
  - Fire service personnel,
  - Building officials,
  - Architects,
  - Engineers,
  - Builders, and
  - Local high schools, colleges, etc.

The WTCA Chapters/WTCA staff teams will work together on the following tasks to implement this resolution:

- Work with the Local Relationship-Building Chair so that we are on the same page with respect to the implementation approach that the chapter is going to take and WTCA plant tour fundamentals/information;
- WTCA Chapter/WTCA staff teams will develop a detailed database of the associations/organizations in their chapter marketplace to work with;
- As WTCA is contacted by anyone in the marketplace who has questions about building components, WTCA staff will work with the Local Relationship-Building Chair to meet these specific local needs.

Louisiana

Larry Rogers at Rogers Manufacturing Company hosted a tour with his lawmaker, Congressman Rodney Alexander. “There are a number of issues Congress is dealing with that affect our company. I was glad Representative Alexander took the time to come and visit our plant, it gave us the chance to make the case with immigration that we can’t simply send 11 million people back home,” stated Rogers.

Plant Tour of Duty

Continued from page 29

ness and manufacturing. Mike Karceski has been traveling to Washington, DC for the annual SBC Legislative Conference since 2002, and he’s been building a relationship with Manzullo steadily over the years.

That relationship came to fruition this year as Manzullo accepted Karceski’s invitations to speak during this year’s conference, to write an article for ***SBC*** and visit his manufacturing facility. In preparation for the plant tour, Mike was understandably nervous. “Whenever you have someone come into the plant, you want to put your best foot forward,” he said. “You also want to make sure you have the opportunity to show them a little bit of everything you do.”

Beyond the first step of extending the invitation to your lawmaker, advance planning is the key to a successful plant tour (see sidebar on page 34). For Mike, that included identifying and scheduling a job or two that could run the day of the tour so that all of his various machines would be in operation as Manzullo walked through the plant. It also meant working with his head truss technician to pick a few jobs that highlighted the complexity of the design process and software capabilities.

When Manzullo arrived with two legislative staffers in tow, he warned that he was on a tight time schedule and only had an hour and fifteen minutes. Karceski wasted no time and took his guests straight to his design department. “It’s where everything starts, so it made sense to begin at the beginning,” Mike explained. Immediately, the Congressman was amazed at the size and complexity of the building designs

Continued on page 32

Nevada

Glenn McClendon at Sun State Components had Representative Jon Porter into his plant: “I feel the tour with Representative Porter was a great success; he was very interested in our processes and was personable to everyone who met him. When I mentioned that I had been to Washington, DC many times before [as part of the SBC Legislative Conferences], but had never been able to meet with him or anyone on his staff, he promised he would set aside time to personally meet with me in April [at the 2007 conference].”

Plant Tour of Duty

Continued from page 30

(one was light commercial, the other that 18,000 sq. ft. estate). He was also intrigued by the design software's layout and 3D capabilities.

From there, Karceski introduced the group to his project planner so Manzullo could get a sense for the size and scope of the work being done, as well as an appreciation for the just-in-time production and delivery process that is an integral part of the industry. After that, it was on to the production floor, where Karceski proudly showed off his new line of truss fabrication equipment. Everything, from his truss saw, to the gantry tables and roller presses had been installed only a few months prior. "It's a significant investment for Atlas Components, and it's one that's just now beginning to pay off," Mike said. "Installing this equipment allowed us to look at all our processes with a fresh perspective and redesign them to be much more efficient."

Manzullo was duly impressed, stating, "looking at the computer screens, it's amazing the high level of technology and automation at work within your manufacturing process."

As he walked through the production area, Manzullo asked a number of questions ranging from the species and grade of the lumber he buys (for instance, he didn't know SPF stood for Spruce Pine Douglas Fir, he thought it was a specific brand of lumber) to how different sized metal connector plates are chosen for each joint (which gave Mike a good opportunity to discuss all the engineering and load evaluation that is designed into each component). Manzullo also expressed surprise at how much technology was used throughout the entire process.

The plant tour concluded out in the yard, as Karceski explained the stacking and loading process and shared some of his strong frustrations associated with transporting the finished products to the jobsite. Mike explained how difficult it

Another good stop in the tour is a visit with your sawyer where you can give an explanation on how your component saws work.

Your lawmaker will likely be interested to know more about your raw materials. You can share where your lumber come from, and how different species and grades alter the performance and design of your products.

They will also be interested in knowing more about the role metal connector plates play in truss design and performance…

…along with the process you employ to embed the plates into the chords and webs.

was to obtain local oversize load permits from all the municipalities surrounding his plant just to get to the nearest interstate. Manzullo shook his head, saying, "and local officials wonder why companies complain about the cost of doing business here and look to move away." It was an eye opening issue that he hadn't previously been aware of.

Conclusion

It is readily apparent that hosting a plant tour with your lawmaker can be a very valuable and rewarding endeavor. From building closer relationships, to sharing first-hand how reforms being considered by Congress can affect you and your business operations, plant tours are highly effective.

Now that elections are over, and the 110th Congress is about to begin work, this is a perfect time to invite your lawmaker on a tour of your facility. In particular, if your lawmaker is newly elected to Congress, there isn't a better time to start building a relationship with them. If you'd like to host a plant tour, you don't have to go it alone. Contact WTCA staff, and we'll be happy to help you set one up. SBC

A great place to end your lawmaker tour is in the yard, where your products are stacked and transported out of the facility. At left, Congressman Manzullo meets Atlas driver Bob Nason.

Your yard is also an excellent place to invite any lingering questions because there is generally a large amount of finished product readily available to point to as you answer their questions.

Iowa

Rick Parrino at Plum Building Systems had a senior staff member from Senator Tom Harkin's office visit their facility. "We've had Senator Charles Grassley come through our plant before, and that was a really powerful experience. Subsequently, I've been able to develop a strong relationship with Grassley's office," said Parrino. "Having this opportunity to build a similar bond with Senator Harkin's office was very important. I can't say enough about how valuable these connections are for helping us address issues facing our company."

Planning a Plant Tour

••• Choose a Date •••

Review your calendar and choose a range of dates when you could best host a plant tour. Keep in mind that members of Congress are very busy, and spend over half the year working in Washington, DC. However, many of them attempt to come home for extended weekends, or travel back home while Congress is in recess. The key is to be as flexible as possible.

••• Invite Your Lawmaker •••

Contact your lawmaker's office, first through their local district office, and then through their Washington, DC office, if the local office encourages you to do so. Make the initial request over the phone, but know that many offices may request a follow up email or more formal request letter.

All lawmakers have a "scheduler" who is responsible for filling their boss's day with meetings and events. When making your request, you will need to provide them with your range of possible dates. Again, please try to remain flexible to their schedules as much as possible.

••• Prepare •••

Once you have secured a date, begin preparations. Review your jobs leading up to the plant tour and choose a couple that could be used to showcase the capabilities of your design department. Similarly, as best as possible, arrange to run jobs through your production facility that use all of your equipment and/or production employees.

In addition, choose who you want available during the tour to answer the lawmaker's questions and whether you want to allow time for the lawmaker to interact with your employees after the tour is over.

••• Ask for Help •••

WTCA is putting together a wealth of materials you can use to enhance your plant tour, including production station signs, brochures and additional informational handouts and policy issue talking points. Contact staff (sshields@qualtim.com or 608/310-6728) for assistance.

••• Give the Tour •••

Consider having tour stops at any and/or all of the following aspects of your company:

1. Administration/Management & Sales
2. Design/Engineering
3. Incoming Raw Material
4. Sawing
5. Transport from Saws to Tables
6. Truss Plate Handling
7. Truss manufacturing process
8. Finished goods handling
9. Finished goods storage
10. Shipping

••• Follow Up •••

Always send a thank you letter or card to the lawmaker and anyone else in their office that helped make the tour happen. This is also a good opportunity to reiterate any important policy concerns you discussed during the tour. WTCA staff can help you draft a letter, and is creating various template letters you can use as a foundation.

Texas

Frank Klinger, President of Valley Truss & Door, hosted a tour with Congressman Solomon Ortiz. "It was a great experience having Congressman Ortiz in our plant. He said it was very helpful for him to visit manufacturers and businesses, much more effective than an endless stream of people coming through his office, to get their point of view one-on-one on current issues," said Klinger. "The big difference for me was that I had him on my turf and had his undivided attention for an hour and half to discuss our company's problems and issues."

One key to a successful tour is choosing a good location to welcome your guests and start the tour. (L. to R. Denice Blanchard [Congressman's assistant], Gonzalo Acevedo [GM Mid-Valley Truss & Door], Congressman Solomon Ortiz, Frank Klinger)

Don't hesitate to stop and take questions, lawmakers are generally very inquisitive and will usually know very little about your manufacturing process. (L. to R. Klinger, Blanchard, Acevedo, Ortiz)

TPI 1-2007 Changes:
Improving the In-Plant Quality Control Standard

by Ryan J. Dexter, P.E. & Tony Piek

Changes to the industry's quality standard will make component manufacturers' quality control process more efficient.

For many component manufacturers, the winter months allow for time to evaluate plant operations. How can we increase throughput? How can we get components to the jobsite faster? How can we ensure that the components we produce consistently meet a solid standard of quality so that if something goes south on a jobsite we have built in a high degree of risk protection? Can we also reduce callbacks, like others have shown can be done? Are there benchmarks from the data we gather that can point out issues in manufacturing or design before they become costly? These are all good questions that many of you ask.

Let's focus on the quality question. In order to ensure good quality, you first need to figure out what "good" means. What do you think "good quality" is? Once you've answered this question, you need to evaluate your truss manufacturing process to see if it meets your quality expectations. In order to properly evaluate this, you need to have checks in place that make sense.

The Evolution of the TPI 1 Quality Standard

The beginning of the quality checking process for our industry comes from the ANSI/TPI 1 quality standard. This standard is intended to ensure that the trusses produced will perform as designed. In the TPI-1985 Appendix P *Quality Standard for Metal Plate Connected Wood Trusses (QST),* component manufacturers had to have firm embedment in order to comply. It was determined that component manufacturers could not comply with this standard so it was revised significantly within ANSI/TPI 1-1995 Chapter 4 *Quality Criteria for Metal Plate Connected Wood Trusses.* A new embedment gap criterion and the concept of counting teeth in a member to ensure the proper joint capacity were implemented. Given that this was a cumbersome process, the ANSI/TPI 1-2002 quality standard was again revised to find more efficient means to arrive at truss design quality compliance. This standard looked more closely at plate placement on the joint to determine truss quality. The revised 2007 TPI 1 standard will take in-plant quality control (QC) one step further by providing manufacturers with more efficient quality checks, leading to confidence in their production lines and product.

In 2002, the Plate Placement Method (PPM) was implemented to allow for a quicker visual check of the location of all the teeth in a joint. The PPM process called for design software to output Joint QC Details that defined the positioning tolerances for any particular joint of a truss selected for truss inspection as outlined in ANSI/TPI 1 Chapter 3 *Quality Criteria for the Manufacture of Metal Plate Connected Wood Trusses.* As with TPI-1985 Appendix P and ANSI/TPI 1-1995 Chapter 4, ANSI/TPI 1-2002 Chapter 3 addresses the criteria with which manufacturers must comply to meet the standard. Since the introduction of the 2002 standard, the structural building components industry (i.e., component manufacturer users, TPI Technical Advisory Committee and WTCA's QC Committee) has provided feedback on methods to improve and streamline the QC process and provide ever-improving management information.

at a glance

- ❑ Chapter 3 in ANSI/TPI 1 is the section that defines the industry's manufacturing quality control standards.
- ❑ Throughout 2006, a Project Committee has revised Chapter 3 to include feedback from component manufacturers.
- ❑ One significant change involves combining two previous inspection methods into one for increased efficiency.

New Quality Standard Development

In January 2006, the Truss Plate Institute created a Project Committee (PC) for the revision/reaffirmation of the ANSI/TPI 1-2002 standard, *National Design Standard for Metal Plate Connected Wood Truss Construction.* The PC's first task was to update Chapter 3 to account for all the feedback that had been generated by the industry. In August, the PC and TPI TAC recommended that the TPI Board adopt the revised Chapter 3 language until it is formally adopted within the ANSI/TPI 1 standard per the following TPI Board approved statement.

> [TPI] believes that the refinements made within the standard are sufficiently defined that companies can begin implementing theses changes with limited risk of future changes between now and final acceptance of the standard. These changes represent a more up-to-date thinking on methods to achieve quality in the manufacturing and fabrication of metal plate connected wood trusses.

Component manufacturers will not have to wait much longer before obtaining designs that can be inspected under the "new" inspection method which will eventually be part of the 2007 edition of TPI 1. The revised TPI 1-2007 Chapter 3 will:

- Allow the **In-Plant WTCA QC** manual to be updated and then used as a comprehensive QC manual that follows the guidelines of TPI's third party inspection program which is based in part on the ICC's *Acceptance Criteria for Quality Control Manuals* (AC-10).
- Allow component manufacturers more flexibility with setting the specific fabrication tolerances their operation will use based on their actual production quality performance.
- Combine the Plate Placement Method (PPM) and the Tooth Count Method (TCM) into one inspection method (thus eliminating ANSI/TPI 1-2002 Annex A3).
- Make it possible to have a consistent Joint QC Detail including two tolerance polygons to more quickly and easily analyze the joint being inspected.
- Change the calculation of the Joint Stress Index (JSI) to be easier to understand.
- Allow for alternative inspection methods that provide component manufacturers with the ability to craft the inspection program to meet their plant's operational needs.

Each of these changes is described in detail below.

AC 10

AC 10 is the Acceptance Criteria that the ICC Evaluation Service has created as a template for what is reasonable to include in a manufactured product's quality control manual. Just like the **In-Plant WTCA QC** program and the TPI 1 Chapter 3 commentary, AC 10 is a tool or guide to help the plant meet the building code and inspection agency requirement that each plant have a quality control program and an accompanying quality control process.

The specific implementation language, which has been in the building code and part of TPI's third party quality assurance program for at least the last decade, follows:

> **Consensus Standard Developed and Proposed TPI 1-2007 3.1.1:** Chapter 3 is the quality standard for the manufacturing processes of metal plate connected wood trusses, and shall be used in conjunction with a manufacturing quality assurance procedure and a truss design. These provisions shall be included in the In-Plant Quality Assurance Program of each Truss Manufacturer.
>
> **Consensus Standard Developed and Proposed TPI 1- 2007 3.2.1:** An in-plant quality control manual shall be maintained for each truss manufacturing facility, which will include the requirements for daily quality control and any audits that will be performed. At a minimum, the in-plant quality control manual shall contain: (1) either a production flowchart or a description of the manufacturing process, (2) manufacturer's organizational

Continued on page 38

TPI 1-2007 Changes...

Continued from page 37

chart, and a description of the duties and responsibilities assigned to key positions in the quality program, (3) quality control procedures, including sampling criteria and how manufacturing processes are monitored to ensure that the product is consistently manufactured within the allowable tolerances, and (4) a document retention policy.

Over the last year, WTCA has worked with TPI to provide **In-Plant WTCA QC** users a framework that makes it easy for them to put in place a QC manual that complies with the requirements of AC 10.

Fabrication Tolerance Flexibility

The proposed changes give the component manufacturer more flexibility in determining the fabrication tolerance. The fabrication tolerance is set in the design process to allow for lumber characteristics (e.g., knots and wane) and/or flattened teeth in the plate contact area. In the 2002 standard, if a manufacturer did not want to count teeth to assure that their roof truss plating was correct, they had to select a fabrication tolerance that assumed reduced tooth holding characteristics consumed 20% of the plate contact area. For floor trusses, this tolerance was 10%. The 2002 standard did not allow for any variations between 0-20%, even though this amount of variation is often the case, and if a manufacturer wanted to account for the fact that their plate contact areas consistently had less reduced tooth holding characteristics, they had to count teeth.

Table 6.4-5 Quality Control Factor

Fabrication Tolerance	C_q Factor
0%	1.00
5%	0.95
10%	0.90
15%	0.85
20%	0.80
25%	0.75
30%	0.70

Figure 1: Consensus Standard Developed and Proposed TPI 1-2007 Table 6.4-5. [Note: These are example fabrication tolerances for a given C_q factor. The actual C_q factor shall be based on the fabrication tolerance set by the Truss Manufacturer.]

TPI 1-2007 will allow manufacturers to dial in any fabrication tolerance they choose. For example, if the manufacturer knows that, on average in their plant, 10% of the contact area has reduced tooth holding characteristics, they can now set the fabrication tolerance to 10% (i.e., C_q = 0.90). If the manufacturer controls the amount of knots and wane that it allows in the plate contact area to zero, it can now set the fabrication tolerance to account for the typical reduced tooth holding characteristics that it would see which should be approaching zero. To help illustrate, the revised TPI 1-2007 contains Table 6.4-5 (see Figure 1 above).

Plate Placement & Tooth Count Combined into ONE Inspection Method

In ANSI/TPI 1-2002, depending on the C_q factor used (now described as the fabrication tolerance), the manufacturer inspected using either the Plate Placement Method (PPM) or Tooth Count Method (TCM).

TPI 1-2007 combines these two methods into one inspection process comprised of a series of steps. If necessary, the last step will be to count teeth. With the foregoing approach, the inspection process will be more clearly defined. In a future article, we will describe the inspection method in greater detail and highlight each feature of the updated Joint QC Detail described next.

Continued on page 40

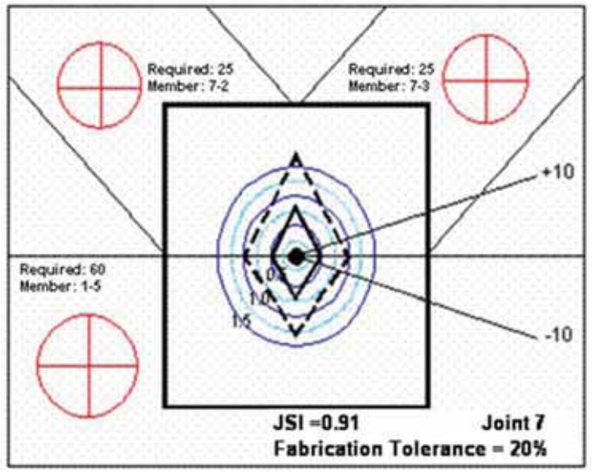


Figure 2: Consensus Standard Developed and Proposed TPI 1-2007 Figure 3.7-1 - Example of a Joint QC Detail and Fabrication Tolerance Polygons

TPI 1-2007 Changes...

Continued from page 38

Improved Joint QC Detail

One of the goals of the 2007 changes was to make the Joint QC Detail a better quality management tool. The new Joint QC Detail (see Figure 2) will have two tolerance polygons to more quickly and easily analyze the joint being inspected.

In all cases, the Joint QC Detail will also have the required teeth listed for each member in case the inspection calls for teeth to be checked.

JSI Calculation

> **ANSI/TPI 1-2002 Section 8.12.3.1:** ...the Joint Stress Index (JSI),...shall be determined for each joint as the largest ratio of applied force to allowable design force determined from all portions of Chapter 8. ...

Under PPM, the JSI was calculated using an allowable design force that was reduced by the checks required in Chapter 8 including lateral resistance. The JSI will be calculated based on 100% tooth holding values under TPI 1-2007. This will lower the JSI because the applied force will remain the same but the allowable design force will be larger. Any time you divide by a larger number you get a smaller result. Joints are selected for inspection only if the JSI is high. Lower JSIs mean that manufacturers need to inspect less joints.

Some manufacturers are seeing high numbers of critical joints per inspection. There will also be much more variation in the fabrication tolerance manufacturers select. To account for this, the JSI would be determined by what is known (i.e., required teeth, shear and tension) rather than lumber characteristics and/or rolled teeth that may or may not exist. By taking lumber characteristics and/or rolled teeth into account with the fabrication tolerance, but basing JSI on 100% tooth holding, critical joints will decrease.

Alternative Inspection Method Flexibility

A small language change in TPI 1-2007 allows for alternative inspection procedures to be used to assess plant quality, which offers manufacturers more flexibility but

Continued on page 42

Preliminary Check Truss Inspection Form

Frequency: 3 Trusses Per Set-Up Location Per Week - Inspect Non-Critical Joints On Each Side Of Truss

Inspection: PPM☐ TCM☐ Inspection Number:_____ Inspection Date:_____ Inspection Time:_____ Inspector:_____ Line/Table:_____ Shift:_____ Crew:_____ Job/Drawing Number:_____ Truss Design/Truss ID:_____ Truss Type: Roof☐ Floor☐ C_q Value:_____

Note for PPM: Roof: C_q = 1.00 Floor: C_q = 1.11

Note for TCM: C_q likely = 1.25

1/32"

Preliminary Check	OK?	if no...
1) Do truss dimensions conform to design (span within 3/4" and height within 1/2")?	yes no	
2) Does all lumber conform to design (top chords, bottom chords, and webs)?	yes no	
3) Do all plate sizes conform to design (both dimensions must be equal to or greater than specified)?	yes no	
4) Are all plates properly embedded (including less than 1/32" gap and without excessive rolled teeth and lumber characteristics)?	yes no	
5) Do all plates have visibly acceptable placement (including rotation 10° or less and actual midpoint appears close to specified midpoint)?	yes no	
6) Do all joints clearly have an acceptable member to member gap (within 1/8" or within 1/16" for floor truss splices)?	yes no	

Truss Dimensions (ft-in-16th)

Component	Actual	Specified
Span		
Overall Height		

Lumber Information

	Actual			Specified		
Member Type	Grade	Species	Size	Grade	Species	Size
TC BC W						
TC BC W						
TC BC W						

if no... Joint Number	Side	Comments (list specific cause for failure and decided remedy)
	F/B	
	F/B	
	F/B	
	F/B	
	F/B	
	F/B	
	F/B	
	F/B	
	F/B	
	F/B	
	F/B	
	F/B	

Initials verifying that errors on form have been corrected: _____

Figure 3: **In-Plant WTCA QC** Preliminary Check Truss Inspection Form

TPI 1-2007 Changes...

Continued from page 40

still allows plants to meet the ANSI/TPI 1-2002 inspection frequency (currently three trusses per set-up location per shift per week). This alternative method will involve the manufacturer performing two checks:

1) Perform an inspection, similar to the **In-Plant WTCA QC** preliminary inspection (see Figure 3), at the current inspection frequency; and
2) Inspect random critical joints, using the fabrication tolerance polygons described in Figure 2 (page 40), for a minimum of ten critical joints per set-up location per shift per week.

This alternate inspection method will be outlined in the **In-Plant WTCA QC** manual and also in the TPI-1 2007 Chapter 3 commentary so manufacturers can take advantage of the alternative procedure's flexibility.

Conclusion

The QC standard and inspection procedures have come a long way in recent years. Each manufacturer has the challenge of maintaining a satisfied customer base and meeting deadlines while making sure it is manufacturing a quality product. We have worked with all the manufacturers using **In-Plant WTCA QC** and WTCA's QC Committee to revise the TPI 1-2007 language to reflect their ideas on improving the efficiency of the inspection methods. Next month we will update readers on some of the recent changes that have been made to the **In-Plant WTCA QC** program to improve its use as a quality management system. SBC

If you have any questions on these TPI 1-2007 QC standard changes please contact Ryan Dexter (608-310-6744, rdexter@qualtim.com) or Tony Piek (608-310-6713, tpiek@qualtim.com).

Coast to Coast

50 out of 50

For the past seventeen years, Lakeside Trailer has been leading the way in the component trailer industry with innovative ideas to ensure your delivery operations remain efficient in today's competitive market. We know there is no such thing as a "small problem" when it comes to completing your contract with a builder. That is why Lakeside has perfected ways to reduce or eliminate your transportation concerns such as loading, off-loading and wide loads.

LAKESIDE

TRAILER MANUFACTURING, INC.

lee@rollerbed.com • www.rollerbed.com • 573/736-2966 • 573/736-5515 (fax)

Automation

by Jerry Koskovich, P.E.

straight talk

The "Hands Down" Winner of the Component Saw vs. Linear-feed Saw Battle

As the battle rages on, the author says there is one clear winner in his mind.

This is the second part of a series designed to help you better understand the fundamental differences between your automated saw choices...at least tell you everything I know as an equipment manufacturer.

Your goal in reading this, I'm assuming, is to figure out the best kind of equipment to have in your cutting operation...the equipment that will produce the most accurately cut components at the lowest possible cost. And to have at least one arm and a leg left after you pay for it.

I'm focusing on wood roof truss operations for the purpose of this discussion. There are a lot of parallels to wall panel operations and other wood component manufacturing, but enough differences that it would unduly clutter the discussion to include them.

In the first part of this article, which appeared in the September/October issue, I laid out the basic differences between an automated component saw with its multiple cutting heads and laterally fed lumber, versus an automated linear-feed saw with its single cutting head and lineally fed lumber. I've summarized things in the "Performance Comparison" on the facing page. Rather than simply give you "this saw versus that saw" columns with a bunch of check marks, I've put it all together and drawn the conclusions for you. (My wife tells me I'm good at drawing conclusions for other people.) Stick it up near your phone and you'll have a handy reference when you start talking to saw manufacturers. (I use the linear-feed saw as the base to compare from just to keep things simple.)

Now I'll take into account the cost of labor.

As I alluded to in the first article, the labor cost per part is all-important and can be the deciding factor in your automated saw decision. I can't tell you how many times I've seen automated saw buyers make their decision without properly considering the labor cost factor. The following over-simplifies things a bit, but gets to the core quickly and the conclusions are correct.

At the high-end extreme, if you purchase a linear-feed that dispenses the called-for lumber and transports it to the saw via an automated feed system, you will only need 1-1½ operators, or an average of 1¼.

1.25 operators x 8 hours = 10 labor hours x $15 per hour = $150 labor cost per shift

(Adjust the hourly benefit-loaded labor rate to fit your circumstance. But you don't

Continued on page 48

at a glance

- Your goal in reading this, I'm assuming, is to figure out the best kind of equipment to have in your cutting operation…the equipment that will produce the most accurately cut components at the lowest possible cost.
- The labor cost per part is all-important and can be the deciding factor in your automated saw decision.
- I'd ask every automated saw manufacturer I was considering to look at my cutting operation and recommend which type of saw would provide the quickest return on investment for my operation.

PERFORMANCE COMPARISON

Single-Blade Linear Feed Saw vs Multi-Head Component Saw

QUALIFIER: This comparison is roughly based on the saws that we manufacture and uses the linear-feed as a base from which to compare. The fundamental differences between the two types of saws are substantially the same from manufacturer to manufacturer, but features from one manufacturer to the other can vary considerably.

Comparative Functional Capabilities:

- Cuts all parts that a component saw can
- Cuts parts a component saw cannot:
  - Short parts—down to three inches or less (a component saw's absolute minimum is about 12")
  - Any number of different angle cuts on a single part (a component saw is limited by its number of heads, typically translating to a maximum two cuts on one end of the part, two or three cuts on the other end).
  - Long scarf cuts—almost any length (a component saw is limited to the diameter of its blade, typically about 20").
  - Compound/bevel cuts—as well as rip bevels along the length of a component.
- Ink-jets most anyplace on up to three sides of the part (component saws can typically mark on only one side of the lumber in a fixed position)
- Produces accurately cut parts from crooked (curved along its short side) and bowed (curved along its wide side) lumber. No such accuracy-assurance features available on a component saw.
- Automatically selects, picks and feeds its own lumber. No such system available with a component saw.
- Cuts wall frame components. Not practical to cut wall parts with a component saw.
- Cuts a continuous stream of parts from a single piece of lumber - thus less drop-off than a component saw (which cuts one part from one piece of lumber).

Comparative Manpower Requirements:

- Cuts and marks components at peak capacity with one operator and, sometimes, a half-time helper (1-½ workers). A component saw requires two to three operators.

Comparative Strengths:

- Producing short runs—"onesies" and "twosies"—because there's no significant set-up time. Component saw production decreases with short runs (because of its cutting head set-up time).
- Producing very small, intricately cut parts and very long scarf cuts.
- Can all but eliminate hazardous, time-consuming pull saws and chop saws.
- Cutting and marking a full complement of truss parts in a continuous stream—no re-uniting parts cut at different times or from different cutting stations for assembly.
- Requires half the labor of a component saw.
- Lumber optimization. Can also automatically produce standard parts from any stock remaining.
- Marking parts most anywhere along their length on up to three sides.
- Cuts wall frame parts.

Comparative Weaknesses

- Producing higher quantities of the same part. Generally speaking, a component saw can produce more parts per hour if the average number of parts per set-up is five or greater…a linear-feed can produce more parts per hour if the number of set-ups per part is 3.5 or less.

Comparisons Relating to Plant Cutting Operations

- New plant: Might put more weight on the versatility of a linear-feed, one saw that can do everything…especially since a new plant probably doesn't know exactly what they'll be cutting and, theoretically, have no other existing saws.
- Existing plant with variety of saws that needs additional cutting capacity: Should take a hard look at what is currently being cut (number of set-ups). Consider future growth plans or changes in operation (wall panels?) that may change the part-requirements mix.

Automation Straight Talk

Continued from page 46

need to plug in skilled sawyer rates.) Now if your parts mix is such that the new linear-feed saw is capable of producing parts at a rate of even 240 parts per hour, you will have produced 1920 parts with those 1¼ operators by the end of their shift (8 hrs x 240 parts = 1920 parts total). I'll knock that down to 1800 to account for coffee breaks, if a bunk of lumber isn't delivered in time, etc. So the labor cost per part is around 8¢ ($150 labor cost ÷ 1800 parts cut = $.08)

That same linear-feed saw without the automated feed system would take two or three operators, or an average of 2½. That would double your labor costs to produce the same 1800 parts. Your cost per part would be about 16¢. If you produce even several average 40-truss jobs a day figuring ten webs and chords per truss, that 8¢ difference can very easily translate to $50,000 or more in added labor costs per year.

Next let's look at the cost per part using a new automated component saw which requires two to three operators (I'll use 2½ for the math and the same $15/hr. labor cost). If your part mix and batching abilities are such that you could average three to four parts cut per setup and assuming the saw averages seven to eight seconds set-up time, you'd get about 240 parts per hour. Thus, your cost per part would be the same as the aforementioned linear-feed saw without an automated feed system...about 16¢ a part.

BUT, using this same component saw scenario, if your part mix was such that you averaged even five to six parts per set-up, your cutting production would jump to about 355 parts per hour which translates to around 8¢ a part. And, of course, that is parts of any length—it could be all long chords—whereas longer parts would negatively impact the linear-feed saw's production considerably.

The point is that labor costs per part should be the fundamental determinant in choosing an automated component saw or an automated linear-feed. To determine that, you need to look at:

- The type of parts you're cutting (and try to anticipate how that might change down the road).
- Your opportunities to stage parts for cutting in identical part batches...and your ability (and willingness) to sort the cut parts into complements of complete trusses for assembly.

Having done that, it's easy to figure the cost per part with the two types of saws. Then you have to determine how important the following are to your plant which would put weight on the linear-feed side of the scales:

- The ability to cut long scarfs...longer than approximately 20".
- The ability to cut very small parts, under a foot, and with multiple angles.
- The ability to cut wall frame parts.
- The ability to eliminate hazardous manual-saw cutting.
- The ability to reduce drop-off (scrap) down to two to four percent.

I don't mean to simply drive by the huge financial impact that reducing drop-off can have on your operation. But that's easy to compute and will vary considerably from plant to plant. Simply figure the difference between your current drop-off percentage and what you'd experience with a linear-feed saw and good optimizing software (four percent conservatively). Whatever the difference is, multiply that by what you spent on lumber last year. It can translate to tens of thousands of dollars even for modest size plants. (I will cover lumber optimization thoroughly—and it's a very deserving topic to consider—in a forthcoming article.)

Now, if you've followed me this far, the "hands down" winner of the best saw which I've been promising to step up to the podium is probably obvious.

The no-question-about-it, nothing-else-gets-even-close automated saw winner is...

A LINEAR-FEED AND A COMPONENT SAW WORKING TOGETHER AS A TEAM.

Partnering the two types of saws together is almost magical. By directing part types and runs to the saw that is most proficient at cutting them, you boost the efficiency of both saws dramatically. Short runs of identical parts and shorter parts go to the linear-feed...along with intricately cut parts, long scarfs and bevel cuts. Long runs of identical parts and longer parts are directed to the component saw. As a result, the linear-feed's production rate goes up to its peak 300-plus per hour. The component saw's production can increase by multiples, conservatively 50 percent. The combined result will be at least a 20 percent increase in cutting production over what you would get if you had two of either type of saw working side by side.

A component manufacturer we know who has several automated component saws and several manual component saws recently brought in an automated linear-feed saw. He reported back that he's now producing all of his parts with just one component saw and the new linear-feed. He was genuinely amazed.

Go with the component saw/linear-feed pair and you get all the benefits of both saws. You can produce literally any type part you need with far less labor cost, eliminate risky hand-cutting, get accurately cut parts consistently, have legible part markings for easy assembly, and reduce drop off...all at the same time.

And the Runner-up Is...

Your old manual component saw teamed with a new automated linear-feed. You direct the parts to the saws in the same way but, because set up is so much slower with the manual component saw, you probably will give it longer long runs of identical parts. That is, where you may give identical-part runs above of four or five to the automated component saw, you would step that up to six to eight parts per run for the manual. But you'd get a dramatic boost—likely double or triple the production—from your manual saw in the process.

Put the Analysis Work on the Manufacturer's Back

That's what I'd do. I'd ask every automated saw manufacturer I was considering to look at my cutting operation and recommend which type of saw would provide the quickest return on investment for my operation. They should be able to show you, in black and white and based on your actual production. Personally, I'd make them prove it before I got my checkbook out—which isn't that hard to do if the manufacturer is willing to invest the time.

Now for calculating payback.

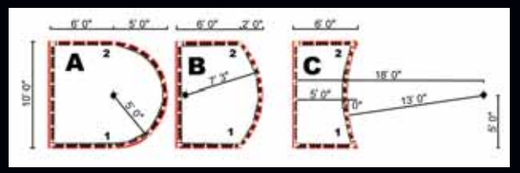
I'd also look closely at the payback before I signed that check. That is, how long will that saw take to pay for itself—in hard dollars. I'll go through how to calculate paybacks and the factors that impact them in a future article. I'll also discuss lumber optimization which is one of those factors—a major one. I intend to use actual plant experiences as opposed to theoreticals.

In the meantime, if you have anything you'd like me to write about regarding automated equipment that I haven't covered or haven't written well enough, please let me know. SBC

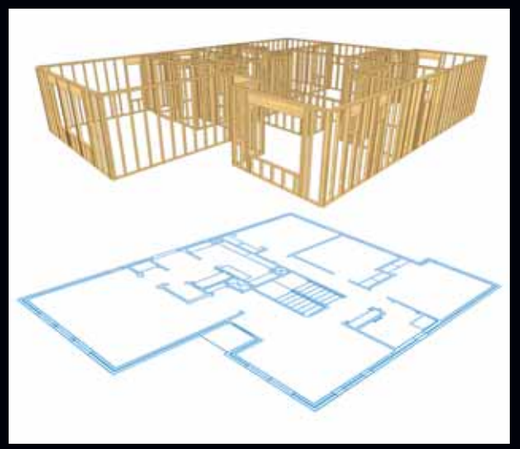
Jerry Koskovich is President of The Koskovich Company in Rochester, MN.

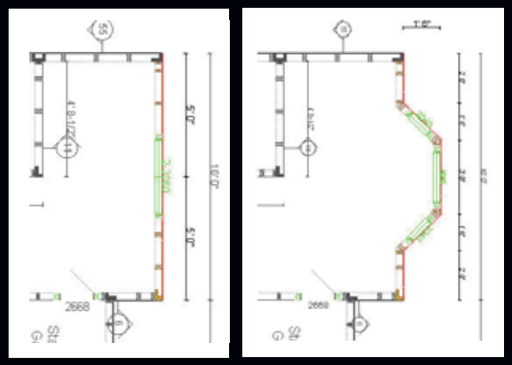
Intelligent Software, Innovative Solutions

IntelliBuild™ has numerous power tools for your panel design staff!



Radius Wall Enhancements


DWG File Imports


Options Generator

Equipment. Software. Solutions.

▶ **Enhanced 3D capabilities including**
- Clipped Sections to zoom in on tough areas
- Saved Views that can be placed anywhere on layout
- Application of Textures for a realistic lumber view

▶ **Radius Walls**
- Input by given radius from plans, including completely round segmented Circles
- Convex or Concave Arc Wall capability with sheathing on either side
- Finish Dimension to the center of the radius from given points

▶ **Sloped Blocking**
- For fireblocking those stairwells
- Along the roof edge of attached garages

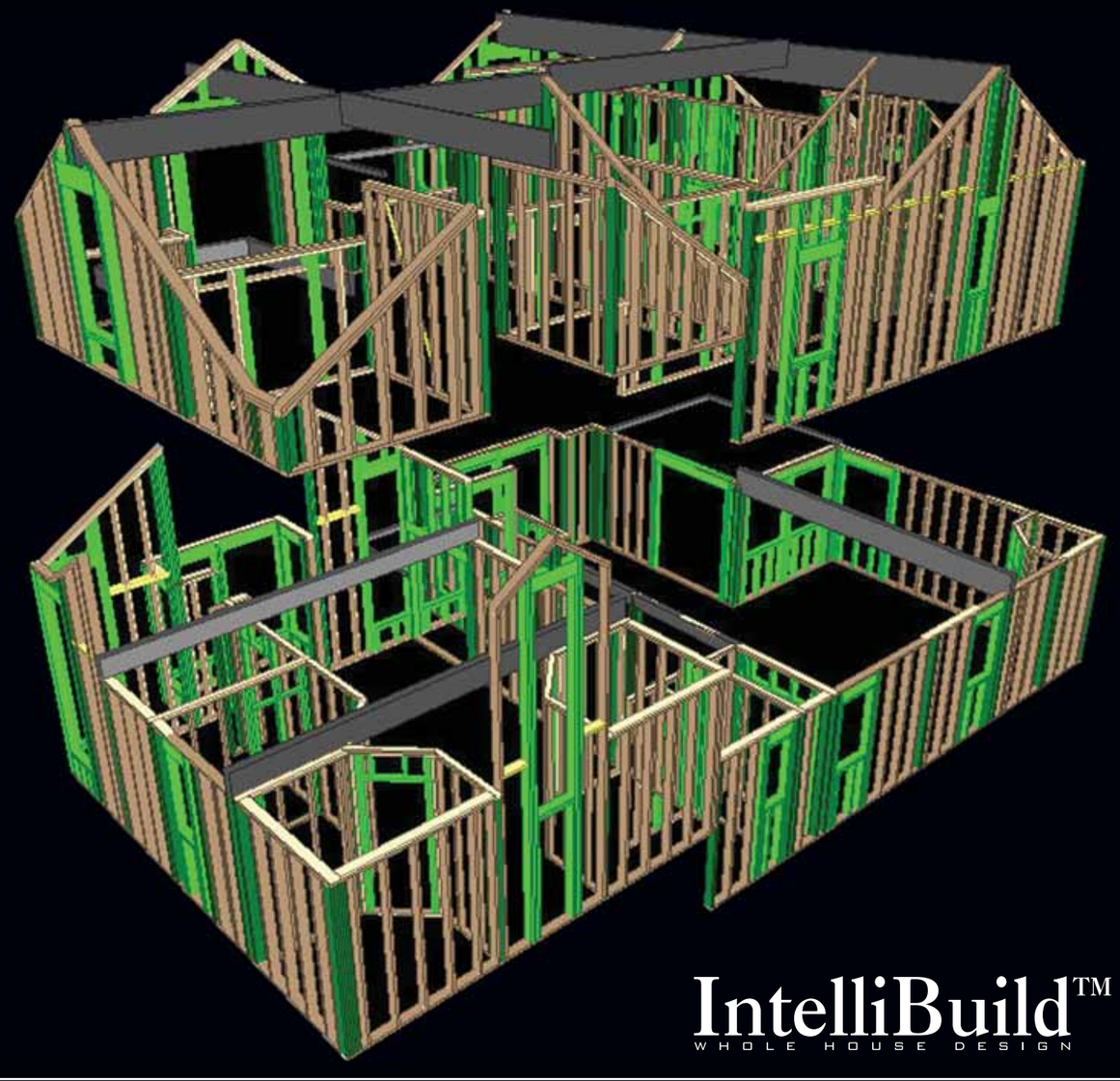
▶ **Reference Dimension Enhancements**
- Finding Children of Parent dimensions and walls
- New 4 points Perpendicular Mode

▶ **Autocad® DWG File Import Tool**
- Quick trace of all walls after imported
- Multiple Overlays can be Saved in the Layout
- Overlays can be assigned different colors for separation by floor
- Overlays can be aligned and manipulated using Reference Dimensions

▶ **Customization of Toolbars and HotKeys for Power Users**

▶ **Powerful Options Generator for Tract Homes**
- Easiest Interface in the Industry
- User Defined Nested Options Capability
- One File with All Options Contained
- Only Used Options Visible for Lot Specific Design Capability

▶ **Automatic Horizontal Seam Blocking**



IntelliBuild™
WHOLE HOUSE DESIGN

By integrating **innovative IntelliBuild software** with **cutting-edge** equipment, IBS **continues its commitment** to developing the very best wall panel systems.

intelligentBUILDINGsystems®
INTELLIGENT BUILDING SOLUTIONS

ITW Building Components Group

The Leader in Wall Panel Manufacturing Systems • 662.342.3434 • www.intelbuildsys.com

For reader service, go to www.sbcmag.info/ibs.htm. See additional ad on pages 14-15.

Find out why analysts predict a soft landing.

Economists Forecast End of Housing Correction

by Libby Maurer

The industry has kept a watchful eye on housing starts and interest rates since mid-year to get a pulse on when and to what degree residential construction markets will decline this year and into 2007. Chances are excellent you've heard mainstream media outlets paint a pretty gloomy picture of the health and sustainability of national and regional markets. Recently, several renowned construction industry economists have responded by providing fact-based assessments of the drivers behind the declining market and forecasts of what type of outcome we can expect over the next few years. This article will summarize input from a recent NAHB webcast with speakers David Seiders, NAHB Chief Economist; Bernie Markstein, NAHB Director of Forecasting; and Mark Zandi, Chief Economist for Moody's. It also features information presented at BCMC 2006 by Stan Duobinis, PhD, President of Crystal Ball Economics, and data from Al Schuler of the USDA Forest Service.

Housing Market's Impact on U.S. Gross Domestic Product. There's no question about it; our industry contributes heavily to the industry's gross domestic product (GDP) growth each year. These analysts point out that the nation's housing growth contributes significantly to real GDP. Seiders recently testified to the U.S. Senate that the U.S. economy would be able to absorb the recent pull-back in housing starts and decline of new home sales, and wouldn't negatively impact consumer spending or confidence. Zandi reported that in 2005 the housing industry's contribution to GDP growth was 0.5 of 3.5 percent of its overall gain. Duobinis notes GDP slowed to just 1.6 percent during Q3 of 2006, pointing to sharp declines in housing production as the cause.

Duobinis notes that total housing starts fell from an annual rate of 2.123 million during the Q1 of 2006 to 1.735 million during Q3. While multi-family starts dropped by 53,000 (annual rate), single family housing starts tumbled by 334,000 (annual rate).

GDP: What to Expect. Schuler says the consensus GDP forecast for 2007 is about 2.8 percent, down significantly from the estimated 3.4 percent growth for 2006. Duobinis says GDP growth should improve in early 2007 since declines in housing production are expected to change to gains by the second half of 2007 and housing will once again contribute to economic growth.

Drivers of the Slowdown

There is little disagreement among this group as to why housing sales and production in many regions fell in Q2 of this year. Seiders outlines a combination of three main elements. One is a sharp decline in housing affordability in the United States.

Affordability. Here's the housing affordability picture. The Realtors housing affordability index plunged nearly 20 points to just above 100 from 2005 to Q2 of 2006. Seiders explains that on this index, a value of 100 means that a family with a median income has exactly enough income to qualify for a mortgage on a median-priced home. A value of 60 means that a family with a median income has exactly enough income to qualify for a mortgage on home priced at 60 percent of the median-priced home. Some point to the Federal Reserve's steady increase in interest rates over the last 18 months as the catalyst. This decline in affordability

Continued on page 54

at a glance

- A combination of high home prices, excess inventory and the tightening of monetary policy and has led to a steady decline in U.S. housing starts.
- The outlook for single family construction should improve by Q3 of 2007, but depends largely on the sale of existing home inventory.
- Because home affordability has decreased in the last several years, the rental component of multi-family construction looks to be strong in the first half of 2007.
- The analysts' consensus forecasts total U.S. housing starts at just over 1.6 million for 2007.

Economists Forecast End of Housing Correction

Continued from page 52

(the worst since the mid-1980s) is at the crux of this correction, says Seiders.

You've probably heard that in some areas of the country, housing markets have become extremely overvalued. Zandi points to the regions that have dipped below the Realtors 100 mark: most of the western coast, south and central Florida, Chicago, and the Northeast. Some regions have experienced drastic drops in affordability. For instance, the Miami metro area's affordability index has dropped from 120 at the start of the decade to 60 presently. Las Vegas finds itself in a similar situation: from over 130 to under 70. He notes some markets are still fairly affordable, namely Nebraska and Ft. Wayne, Indiana.

The good news is home prices (national average) have started to trend lower. Builders with excessive unsold inventory have been forced to get creative. The result is not only lowering prices, but offering help in fixing up your old home if you buy a new one, or offering to buy your old home.

The Flipper Factor. Seiders, Markstein and Zandi point to short-term investors looking to make a quick profit by purchasing homes, renovating them, and putting them back on the market as another factor that has impacted the housing market. Known as "flippers," these investors are exiting the market as they realize the price of homes is coming down. Markstein addresses the price of new homes in the south Florida and Phoenix markets directly, noting that spikes in demand there have been significantly affected by these flippers. He believes investors in those markets are resisting falling home prices and restrictive mortgage loan options, and it may take longer than expected for these markets to "correct." Markets such as Chicago, Minneapolis, Boston, and San Diego, have already begun this process and are reflecting lower home prices, reports Zandi.

Overbuilding & Excess Inventory. Widespread overbuilding has led to high unsold home inventories, according to economists, which has a direct impact on component manufacturer contracts. Zandi says the gap between new housing supply and demand has widened steadily and currently stands at about 500,000 units. Duobinis used Figure 1 to illustrate the current volume of new home inventory in the U.S. Clearly, new home inventory (national average) is at a record high. Zandi called out the regions that have excessive inventory to sell through: much of the Midwest, New England, coastal California, and Florida. "Homebuilders have put up too many new homes, an overhang that needs to be worked off before the market can right itself," he said.

Also extremely high is the national cancellation rate, according to Seiders. He said an NAHB survey of 30 large homebuilders (about one quarter of the industry) revealed a high and rising cancellation rate through Q2. Since the beginning of 2006, the cancellation rate has doubled from four to almost eight percent.

Continued on page 56

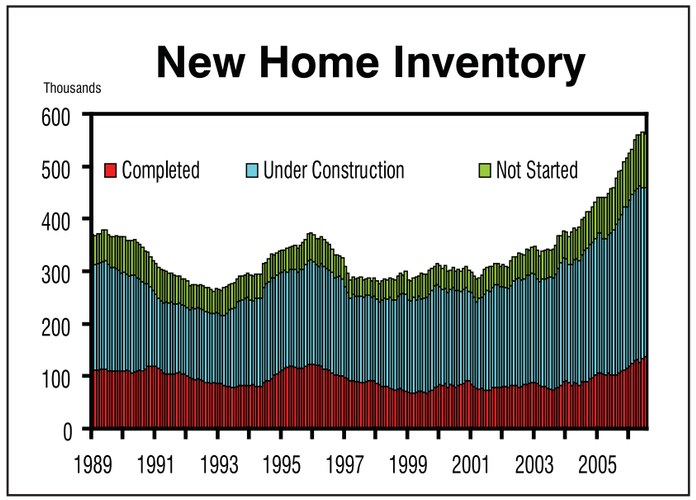


Figure 1. Is The Sky Falling? (Source: Stanley F. Duobinis)

Economists Forecast End of Housing Correction

Continued from page 54

Multi-Family Report

For those of you supplying the multi-family market, we turn to a forecast by Ron Witten of Witten Advisors, LLC with additional comments from Seiders. With condominium plus rental unit starts totaling 352,000 from Q2 2005 to Q2 2006, the multi-family component of housing has been strong. The question is how long before we can expect a slowdown?

Renting versus buying gap. First we'll look at the rental unit picture. Witten says the premium to buy—the difference between mortgage payment and rental payment per month—is a gap that has widened in the last few quarters. This has created increased rental demand, since buying a home is not an affordable option for most people (see housing affordability section above). Witten notes that the national average of disposable income required to own a home is over 30 percent versus about 17 percent of disposable income to rent. Seiders adds that in rental markets, vacancies rates are falling dramatically and that rents are on a strong upward trend, due to increased rental demand. If the trend on the cost of renting continues, there will be a shift in demand back to purchasing housing. Much of this depends on where interest rates go.

Condo Market. In condominium markets, Witten reports that prices are softening and inventories rising. From August 2005 to August 2006, condo sales fell 16 percent. Conversely, as of July 2006 condo listings rose and the market reflected an eight month supply. It's clear that multi-family markets will have to work through the excess condo inventory, due to conversion of condos to rental units before the complete housing picture moves in a more positive direction. Witten projects selling down the condo inventory depends on just how much builders are willing to cut prices. Seiders notes that due to a hole in government data collection, there is no real data on existing condo inventory, so this is merely a projection based on recent multi-family starts and permits.

Multi-family permits rose to 390,000 as of September, but actual starts remained pretty flat at 346,000. Between Q2 and Q3, multi-family starts average fell only 18,000, about five percent. "This could be due to pre-sale programs and high construction costs where developers are waiting for material and labor costs to go down to get building budgets down," says Witten.

Housing Starts Forecast

All analysts positioned U.S. housing starts to continue retreating through Q1 or Q2 of 2007. Starts peaked in January 2006 at about 2.25 million, and Seiders forecasts a 25 percent peak to trough correction before moving back up in Q3 of 2007. He predicts a somewhat optimistic 1.62 million total starts in 2007, and about 1.725 in 2008. Zandi predicts 1.62 total starts in 2007, and 1.60 in 2008. Doubinis predicts total

Continued on page 60

Right Now

Hardware and Software Solutions from Alpine

eSHOP, real-time truss plant management tools.

- Manage costs from job-bids to final delivery
- Detailed, accurate production information and reports
- Track your people, equipment, lumber and material more efficiently
- Material inventory and projections — instantly!
- Exchanges Data with most All equipment/ software

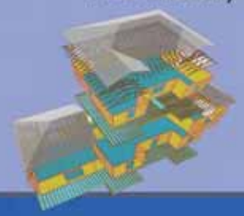
eSHOP Total Plant Connectivity ALPINE

AutoMill HP, High Performance from the industry's most productive and accurate component cutter.

- Set up time less than 12 seconds; Average set up time 4 to 5 seconds!
- Computer controlled security — no limit switches
- Low Maintenance
- User friendly
- Superior cable management

ALPINE AutoMillHP

ProVIEW, the one-stop solution for component manufacturers.



- Production management tools for increased productivity and profits
- Trusses, engineered wood products, wall panels and conventional framing
- Powerful whole-house design software
- Manufacturing output, cost and material estimates
- Reduce duplication and eliminate errors

PRO VIEW 7

Autoset C4, the automated truss assembly solution.

- Set up in 30 seconds — or less!
- Build a new truss every 3 minutes
- Increased speed and productivity
- Lower costs with True Servo Technology
- Keeps table slots clear and open to the floor

ALPINE AUTOSETC4

ISO 9001:2000 CERTIFIED

ALPINE EQUIPMENT
A Division of Alpine Engineered Products, Inc.
An ITW Company

www.alpeng.com · 1-800-735-8055

ALPINE X4LinearSaw

Stacks, Cuts, Labels & Sorts up to Four Boards at the Same Time!

ISO 9001:2000 CERTIFIED

The revolutionary X4 Saw from Alpine is engineered to save more of what costs you the most - labor and material. Imagine a saw that has virtually no setup time, calibrates on the fly and cuts one, two, three or four boards at a time. The X4 makes cuts in less than a second and feeds lumber at eight linear feet per second -- which adds up to an effective rate of 32 feet per second for stacks of four! Yes, it optimizes, clamps crooked lumber, handles any length scarf and cuts parts as small as two inches, using 2x3 up to 2x14 lumber. That's just the start, with built in diagnostics, machine service via the Internet, and the legendary support from Alpine Equipment staff, you will always be sure that cutting is under control. It just doesn't matter how cut-up your jobs are the X4 Linear Saw from Alpine keeps cutting well ahead of truss plant production.

Call us or log-on for a free DVD that shows the X4 in action.

ALPINE EQUIPMENT
A Division of Alpine Engineered Products, Inc.
An ITW Company

(800) 755-6005
www.alpineequip.com

For reader service, go to www.sbcmag.info/alpine.htm. See additional ad on page 115.

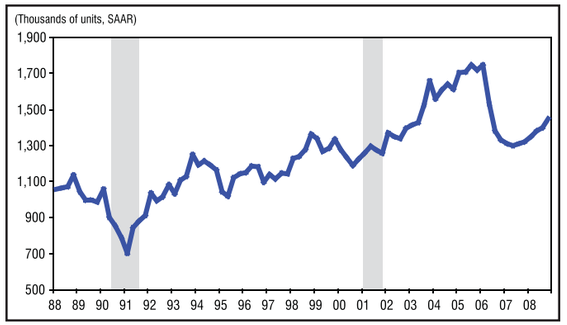


Figure 2. Single Family Housing Starts (Source: Seiders, NAHB, 9/27/06)

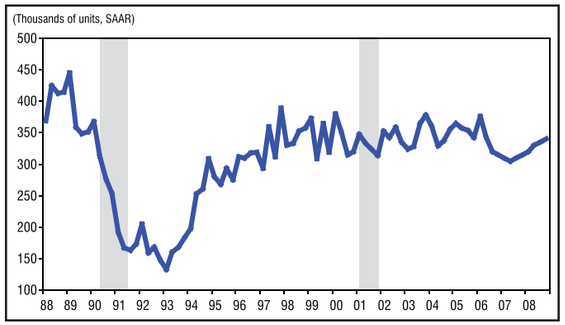


Figure 3. Multi-family Housing Starts (Source: Seiders, NAHB, 9/27/06)

Economists Forecast End of Housing Correction

Continued from page 56

housing starts will drop by 11 percent from 2006 to 2007, but rebound by 5.2 percent in 2008. A decline of 12.2 percent for single family housing starts is expected in 2007 (about 1.4 million), with multi-family housing starts dropping by six percent (about 300,000).

Witten's combined single and multi-family forecast puts total starts at 1.5 million in 2007. He thinks the multi-family construction picture will improve slightly in 2008. Duobinis says for most of the forecast period through the end of 2008, the multi-family housing market will continue at a pace almost equal to that achieved during Q3 of 2006 (about 350,000). A dramatic rise in the share of this market that is condominiums has helped (and will continue to help) this market to maintain production levels.

Conclusion: "Soft Landing" Projected

Tired of hearing about an alleged "soft landing" for the housing industry? Get used to it. Seiders has been very surprised how quickly the correction has come on, and is encouraged that home prices have started to drop. "The house price topic is so central to how this adjustment will play out," he said. Markstein, Zandi and Duobinis also predict a soft landing, and deny talk of an impending recession. As long as interest rates remain stable through 2007 and builders sell off remaining unsold inventory, the correction is more likely to take months, not years. SBC

Dear BCMC Exhibitors & Attendees:

Serving as the BCMC Committee Chair, I have realized that BCMC is beginning the transition from a small show to medium-sized event. One of the reasons for this is exhibitors and attendees know that to thrive in this industry, BCMC is an event that is essential to your growth.

It's become clear to me that this show is not just about component manufacturers shopping for a replacement saw or suppliers capturing another percentage of the competition's sales. No, attendees come to develop a vision for the futures of their companies. And suppliers contribute to that vision by meeting today's technology needs with tomorrow's innovation. The nature of the game is for all of us to compete for opportunities. But while we all have different business plans, we all want to achieve the same successful outcome.

I want to thank each exhibitor and attendee for their dedication to the show. Without you, BCMC would not be the "must see" event that it has become. The success of the show depends on the commitment of each exhibitor and attendee.

In the pages that follow, you will hear from attendees of all types and sizes as they detail why they made the trip to BCMC 2006. Perhaps you were part of it all and can identify with attendees. If you stayed home this year, I hope you find a reason within this section to put BCMC 2007 on your calendar RIGHT NOW.

While the show has long passed, I encourage you to apply what you learned in Houston to grow your operation. Whether it is a revolutionary new concept that may take several months to implement or a subtle change that won't cost you but ten minutes, my challenge to you is to follow through. Thanks for a phenomenal show!

See you in 2007,

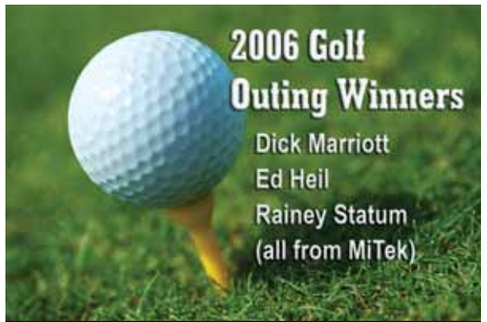
Doug Folker • BCMC 2006 Chair • Robbins Engineering

BIGGER & BETTER in Texas

Despite the last minute change from Fort Worth to Houston, BCMC 2006 maintained its standard of excellence. For three days, downtown Houston became the center of the structural building components industry when BCMC moved into the George R. Brown Convention Center. With 1518 attendees (2558 including exhibitors) touring a show floor of 104,600 square feet of exhibit space held by 142 exhibiting companies, it was another successful year (see box for detailed break-out of attendance). With newly added roundtables and educational sessions, component manufacturers had plenty of opportunities to gain as much benefit out of their BCMC experience as they chose to. Let's take a look at the highlights of BCMC, starting at the beginning.

BCMC SHOW STATS

	2001	2002	2003	2004	2005	2006
Total Attendee Breakdown: Companies	343	398	494	537	502	492
Total Attendee Breakdown: Locations	424	511	633	727	676	667
Total Attendee Breakdown: Individuals	955	1175	1458	1670	1686	1518
CM Attendee Breakdown: Companies	292	350	437	476	445	415
CM Attendee Breakdown: Locations	370	463	574	661	614	587
CM Attendee Breakdown: Individuals (not inc. spouses)	839	1046	1241	1482	1487	1294
Exhibitor Breakdown: Companies	108	119	118	137	155	142
Exhibitor Breakdown: Locations	244	246	278	313	321	327
Exhibitor Breakdown: Individuals	620	683	783	1023	976	1040
Total Individuals at BCMC	**1575**	**1858**	**2241**	**2693**	**2662**	**2558**



"You go through the entire year with very little time to run ideas by your peers and this is the perfect opportunity to do it. You are talking to people that you may have never talked to before, and understanding their problems and how they dealt with them may be a solution to your own problems."

—David Mitchell (Engineered Building Design)

☆Tuesday

Although the show floor didn't open until Wednesday, exhibitors and attendees arrived for special events held on Tuesday. Early Tuesday morning, alarms woke up 87 golfers who gathered at 7:00 a.m. and were whisked away to a day of fun in the Texas sun at the Woodlands Panther Trail. Congrats to the team of Dick Marriott, Ed Heil and Rainey Statum (all from MiTek) who won first place at 14 under par.

Shortly after the golf event wrapped up, the new Tuesday evening component manufacturer roundtables kicked off. Nine roundtables were offered on the following topics: Immigration, Employee Incentive Programs, Family Owned/Small Business Challenges, Medium Business Challenges, Hiring/Retaining Production Employees, Material Handling, Educating the Market, Quality Control and Training Techniques.

Attendees had positive feedback about the small, focused forum. David Mitchell (Engineered Building Design) said, "You go through the entire year with very little time to run ideas by your peers and this is the perfect opportunity to do it. You are talking to people that you may have never talked to before, and understanding their problems and how they dealt with them may be a solution to your own problems."

Scott Ward (Southern Components, Inc.) sat in on the Hiring/Retaining Production Employees roundtable. "What I learned was that we are on the right track ourselves in what we are doing. I took confidence back with me that we are progressing in the right direction," he said. "This was more of a down-to-earth, relaxed setting."

Narcis Nitu (Gem State Truss) participated in Educating the Market roundtable. "I enjoyed the discussion because the moderation was good and a lot of people were talking, instead of just one," he commented. "I learned the importance of educating local inspectors and government officials on an issue before it gets to them, because by the time it gets there they already have their mind set."

☆Wednesday

Attendees enjoyed a continental breakfast provided at the Kickoff Session with special guest comedian Dan St. Paul. The audience was entertained with "real-life" comedy and attendees thought it was an "awesome" start to the show. Shayne Davis of Forintek Canada Corp commented that having Dan for the kickoff was "a great way to get the blood pumping first thing in the morning. His connection to everyday life was great." After a light-hearted hour of laughter, attendees got down to business for a morning of educational sessions.

Educational Sessions

"There are plenty of sessions to choose from. The average person going could find something interesting and helpful to them at each time," said Dan Hinkle (Blue Ridge Building Components, Inc.).

Sheldon Edgell (Southern Components Inc.) attended Building a Bigger and Better Technical Team. "I enjoyed hearing the information on training and evaluating the truss technician/design teams and what you should expect from them regarding speed and accuracy and how fast they are at picking things (skills) up." Glenn McClendon (Sun State Components), "got a lot of good ideas to pass along to my technical department."

Brian Harmer (Kent Trusses Ltd.) learned a little about human interaction in How to Communicate in Today's Ever Changing Market with Bryan Arzani: "I learned that I need to know more about myself to be able to learn more of others." John Garcia (Mead Clark Truss Co.) applied what he heard in the seminar to a recent conflict he had been having. "This session had a simple format that exposed what your weakness is as a person. You learned where you need to fill yourself in as an individual in order to do your best, and where the fragmented areas might be in others. I came back to the office and sat down with my guys and worked out some lack of understanding problems. There are guys that butt heads all the time, but once you remove the disrespect due to lack of understanding, the situation is a lot better. It's all about people and relationships," he said.

Topic-Specific Roundtable Benefits

- Multiple focused topics
- Intimate, small-group setting
- Relaxed, casual environment

"There are plenty of sessions to choose from. The average person going could find something interesting and helpful to them at each time."

—Dan Hinkle (Blue Ridge Building Components, Inc.)

To download handouts from BCMC educational sessions, go to: www.bcmcshow.com/sessions.php

Large Educational Session Benefits

- Many topic options
- Ideas can be immediately applied
- Information with take-home value
- Interactive Q&A
- Mix of industry and professional speakers

> "The session on referrals was particularly well received and insightful for me from a sales perspective...."
>
> —Patrick Neely (Andrews Truss Co.)

Todd Monroe (Idaho Truss and Components) attended Safely Managing Incoming Material and appreciated the session handouts. "The sample documents are invaluable! Thank you for sharing!" he said. Ann McDaniel (Riverside Roof Truss, Inc.) commented, "I attended this seminar because we are looking to improve our safety plan to ensure that our employees and equipment are safe. The guidelines and starting points are great tools that I plan to use to improve our program." Timothy Rouch (Gang-Nail Truss Visalia) thought the amount of information the presenters shared was refreshing. "They did a good job on what can be a really dry topic. It was very generous of UFP to put forth the effort, share their procedures and not hide their blemishes. For such a big company to share so openly is significant, and of huge benefit to component manufacturers."

Professional speaker Bill Cates taught manufacturers how to Build Your Business with Unlimited Referrals. Patrick Neely (Andrews Truss Co.) found it to be particularly helpful from a sales position: "The session on referrals was particularly well received and insightful for me from a sales perspective. There were great reminders of things to practice on an everyday basis and ideas on leveraging the goodwill of the organization. This session benefited me the most." Jerry Tepe (McCabe Lumber) said, "This is easy to apply to real world selling model." Jan Endfinger (Hood Industries) agreed that it was a useful presentation. "Info to take back to improve individual performance. I liked the format; it was easy to comprehend and enjoyable!"

Ribbon-cutting

At 12:15 the show floor officially opened with the ribbon-cutting ceremony that included a photo op for the BCMC Committee: Doug Folker, Ben Hershey, Richard Parrino, James Finkenhoefer, Bob Allen, Rick Autey, Chip Dean, Barry Dixon, Helen Griffin P.Eng., Don Groom, Steve Hanek, Carl Schoening, Steve Shrader, Kelly Sias, Steven Spradlin, Steven Stroder and Mike Walsh.

For the rest of the day attendees walked to show floor, making new acquaintances, inquiring about machinery and visiting with old friends. Dan Hinkle (Blue Ridge Building Components, Inc.) talked about some of the things that draw him to BCMC. "We come just to see what's going on and keep up with the new technology that is out there. It's nice to know what is going on in the industry, what new products are available and what the guy down the street is doing." Not only is it a great place for business opportunities, but networking opportunities as well. "There are a lot of great people in this industry; it is nice to have a chance to talk face to face with them and exchange information," he said.

Education is another reason that Hinkle is motivated to attend BCMC: "I would definitely advise people to go to the show, because BCMC provides a wealth of knowledge to be tapped. There is so much to do between talking to vendors, attending the breakout sessions, roundtables and talking with other manufacturers. Everyone is always friendly and cordial."

Hinkle also noted, "It is important for component manufacturers to be aware of issues within the industry and participate within the industry as a group. WTCA does a lot within the industry to keep people educated (programs, publications, seminars). BCMC is great because in the sessions you get educated on technical issues and get to hear ideas first hand from people who are in the frontlines of the industry."

Loyal Attendees

The BCMC Committee likes to reward the dedicated people and companies that reserve a special place for BCMC on their calendar each and every year. The BCMC Loyalty Rewards Program is for individuals or companies (new this year!) that have attended BCMC five out of the last seven years.

For loyal attendees, there are many things that keep them coming back steadfast every year. Loyal attendee Jason Groft (R&R Components, Inc.) said, "I go every year to see the new technology; proximity of the equipment is a bonus. You get to see the real products, not just watch videos or read brochures and then you can compare them with the others." He also has a unique way of describing BCMC: "BCMC is an opportunity to meet key players in the industry and it's a forum for everyone to get together, it's kind of like a festival or a celebration."

Loyal attendee Clyde Bartlett (Bluegrass Truss Company) has three main reasons why he refuses to miss BCMC: "There are three obvious reasons why I attend BCMC every year without fail. Number one is to see the latest in equipment and services that are available to the industry. The second is for the educational sessions that are available and thirdly, and to re-establish relationships and renew contacts. I come to see people...that's the bottom line." Bartlett feels strongly that BCMC is the most important event in the industry. "If you want to know what's available as far as how to improve your company equipment-wise, it's the place to go. If you want to learn about how to improve your business through management and education, it's the place to go. If you want to build relationships with other manufacturers and suppliers, it's the place to go. There is no doubt about it that in our industry, BCMC is IT," he said.

Not only is BCMC a hotspot for manufacturers to gather, but it is also a great resource for comparing notes with peers in the industry. "It is really important to find out that your little problems are not unique and also to hear how other people deal with the same kinds of problems," notes Bartlett.

Welcome Reception

The welcome reception ran from 4-6 p.m. with hors d'oeuvres and drinks. The first BCMC Bowl drawing was held at 5:00 p.m. Gene Geurts (Richco Structures) won $200 in the Quick Tie Products booth and on his way home, Chuck Stillwaggon from Casmin, Inc. was able to sport his new personalized set of luggage from It's Your Choice.

BCMC 2006 LOYAL ATTENDEE

> "If you want to know what's available as far as how to improve your company equipment-wise, [BCMC is] the place to go. If you want to learn about how to improve your business through management and education, it's the place to go. If you want to build relationships with other manufacturers and suppliers, it's the place to go. There is no doubt about it that in our industry, BCMC is IT."
>
> —Clyde Bartlett (Bluegrass Truss Company)

BCMC BOWL

Many thanks to these BCMC Bowl Sponsors:
Quick Tie Products
It's Your Choice

REPRESENTING THE STRUCTURAL BUILDING COMPONENTS INDUSTRY

"The best part of the Annual Meeting was the upbeat and positive atmosphere. It was a nice way to present what is going on in WTCA."

—Todd Monroe (Idaho Truss and Components)

☆Thursday

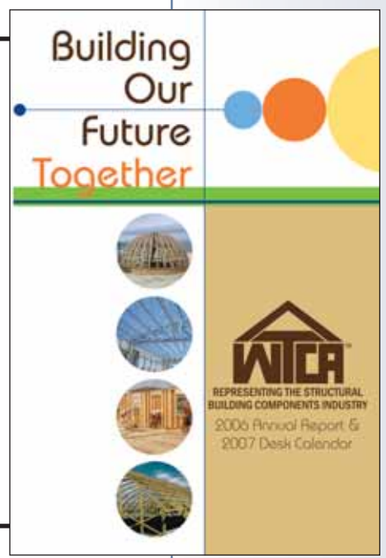
Thursday got underway with a hearty sit-down breakfast that led up to the WTCA Annual meeting. The outgoing board members were thanked for their hard work throughout the year and the incoming board members were introduced. President Don Groom talked about the association's productive year, introducing the 2006 Annual Meeting presentation. The 15-minute narrated visual presentation highlighted some of WTCA's most important events. If you missed the meeting, you can download the presentation at www.sbcindustry.com/annualmtg.php.

Annual Meeting Presentation & WTCA Updates

The presentation started out by announcing that the WTCA 2007 Secretary & 2008 President-Elect will be Ben Hershey of Alliance TruTrus, LLC. Then the results of the 7th Annual WTCA Membership Drive were revealed. The top Recruiting Chapter for 2006 was the Truss Manufacturers Association of Texas with WTCA–Arizona earning an honorable mention. Highest honors for WTCA Membership Recruiter—Component Manufacturer were awarded to Gary Weaver of Timber Tech Texas in Cibolo, TX. Honorable mentions in this category went to Keith Azlin of U.S. Components, LLC in Tucson, AZ and Tom Lambertz of Roberts & Dybdahl Inc. in Des Moines, IA. The number one WTCA Membership Recruiter in the Supplier category went to Norm McKenna of MiTek Industries. Richard Terbrock of MiTek Industries and Thomas F. Whatley, II of Eagle Metal Products received honorable mentions.

Next came a "yearbook" of what WTCA has done in 2006. E. Dewayne White (Alco White Inc.) noted why this review is such an important part of the Annual Meeting. "It gives you an overall knowledge of what WTCA is all about as well as what they are trying to do and also where they are at in getting it done.," he commented.

Featuring the highlights of the past year and a 15-month calendar (Oct 2006 to Dec 2007), the 2006 WTCA Annual Report is the perfect tool for recruiting new (and lapsed) members during the 8th Annual WTCA Membership Drive! At the end of October, the annual reports and a flyer on the membership drive were mailed to all component manufacturing member locations, plus all primary supplier locations. Once again, the membership drive runs until August 31 and offers several great prizes including plaques, jackets, recognition and even WTCA products for the winning chapter (an $800 value)! For more information visit www.sbcindustry.com.



The name change from Wood Truss Council of America to **WTCA – Representing the Structural Building Components Industry** topped off the list of changes this year. Membership growth was also noted, with 770 member companies and 1250 member locations. The formation of the Cold Formed Steel Council (CFSC) was big news as WTCA embarks on a council concept that includes the creation of other key product line councils to come in the future, depending on how the CFSC works. The improvements to educational programs and Truss Knowledge Online (TKO) was covered, along with the revisions to the TTW website. Among the new resources that are now offered are the Structural Component Operations Reaching for Excellence (SCORE) program, Lumber Trading Data (LTD), BCSI 2006, WTCA Tech Notes, Business Management Assistance, the Forklift Certification program, Management Notes, In-Plant Basic Training and ORisk.

Attendees were updated on the success of the Quality Control (QC) program with an increase from 54 certified plants in 2005 to 91 certified so far in 2006. Educating the fire service through the Carbeck Structural Components Institute has improved with new website features. The dates for our very important and valuable 2007 Legislative Conference were announced. Industry News updates and One Minute Polls (OMP) are two new services offered to the ***SBC*** readership this year. Last but not least, the status of the new Research and Testing Facility was covered.

Shayne Davis (Forintek Canada Corp.) enjoyed learning about all of the services that WTCA has available. "This session (PowerPoint®) introduced me to the wide varieties of programs and products that WTCA offers," he said. Kevin Corliss (LaValley Building Supply, Inc.) thought that the annual report and presentation were very useful: "The informational video and format of the annual report including the calendar spaces between reports/topics was a very readable and useful piece of literature that I will keep and use. Having chapter meetings listed on the calendar was also great."

WTCA Hall of Fame

Each year Hall of Fame inductees are selected for this honor by a vote of industry peers, and are recognized as contributing significantly to the advancement of WTCA and the structural building components industry. They are honored for their active participation in the growth and success of WTCA initiatives, which serve the overall best interests of the structural building components industry. This year there were two deserving inductees into the Hall of Fame: John Meeks and Kent Pagel.

John E. Meeks, P.E., has contributed greatly to the industry by encouraging safe installation of trusses in the field, specifically in the area of bracing. Before calling Meeks to the podium, WTCA Executive Director and Hall of Fame member Kirk Grundahl called Meeks "the man of bracing."

Meeks has been involved in the industry since the 1960s, and has served as both Chairman of the Truss Plate Institute's Technical Advisory Committee (TPI TAC) and president of the organization. He has been involved in the evolution of the Metal Plate Connected Wood Truss design standard, including participation in the development of the 2007 version. The work Meeks has done to educate builders and framers about the importance of bracing has made jobsites safer (see the May 2006 ***SBC*** article, "John Meeks: Bracing Activist," for more information).

Meeks graciously accepted the award, thanked his peers and offered insight into his dedication in his acceptance speech. "You support [the industry] because you love it. You support it because it's a family. Thank you from the bottom of my heart. This is a great honor for me."

—John Meeks, P.E.

John Meeks, P.E. and Kirk Grundahl, P.E.

Kent Pagel and Scott Arquilla

> One of [Pagel's] component manufacturer clients stated that his knowledge of our industry, his fair and straightforward dealing, and his tenacity for solving problems are unsurpassed among all the lawyers he has worked with in the past 40 years in this business. His actions have spoken volumes and we have all benefited."
>
> —Scott Arquilla (WTCA Past President, Best Homes, Inc.)

because it's a family," he said. "Thank you from the bottom of my heart. This is a great honor for me."

The second Hall of Fame inductee is Kent Pagel, partner in the Houston, TX law firm of Pagel, Davis and Hill, P.C. and long-time legal counsel for WTCA.

Pagel was introduced to the structural building components industry through Rip Rogers, WTCA Past President and Hall of Famer. He became WTCA's legal counsel in 1994, and was the original author and member of the consensus committee for the development of ANSI TPI 1-1995, WTCA's first Design Responsibilities document. Pagel has also been a contributor to SBC Magazine since 1994. He leads seminars on risk management for component manufacturers and, along with WTCA staff, has worked to create the new Online Risk and Liability Management (ORisk) program, helping members learn to better protect themselves.

"One of [Pagel's] component manufacturer clients stated that his knowledge of our industry, his fair and straightforward dealing, and his tenacity for solving problems are unsurpassed among all the lawyers he has worked with in the past 40 years in this business," WTCA Past President Scott Arquilla, of Best Homes, Inc., said during his introduction of Pagel. "His actions have spoken volumes and we have all benefited."

Pagel, who had no advance knowledge of the honor, accepted the award and thanked WTCA. He specifically thanked Rip Rogers, noting that Rogers significantly influenced his career. "It's a real privilege," Pagel said. "It's an honor to do it. Thank you very much."

SBC Industry Leadership Award

The SBC Industry Leadership Award premiered this year and was established to honor individuals who have helped nurture, support and grow the structural building components industry as a whole with their vision, innovation and creativity. Recipients may be component manufacturers, suppliers, associates or anyone else whose efforts have helped to make the industry into what it is today. The founder of Stark Truss Company, Abner Yoder, was the first to receive this award.

Yoder has been an innovator and developer of new industry ideas for over 40 years, and believes life is about the people and lives you touch, not about what you own or the money you have. "This man built his company on three simple rules," WTCA's 2006 President Don Groom said of Yoder, before calling him up to the podium, "Love your employees, love your suppliers and love your customers."

Before becoming an irreplaceable member of the structural building components industry, Yoder worked as a carpenter. He entered the industry in 1963 when he purchased a Gang-Nail franchise and started Stark Truss. He worked as president of the company until 1999.

Abner Yoder and Don Groom

> This man built his company on three simple rules: Love your employees, love your suppliers and love your customers."
>
> —Don Groom (WTCA 2006 President, Stark Truss Company)

Yoder accepted the honor with surprise: "I'm speechless," he said. "I had no idea I was supposed to come up and receive this award. Thank you very much."

Bowman Industry Enthusiast Award

The Dick Bowman Industry Enthusiast Award is named in honor of the late Dick Bowman, a long-time BCMC and ***SBC Magazine*** salesman, whose enthusiasm and support of the component industry epitomized the views and goals of the industry. The recipient of this award is an individual from a WTCA supplier member company who, over the years, has supported BCMC and the structural building components industry with enthusiasm and integrity in an unselfish and positive manner. The second annual Dick Bowman Industry Enthusiast award was given to Tom Manenti, president of MiTek Industries, Inc.

"Over a period of years, this person has consistently shown support of BCMC and the industry, and he has done it selflessly and with integrity," WTCA Past President Rip Rogers said of Manenti, before calling him up to the podium. Rogers spoke of how well Manenti has served the industry during his almost 30-year career, acting as chair of the BCMC committee several times, serving on WTCA's Board of Directors and participating in the WTCA Marketing and Legislative Committees.

Manenti began his career in the industry in 1977 as a sales representative at Gang-Nail Systems. He was promoted to president of Gang-Nail in 1989. He was the last president of the company, when it was acquired by MiTek in 1991.

Manenti accepted the honor with surprise, saying he was speechless. "It's really been a pleasure to serve the industry and I really enjoy doing it," he said. "Thanks so much."

Transfer of Presidency

2006 President Don Groom passed the gavel to the association's 23rd president, Barry Dixon. First, Groom acknowledged the management and employees of Stark Truss Company, where he serves as Vice President of Operations, for supporting him during his term. Among Groom's achievements was the WTCA Board of Directors resolution to change the association's name to "WTCA – Representing the Structural Building Components Industry." "I believe this change is a great strategic move for the association, because the new name doesn't simply include the components available today, but also the design and engineering advancements that are sure to develop 20 years from now," Groom noted.

Groom welcomed Dixon to the podium, wished him a successful year and officially transferred the office. Dixon began his address with a seemingly well-intentioned morning stretch. The "stretch" turned out to be a salute to Dixon's alma mater, Florida State University, and the entire audience was soon engaged in the Florida State football chant, much to the chagrin of all those who bet that Barry could not make Florida State fans out of the truss industry for one day.

Tom Manenti and Rip Rogers

> Over a period of years, this person has consistently shown support of BCMC and the industry, and he has done it selflessly and with integrity."
>
> —Rip Rogers (WTCA Past President)

> I thought the awards presentation was the best part of the annual meeting. I enjoyed seeing the passion and commitment to the industry and all the people who shape it."
>
> —Russell T. Dukes (Apex Technology)

2006 President Don Groom and 2007 President Barry Dixon

"My favorite part of the annual meeting is the recognition that our industry leaders and pioneers receive. Also, the annual report and desk calendar are outstanding."

—Alan Esch (Lumber Specialties, Ltd.)

To download handouts from BCMC educational sessions, go to: www.bcmcshow.com/sessions.php

When Dixon graduated from FSU is 1989, he already had five years of industry experience under his belt at his father's business, True House, Inc. Dixon currently serves as COO, and he has overseen many expansions at the company, including the addition of a design firm in the 1990s. Dixon attended his first WTCA Board of Directors meeting in 1997 as the North Florida Component Manufacturers Association (NFCMA) president, a role he held from 1995-2000. In 2004 he was elected to the Board's Executive Committee.

Among his priorities as president, Dixon challenges every component manufacturer to "develop new manufacturing processes and more efficient and economical applications for our products." In his address, he reminded his fellow manufacturers that "Our efforts in this area will have a big impact on advancing the structural building components industry." He also encouraged WTCA members to become involved in their association through a variety of means such as attending Open Quarterly Meetings and BCMC.

Educational Sessions, continued

Following the annual meeting was the last group of educational sessions. Bruce Bain (Richco Structures) got a lot of meaty information from The Next Generation Technical Team. "Anytime that you get someone with experience talking about technical work and personnel you are going to learn something to put into practice. It is also helpful to see things from a different view point, particularly how they setup their engineering group," he said of Mike Kozlowski's presentation. "One important concept that I gained from this session was a comparison on the way work can get done. It was interesting to hear about his concepts on individuals versus teams and his ideas on how they compare."

Incentive Compensation: If & How?, a session presented by Joe Hikel, was well received by manufacturers of all types. Some ranked it among the best ever. David Saunders (Reliable Truss and Components, Inc.) said, "This was the best seminar I have ever been to." Mike Karceski (Atlas Components, Inc.) agreed: "This was the best session I have ever attended at any BCMC." Shannon Morrissey (Christensen Lumber Co.) commented, "This session was the best one I went to. The speaker opened up about his business and gave us usable ideas."

The session inspired John Garcia (Mead Clark Truss Company) to evaluate the global function of incentive programs. "The truss industry has typically been a pushing/yard dog atmosphere, with threatening management,"he said. "Incentive compensation is changing the relationship so that there is more communication between the workforce and management. In a perfect world, it is a partnership between the two; and what employee doesn't want that?"

About Immigration Reform: How it will Affect Your Business, Jackie Crutcher (Norvell & Wallace Lumber Co.) said it was a "Great, real world topic."

The Show Floor & More

Meanwhile, 32 spouses were out and about enjoying a tour of Houston and Old Town Spring. At 10:30 the exhibit hall opened and attendees streamed onto the show floor to make the most of the entire day. The second pair of BCMC Bowl winners was drawn at 1:00 p.m. Theodore Barlow (Truss Design) won a Texas Hold'em Poker Set in the Simpson Strong-Tie booth and Michael Hall (Kentucky-Indiana Lumber Co., Inc.) received a video iPod courtesy of Truswal Systems Corporation booth. At 3:30 two more BCMC Bowl winners were drawn. Roberta Vann (Eastern Building Components) will be strutting her stuff in the Leather Bomber Jacket she won in the MiTek Industries booth. And Robbins Engineering gave Matthew Hill (Berry Truss & Component Shop, Inc.) two sporty Leather Lettermans Jackets with the Robbins logo.

Fifteen minutes later, the most sought after prize was given away at the Lakeside Trailer booth. This year, Kurt Ott from 84 Components was the lucky man to walk away the use of a Lakeside Trailer for a full year.

Thursday afternoon offered one more opportunity for component manufacturers to gather 'round and discuss issues in concentrated groups. The five issues based on earlier educational sessions were: Your Technical Team: Build, Grow & Transition for the Future, Spend Smarter to Build Smarter: Maximizing Your R.O.I., Biting Your Rails, Technical Notes: Clarifying Business Codes & Engineering Laws and Benchmarking for Success. Participants were able to have in-depth conversations that built on ideas they heard about in sessions.

☆Friday

Friday morning drew a crowd of more than 200 for the highly anticipated "Economic Forecast" given by BCMC favorite, Dr. Stan Duobinis. As always, Stan captured the attention of the audience and kept it throughout the entire presentation as he addressed the industry's near-term economic picture. "Stan was a very prepared speaker who made what could have been a very boring subject very, very interesting and fun," commented Dan Korgan (Clearspan Truss Inc.). For a detailed economic forecast for the industry, turn to page 52.

Following the forecast, attendees headed to the show floor to finish networking and business in the remaining hours of the show. The last two BCMC Bowl drawings were held at 11:30. In the USP Structural Connectors booth Todd Monroe from Idaho Truss and Component was the recipient of a portable DVD player. Moments later, Paul Werner of Automated Products Inc. walked away from the BCMC booth with a $500 prize in his pocket.

At 12:30, the 26th Annual BCMC show floor closed, but for some component manufacturers the day was not quite over. Nearly 250 attendees showed up to attend tours of two local manufacturing plants. Trussway Inc. hosted two tours of 55 people each at its

Roundtable Benefits

- Final exchange of ideas with fellow manufacturers
- Learn that others are having the same issues you are and how they are working through it.
- Opportunity to expand on concepts presented during the educational sessions
- Formulate/solidify your plans for incorporating ideas into your operation

Lee Kinsman and Kurt Ott

"Stan was a very prepared speaker who made what could have been a very boring subject very, very interesting and fun."

—Dan Korgan (Clearspan Truss Inc.)

Plant Tour Benefits

- Opportunity to look at your operation through the prism of another plant.
- New ideas on material flow, equipment utilization/placement, and safety
- Develop a plan to improve your plant without investing in new equipment

STACC
SCHOLL TRUSS & COMPONENT COMPANY
ROOF TRUSSES
FLOOR TRUSSES
WALL PANELS

TRUSSWAY

Many thanks to STACC and Trussway for opening up their plants to BCMC attendees!

nearby Houston facility, and Scholl Truss in Houston hosted three tours totaling 134. Always a major attraction, the tours had been filled up by the beginning of August, but hopeful attendees still showed up for standby tickets, some patiently waiting for over two hours to get a seat on the last tour.

☆Conclusion

With all the buzz about where the industry is headed going into 2007, the BCMC provided the perfect venue to plan for the future. John Garcia, Truss Manager at Mead Clark Truss Co. in Santa Rosa, CA, summed it up well in the following email he sent to staff shortly after the show:

"Thank you for your efforts on the BCMC Show. As a first time attendee I was overwhelmed with the vast array of exhibitors expanding my mind with ways of increasing efficiencies and capacities in all areas of operations from sales to deliveries. The Roundtable and Educational Meetings were very insightful and well communicated; I have gained knowledge that has increased my vision and ability to make profitable decisions. I can truly say that I have acquired confidence and skillfulness from being exposed to the BCMC Show.

"The Show Staff were very kind, courteous and helpful at all times with my wife and me when we asked questions, changed reservations and made special requests. My wife was made to feel very comfortable and welcome from the time of registration to exiting the bus after the plant tour. I greatly appreciate your care and concern for my wife who means a lot to me.

"When I scheduled the trip to Houston I was hoping to find a meal of ideas that I could digest and build upon during the course of winter. Instead I received a TEXAS SIDE OF BEEF that I must some how cut up and prepare for sharing as nourishment with my company body. The experience of the BCMC Show will surely strengthen my company for years to come.

"Again I say Thank You for your efforts, because of your provision, me and those who I am in relationship with will profit from your good works."

BCMC BOWL

Many thanks to these BCMC Bowl Sponsors:

Simpson Strong-Tie	Robbins Engineering
Truswal Systems	USP Structural Connectors
MiTek Industries	BCMC

After a year of anticipation, planning and hard work, BCMC 2006 has come and gone. But don't you worry; now we can start looking forward to BCMC 2007 in Columbus, OH where we will "Discover New Possibilities!"

In order to ensure that you are completely prepared for next year, SBC will be bringing you tons of important information in every issue that will help you make the most out of BCMC 2007. Look at the **BCMC Update** in each issue to find interesting statistics on why exhibitors find BCMC so useful and exactly what they get out of it. You will also hear feedback from Loyal Attendees as they share what makes BCMC a "must" each and every year, and learn why it should be an important event not just for some employees, but for everyone to attend!

You may have heard BCMC referred to as the Superbowl of the structural building components industry. And if you aren't convinced yet, make sure to check back every issue to read about all the great opportunities BCMC has to offer. Trust me, you won't want to miss all the possibilities that are awaiting you in Columbus! So go ahead and mark off October 3-5, 2007 in your calendar because we all know where the industry will be...BCMC 2007 in Columbus, OH! It's up to you not to miss it!

Sincerely,

Ben Hershey • BCMC 2007 Chair • Alliance TruTrus, LLC

BCMC FUTURE SITES!

2007 BCMC:
OCTOBER 3-5
COLUMBUS, OH

2008 BCMC:
OCTOBER 1-3
DENVER, CO

2009 BCMC:
SEPT. 30 - OCT. 2
PHOENIX, AZ

For more information about the show, visit www.bcmcshow.com.

SBC Gold Advertiser

A-NU-PROSPECT
Contact: Mr. Joe Wilhelm
Phone: 519/349-2202
joewilhelm@quadro.net
www.trusstrailer.com

See ad on page 17.

SBC Silver Advertiser

Biomass Combustion Systems, Inc.
Contact: Mr. Charles R. Cary
Phone: 508/798-5970
info@biomasscombustion.com
www.biomasscombustion.com

See ad on page 56.

Advanced Connector Systems
Contact: Mr. Bill Hailey
Phone: 480/967-4511
bhailey@acsboss.com
www.acsboss.com

BLUWOOD® WoodSmart Solutions, Inc.
Contact: Mr. Charles A. Morando
Phone: 561/416-1972
camorando@bluwood.net
www.bluwood.net

SBC Gold Advertiser

Alpine Engineered Products, Inc.
Contact: Mr. Gary Muzzarelli
Phone: 954/781-3333
gary@alpeng.com
www.alpeng.com

See ads on pages 58-59, 115.

SBC Bronze Advertiser

BOSS Tiedowns & Strapping
Contact: Mr. Blake Bailey
Phone: 936/867-4801
blake@boss-strapping.com
www.boss-strapping.com

See ad on page 56.

Anthony Forest Products Company
Contact: Mr. Chris Webb
Phone: 870/862-3414
cwebb@anthonyforest.com
www.anthonyforest.com

Buchanan Lumber Sales Inc.
Contact: Mr. Pino Pucci
Phone: 807/343-6385
pino@bls-tb.com
www.bls-tb.com

Arch Wood Protection, Inc.
Contact: Ms. Jody Register
Phone: 770/801-6600
jlregister@archchemicals.com
www.archchemicals.com

Builders Automation Machinery Co., LLC
Contact: Mr. Robert Mitvalsky
Phone: 727/538-2180
rmitvalsky@buildersautomation.com
www.buildersautomation.com

BuildersCAD
Contact: Mr. Jim Bennett
Phone: 318/449-9900
jim.bennett@sigmadesign.com
www.builderscad.com

SBC Gold Advertiser

Clark Industries Inc.
Contact: Mr. Jack Schulz
Phone: 417/235-7182
jack@clark-ind.com
www.clark-ind.com

See ads on pages 93, 111.

Canadian Engineered Wood Products
Contact: Ms. Johanne Bolduc
Phone: 514/871-2120
johanne@cewp.ca
www.cewp.ca

COMBILIFT USA
Contact: Ms. Carla O Neill
Phone: +353 47 80500
info@combilift.com
www.combilift.com

SBC Silver Advertiser

Canfor
Contact: Mr. Frank Turnbull
Phone: 604/261-5111
frank.turnbull@canfor.com
www.canfor.com

See ad on page 55.

SBC Gold Advertiser

Commercial Machinery Fabricators, Inc.
Contact: Mr. Edward G. Joseph
Phone: 517/323-1996
ed@cmfstealth.com
www.cmfstealth.com

See ad on page 35.

Carbeck Structural Components Institute
Contact: Mr. Will Warlick
Phone: 608/310-6732
wwarlick@carbeck.org
www.carbeck.org

See ad on pages 22-23.

Cordstrap USA Inc.
Contact: Mr. Andre Van Hoornaar
Phone: 262/898-6670
andre.van.hoornaar@cordstrap.net
www.cordstrap.com

Carolina Strapping & Buckles Company
Contact: Ms. Suzanne Landis
Phone: 704/349-0000
slandis@carolinastrapping.com
www.carolinastrapping.com

Deacom, Inc.
Contact: Ms. Susan Shaw
Phone: 610/971-2278
sshaw@deacom.net
www.deacom.net

Digital Canal Corporation
Contact: Mr. Dave Boekholder
Phone: 563/690-2000
dboekholder@digitalcanal.com
www.DigitalCanal.com

Experience Columbus
Contact: Mr. Bill Behrens
Phone: 614/221-6623
bbehrens@
experiencecolumbus.com
www.experiencecolumbus.com

SBC Gold Advertiser

Eagle Metal Products
Contact: Mr. Baird Quisenberry
Phone: 800/521-3245
baird@eaglemetal.com
www.eaglemetal.com

See ad on page 102.

FastenMaster
Contact: Ms. Christine Tappe
Phone: 800/633-3800
ctappe@olyfast.com
www.olyfast.com

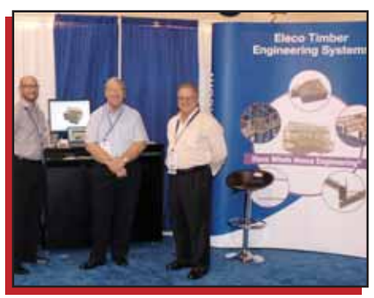
SBC Silver Advertiser

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

See ad on page 39.

FCStone Canada
Contact: Mr. Jonathon Driedger
Phone: 204/942-5804
jonathond@fcstone.com
www.fcstone.com

Eleco PLC
Contact: Mr. Jason Ruddle
Phone: +44 1920 443834



SBC Silver Advertiser

Finnforest USA–Engineered Wood Div.
Contact: Mr. James R. Gilleran
Phone: 586/296-8770
jgilleran@finnforestus.com
www.finnforestus.com

Elliott Equipment Company
Contact: Mr. Jim Glazer
Phone: 402/592-4500
jimglazer@elliottequip.com
www.elliottequip.com

Fox Lumber Sales
Contact: Mr. Bradley Williams
Phone: 406/363-5140
bradley@foxlumber.com
www.foxlumber.com

Georgia-Pacific Corporation
Contact: Mr. Ron Blanchard
Phone: 800/652-4777
rcblanch@gapac.com
www.gp.com/build

SBC Gold Advertiser

Hundegger USA, LC
Contact: Mr. Steve Shrader
Phone: 435/654-3028
steve@hundeggerusa.com
www.hundeggerusa.com

See ad on page 9.

Gilman Building Products, LLC
Contact: Mr. Craig Hall
Phone: 904/548-1000
craighall@gilmanbp.com

Hydrotex
Contact: Mr. Brian Higgins
Phone: 972/389-8500
bhiggins@hydrotexlube.com
www.hydrotexlube.com

Hiab, Inc. A Cargotec Company
Contact: Ms. Katherine Warner
Phone: 419/482-6000
katherine.warner@hiab.com
www.hiabus.com

Impact Sales & Marketing Group, Inc.
Contact: Mr. Harry Berney
Phone: 817/466-1100
harry@impactgrp.com
www.impactgrp.com

SBC Gold Advertiser

HOLTEC (USA) Corporation
Contact: Ms. Kim O'Brien
Phone: 813/754-1665
info@holtecusa.com
www.holtecusa.com

See ad on page 4.

SBC Gold Advertiser

Intelligent Building Systems
Contact: Mr. Carl Schoening
Phone: 817/633-5100 x206
carlschoening@truswal.com
www.truswal.com

See ad on pages 50-51.

hsbCAD
Contact: Mr. Joseph Montesano
Phone: 514/341-9646 x233
am@hsb-cad.com
www.hsbcad.com

International Paper
Contact: Mr. Larry D. Reasoner
Phone: 901/419-3800
larry.reasoner@ipaper.com
www.ipaper.com

"It's Your Choice"
Contact: Mrs. Nancy Gosewisch
Phone: 623/537-3376
nancy@iyc-usa.com
www.iyc-usa.com

SBC Gold Advertiser

Klaisler Manufacturing Corp.
Contact: Mr. Brent Davis
Phone: 877/357-3898
brent@klaisler.com
www.klaisler.com

See ads on pages 20, 111.

Jager Engineered Wood Products
Contact: Ms. Natalie Petyashina
Phone: 905/951-7477 x276
npetyashina@
jagerbuildingsystems.com

Koorsen Manufacturing, Inc.
Contact: Mr. John R. Koorsen
Phone: 641/752-1316
koorsenmfg@msn.com
www.koorsenmfg.com

Jager Metal Products
Contact: Mr. Doug G. Barber
Phone: 403/259-0714
dbarber@jagermetalproducts.ca
www.jagermetalproducts.ca

SBC Bronze Advertiser

L-M Equipment Co. Ltd.
Contact: Mr. Rick H. Weihs
Phone: 604/431-8800
sales@lmsaws.com
www.LMSaws.com

See ad on page 29.

Jordan Forest Products, LLC
Contact: Mr. Bill Hayes
Phone: 910/439-4270
bhayes@jordanlumber.com
www.jordanlumber.com

L-M Equipment Co., Inc.
Contact: Mr. Brett Crowe
Phone: 503/235-3146
lmequipco@aol.com

Keymark Enterprises, LLC
Contact: Mr. Keith C. Kline
Phone: 303/443-8033
kkline@keymark.com
www.keymark.com

SBC Bronze Advertiser

Lacey-Harmer Company
Contact: Ms. Judy Cope
Phone: 800/367-9992
jcope@laceyharmer.com
www.laceyharmer.com

SBC Gold Advertiser

Lakeside Trailer Manufacturing, Inc.

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

See ad on pages 44-45.

Machinery Boutique

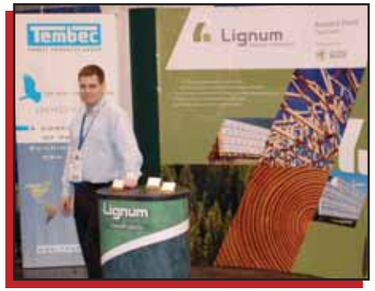
Contact: Ms. Nancy Matousek
Phone: 408/269-8917
machineryboutique@sbcglobal.net
www.machineryboutique.com

Lamco Forest Products

Contact: Mr. Paul Reid
Phone: 418/679-2647, x231
preid@pflamco.com
www.lamcoforest.com

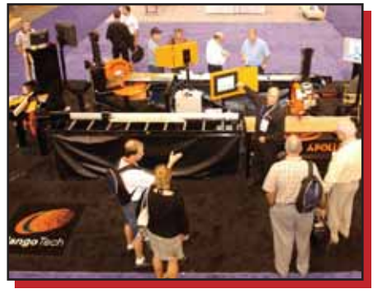
Macoser, Inc.

Contact: Ms. Lyndsey Brake
Phone: 704/392-0110 x108
lyndsey@macoser.com
www.macoser.com



Lignum Forest Products LLP

Contact: Mr. David Clutterham
Phone: 604/484-5000
dclutterham@lignumfp.com
www.lignumfp.com



SBC Gold Advertiser

Mango Tech Pty Ltd

Contact: Mr. Ken Hawkins
Phone: 61 3 9532 6072
ken@mangotech.com.au
www.mangotech.com.au

See ad on page 105.

LMC - Lumbermens Merchandising Corp.

Contact: Mr. Stan Sias
Phone: 925/337-4162
ssias@lumbermens.com
www.lmc.net

SBC Silver Advertiser

Maximizer Technologies, LLC a Component of The Fitzgerald Group, LLC

Contact: Mr. Randall L. Fitzgerald
Phone: 719/528-5445
randy@maximizertechnologies.com
www.maximizertechnologies.com

See ad on page 37.

LP Building Products

Contact: Ms. Pam Hannon
Phone: 615/986-5797
pam.hannon@lpcorp.com
www.LpCorp.com

McGinnis Saw Service Inc.

Contact: Mr. Bill Arnott, Sr
Phone: 928/632-9405
blades3@mindspring.com
www.mcginnissawservice.com

Metriguard, Inc.

Contact: Mr. Steve Redinger
Phone: 509/332-7526
sredinger@metriguard.com
www.metriguard.com

SBC Gold Advertiser

MSR Lumber Producers Council

Contact: Ms. Kathy James
Phone: 888/848-5339
msrlpc@msrlumber.org
www.msrlumber.org

See ad on page 40.

Metropolitan Lumber Company

Contact: Mr. James Brown
Phone: 630/990-2400
jbrown@metrolumberco.com
www.metrolumberco.com

National Crane, A Division of Manitowoc Crane Group

Contact: Mr. John Lukow
Phone: 717/597-8121
John.Lukow@nationalcrane.com
www.nationalcrane.com

SBC Gold Advertiser

MiTek Industries, Inc.

Contact: Mr. Michael Klein
Phone: 314/434-1200
mklein@mii.com
www.mii.com

No-Burn®, Inc.

Contact: Ms. Rachel Gollihue
Phone: 330/336-1500
rachel@noburn.com
www.noburn.com

See ads on pages 2-3, 53, 57.

MiTek Industries, Inc. Wall Panel Division

Contact: Mr. Michael Klein
Phone: 314/434-1200
mklein@mii.com
www.mii.com

Nordic Engineered Wood

Contact: Ms. Karen Jakubonis
Phone: 866/817-3418
info@nordicewp.com
www.nordicewp.com

SBC Gold Advertiser

Monet DeSauw, Inc.

Contact: Mr. Kevin Troesser
Phone: 573/642-4900
kevin@desauw.net
www.desauw.com

NUCONSTEEL Commercial Corporation

Contact: Ms. Lindsey Rushing
Phone: 940/383-0593
lrushing@nuconsteel.com
www.nuconsteel.com

See ad on back cover.

SBC Gold Advertiser

Open Joist 2000 Inc.
Contact: Mr. Michel Beauchamp
Phone: 514/952-3945
mike@openjoist2000.com
www.openjoist2000.com

See ad on page 40.

SBC Gold Advertiser

Panels Plus
Contact: Mr. Stan Axsmith
Phone: 507/369-0507
sales@panplus.com
www.panplus.com

See ad on page 54.

SBC Gold Advertiser

OptiFrame Software, LLC
Contact: Ms. Katie Bassani
Phone: 303/221-1200
kbassani@optiframe.com
www.optiframe.com

See ad on pages 98-99.

Paslode
Contact: Ms. Elaine Noworyta
Phone: 847/541-3422
elaine.noworyta@paslode.com
www.paslode.com

Pacific Automation Ltd - MiTek
Contact: Mr. Amir Ahmadi
Phone: 403/279-2128
aahmadi@pacificautomation.ca
www.pacificautomation.ca

Pennsylvania Lumbermens Mutual Insurance Co.
Contact: Ms. Susan Cho
Phone: 215/625-9233 x634
scho@palumbermens.com
www.palumbermens.com

Pacific Trail Manufacturing, Inc.
Contact: Mr. Thomas Langton
Phone: 503/233-8952
tlangton@ptmi.net

SBC Bronze Advertiser

PFP Technologies
Contact: Mr. Joseph A. Tuson
Phone: +61/8 9 249 4542
joetuson@pfptech.com.au
www.pfptech.com.au

SBC Gold Advertiser

Palfinger North America
Contact: Ms. Kristi Kraneyk
Phone: 905/374-3363
k.kraneyk@palfingerna.com
www.palfinger-northamerica.com

Pratt Industries
Contact: Mr. Pratap G. Lingam
Phone: 727/584-1414
pratap@prattinc.com
www.prattinc.com

See ad on page 33.

SBC Gold Advertiser

Precision Equipment Manufacturing
Contact: Mr. Bill Adams
Phone: 701/237-5161
michael@precisionequipmfg.com
www.precisionequipmfg.com

See ad on page 49.

Quick Tie Products
Contact: Mr. Harvel K. Crumley
Phone: 904/732-9377
hcrumley@quicktieproducts.com
www.quicktieproducts.com

SBC Silver Advertiser

Princeton Delivery Systems Inc.
Contact: Ms. Stacey Denney
Phone: 614/834-5000
stacey.denney@piggy-back.com
www.piggy-back.com

See ad on page 95.

RAND Manufacturing
Contact: Ms. Ashley W. Watts
Phone: 800/264-7620
awatts@randmanufacturing.com
www.randmanufacturing.com

ProBuild Systems, Inc.
Contact: Mr. Alan K. Gay
Phone: 404/816-0599
alan@probuild.com
www.probuild.com

Randek BauTech AB
Contact: Mr. Lars-Erik Andersson
Phone: 46/380-566500
lea@randek-bautech.se

Progressive Solutions Inc.
Contact: Ms. Andrea Paine
Phone: 604/214-8750
andreap@progressive-solutions.com
www.progressive-solutions.com

Rayonier Wood Products
Contact: Mr. Bill Richardson
Phone: 912/367-1571
bill.richardson@rayonier.com
www.rayonier.com

SBC Gold Advertiser

Qualtim, Inc.
Contact: Ms. Linda Watson
Phone: 608/271-1176
lwatson@qualtim.com
www.qualtim.com

See ad on page 107.

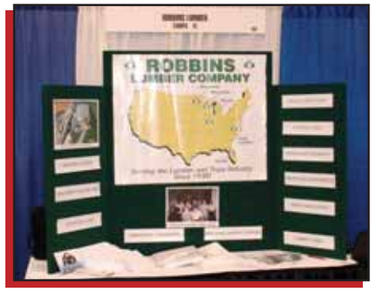
Rex Lumber & North Florida Lumber
Contact: Mr. Tracy D. Daniels
Phone: 850/263-2056 x230
tdatrex@hotmail.com

SBC Gold Advertiser

Robbins Engineering, Inc.
Contact: Mr. Doug Folker
Phone: 813/972-1135 x268
dfolker@robbinseng.com
www.robbinseng.com

See ad on page 41.

Schaffer Associates
Contact: Mr. Robert Adams
Phone: 704/535-9939
bob@consultsa.com



Robbins Lumber
Contact: Mr. Greg Hellman
Phone: 813/971-3040
ghellman@robbinslumber.com
www.robbinslumber.com

Seaboard International Forest Products LLC
Contact: Mr. John B. Heroux
Phone: 603/881-3700 x203
john.heroux@fctg.com
www.sifp.com

Roberts International
Contact: Mr. Erik Carrier
Phone: 515/558-6425
ecarrier@robertsinternational.us
www.robertsinternational.us

Sellick Equipment Ltd.
Contact: Mr. Dell White
Phone: 519/738-2255 x229
dellwhite@sellickequipment.com
www.sellickequipment.com

Roseburg Forest Products
Contact: Ms. Karen Hess
Phone: 541/679-3311
karenh@rfpco.com
www.rfpco.com

Senco Products, Inc.
Contact: Ms. Debbi Ulmer
Phone: 513/388-2088
dulmer@senco.com
www.senco.com

SBC Bronze Advertiser

Safety Speed Cut Manufacturing
Contact: Mr. Brian Donahue
Phone: 763/755-1600 x203
b.donahue@safetyspeedcut.com
www.panelsaw.com

SBC Gold Advertiser

Simpson Strong-Tie Co.
Contact: Ms. Frankie Emerson
Phone: 925/560-9000
femerson@strongtie.com
www.strongtie.com

See ads on pages 43, 111.

SBC Silver Advertiser

SL Laser Systems LP
Contact: Mr. Jason Galek
Phone: 704/561-9990 x103
jgalek@sl-laser.com
www.sl-laser.com

See ad on page 104.

Stanley Bostitch
Contact: Ms. Debbie Richard
Phone: 401/884-2500 x32914
drichard@stanleyworks.com
www.bostitch.com

SBC Gold Advertiser

Southern Pine Council
Contact: Ms. Catherine M. Kaake, PE.
Phone: 504/443-4464 x213
ckaake@sfpa.org
www.southernpine.com

See ad on page 111.

SBC Gold Advertiser

Stiles Machinery, Inc.
Contact: Mr. Tom VanSlooten
Phone: 616/698-7500 x1353
tvanslooten@stilesmachinery.com
www.stilesmachinery.com

See ad on page 103.

SpaceJoist TE, LLC
Contact: Mr. Roger J. Gibbs
Phone: 563/875-9095 x112
rgibbs@mwci.net
www.spacejoist.com

SBC Silver Advertiser

Stoll Trailers, Inc.
Contact: Mr. Bradley W. Stoll
Phone: 864/446-2121
stolltrailer@wctel.net
www.stolltrailers.com

SPIDA Machinery 2000 Ltd.
Contact: Ms. Dale Still
Phone: 011/64-7-350-1590
dale@spida.co.nz
www.spida.co.nz

Summit Forest Products Inc.
Contact: Mr. Jason Halmay
Phone: 514/745-1331
jason@summitforest.ca
www.summitforest.ca

Spotnails Inc.
Contact: Ms. Candace Mortensen
Phone: 847/259-1620
cmortensen@spotnails.com
www.spotnails.com

Sunbelt Storage Systems
Contact: Ms. Alana Franco
Phone: 770/569-2244 x215
alana@sunbeltracks.com
www.SunbeltRacks.com

Superior Wood Systems, Inc.
Contact: Mr. John Reid
Phone: 715/392-1822
jreidsws@centurytel.net
www.swi-joist.com

TCT Manufacturing, Inc.
Contact: Mr. Doug Johnson
Phone: 352/735-5070
dougj@tctwebsaw.com
www.tctwebsaw.com

Swanson Group Inc.
Contact: Mr. Bob Maurer
Phone: 541/832-1190
bobm@swansongroupinc.com
www.swansongroupinc.com

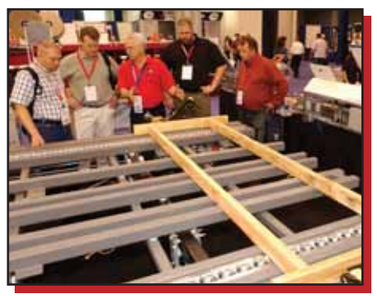
SBC Silver Advertiser

Temple-Inland Forest Products
Contact: Ms. Susan Childers
Phone: 936/829-5511
susanchilders@templeinland.com
www.temple.com

SBC Silver Advertiser

Sweed Machinery, Inc.
Contact: Ms. Melissa Tally
Phone: 541/855-1512
mtally@sweed.com
www.sweed.com

See ad on page 13.



SBC Gold Advertiser

The Hain Company
Contact: Mr. Leonard Hain
Phone: 530/295-8068
leonard@haincompany.com
www.haincompany.com

See ad on page 109.

SBC Silver Advertiser

TADANO
Contact: Mr. Shigeki Nozawa
Phone: 281/869-0030
snozawa@tadano-cranes.com
www.tadanoamerica.com

SBC Gold Advertiser

The Koskovich Company
Contact: Ms. Fran Sherwood
Phone: 507/286-9209 x104
frans@omnisaw.com
www.omnisaw.com

See ad on pages 26-27.

Tamlyn
Contact: Mr. James Gerzetich
Phone: 281/499-9604
jamesg@tamlyn.com
www.tamlyn.com

SBC Bronze Advertiser

Todd Drummond Consulting, LLC.
Contact: Mr. Todd Drummond
Phone: 603/763-8857
todd@todd-drummond.com
www.todd-drummond.com

See ad on page 37.

Tolko Industries Ltd.
Contact: Mr. Lance Loose
Phone: 250/545-4411
lance_loose@tolko.com
www.tolko.com

SBC Gold Advertiser

USP Structural Connectors
Contact: Ms. Mary Fritz
Phone: 507/364-5425
mfritz@gibraltar1.com
www.uspconnectors.com

See ads on pages 31, 96.

SBC Gold Advertiser

Tolleson Lumber Co., Inc.
Contact: Ms. Dori Melendez
Phone: 478/987-2105
sales@tollesonlumber.com
www.tollesonlumber.com

See ad on page 38.

Vecoplan, LLC
Contact: Ms. Kim James
Phone: 336/861-6070
info@vecoplanllc.com
www.vecoplanllc.com

SBC Silver Advertiser

Triad
Contact: Mr. Lowell Tuma
Phone: 308/384-1780 x133
lowellt@merrickmachine.com
www.triadruvo.com

See ad on page 42.

Viking Forest Products
Contact: Mr. Greg Carlson
Phone: 952/941-6512
greg.carlson@fctg.com
www.vikingforest.com

Truss Plate Institute
Contact: Mr. Michael A. Cassidy, R.A.
Phone: 703/683-1010
mcassidy@tpinst.org
www.tpinst.org

SBC Gold Advertiser

Viking WPS
Contact: Ms. Linda Resch
Phone: 800/328-2403
lindar@vikingeng.com
www.wallpanelassembly.com

See ad on page 11.

SBC Gold Advertiser

Truswal Systems Corporation
Contact: Ms. Valerie Cairns
Phone: 817/633-5100 x209
val@truswal.com
www.truswal.com

Virtek Vision International Inc.
Contact: Mr. Ed Bianchin, PEng.
Phone: 519/746-7190 x271
ed.bianchin@virtek.ca
www.virtekvision.com

See ads on pages 14-15, 101.

Vision Financial Group
Contact: Ms. Rebecca Zigmond
Phone: 412/539-1500 x213
becky@vfgusa.com
www.vfgusa.com

Western Pneumatics Inc.
Contact: Mr. Robert Aldrich
Phone: 541/461-2600 x234
boba@westernp.com
www.westernp.com

SBC Bronze Advertiser

Wasserman & Associates, Inc.
Contact: Mr. Rod Wasserman
Phone: 402/438-2161
rodwass@aol.com
www.wasserman-associates.com

Weyerhaeuser Company; iLevel by Weyerhaeuser
Contact: Ms. Angie Obermeyer
Phone: 208/364-3646
angie.obermeyer@weyerhaeuser.com
www.weyerhaeuser.com

See ad on page 33.

SBC Silver Advertiser

WEIMA America, Inc.
Contact: Ms. Vikki Van Dam
Phone: 803/802-7170 x11
vikki.vandam@weimaamerica.com
www.weimaamerica.com

Wood Truss Systems, Inc.
Contact: Mr. Jay R. Halteman
Phone: 888/288-9874
jayh@woodtrusssystems.com
www.woodtrusssystems.com

See ad on page 17.

Weinig Group
Contact: Mr. Larry Campbell
Phone: 704/799-0100
larryc@weinigusa.com
www.weinigusa.com

WoodPro Insurance A Division of Bowermaster & Associates
Contact: Mr. Richard Langton
Phone: 888/825-4322 x206
rlangton@bowermaster.com
www.bowermaster.com

West Fraser Sales Ltd.
Contact: Mr. Brett A. Cross, C.E.T.
Phone: 403/250-1770
brett.cross@westfraser.com

SBC Gold Advertiser

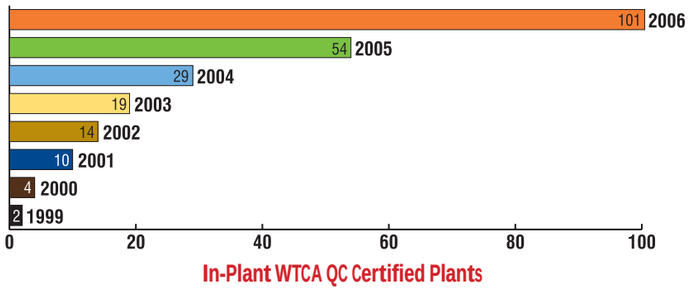
WTCA - Representing the SBC Industry
Contact: Ms. Anna L. Stamm
Phone: 608/310-6719
astamm@sbcindustry.com
www.sbcindustry.com

See ads on pages 20, 21, 60, 90-91, 93, 97.

In-Plant WTCA QC

In-Plant WTCA QC will help you begin a strategic quality plan, featuring:

- Improved Database Management
- PPM and TCM methods
- Easy compliance with ANSI/TPI 1-2002
- Improved Reporting
- Improved Risk Management



Quicker! More Consistent! More Effective!

"With In-Plant WTCA QC, our industry has done outstanding work in defining the quality standard for our product, and has improved both the accuracy and the usability of the QC tools for truss plants, as well as the accessibility of information and analysis...."

—Kendall Hoyd, Idaho Truss & Component Co., Meridian, ID

"In-Plant WTCA QC gives Carter-Lee Building Components a high level of confidence in the jobs leaving our facility correctly. By using the best QC program we have been able to find in the industry, we now document that we have been able to achieve a higher level of quality for our customers."

—Steven L. Stroder, Carter-Lee Building Components Inc., Mooresville, IN

WTCA IN-PLANT QC

Order your **IN-PLANT WTCA QC** software today!

Call 608/310-6709 or visit www.sbcindustry.com/wtcaqc.php for more information!

In-Plant WTCA QC Certified Companies

84 Components
Apopka, FL
Coal Center, PA
Gibsonton, FL
Kings Mountain, NC
Knoxville, TN
La Vergne, TN
Lithonia, GA
Milton, FL
Mount Airy, MD
Pataskala, OH
Pennington, NJ
Pottstown, PA
Seville, OH
Tipton, IN
White Plains, MD

Allied Systems/ Annandale Millwork
Winchester, VA

AMT Truss
Kapolei, HI

Arnold Truss Company, Inc.
Ocala, FL

Berks Products Corporation
Kutztown, PA

Best Homes, Inc.
Hazel Crest, IL

Bluegrass Truss Company
Lexington, KY

Brunsell Lumber & Millwork
Mount Horeb, WI

Capital Structures Inc.
Fort Smith, AR

Carter-Lee Building Components Inc.
Mooresville, IN

Cascade Mfg Co
Cascade, IA
Eldridge, IA
Pleasantville, IA

Casmin, Inc.
Lady Lake, FL
Tavares, FL

Clearspan Components, Inc.
Meridian, MS

Concord Truss Company
Woodbury Heights, NJ

Custom Component Company
Racine, WI

Dakota Craft, Inc.
Rapid City, SD

Eckman Building Components
Lehighton, PA

Engineered Building Design, L.C.
Washington, IA

General Building Systems, Inc.
North Las Vegas, NV

Glaize Components
La Crosse, VA
Shelby, NC
Winchester, VA

Glendale Truss Industries
Glendale, AZ
Las Vegas, NV
Tucson, AZ

Honsador Lumber Corporation
Kapolei, HI
Hilo, HI

Idaho Truss & Component Co.
Meridian, ID

KA Components
Otterbein, IN

Latco Structural Components
Lincoln, AR

Lumber Specialties Ltd.
Dyersville, IA
Story City, IA

Lumbercraft
Canal Winchester, OH

Northeast Panel & Truss, LLC
Kingston, NY

Plum Building Systems, Inc.
Osceola, IA

Quality Truss Co.
Redmond, OR

Richco Structures
Haven, WI
DePere, WI

Shelter Systems Limited
Westminster, MD

Southern Components, Inc.
Shreveport, LA

STACC -- Scholl Truss and Component Company
Houston, TX

Stark Truss Company, Inc.
Auburn, KY
Canton, OH
Gray Court, SC
Edgerton, OH
New Philadelphia, OH
Rensselaer, IN
Rockledge, FL
Warren OH
Washington Court House, OH

Stock Components-Austin
Austin, TX
Boise, ID
Coeur d' Alene, ID
Delavan, WI
Franklin, IN
Green Bay, WI
Hampshire, IL
Hudson, FL
Idaho Falls, ID
Lancaster, CA
Myerstown, PA
Ogden, UT
Paradise, PA
Salt Lake City, UT
Schenectady, NY
St George,UT

Sun State Components of Northern AZ, Inc.
Kingman, AZ

Sun State Components, Inc.
Surprise, AZ
North Las Vegas, NV

Tampa Hall LTD
Ayr, ON

Timberfield Roof Truss
London, ON

Tri-County Truss, Inc.
Burlington, WA

Truss Systems, Inc.
Oxford, GA

Truss Tech, Inc.
Stevenson, CT

Trussway
Michigan City, IN
Sparta, MI

Trus-Way of Tri-Cities, Inc.
Vancouver, WA

Trus-Way, Inc.
Vancouver, WA

U.S. Components, LLC
Tucson, AZ

UBC Timber Roots
Appleton, WI
DePere, WI
Elwood, IN
Hawarden, IA
New Hampton, IA

Third Party Inspection Agencies Currently Certified to Offer Inspections for In-Plant WTCA QC:

James Knight & Associates
National Inspection Association, Inc.
PFS Corporation
Robert C. Smelker Associates
Sheppard Engineering, P.C.
Southern Pine Inspection Bureau
Timber Products Inspection, Inc.
Truss Plate Institute
Paul Hannenberg & Associates

Adventures in Advocacy

Visit **www.sbcmag.info** for legislative updates and alerts.
Questions or article topics can be sent to sshields@sbcmag.info.

Carpe Congress!

by Sean D. Shields

Carpe Diem, a phrase often overused by self-help pundits meaning "seize the day," does provide some inspiration when looking upon the potential of the newly elected 110th Congress. Now, by saying *Carpe Congress,* I am not suggesting that you "seize your legislator" (certainly not by the throat, even if you are tempted to do so). Rather, I am suggesting there are many opportunities for action our Congressional delegates can seize upon that their predecessors did not.

When historians look back at the body of work accomplished by the 109th Congress, they will likely characterize it as very "pro-business." There was noteworthy work accomplished in the realm of tax credits to encourage research and development, reinvestment and efficiency, not to mention gains towards providing more ways for private enterprise to work with the federal government in order to thrive. There was also significant work done to provide more affordable energy sources and better transportation infrastructure.

However, there are a considerable number of pressing issues not addressed in 2006 that directly affect your business operations. The largest disappointments were over their failure to adopt new laws affecting immigration, health care and tax policy. However, out of these disappointments comes the greatest opportunity for the 110th Congress to succeed. Let's discuss these issue first, and then look at what can be done going forward.

Immigration

Almost no one argues that the immigration system in the U.S. is broken. With nearly one million immigrants entering this country each year illegally, and a visa program that is backed up for years, it is obvious that reform is necessary. However, building political momentum toward overhauling something as significant and complex as immigration is exceedingly difficult and happens rarely as a consequence.

The House of Representatives started down the path toward immigration system reform when it passed H.R. 4437, the "Border Protection, Antiterrorism and Illegal Immigration Control Act of 2004," in December 2005. During the summer of 2006, the Senate took up debate on the immigration issue, and after one unsuccessful attempt to pass legislation, it eventually passed S. 2611, the "Comprehensive Immigration Reform Act."

Since these two pieces of legislation are drastically different, both bills must be considered by a conference committee made up of members of the Senate and House. In the end, conferees were never chosen, and the joint committee never convened to work out a proposed compromise bill, but the fact both chambers passed legislation on this issue is very significant.

Health Care

The ongoing increase in medical and insurance premium costs in this country is creating a significant barrier to high quality, accessible health care. Nearly 27 million of our nation's uninsured are small business owners, employees or dependents of small businesses with less than 100 employees. Unfortunately, the structural building components industry is not immune.

One significant way Congress could help in this matter is to pass legislation allowing for Association Health Plans (AHPs). AHPs will give small business owners the power to band together and create a much larger health care coverage pool and enable them to negotiate and provide far more flexible and affordable employee health benefits. A bill allowing for AHPs has been passed by the House every year for over a decade. However, the Senate has consistently failed to agree to a bill or offer their version of an AHP bill. In 2006, the bill with the strongest support was S. 1955, the "Health Insurance Marketplace Modernization and Affordability Act of 2005." This bill came up five votes short of passage, which suggests that with a little more effort, it could pass in 2007.

Congress could also help combat the rising cost of providing employee health care insurance by expanding individual Health Savings Accounts (HSAs). Enhancing HSAs by allowing the dollars saved to roll over from year to year would enable employees to better afford high-deductible health insurance in combination with these pre-tax savings accounts. In addition, they would allow more workers to choose "catastrophic" insurance plans for major medical events, which are more affordable and will reduce the financial burden currently carried by employers.

While there were numerous bills proposed in the House and Senate to address this issue (the most popular was S. 2554, the "Affordability in the Individual Market Act"), none of these measures every made it out of their committees and onto the floor for an actual vote. It is telling that the Council for Affordable Health Care chose not to publish their annual voter's guide in 2006 because there was an acute lack of recorded Congressional votes on legislation aiming at lowering the cost of health care.

Fortunately, inaction on the part of the 109th Congress was not from a lack of ideas. They are acutely aware that providing affordable health care is one of the top issues they need to address in early 2007.

Tax Reform

There is one area of tax reform you should be glad Congress took no action on. President Bush's Advisory Panel on Federal Tax Reform made several recommendations to Congress regarding reform of U.S. tax policy, including placing a cap on mortgage interest tax-deductions and eliminating the deduction for state and local property tax. Such a move would negatively impact the affordability of homes or the attractiveness of home ownership. Congress chose not to tackle these recommendations, and hopefully they will continue to disregard them in 2007.

Two tax reforms Congress failed to enact, despite strong support, related to the estate tax and an income tax policy on domestic timber. Permanent repeal of the estate tax would dramatically reduce the time, money and energy spent by family business owners on estate planning. According to a recent survey done by the National Association of Manufacturers, small- and medium-sized manufacturers spend an average of $32,000 annually on death tax planning. Repealing the estate tax would preserve and expand employment opportunities while ensuring the continued success and vibrancy of small businesses in America.

In addition, it's not news to you that our industry relies heavily on U.S. sources of lumber for manufacturing its products. However, the current U.S. tax code puts the U.S. timber industry at a distinct disadvantage against international competition. This situation poses significant negative consequences on you as lumber customers, and ultimately on the American forest products consumer.

Both of these tax reforms were rolled into H.R. 5970, the "Estate Tax and Extension of Tax Relief Act of 2006." It also became known as the "Trifecta" bill, because it also included a raise in the minimum wage. In the end, this bill failed to pass by four votes. This is certainly an area where some or all of its parts could be enacted early in 2007.

So, here we sit on the cusp of a new year so full of potential. All of the issues discussed above are on the forefront of the collective American business owners' consciousness. The enactment of beneficial laws was, in most cases, a handful of votes shy of passage. Instead of bemoaning this fact, now is the time to act. By getting more involved with your members of Congress right now, either through phone calls, emails or plant tours (see "One Plant at a Time: Plant Tour of Duty" on page 28), you can assist Congress in doing a better job by helping them understand how important it is to take action to resolve these issues affecting your business.

So, Carpe Congress, and proactively take this opportunity to help yourself and your business! SBC

Housing Starts

October housing starts retreated by a larger than expected amount, falling 14.6 percent to 1.486 million (SAAR). Single family starts were down almost 16 percent to 1.177 million (SAAR). 2.1 percent respectively. Permits, a good indicator of what may happen in the next two to three months, fell 6.3 percent.

U.S. Housing Starts
Millions - Seasonally Adjusted Annual Rate (SAAR)

U.S. Totals	Oct	Sept(rev.)	% Change
Starts	1.486	1.740	-14.6%
Permits	1.535	1.638	-6.3%
Single Family			
Starts	1.177	1.400	-15.9%
Permits	1.173	1.219	-3.8%
Multi Family			
Starts	0.309	0.340	-9.1%
Permits	0.362	0.419	-13.6%
Starts and Permits By Region:			
NE Starts	0.165	0.126	31.0%
NE Permits	0.160	0.164	-2.4%
MW Starts	0.242	0.274	-11.7%
MW Permits	0.242	0.259	-6.6%
S Starts	0.705	0.958	-26.4%
S Permits	0.781	0.818	-4.5%
W Starts	0.374	0.382	-2.1%
W Permits	0.352	0.397	-11.3%

Analysis & Outlook: Builders need to pare down inventories, and that means cutting back on housing starts. So far this year, starts are down 11% compared with the first ten months of 2005. In addition, there are a record number of existing homes on the market, and that is forcing builders to be even more aggressive in reducing inventories for new homes. Remember, 2005 was the best year ever in terms of total square feet of new residential construction. This was due to the high percentage of single family (SF) starts (83% vs. 55% in the 1970s) and the increasing size of SF homes (2,400 SF in 2005 vs. about 1,600 SF in the '70s). The main concern for 2007 is whether the housing correction will drag the economy into a recession. In my opinion, the answer is no for a number of reasons: (1) Consumer spending remains relatively strong and the job market remains healthy—this is key to consumer confidence and spending; (2) while interest rates are about 100 basis points higher than the 40 year lows reached during 2004- 05, long-term rates have actually receded in the past several months; (3) the economy is becoming better balanced as stronger nonresidential construction and business spending are compensating for lower residential investment; (4) the world economy is doing fine, so this should benefit U.S. exports; (5) inflation, as measured by PPI and CPI, is stabilizing despite the gyrations caused by fluctuating energy prices, which should keep the Fed happy and on the sidelines for awhile; (6) and, in my opinion, housing is simply undergoing a much needed "correction." As affordability fell in response to higher rates and exorbitant house prices, sales dropped and inventories increased to record levels. Lower prices for both new homes and existing homes will help bring inventories into better balance, this will lower prices, which in turn spur demand, and the cycle starts all over again. How long for this process to take place is the question. My guess is the inventories will be pared down to manageable levels sometime in 2007 and prices will stabilize, followed by the beginning of a housing turnaround by early 2008. Expectations will have to come down to more realistic levels—that is part of the adjustment process. 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

New Basement Option: Steel Panels

Steel Panel Foundations (SPF) introduced a steel panel basement foundation technology in October. The system allows builders to create water-tight finished basements at lower costs and in less time than using cement foundations.

SPF is the first professionally engineered, galvanized steel foundation system that uses modular, water-tight construction and technology that meets the Building Officials and Code Administrators (BOCA) requirements and the American Iron and Steel Institute (AISI) specifications for form steel.

There are many benefits to the lightweight construction of the SPF system: economical transportation costs, larger wall lengths are possible, year-round installation, no special site preparation or large cranes are required, framing can start directly after the system is set, and the end result is a warm and dry basement.

For more information about Steel Panel Foundations and its basement foundation technology, SPF, visit www.steelpanelfoundations.com. [Source: http://home.businesswire.com]

Builder Confidence Improves In November

Suggesting stabilizing conditions in the nation's single-family housing market, home builder confidence in November edged up for the second consecutive month, according to the National Association of Home Builders/Wells Fargo Housing Market Index (HMI), released on November 16. The HMI gained two points from the previous month to stand at 33.

"More and more builders are seeing light at the end of the tunnel," said NAHB President David Pressly, a home builder from Statesville, NC. "Our members are telling us that the market is steadying after a significant downward correction. On the demand side, we look for sales to stabilize and gradually move up in the coming months."

"With home prices leveling off, mortgage interest rates remaining near historic lows, energy prices declining and the economy continuing to generate solid growth in employment and household income, affordability is now on the mend and many consumers recognize that home buying conditions have improved," said NAHB Chief Economist David Seiders. "Builders are picking up on this change in market momentum."

Derived from a monthly survey that NAHB has been conducting for almost 20 years, the NAHB/Wells Fargo HMI gauges builder perceptions of current single-family home sales and sales expectations for the next six months as "good," "fair" or "poor." The survey also asks builders to rate traffic of prospective buyers as either "high to very high," "average" or "low to very low." Scores for each component are then used to calculate a seasonally adjusted index where any number over 50 indicates that more builders view sales conditions as good than poor. All three component indexes moved higher in November, including a one-point gain in the current sales index, to 33. [Source: NAHB Press Release, 11/16/06, www.nahb.org]

Continued on page 96

Housing Market Index 2005-06 (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.

Dec	Jan06	Feb	Mar	Apr	May	June	July	Aug	Sept	Oct	Nov
57	57	56	54	51	46	42	39	33	30	31	33

Source: National Association of Home Builders

Continued from page 94

Midwest Dominates the Affordability Lists, California Remains Least Affordable

Indianapolis maintained its standing as the most affordable major U.S. housing market for a fourth consecutive time in the second quarter of 2006, according to the National Association of Homebuilders/Wells Fargo Housing Opportunity Index (HOI) released in September. Meanwhile, nationwide housing affordability edged slightly downward as the median price of all homes sold in the period remained unchanged and a slight uptick registered in the average mortgage rate.

Most Affordable Major Metro Markets:
1. Indianapolis, IN
2. Detroit-Livonia-Dearborn, MI
3. Grand Rapids-Wyoming, MI
4. Buffalo-Niagara Falls, NY
5. Youngstown-Warren-Boardman, OH-PA

Most Affordable Smaller Metro Markets:
1. Springfield, OH
2. Bay City, MI
3. Lansing-East Lansing, MI
4. Saginaw-Saginaw Township North, MI
5. Battle Creek, MI

Least Affordable Major Metro Markets:
1. Los Angeles-Long Beach-Glendale, CA
2. Santa Ana-Anaheim-Irvine, CA
3. San Diego-Carlsbad-San Marcos, CA
4. New York-White Plains-Wayne, NY-NJ
5. Stockton, CA

Least Affordable Smaller Metro Markets:
1. Salinas, CA
2. Merced, CA
3. Modesto, CA
4. Santa Cruz-Watsonville, CA
5. Santa Barbara-Santa Maria, CA

[Source: *LBM Journal,* October 2006, p. 7]

Siding Is "Branching" Out

Poplar tree bark is a new option to consider when siding a house. Bark scraps from lumber harvesting are converted into a unique new style of siding. After removal from poplar trees, the bark is culled, flattened and kiln-dried to stabilize the bark and kill insects without the use of chemicals. The bark is sorted by thickness, varying from four inches to four feet. One of the perks to this alternative siding is that it is maintenance free and can last over 75 years. For sections of the bark that will be exposed to intense sunlight or substantial moisture there is even a wood preservative that can slow the bleaching process. Shingles cost approx. $5.75 to $7.25 per square foot. [Source: *Fine Homebuilding,* November 2006, p.38] SBC

We welcome and encourage your feedback! Email ideas for this department to builderbanter@sbcmag.info.

Success Is What You Make It

Name:
Kendall Hoyd

Hometown:
Boise, Idaho

Started working in the industry:
1997

Name of first truss plant you worked in:
Idaho Truss & Component Co.

Current company & position:
Idaho Truss & Component Co., President

Favorite color:
Red

Favorite food:
Tacos

Kendall Hoyd began at Idaho Truss in 1997 to assume the duties of my partner who was preparing to retire. From the very beginning, he devoted everything he had to making Idaho Truss successful in a blisteringly competitive market.

Throughout the years, Kendall has accomplished many great things for the company. He was instrumental in implementing quality improvement programs, resulting in In-Plant WTCA QC certification. He developed an extremely comprehensive truss pricing program, improving our profitability and has assembled a terrific management team to help our growth.

Through Kendall's efforts, we have been able to start a wall panel plant, add EWP, a framing company, and engineering and home design services to our product offering. During this time, Kendall also served WTCA on the Board and as the 2005 president, making significant contributions to the industry during his term.

Kendall supports education and improvement programs for all Idaho Truss employees. He encourages personal growth and has developed the tools to measure and reward exceptional performance. I can't imagine a better man to have as a partner and an industry asset. SBC

—submitted by Michael G. Hill,
Owner of Idaho Truss & Component Co.

WHEN ALL YOU HAVE IS A HAMMER, EVERYTHING LOOKS LIKE A NAIL.

There's only so much you can do with a hammer. Today's competitive business environment requires a complete toolset to get the job done. That's why OptiFrame Software and our partners MiTek® and iLevel by Weyerhaeuser are pleased to introduce three ways to upgrade your toolset:

iLevel Javelin design software

For Structural Frame Designers

Javelin™ software's flexibility in modeling increases efficiency and productivity, while providing accurate tracking of load distribution through the structural frame. The software also generates complete material lists and professional presentation layout sheets.

MiTek TRUSSFRAMER

The Future of Truss Layout Software

With the familiar interface of MiTek eFrame™ Layout, TrussFramer™ now offers increased productivity via superior 3D modeling and improved integration with MiTek 20/20® Engineering — a superior solution for digital structure modeling.

REAL STRUCSURE

Access to Both Design Engines

OptiFrame's RealStrucSure™ software is integrated with both the Weyerhaeuser Product Design Engine for iLevel™ Engineered Wood Products, and the MiTek 20/20® Suite for truss design, allowing one designer to design the entire structural frame.

POWERED by OptiFrame

Upgrade your toolset to software *Powered by OptiFrame* for realistic 3D modeling, professional layout sheets, complete material lists, and accurate load representation — a true Virtual JobSite.™

Reap the benefits of **Superior Modeling**, **Ultimate Flexibility**, **Increased Productivity**, and **Accurate Load Distribution** with software *Powered by OptiFrame*, available from our partners iLevel and MiTek.®

OptiFrameSoftware
Advanced Tools for Structural Framing

Industry Partners: iLevel by Weyerhaeuser · MiTek POWER TO PERFORM™ A Berkshire Hathaway Company

OPTIFRAME® WHOLE HOUSE SOFTWARE: UPGRADE YOUR TOOLSET.

www.OptiFrame.com

Chapter Corner

For more information about WTCA Chapters and how to become more involved, contact Anna L. Stamm (608/310-6719 or astamm@qualtim.com) 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

The Safety Zone & the California Chapter

by Anna L. Stamm

The California Engineered Structural Components Association–Southern Region, or CalESCA-South for short, is spearheading a project that will be of interest to all component manufacturers: the Safety Zone for Off-Loading Components. The goal of this project is to provide an improved, industry-wide approach to designating a safety zone for off-loading trusses and components at a jobsite. To meet this goal, the chapter held its October meeting at an actual jobsite to "beta test" the concept in practice.

Central to the Safety Zone concept is the use of signage on a jobsite to show clearly that caution must be used. The signs themselves are bilingual (English/Spanish) and were created with the international symbol concept in mind, so that language is not a factor and they are discernable even at a distance. The signs will be portable, able to fit into a truck cab and easy enough to take in and out.

Given the risks associated with jobsites, and the ever-present element of chance combined with human error, clearly designating a zone for off-loading components is a must. As all members know so well, human error can lead to unfortunate accidents. With the Safety Zone project, the chapter has created signage that all component manufacturers will be able to use to reduce human error.

CalESCA-South is compiling the information it learned at the October beta test and feeding it back into the project development. WTCA staff is currently getting all of the information it needs to produce these new safety zone signs, so watch for more information on the Safety Zone concept in early 2007! SBC

Chapter Highlights

Alabama Component Manufacturers Association

Education was the watchword at the Alabama Chapter's October meeting. The members discussed the importance of distributing literature to architects and engineers. They will be evaluating which WTCA publications they would like to distribute along with subscription forms for ***SBC***. They also agreed to provide the seminar requested by Thompson Engineering. In addition, a recap was given of that day's chapter presentation for the North Central Alabama Code Officials. Once again, the education provided by the chapter was very well received. It was suggested, and approved, that the chapter purchase its own screen for anyone to use when giving presentations in the future.

Looking forward to 2007, the members discussed the plan for the next Alabama/Georgia/Kentucky/Tennessee Joint Chapter meeting. The date of January 25 was approved and the general consensus was that the joint chapter meeting is a valuable process that should be repeated. Then for its April meeting, the Alabama Chapter would like to invite the immigration lawyer that spoke at the Georgia Chapter's October meeting (see below). Special flyers will be created for this program for members to use when inviting their customers to the presentation, too.

Georgia Component Manufacturers Association

In October, the Georgia Chapter welcomed Immigration Attorney Chuck Kuck as the guest speaker. The informative presentation examined many facets of the immigration situation in our country, and industry, including: our unusual immigration laws; seven different kinds of temporary visas; the worker shortage; various legislative bills in Congress; U.S. Immigration and Customs Enforcement (I.C.E.); the importance of an I-9 self-audit; and "No Match" Rule changes. Mr. Kuck is well regarded in his field and the attendees thanked him for his excellent presentation. His presentation was recommended to several other chapters in the area, and plans are underway for him to be the speaker at the joint North Carolina/South Carolina Chapter meeting in March and the Alabama Chapter meeting in April.

The next chapter meeting for Georgia will be the Joint Alabama/Georgia/Kentucky/Tennessee Chapter meeting on January 25 in Chattanooga, TN. The speaker for this meeting is to be announced.

North Florida Component Manufacturers Association

The North Florida Chapter elected a new slate of officers at its October meeting. Josh Frye of Granger Lumber accepted the job of chapter president, Dan Morris of True House took the vice president position, Curt Joliecoeur of Lumber Unlimited became Secretary and Preston Ketchum of Lumber Unlimited became Treasurer. The 2007 chapter

Continued on page 102

Chapter Corner

Continued from page 100

meeting dates were confirmed for January 18, April 26, July 19 and October 18.

The meeting attendees were able to review an update on the 2006 Supplement to the Florida Building Code. The 2006 glitch cycle supplement includes extensive revisions to the both the 2004 FBC-Building and FBC-Residential (plus extensive restructuring), as well as the FBC-Mechanical. The revisions are not trivial (comprising 300 pages) and the 2006 Supplement should be considered more like a full code revision. The effective date is December 8, 2006, except for Panhandle Windborne Debris, which is effective March 8, 2007.

Tennessee Truss Manufacturers Association

At the Tennessee Chapter's October meeting, Chapter President Ted Kolanko gave a review of the educational program and fire test performed with the help of WTCA staff member Will Warlick for the Rutherford County Code Officials Association (RCCOA). Ted explained how each phase of the test was completed and then described each of the truss-related fire myths that the test burn set out to resolve. He also expressed to the chapter members how important tours and testing like this are as a method of educating the fire service and others about building components.

Next, the WTCA Board Resolutions from the October Board meeting were addressed. The importance of designating a Local Relationship-Building Chair and sponsoring at least two plant tours each year was discussed. In reviewing the WTCA Board Resolution concerning how to respond to local media situations, it was emphasized how critical it is not to react to these situations as the various media outlets are often attempting to "create a buzz" and there is no reason for any component manufacturer to add to the buzz.

WTCA–Illinois

The Illinois Chapter had a very active fall. In September, with the help of staff, it participated in two, one-day seminars by the Structural Engineers Association of Illinois (SEAOI). The focus of the seminars was successful collaboration between engineers of record and specialty engineers. Immediately following the second seminar on September 26, the chapter meeting was held to review the day's events and discuss the Building Designer concepts that came out of this meeting and how they interface with BCSI, IBC 2303.4 and ANSI/TPI 1 Chapter 2.

At the September chapter meeting, it was reported that the Taskforce on a Uniform Building Code has recommended that a statewide code be adopted. The chapter was very pleased with this result and appreciated having a seat on the taskforce. A subcommittee of the Illinois legislature is reviewing the recommendation.

In November, the chapter participated in the Illinois Fire Inspectors Association Fall Safety Trade Show. The chapter's booth focused on the Carbeck CD, *Wood Trusses and Fire Performance.* The CD was accessible via a computer at the booth and attendees were encouraged to sign-up for free copies of the CD. The sign-up sheet included the option of requesting a local truss plant tour and a subscription to ***SBC***, too.

Continued on page 104

planned to participate in the event and provide an accurate portrait of our industry's position on these issues.

WTCA – Northeast

The Northeast Chapter continued to monitor the review of the Massachusetts Building Code and comment on the sections of the code that affect our industry. Chapter members have attended the public hearings and submitted addenda to the proposed code. The Massachusetts Board of Building Regulations and Standards (BBRS) that oversees code development seemed receptive to our proposals. The chapter will continue to provide input in this process to make sure that our industry's voice is heard on the issues which affect us.

An issue has arisen regarding the use of seals and signatures in Massachusetts. Massachusetts code officials are requiring signed seals on drawings. Using the Texas law on electronic seals as a model to follow, the chapter is working with engineers to resolve this problem.

Regarding the movements to label buildings with truss construction, the Maine bill is effectively dead. The Massachusetts bill was passed by the House and referred to the appropriate committee in the Senate, but it may also die in committee. There is a chance that it may resurface before the end of the year, but it is not likely.

The Northeast Chapter has several educational opportunities to pursue. A presentation was prepared for the fire officials in Ascutney, Vermont on November 14. The Southeast Massachusetts Building Officials would like a presentation for its spring conference. At the October chapter meeting, members also reviewed the WTCA Board Resolution requesting chapters provide truss plant tours to the groups that would benefit from more information and a better understanding of our industry. 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).

Chapter Corner

Continued from page 102

The chapter also became involved with Safe Home Illinois (SHI), an initiative by the American Red Cross of Greater Chicago and Illinois Emergency Management Agency. Established in response to the damage observed following tornadoes and severe straight-line winds, SHI seeks to act as a clearinghouse for ideas regarding wind damage mitigation and as a guide to resources regarding safe construction standards. SHI planned a four-hour seminar on December 7 at the Aurora Regional Fire Museum to focus on "Building a Safer Home" using wood and/or concrete. The intended audience was code officials, architects, engineers, developers and contractors and the chapter

Calendar of Events

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

December

- 12: Colorado Truss Manufacturers Association (CTMA) Chapter Meeting. For more information, contact Chapter President Dennis Wilson at 303/307-1441 or DWilson@HomeLumber.com.
- 13: Southwest Florida Truss Manufacturers Association (SWFTMA) Chapter Meeting. For more information, contact Chapter President Jim Swain at 239/437-1100 or jimsw@carpentercontractors.com.
- 14: Wood Truss Council of Michigan (WTCM) Chapter Meeting. For more information, contact Anna at WTCA, 608/310-6719 or astamm@qualtim.com.

January 2007

- 3-6: WTCA Truss Technician Training (TTT) Level I live class, Madison, WI. For more information, contact Melanie at WTCA, 608/310-6720 or mbirkeland@qualtim.com.
- 10: Iowa Truss Manufacturers Association (ITMA) Chapter Meeting. For more information, contact Chapter President Tom Lambertz at 515/283-7100 or tlambertz@robertsdybdahl.com.
- 10: Wood Truss Council of the Capital Area (WTCCA) Chapter Meeting. For more information, contact Anna at WTCA, 608/310-6719 or astamm@qualtim.com.
- 16: Central Florida Component Manufacturers Association (CFCMA) Chapter Meeting. For more information, contact Dani at WTCA, 608/310-6735 or dbothun@qualtim.com.
- 16: Rio Grande Chapter Meeting. For more information on this chapter under development, contact Anna at WTCA, 608/310-6719 or astamm@qualtim.com.
- 17: WTCA-Arizona Chapter Meeting. For more information, contact Chapter President Chad Lilleberg at 623/931-3661 or clilleberg@schuckaz.com.
- 17: WTCA-Northeast Chapter Meeting, Worcester Hotel & Conference Center, Worcester, MA. For more information, contact Anna at WTCA, 608/310-6719 or astamm@qualtim.com.
- 18: North Florida Component Manufacturers Association (NFCMA) Chapter Meeting. For more information, contact Anna at WTCA, 608/310-6719 or astamm@qualtim.com.
- 18: South Florida WTCA (SFWtCA) Chapter Meeting. For more information, contact Dani at WTCA, 608/310-6735 or dbothun@qualtim.com.
- 18: Southern Nevada Component Manufacturers Association (SNCMA) Chapter Meeting. For more information, contact Anna at WTCA, 608/310-6719 or astamm@qualtim.com.
- 18: Truss Manufacturers Association of Texas (TMAT) Chapter Meeting. For more information, contact Anna at WTCA, 608/310-6719 or astamm@qualtim.com.
- 18: WTCA-New York Chapter Meeting, NRLA Educational Center, Rensselaer, NY. For more information, contact Anna at WTCA, 608/310-6719 or astamm@qualtim.com.
- 19-20: Alpine Educational Workshop, Holiday Inn International Drive Resort, Orlando FL. For more information visit www.alpeng.com or contact Karla Derickson at 866/237-2878.
- 23: Mid South Component Manufacturers Association (MSCMA) Chapter Meeting. For more information, contact Dani at WTCA, 608/310-6735 or dbothun@qualtim.com.
- 24-27: WTCA Truss Technician Training (TTT) Level II live class, Madison, WI. For more information, contact Melanie at WTCA, 608/310-6720 or mbirkeland@qualtim.com.
- 25: Alabama / Georgia / Kentucky / Tennessee Joint Chapter Meeting. For more information, contact Anna at WTCA 608/310-6719 or astamm@qualtim.com.
- 31-Feb 4: Truswal Systems 2007 National Manufacturers Conference, Puerto Vallarta, Mexico. For more information, visit www.truswal.com.

February

- 7-9: NAHB International Builders' Show, Orlando, FL. For details, visit www.nahb.com.
- 7: Southwest Florida Truss Manufacturers Association (SWFTMA) Chapter Meeting. For more information, contact Chapter President Jim Swain at 239/437-1100 or jimsw@carpentercontractors.com.
- 8: West Florida Truss Association (WFTA) Chapter Meeting. For more information, contact Chapter President Rick Cashman at 727/585-2067 or rcashman@ffptruss.com.
- 8: Wisconsin Truss Manufacturers Association (WTMA) Chapter Meeting. For more information, contact Chapter President Gene Geurts at 920/336-9400 or ggeurts@richcostr.com.
- 15-17: Alpine Engineered Products Executive Retreat, San Juan, Puerto Rico. For more information visit www.alpeng.com.
- 15: Minnesota Truss Manufacturers Association (MTMA) Chapter Meeting. For more information, contact Chapter President Tom Nomeland, 507/872-5195 or tnomeland@ufpi.com.
- 21-23: WTCA Open Quarterly Meeting, Jacksonville, FL. For more information, contact Peg at 608/310-6723 or ppichette@qualtim.com for details. All are welcome to attend!

March

- 6: WTCA-Illinois Chapter Meeting. For more information, contact Dani at WTCA, 608/310-6735 or dbothun@qualtim.com.
- 7-8: Alpine Educational Workship, St. Charles Convention Center, Charles, MO. For more information visit www.alpeng.com or contact Karla Derickson at 866/237-2878.
- 8: Missouri Truss Fabricators Association (MTFA) Chapter Meeting. For more information, contact Dani at WTCA, 608/310-6735 or dbothun@qualtim.com.
- 8: Wood Truss Council of Michigan (WTCM) Chapter Meeting. For more information, contact Anna at WTCA, 608/310-6719 or astamm@qualtim.com.
- 13: California Engineered Structural Components Association, Southern Region (CalESCA-South) Chapter Meeting. For more information, contact Dani at WTCA, 608/310-6735 or dbothun@qualtim.com.
- 13: Central Florida Component Manufacturers Association (CFCMA) Chapter Meeting. For more information, contact Dani at WTCA, 608/310-6735 or dbothun@qualtim.com.
- 13: Colorado Truss Manufacturers Association (CTMA) Chapter Meeting. For more information, contact Chapter President Dennis Wilson at 303/307-1441 or DWilson@HomeLumber.com.
- 14: California Engineered Structural Components Association, Northern Region (CalESCA-North) Chapter Meeting. For more information, contact Dani at WTCA, 608/310-6735 or dbothun@qualtim.com.
- 14: Iowa Truss Manufacturers Association (ITMA) Chapter Meeting. For more information, contact Chapter President Tom Lambertz at 515/283-7100 or tlambertz@robertsdybdahl.com.
- 14: North Carolina/South Carolina Joint Chapter Meeting. For details, contact Anna at WTCA, 608/310-6719 or astamm@qualtim.com.
- 15: South Florida WTCA (SFWTCA) Chapter Meeting. For more information, contact Dani at WTCA, 608/310-6735 or dbothun@qualtim.com.
- 21-23: WTCA Annual Workshop & Conference, Las Vegas, NV. All members are welcome to participate! For more information, contact Anna at WTCA, 608/310-6719 or astamm@qualtim.com.

April

- 11: Southwest Florida Truss Manufacturers Association (SWFTMA) Chapter Meeting. For more information, contact Chapter President Jim Swain at 239/437-1100 or jimsw@carpentercontractors.com.
- 11: Wood Truss Council of the Capital Area (WTCCA) Chapter Meeting. For details, contact Anna at WTCA, 608/310-6719 or astamm@qualtim.com. SBC

Industry News & Data

Visit **www.sbcmag.info** for additional industry news & announcements!

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. Aug	Sept	Oct	Compound annual rate 3-mo. ended Oct 06
All Items	.2	-.5	-.5	-2.9
All Items Less Food & Engery	.2	.2	.1	2.3

Source: Bureau of Labor Statistics

Unemployment Rate

July	4.8%
Aug	4.7%
Sept	4.6%
Oct	4.4%

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.	Aug	Sept	Oct
Eng. Wood Mem.	117.9(P)	117.8(P)	116.1(P)
LVL	126.4(P)	126.4(P)	126.4(P)
Other	119.8(P)	118.6(P)	116.1(P)

(P) = preliminary

Truss Mfg.	Aug	Sept	Oct
Truss Mfg.	119.1(P)	118.0(P)	115.7(P)
Wood Trusses	116.7(P)	115.5(P)	113.0(P)
Primary Products	116.7(P)	115.5(P)	113.0(P)
Secondary Products	101.6(P)	101.6(P)	98.3(P)

Source: Bureau of Labor Statistics

Producer Price Index General

% changes in selected stage-of-processing price indexes

Month	Total	Ex. Food & Energy
July	0.1	-0.3
Aug	0.1	-0.4
Sept	-1.3	0.6
Oct	-1.6	-0.9

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%).

Feb	Mar	April	May	June	July	Aug	Sept	Oct	% +/-
102.7	107.5	109.6	104.7	105.4	106.5	100.2	105.9(r)	105.4	-0.5%

Source: www.consumerresearchcenter.org

U.S. Prime Rate

Month	2006	2005	2004
July 1	8.25%	6.25%	4.25%
Aug 1	8.25%	6.25%	4.25%
Sept 1	8.25%	6.50%	4.50%
Oct 1	8.25%	6.75%	4.75%
Nov 1	8.25%	7.00%	4.75%

Source: Federal Reserve Board

OCTOBER 2006 ISM BUSINESS SURVEY AT A GLANCE

	Series Index	Direction Oct vs Sept	Rate of Change Oct vs Sept
ISM Manufacturing Index (formerly PMI)	51.2	Growing	Slower
New Orders	52.1	Growing	Slower
Production	51.9	Growing	Slower
Employment	50.8	Growing	From Contracting
Supplier Deliveries	50.2	Slowing	Slower
Inventories	49.4	Contracting	Slower
Customers' Inventories	52.0	Too High	From Too Low
Prices	47.0	Decreasing	From Increasing
Backlog of Orders	44.5	Contracting	Faster
Exports	5.8	Growing	Faster
Imports	57.0	Growing	Faster

For an in-depth explanation of this summary, go to https://ism.ws/ISMReport

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)

	July	Aug	Sept	Oct
Industrial Production Total Index (% change)	0.3	0.3(r)	-0.6	0.2
Capacity Utilization Total Industry (%)	82.6	82.7 (r)	82.1 (r)	82.2

Source: Federal Reserve Board

CM News

STOCK BUILDING SUPPLY ACQUIRES PERFECTION TRUSS AND LEE WINDOW AND DOOR

Stock Building Supply, the Raleigh, N.C.-based pro dealer, has acquired Perfection Truss of Albuquerque, N.M.; and Lee Window and Door Company in Sanford, N.C.

Founded in the 1950s, Perfection operates from one location. Sales for fiscal year ending March 2006 were $6.4 million. All senior management, including company president Jim Stafford, will remain with the company.

"Perfection Truss Co. is the leading truss manufacturer in central New Mexico," said Fenton Hord, Stock CEO and president. "This acquisition is an excellent complement to our 2005 purchase of Baldridge Lumber."

Lee Window and Door Company distributes and installs commercial and high-end residential windows and recorded sales in 2005 of $8.3 million.

"The acquisition of Lee gives us a solid platform upon which to build and expand our commercial window sales program," says Fenton Hord. Senior management, including company president Peter Farren, will remain with the company.

Stock Building Supply now operates 316 locations in 33 states, with reported sales of $5.3 billion for the fiscal year 2006. Stock Building Supply is a subsidiary of Wolseley plc of Theale, England, which had sales in fiscal year 2006 of more than $25 billion. [Source: www.homechannelnews.com, 11/2/06]

BUILDERS FIRSTSOURCE ENTERS ALABAMA

Builders FirstSource (BFS) has announced its intention to enter the Alabama market with the purchase of Waid Home Center in Auburn, AL. The full-service lumberyard, affiliated with Ace Hardware, is located approximately 60 miles northeast of Montgomery. Sales in 2005 were $25 million.

"We are extremely bullish on this area due to the job growth we expect from the nearby Kia automotive plant that is under construction," said Floyd Sherman, BFS's chief executive. "We also believe this creates an opportunity to sell prefabricated products into the market."

Headquartered in Dallas, BFS operates in 12 states, mostly in the southern and eastern Untied States. Sales in 2005 were $2.29 billion. [Source: www.homechannelnews.com, 11/7/06]

Announcements

AEGIS DONATES TRUSSES FOR ADA COMPLIANT HOME FOR IRAQ VETERAN

Aegis Metal Framing in partnership with Metal Component Truss of Ft. Myers, FL donated 120 steel trusses for an ADA compliant home built for Iraq veteran, SSG Paul Russell "Russ" Marek, US Army, at 16th annual METALCON International trade show and conference.

A three-bedroom, ADA-compliant structure was built inside METALCON's exhibit hall by instructors and construction professionals enrolled in STUD University, an intensive three-day steel-framing program held each year at METALCON and produced by the Washington, DC-based Steel Framing Alliance.

On October 3, a ceremony marked the home donation as the University of Tampa U.S. Army ROTC honor guard graced the exhibit hall to honor U.S. Army SSG Marek and his family. The ceremony marked the beginning of a new stage for the severely injured 35-year-old Satellite Beach, FL, native and honored his contribution to freedom and his spirit of optimism. The event drew a packed audience from the tradeshow and conference.

"All too often the term 'hero' is utilized to describe athletes, actors, and other figures of pop culture," commented Tom Valvo, President of Aegis Metal Framing. "Staff Sergeant Marek, however, is the real deal—a true American hero who risked his life, and suffered grievous injury, defending the country and people he loves. His dedication and commitment to duty is both remarkable and inspiring. I was humbled just to be in his presence at MetalCon."

Marek was released less than a week earlier from the Tampa Bay Veteran's Administration Hospital where he spent more than a year recuperating from injuries sustained when his M1A1 Abrams tank was destroyed by enemy fire in Iraq. The incident severed SSG Marek's right arm and leg, part of his right ear, and part of his left hand. He also suffered severe head trauma and burns over 20 percent of his body. [Source: Aegis Press Release, 10/10/06]

VIKING ENGINEERING AND DEVELOPMENT NAMES NEW VP OF SALE & MARKETING

Mark Stevens has joined Viking Engineering and Development as VP Sales & Marketing. In his new role Stevens is responsible for leading the strategic sales and marketing efforts for all Viking equipment lines worldwide. He will also promote business development initiatives by identifying and capturing new business opportunities for Viking through internal growth, external acquisitions, and strategic alliances.

Stevens has a degree in chemical engineering from the University of Minnesota and has 30

Continued on page 110

Classified Ads

Construction Center Manager

Walters Buildings is looking for an experienced manager for its Urbana, OH location. The qualified candidate would have extensive sales, construction and management experience in the post-frame industry and have an entrepreneurial spirit. Great opportunity to run your own show with excellent growth potential. Responsibilities include branch profitability, sales management of several sales people, oversee construction crews and responsible for a defined sales territory. Position offers competitive wages and benefits. Qualified candidates should send cover letter and résumé to: sales@waltersbuildings.com

PiggyBack® 4-way Forklift

Now deliver extra long loads to highly congested sites (previously inaccessable) w/ Princeton's unique PiggyBack "4-Way" truck mounted forklift. Designed to move long loads through tight spots, the "4-Way" easily handles EWP, siding & lumber with exceptional stability. Call 800/331-5851 or email sales@piggy-back.com.

Tractor Mounted Boom Trucks

National Crane, Tadano Crane. New or used. Call Frank at Runnion Equipment 800/824-6704. Check out our web www.runnionequipment.com

Truss & Panel Designers

Exc. opportunity exists at U.S. Components, LLC - A Pro-Build Company, for exp. roof truss & wall panel technicians in & around West Point, VA, Nichols, SC, & Kings Mountain, NC. Salary, perf. bonus, incentives, exc. benefit pkg. Must be self-starter, w/exc. analytical skills, exp. working w/3D design software, outstanding computer & math skills. uscjobs@strober.com. EOE - Drug test/Bkgrd Screen req. www.strober.com

Your Ad Here

Do you have a job opening, used equipment for sale or some other business opportunity to communciate? A classified ad in ***SBC Magazine*** is the perfect medium to reach the industry. Plus, when you place a classified ad in ***SBC Magazine***, that ad will also be posted as a word-only classified on our web site—at no extra charge! In a hurry? Can't wait for the next issue to come out? You can place your ad online. Visit www.sbcmag.info for more information and to check out the current list of classifieds. To make a space reservation for your classified ad, call Melinda Caldwell at 608/310-6729 or email mcaldwell@sbcmag.info.

Industry News

Continued from page 109

years experience in the construction, capital equipment and process chemical industries in progressive senior sales and marketing positions. His most recent position was National Sales Manager and Strategic Business Manager for Ecolab.

WTCA LAUNCHES INDUSTRY SPECIFIC FORKLIFT PROGRAM

WTCA recently announce dthe launch of its brand new Forklift Certification Program. Developed specifically for the structural building components industry, WTCA's Forklift Certification Program integrates online training with hands-on exercises to provide a diversified course for forklift operators working at a truss plant.

"We were looking for a better program that is more comprehensive and geared toward our industry," said Bill Carroll, production manager for Eckman Building Components, manufacturer of roof and floor trusses in Lehighton, PA. Eckman is part of the beta group that tested and provided feedback on the new program. "Once we saw the program, we were very impressed," Carroll added.

Designed for new or experienced forklift operators, the WTCA Forklift Certification Program helps component manufacturers train, evaluate and monitor their forklift operations all year long. "The program exposes employees to all aspects of what a forklift should and can do," said Carroll. Eckman used the program's PowerPoint presentation to develop a 2.5 hour presentation that the company uses to train all of its shop employees, along with the program's written and practical exams it uses as documented testing methods. "No program will fix everything, but this is an excellent program," said Carroll.

Now available for purchase, the program includes: multi-media training modules, a guidelines binder, hands-on exercises, daily checklists, recordkeeping forms, authorized driver cards and certificates, operator evaluations and a set of 5 forklift safety posters. For more information on WTCA's Forklift Certification Program, contact Michael at 608/310-6709 or moftedahl@qualtim.com.

In Print & on the Web

WTCA ADDS NATIONAL DESIGN SPECIFICATION® (NDS®) TO ONLINE CATALOG

WTCA is pleased to announce the latest addition to its online catalog, the Wood Design Package of the National Design Specification for Wood Construction ANSI/AF&PA NDS-2005. The Wood Design Package includes the 2005 National Design Specification® (NDS®) with Commentary and Supplement; Special Design Provisions for Wind and Seismic (SDPWS) with Commentary; ASD/LRFD Manual for Engineered Wood Construction; and ASD/LRFD Structural Wood Design Solved Example Problems.

"Many of the ANSI/TPI 1 design principles are derived from the NDS® since trusses are a specialized case of lumber and fastener engineering," said Bob Dayhoff, Chair of WTCA's Engineering & Technology Committee and Director of Technical Operations at Shelter Systems Limited in Westminster, MD. "The NDS® is a must for any technical department."

Referenced in the 2006 International Building Code (IBC) and International Residential Code (IRC), this latest edition of NDS® is also a required text for WTCA's Truss Technician Training (TTT) course.

WTCA members can purchase the Wood Design Package for the member price of $70; nonmembers pay $80. For more information or to order the Wood Design Package, visit WTCA's online catalog at www.sbcindustry.com/pubs. [Source: WTCA Press Release, 11/15/06] SBC

Visit **www.sbcmag.info** for additional industry news!

New Products

For reader service, go to www.sbcmag.info/clark.htm. See additional ad on page 93.

HIGH CAPACITY HANGER ELIMINATES NEED FOR BOLTS

Simpson Strong-Tie's **THGQ** and **THGQH** hangers for multi-ply girder trusses use SDS screws (included with hanger) to provide high load capacities and easier installation compared to bolts. Two models are offered to accommodate a range of applications. The **THGQH** model provides the greatest load capacities and offers a lower cost alternative to bolted hangers. The 16" tall **THGQ** model can be used where there is a height restriction, and offers the lowest cost option when less load is required. For more information, visit **www.strongtie.com** or call 1-800-999-5099.

For reader service, go to www.sbcmag.info/simpson.htm. See additional ad on page 43.

Advertiser Index

Gold Program Advertiser

Silver Program Advertiser Bronze Program Advertiser

For more information on *SBC* advertisers, visit the "Our Advertisers" section of www.sbcmag.info.

Alpine Engineered Products, Inc. an ITW Company
Pages: 58-59, 115
800/735-8055 • 954/979-9680 fax
Email: marketing@alpeng.com • Website: www.alpeng.com

A-NU-PROSPECT
Page: 17
Joe Wilhelm • 800/615-5122 (519/349-2202) • 519/349-2342 fax
Email: joewilhelm@quadro.net • Website: www.trusstrailer.com

Biomass Combustion Systems, Inc.
Page: 56
Charles Cary • 508/798-5970 • 508/798-7971 fax
Email: info@biomasscombustion.com
Website: www.biomasscombustion.com

BOSS Tiedowns & Strapping
Page: 56
Blake Bailey • 936/867-4801 • 936/867-4802 fax
Email: blake@boss-strapping.com
Website: www.boss-strapping.com

Building Component Manufacturers Conference (BCMC)
Page: 74
Peggy Pichette • 608/310-6723 • 608/274-3329 fax
Email: ppichette@qualtim.com
Website: www.bcmcshow.com

CANFOR
Page: 55
Tim Mosley • 604/264-6010 • 604/264-6217 fax
Email: Tim.Mosley@canfor.com • Website: www.canfor.com

Clark Industries, Inc.
Pages: 93, 111
Sales • 800/743-9727 • 417/235-8262 fax
Email: sales@clark-ind.com • Website: www.clark-ind.com

Commercial Machinery Fabricators, Inc.
Page: 35
Edward G. Joseph • 800/662-2857 • 517/323-8939 fax
Email: ed@cmfstealth.com • Website: www.cmfstealth.com

Eagle Metal Products
Page: 102
Tom Whatley • 800/521-3245 • 903/887-1723 fax
Email: twhatley@eaglemetal.com • Website: www.eaglemetal.com

Eide Integrated Systems LLC
Page: 39
G. Mitchell Eide • 800/344-3433
Email: Mitch@eidemachinery.com
Website: www.eidemachinery.com

GR Morris & Associates
Page: 48
Gary Morris • 817/457-9995 • 817/457-9998 fax
Email: gary@gr-morris.com • Website: www.gr-morris.com

The Hain Company
Page: 109
Leonard Hain • 530/295-8068 • 530/295-0468 fax
Email: sales@haincompany.com • Website: www.haincompany.com

HOLTEC Corporation
Page: 4
Sam Rashid • 800/346-5832 • 813/752-8042 fax
Email: info@holtecusa.com • Website: www.holtecusa.com

Hundegger USA L.C.
Page: 9
Steve Shrader or Kip Apostol • 435/654-3028 • 435/654-3047 fax
Email: info@hundeggerusa.com
Website: www.hundeggerusa.com

Intelligent Building Systems, an ITW Company
Pages: 50-51
Carl Schoening • 800/521-9790 • 817/652-3079 fax
Email: carlschoening@truswal.com • Website: www.truswal.com

Klaisler Manufacturing Corp.
Pages: 20, 111
Sean Hubbard • 877/357-3898 • 317/357-3921 fax
Email: info@klaisler.com • Website: www.klaisler.com

The Koskovich Company
Pages: 26-27
Jerry Koskovich • 507/286-9209 • 507/285-1730 fax
Email: jerryk@omnisaw.com
Website: www.omnisaw.com

L-M Equipment Co. Ltd.
Page: 29
Rick H. Weihs • 604/431-8800
Email: sales@lmsaws.com
Website: www.LMSaws.com

Lakeside Trailer Manufacturing, Inc.
Pages: 44-45
Lee Kinsman • 573/736-2966 • 573/736-5515 fax
Email: lee@rollerbed.com • Website: www.rollerbed.com

Mango Tech International
Page: 105
1866-GO-MANGO • Website: www.mangotech.com

Masengill Machinery Company
Page: 106
Wayne Masengill • 423/586-7831 • 423/586-0483 fax
Email: waynem@masengills.com • Website: www.masengills.com

Maximizer Technologies, LLC a component of The Fitzgerald Group, LLC
Page: 37
Randy Fitzgerald or Mark Strauss • 719/528-5445 • 719/528-5444 fax
Email: answers@maximizertechnologies.com
Website: www.maximizertechnologies.com

MiTek Industries, Inc.
Pages: 2-3, 53, 57
Michael Klein • 800/325-8075 • 314/434-5343 fax
Email: mike.a.klein@mii.com • Website: www.mii.com

Monet DeSauw Inc.
Page: back cover
877/642-4900
Email: desauw@socket.net • Website: www.desauw.com

MSR Lumber Producers Council
Page: 40
Kathy James, Business Manager
888/848-5339 • 888/212-5110 fax
Email: msrlpc@msrlumber.org • Website: www.msrlumber.org

Open Joist 2000 Inc. (Distribution)
Page: 40
Mike Beauchamp • 800/263-7265 • 514/990-0078 fax
Email: mike@openjoist2000.com
Website: www.openjoist2000.com

OptiFrame Software, LLC
Pages: 98-99
Ms. Katie Bassani • 303/723-4950 • 303/221-3532 fax
Email: kbassani@optiframe.com • Website: www.optiframe.com

PANELS PLUS
Page: 54
Stan Axsmith
Toll Free 866/726-7587 (PANPLUS) • 507/373-7110 fax
Email: sales@panplus.com • Website: www.panplus.com

Pratt Industries, Inc.
Page: 33
Pratap Lingam • 727/584-1414 • 727/584-2323 fax
Email: pratap@prattinc.com • Website: www.prattinc.com

Precision Equipment Mfg.
Page: 49
Michael J Syvertson or Bill Adams
701/237-5161 • 701/280-0946 fax
Email: sales@precisionequipmfg.com
Website: www.precisionequipmfg.com

Princeton Delivery Systems, Inc.
Page: 95
Butch Hunter, Marketing Manager
800/331-5851 • 614/834-5075 fax
Email: b.hunter@piggy-back.com • Website: www.piggy-back.com

Qualtim, Inc.
Page: 107
Suzi Grundahl • 608/310-6710 • 608/271-7006 fax
Email: info@qualtim.com • Website: www.qualtim.com

Robbins Engineering, Inc.
Page: 41
Doug Folker • 813/972-1135 ext. 268 • 813/978-8626 fax
Email: info@robbinseng.com • Website: www.robbinseng.com

Simpson Strong-Tie Company, Inc.
Pages: 43, 111
Mike Bugbee • 925/560-9060 • 925/833-1496 fax
Email: mbugbee@strongtie.com • Website: www.strongtie.com

SL Laser Systems
Page: 104
John Ridgway • 704/561-9990 • 704/561-9994 fax
Email: jridgway@sl-laser.com • Website: www.sl-laser.com

Southeastern Lumber Manufacturers Association
Page: 107
Wendy Burnett • 404/361-1445 • 404/361-5963 fax
Email: wendy@slma.org • Website: www.slma.org

Southern Pine Council
Page: 111
Catherine M. Kaake, P.E.
504/443-4464 ext. 213 • 504/443-6612 fax
Email: info@southernpine.com • Website: www.southernpine.com

Stiles/Homag Canada/Weinmann
Page: 103
Michael Miller • 616/698-7500 ext. 232 • 616/698-9411 fax
Email: mmiller@stilesmachinery.com
Website: www.stilesmachinery.com

Sweed Machinery, Inc.
Page: 13
Recycling Sales • 800/888-1352 • 541/855-1165 fax
Email: sweed@sweed.com • Website: www.sweed.com

Todd Drummond Consulting, LLC.
Page: 37
Todd Drummond • 603/769-8857 • 815/364-2923 fax
Email: todd@todd-drummond.com
Website: www.todd-drummond.com

Tolleson Lumber Company Inc.
Page: 38
Joe Kusar • 478/988-3800 • 478/987-0160 fax
Email: jkusar@tollesonlumber.com
Website: www.tollesonlumber.com

Triad/Merrick Machine Company
Page: 42
Lowell Tuma • 800/568-7423, ext. 133 • 308/384-8326 fax
Email: lowell@merrickmachine.com • Website: www.triadruvo.com

Truswal Systems, an ITW Company
Pages: 14-15, 101
Carl Schoening• 800/521-9790 • 817/652-3079 fax
Email: carlschoening@truswal.com
Website: www.truswal.com

Tryco/Untha International, Inc.
Page: 33
217/864-4541 • 217/864-6397 fax
Email: tryco@midwest.net • Website: www.tryco.com

Turb – O – Web USA, Inc.
Page: 38
John Griffith • 888/TURB-O-WEB (888/887-2693) • 321/747-0306 fax
Email: john@turb-o-web.com • Website: www.turb-o-web.com

USP Structural Connectors
Pages: 31, 96
Steve Hanek • 800/328-5934 ext. 236 • 507/364-8762 fax
Email: shanek@uspconnectors.com
Website: www.uspconnectors.com

Viking - Wall Panel Systems
Page: 11
Rick Autey • 763-586-1261 • ricka@vikingeng.com
Mark Stevens • 763-586-1212 • marks@vikingeng.com
763/571-7379 fax • Website: www.vikingeng.com

Wasserman & Associates
Page: 33
Rod Wasserman • 402/438-2161 • 800/382-0329 • 402/438-2524 fax
Email: rodwass@aol.com
Website: www.wasserman-associates.com

Weima America, Inc.
Page: 17
Vikki Van Dam • 803/802-7170 • 888/440-7170 • 803/802-7098 fax
Email: info@weimaamerica.com • Website: www.weimaamerica.com

WTCA – Representing the Structural Building Components Industry
Pages: 20, 21, 22-23, 60, 90-91, 93, 97
608/274-4849 • 608/274-3329 fax
Email: wtca@sbcindustry.com • Website: www.sbcindustry.com

Parting Shots

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

Thank YOU for Another Great Show!

Each year after BCMC, staff enjoys receiving your comments and suggestions about the show—why you show up each year, what you especially liked about this year's show, how we might improve things for next year, etc. In the majority of cases these notes are gracious and full of thanks and fuel our enthusiasm as we come home to start planning next year's show. What you might not know is how much our staff enjoys and is thankful for all of you in this industry. YOU are the reason we look forward to this special week each year. We revel in the opportunity to get to meet so many of the individual component manufacturers and exhibitors that we serve throughout the year. Thank you for stopping by the BCMC booth to learn about all of the new educational, technical and marketing opportunities that are available from WTCA and other industry organizations. It was great to meet you and we look forward to seeing everyone again next year as we "Discover New Possibilities" in Columbus, OH!

The Safest, Easiest, Fastest & Most Precise Way to Cut Floor Truss Webs!

FWA 500

Standard Features:
- Powered Angulation
- Electronic Digital Readouts
- Mechanical Scales
- Adjustable 90 Degree Cut-Off Saw
- Blade Brake on Cut-Off Saw
- Adjustable Lumber Feeding Magazine
- Cuts 3x2, 4x2, & 6x2 Lumber
- Standard Cutting Capacity 4.5ft.
- Heavy Duty Feed Conveyor
- Feed Rate up to 60 per min.
- Heavy Duty Conveyor #80 Chain
- OSHA Compliant Safety Guards
- Dust Containment Curtains
- Emergency Stop Cable Across Rear
- Full Length Vibrating Waste Conveyor
- Heavy Duty Frame (3 X 6 X 1/4")
- 460 VAC 3 Phase (60 amp) 60 Hertz

Cut components at 60 per min. on the FWA & realize its full potential!

MONET DESAUW, INC.

1-877-642-4900

3100 Dogwood Drive,
Fulton, Missouri 65251
573/642-4900 - Fax 573/642-3736
email: sales@desauw.net

http:\\www.desauw.net