



Wtca Update

Be an 'Achiever' with SCORE

You can score big with WTCA's new certification program.

by WTCA Staff

So what exactly is SCORE? It's not just another confusing acronym. SCORE stands for Structural Component Operations Reaching for Excellence, and is a new certification program developed to allow component manufacturers that are already taking advantage of various WTCA programs to reap even more benefits by tying them all together. The certification is free and enables companies to showcase their professionalism and dedication to quality and continuous improvement. Nothing speaks louder to your customers and the industry than SCORE certification that markets your commitment to excellence.

Differentiate & Increase Customer Satisfaction

Working toward SCORE certification has much more value than just another achievement award. Many component manufacturers are seeking certification for purposes like differentiating themselves from their competitors and increasing customer satisfaction. You know the benefits you derive from WTCA training programs, but chances are your customers aren't aware of what your investment in these programs means to them.

With SCORE, you can market your commitment to manufacturing a quality product to your customer.

When your mission is to serve your customers in a way that ensures they will be more than satisfied with your products, SCORE certification is a simple way to show your dedication to them. To your customer, SCORE communicates the message that "we firmly believe that participating in these programs and taking advantage of these resources help us to do that for you." SCORE certification differentiates your company by reaffirming to your customer that you deliver the best customer service and the highest quality products. Happy customers often mean more business coming your way.

Are You Ready to SCORE?

Your company may be closer to SCORE certification than

you realize. Do you send out jobsite packages with every job? Are your truss technicians TTT certified? Does your company participate in In-Plant WTCA QC? If your answer is yes to any of these, you are well on your way to becoming SCORE certified.

Let's take a closer look at the requirements. There are three levels of SCORE: Achiever, Leader and Elite. Each level requires participation in WTCA programs that enhance your business. Your degree of involvement will determine the level at which your company will become certified.

Some of the immediate benefits that you will receive upon certification include electronic SCORE logos and seals, promotional space in **SBC Magazine** each month, a place on the SCORE web page that lists SCORE members among other advantages that come with certification.

So what are you waiting for? Visit www.sbcindustry.com/SCORE for more details on SCORE requirements. You just might be surprised! **SBC**

New WTCA Members

REGULAR MEMBERS

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Las Vegas, NV 89102-8635
702/222-3303
Mr. Tom McBride

Norwood Sash & Door Mfg DBA Norco

627 Norgal Dr
Lebanon, OH 45036-9275
513/932-5700
Mr. Tim Hirschauer
Sponsor: Mr. Stan Sias

Relco Roof & Floor, Inc

PO Box 84
Harrisburg, OR 97446-0084
541/995-6311
Mr. Jason Carothers

ASSOCIATE MEMBERS

Dike Okpokiri

1580 NE Merman Dr Apt 378
Pullman, WA 99163
509/332-3618
Mr. Dike Okpokiri

Monta Consulting and Design

222 S Westmonte Dr #100
Altamonte Springs, FL 32714
407/681-1917
Mr. William Ranieri, P.E.
Sponsor: Mr. Bill Heine

L-M Equipment Co. Ltd.

5784 Byrne Rd
Burnaby, BC V5J 3J4
604/431-8800
Mr. Rick Weihs

Long View Enterprises

W11455 Longview Rd
Brandon, WI 53919
920/324-8651
Mr. Craig Bronkhorst

Lumber Technology Corp.

PO Box 614
Millburn, NJ 07041-0614
973/467-1766
Mr. Darren Satsky

Nascor International Ltd

1212 34th Ave SE
Calgary, AB T2G 1V7
403/243-8919
Mr. Brad Parsons

Rex Lumber LLC

PO Box 7
Graceville, FL 32440-0007
850/263-2056 ext 2
Mr. Tracy D. Daniels

Listing as of 5/8/07

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

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"Since becoming a SCORE Leader, we've used the SCORE seal on our website, all of our promotional pieces and on our layouts. We're also talking it up with our customers to let them know how committed we are to delivering a quality product. We're looking at SCORE as just one more marketing tool in our arsenal."

— Joe Hikel, Shelter Systems Limited, SCORE Leader Certified

at a glance

- ☐ SCORE ties all of the programs you are already taking advantage of and puts them to even more use.
- ☐ The marketing opportunities offer a chance for you to stand out in the industry.
- ☐ You may be close to becoming certified at the Achiever level.

WTCA

Many Thanks to Our TTT Online Training Partners



For details, contact
WTCA at
608/274-4849
or visit
www.sbcindustry.com.



For reader service, go to www.sbcmag.info/wtca.htm

Call for Nominations

WTCA Hall of Fame

Awarded each year at BCMC to an individual member of WTCA who has advanced the interests of WTCA and the structural building components industry.

1986 Staton Douthit Dr. Stanley K. Suddarth	1997 Kirk Grundahl
1987 Dave Chambers Don Percival	1998 Bob Ward
1988 Don O. Carlson	1999 John R. Herring
1990 Leonard Sylk George Eberle	2000 Thomas J. Manenti
1991 John Mannix Bill Alcorn	2001 Bernie Boilen
1992 Rip Rogers	2002 Koss Kinser
1993 Tom Carbeck	2003 Merle Nett
1994 Michael Conforti	2004 Richard Brown Andy Schwitter
1995 Don Hershey Bill McAlpine	2005 Suzanne M. Grundahl
1996 Lee Vulgaris	2006 John Meeks, P.E. Kent Pagel
	2007 <i>Attend the annual meeting at BCMC to find out!</i>

Email nominations for this year's Hall of Fame inductee to WTCA at fame@sbcindustry.com or fax them to 608/274-3329 by July 15, 2007.

WTCA Board of Directors

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

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

Email nominations for WTCA Board of Directors openings to WTCA at nominations@sbcindustry.com or fax them to 608/274-3329 by July 15, 2007.

WTCA Bowman Industry Enthusiast Award

Awarded each year at BCMC to an individual supplier member of WTCA who has enthusiastically supported the structural building components industry.

2005
Mike Bugbee
Simpson Strong-Tie Company

2006
Thomas J. Manenti
MiTek Industries, Inc.

Email nominations for this year's Bowman Industry Enthusiast Award to WTCA at bowman@sbcindustry.com or fax them to 608/274-3329 by July 15, 2007.

SBC Leadership Award



Awarded to an individual whose **vision, innovation** and/or **creativity** has advanced the SBC industry.

2006
Abner Yoder
Stark Truss Company, Inc.

Email nominations for the SBC Industry Award to sbcaward@sbcindustry.com or fax them to 608/274-3329 by July 15, 2007.



Could this already be you?

The answer might be yes! There are only a few steps to becoming a SCORE Achiever. Here's a checklist to help!

- ☒ **Learn about SCORE**
(More information available at www.sbcindustry.com/score.php.)
- ☐ **Send JOBSITE PACKAGES with every job**
- ☐ **Get technicians certified in Truss Technician Training — 80% at Level I, 50% at Level II and 10% at Level III**
- ☐ **Receive In-Plant WTCA QC certification**

From here, you're on the path to becoming a SCORE Leader, and then SCORE Elite!

SCORE Achiever ★

True House, Inc.
www.truehouse.com

SCORE Leaders ★★

Carter-Lee Building Components
(A Pro-Build Company)
www.carterlee.com

Shelter Systems Limited
www.sheltersystems.com

Contact
Marisa Hirsch at
mhirsch@qualtim.com
or 608/310-6740
for more information.



For reader service, go to www.sbcmag.info/wtca.htm

STRUCTURAL BUILDING **COMPONENTS**TM

THE FUTURE OF FRAMING

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Dear Reader:

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The mission of **Structural Building Components Magazine (SBC)** is to increase the knowledge of and to promote the common interests of those engaged in manufacturing and distributing of structural building components to ensure growth and continuity, and to be the information conduit by staying abreast of leading-edge issues. SBC will take a leadership role on behalf of the component industry in disseminating technical and marketplace information, and will maintain advisory committees consisting of the most knowledgeable professionals in the industry. The opinions expressed in SBC are those of the authors and those quoted solely, and are not necessarily the opinions of any affiliated association (WTCA) .



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