



Publisher's Message

It's Show Time!

Read on to find out what's in store for you at BCMC 2007—plus much more!



Don't let the current market conditions deter you from making the journey to Columbus. Now is a better time than ever to bring your team and learn how to improve your business!

by Libby Maurer

BCMC 2007 is upon us, and if you haven't already registered, you have under a month to sign up. Don't let the current market conditions deter you from making the journey to Columbus. Now is a better time than ever to bring your team and learn how to improve your business! Turn to page 50 to check out what this year's show has to offer.

On a related note, we were saddened to hear that in late July, Jim "JP" Pruitt, long-time exhibit floor manager of George Fern Company, passed away suddenly. In his fifteen years working with the BCMC show, JP had a big hand in advancing our industry in his own quiet way. Although neither exhibitor nor attendee, JP was committed to doing what he could to make each show a success for everyone involved. Turn to page 112 to read about JP's life, what he taught us, and what we won't soon forget about him.

In July 2002, Congress passed legislation called the Sarbanes-Oxley Act to address many corporate accounting scandals associated with companies like Enron and WorldCom. Certain sections of the act had an impact our industry's recommended accounting practices, including the length of time manufacturers must keep certain documents. The last time **SBC** printed anything on the topic was prior to Sarbanes-Oxley, so we asked Kent Pagel to provide us with an update. As with the preceding article, "Record Retention—Reason and Risk" on page 28 is a keeper.

For steel truss manufacturers, finding new ways to market the product is critical. So in this issue's **How To...** column on page 24, Mike and Tim Noonan of Cascade Mfg Co share their success in converting steel bar joist projects to cold-formed steel trusses. Pick up some tips about how to make it happen and what to look out for.

On page 94, engineering professor Steve Cramer examines systems of determining bracing requirements for wood trusses as part of an entire structural system. This article reviews computational techniques and demonstrates the application of one method for the prediction of system stability with different bracing strategies.

When Northeast Panel & Truss of Kingston, NY signed on to donate components for an *Extreme Makeover: Home Edition* project filmed in March, the company didn't necessarily set out to convince the builder to embrace walls panels. But Amedore Homes' first experience with the product was all it needed to be sold. Read how Northeast Panel & Truss impressed Amedore on page 88.

Finally, we want to know how we're doing! Go to www.sbcmag.info/2007survey.php to take the 2007 Reader Survey. Complete it and you'll be in the running for a free registration to BCMC 2008 in Denver! **SBC**

at a glance

- ❑ This issue of SBC contains the BCMC 2007 Show Guide starting on page 50.
- ❑ Learn about how to increase cold-formed steel truss market share with some tips from Cascade Mfg Co on page 24.
- ❑ Read "Record Retention—Reason & Risk" on page 28 for an update on how long you should keep important documents.
- ❑ New methods for determining bracing requirements for wood trusses are examined on page 94.

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