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December 2007

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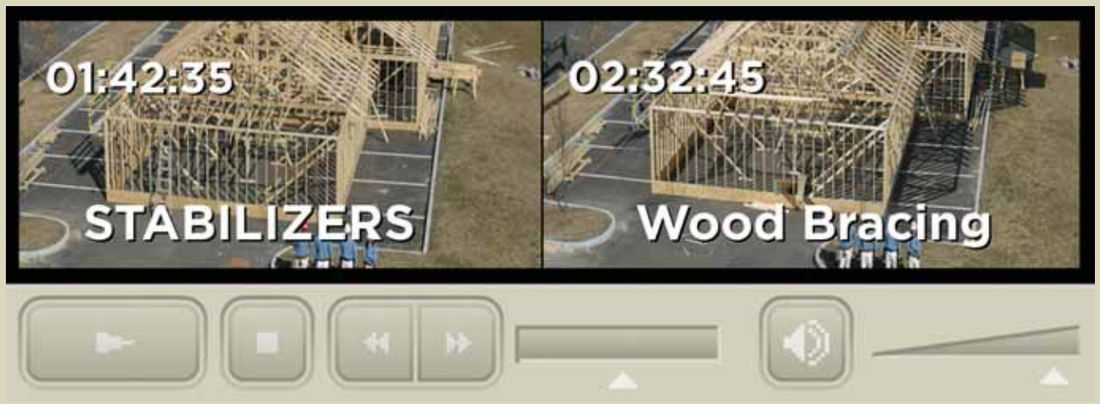

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STRUCTURAL BUILDING COMPONENTS™
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Editor's Message

Looking Forward to Better Days Ahead

by Bob Becht

Make a renewed commitment to quality in the plant one of your New Year's resolutions!

At the Building Component Manufacturers Conference (BCMC) this year, I concluded my acceptance speech for the presidency by saying that "WTCA has a great future." I meant what I said, and BCMC 2007 is just the first bit of proof I have to share.

It's true our industry has come upon challenging times, but I was encouraged by the showing at this year's BCMC. So many different people—attendees and exhibitors alike—expressed in positive ways how they felt about BCMC. In addition to some of the new, improved products on display, as attendees we also had access to numerous first-rate educational sessions and, as always, quality time with our industry peers.

Speaking of quality, the topics we're focusing on for December are Manufacturing Issues and Quality Control. Some of you may already know this about me, but I'm a systems guy. I like to develop, refine, program, manipulate...well, you get the picture. It began early in my career when I was programming systems that did everything from writing cut-lists to payroll. With that in mind, it probably comes as no surprise that I have also developed a system for Quality Control at Chambers Truss. I take great pride in the fact that not only do we inspect every truss, we have, over time, adjusted our system to make it even more fool-proof. We inspect for lumber grade and quality in addition to proper assembly and we're third-party inspected, too.

You don't need to develop your own system, because WTCA has put together a complete and easy-to-use package that anyone can afford to implement. Or maybe I mean to say, can't afford not to implement.

Not everyone is a systems guy the way that I am; it's a hobby, maybe even a passion. That's ok. However, no matter what challenges your company is facing, quality is something none of us should be sacrificing in our products—especially in this market! This gives me the opportunity to mention WTCA's Quality Control program: **In-Plant WTCA QC**. You don't need to develop your own system, because WTCA has put together a complete and easy-to-use package that anyone can afford to implement. Or maybe I mean to say, can't afford not to implement. The latest software release, In-Plant WTCA QC 4.3, became available in late September and includes revisions and upgrades that keep the program in line with the upcoming TPI 1 update.

WTCA In-Plant Version 4.3 also incorporates online inspector training modules, which make implementing "the system" easier and provide a 24-hour resource for your company. If you ask me about my quality control system I'll tell you "it's working." Is yours?

Continued on page 8

at a glance

- Quality is something that no one should sacrifice, no matter what.
- Part of manufacturing is discovering the nuances that make a world of difference.
- Make it a goal to get your systems tuned up, in place and ready for the New Year.

Editor's Message

Continued from page 7

On the Manufacturing Issues front, I find myself a bit at a loss for words. It's easy to focus on the equipment and software upgrades, anything flashy and new can be a good distraction, but once you've been in this business for a number of years, you begin to realize that success comes from the nuances. As the year comes to a close, I encourage you to find the little things in your production facility you can refine as time and budget allow and tap your resources, such as WTCA's QC program, to keep everything moving in a forward direction.

Do I know when the industry will turn the corner? No. Do I trust that together as an industry we'll come out stronger, more efficient and more effective on the other side? For certain. With a new year quickly upon us, take this opportunity to rededicate yourself and your company to comprehensive quality in everything you do. Whatever your systems may be, get them tuned-up, in place and ready for another year! SBC

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

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The mission of *Structural Building Components Magazine (SBC)* is to increase the knowledge of and to promote the common interests of those engaged in manufacturing and distributing structural building components. Further, *SBC* strives to ensure growth, continuity and increased professionalism in our industry, and to be the information conduit by staying abreast of leading-edge issues. *SBC*'s editorial focus is geared toward the entire structural building component industry, which includes the membership of 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

Next Stop—2008!

by Libby Maurer

Boom or bust, the industry looks forward to 2008.

We're almost there—2008. After a landmark year of declining housing starts, living in the moment has lost its appeal. For the last issue of the year, we turn to topics that will momentarily distract you: manufacturing and quality control.

Don't be shy—we know some of you out there think quality control is downright painful. Believe it or not, it doesn't have to be. For instance, check out the new Inspector Training modules now available for In-Plant WTCA QC users. As the article on page 30 reveals, this new tool makes learning the inspection process much more convenient and easy. And on page 24, hear the Truss Plate Institute's perspective on how component manufacturers can begin to view the 3rd party quality assurance audit process as a learning and improvement tool—not an invasive inconvenience. So you really can take QC from painful to painless!

When an inspector inspected lumber in walls and trusses on an Alabama jobsite in 2006 and questioned the grades of lumber used, the manufacturer who supplied the trusses contacted WTCA. The incident prompted several discussions during WTCA Board meetings about the topic of lumber grading in general, and more specifically, what is meant by the rule allowing 5% of lumber to be off-grade. Turn to page 36 for a discussion about grading.

Discover new possibilities

We're always touting teamwork, a concept best explained by example. For over a year now, a coalition of manufacturers, builders and building contractors in California have worked side by side to get legislation passed that would allow component manufacturers to haul wall panels horizontally on a flat-bed trailer. Get the whole scoop in "David (and his friends) versus Goliath" on page 42. Without a strong team to raise a voice for the California building industry, the outcome may not have been as favorable.

BCMC 2007 in Columbus was lively and well-attended, with component manufacturer decision-makers making an impressive showing. See page 64 for a complete show recap.

at a glance

- This issue covers topics relating to quality assurance and manufacturing.
- Find a Recap of BCMC 2007 on page 64 and an exhibitor directory on page 71.
- Turn to pages 24 and 30 for updates on In-Plant WTCA QC and TPI's 3rd Party Inspection service.

In "Get to Know the Hidden Benefits of Member Meetings," some active Board members talk about the value they—and their companies—get from participating in WTCA's policy-setting group. Things like collaborating on projects, asking for advice on equipment purchases, and exchanging benchmarking information are well worth the time commitment of serving on the Board for these members.

Finally, don't miss our look back at the BCMC show on page 64. The sluggish housing market didn't keep the industry from coming together for its annual three-ring truss industry circus. BCMC 2007 in Columbus was lively and well-attended, with component manufacturer decision-makers making an impressive showing. Doom and gloom stayed away thanks to Keynote Lou Holtz, a humid fall breeze and the hope for any sign of recovery in 2008. SBC

Technical Q & A

Solar Panel Weights

Learn how to justify solar panel loads when working with vendors, homeowners and building inspectors.

by Ryan J. Dexter, P.E.

Roof trusses are pre-engineered to resist and transfer a given design load throughout their members and connections into the bearings. It is extremely important to know what the accurate loads are so the members and connections can be properly sized.

We recently received a few questions on adding solar panels (devices that collect and convert solar energy into electricity or heat) to roofs. Obviously, this is an added weight that the trusses may not have been designed to handle. It should also be noted that solar panels are added to roofs that are framed with rafters and beams just as frequently, a factor that is raised in the question below.

Question

I am a component manufacturer who was recently contacted by a homeowner wanting to install a solar panel system on their residential rooftop. The solar panel company had installed their panels on many conventionally framed roofs without any performance issues or questioning from building officials. This homeowner's roof is trussed and the building officials have questioned mounting these systems onto truss rooftops.

Based on our discussions with the solar panel company, the panels are mounted on one side of the rooftop using an aluminum rail system that is attached with 3/8" lag screws placed every 4' vertically. A rail is attached to every other truss and then the panels are attached to the rails. The whole set-up adds roughly 3 PSF of weight to about 80 percent of the roof surface area. The rail system is very strong and it seems to me that it would make a truss stronger if anything. Unfortunately, the building officials do not seem to agree. The inspector's perception is that a truss is a fragile structure and that the penetrations may weaken it. Are there any reasons why there would be a problem making these alterations to trussed roofs?

Answer

Sometimes building officials put more requirements on metal plate connected wood trusses than on conventional framing. WTCA is in frequent contact with jurisdictions with the goal of creating or maintaining a level playing field for all types of construction. Metal plate connected wood trusses are designed to withstand and transfer certain loading conditions that include live loads, dead loads and environmental loads. Trusses need to be designed to a load measured in pounds per square foot (PSF) that depends on where you are in the country, what the worst case loading condition is, and what the intended use for your building is. ASCE 7, *Minimum Design Loads for Buildings and Other Structures* is the standard used to determine loads for all structural materials including truss design.

ASCE 7 is referenced in all the major building codes and the current edition is 2005. It provides engineers and architects with guidelines on dead loads among other things. ASCE 7 lists the following dead load weights of roofing materials:

Asbestos cement shingles - 4 PSF
Asphalt shingles - 2 PSF
Cement tile - 16 PSF
Clay tile - up to 30 PSF with mortar
Copper or tin - 1 PSF
Metal deck, 18 ga. - 3 PSF
Slate, 1/4 in. - 10 PSF
Wood shingles - 3 PSF
Plywood (per 1/8 in. thickness) - 0.4 PSF
3-ply roofing - 1 PSF
Four-ply felt and gravel - 5.5 PSF
Five-ply felt and gravel - 6 PSF
Cellular glass insulation (per in. thickness) - 0.7 PSF
Fibrous glass insulation (per in. thickness) - 1.1 PSF
Polystyrene foam insulation (per in. thickness) – 0.2 PSF

For standard residential type projects (asphalt/wood shingles or metal roofing), truss designers will use a top chord dead load of around 10 PSF which will incorporate all these construction elements and then a little extra. The question is: Is the "little extra" more than 3 PSF?

A way to check the top chord dead loads is to add up the weight of each element of the assembly. We'll go through a typical top chord dead load (TCDL) assumption with 10 PSF as the starting point. As an example, we will assume the roof assembly contains:

- 7/16" plywood (1.4 PSF),
- 3-ply roofing (1 PSF), and
- 4" Polystyrene foam insulation (0.8 PSF)
- Top chord dead load for 2x4 roof truss (4.4 PSF/2 = 2.2 PSF)
- TOTAL: 5.4 PSF

Figure 1.

The typical dead load for a roof truss consisting of 2x4 chords and webs is around 4.4 PSF. Half of this load—2.2 PSF—should be included in the top chord dead load total. Adding all these loads together gives 5.4 PSF (see Figure 1 for breakdown). If the dead load of the added solar panel is around 3 PSF, the actual dead load is around 8.4 PSF—less than the 10 PSF TCDL.

What should be done if the weight of the solar panel adds more to the top chord than the existing design dead loads? Consider if the roof was composed of 4-ply felt and gravel (5.5 PSF) instead of 3-ply roofing (1 PSF). The actual dead load without adding the solar panel load would be around 9.9 PSF. If the truss was designed for a 10 PSF TCDL, it may cause the truss design to be overstressed. If this is the case, another engineering evaluation should be done to ensure that the truss as installed will not experience any serviceability or load transfer problems.

From an engineering perspective if the solar panel application can be applied to a conventionally framed roof system that has the same design load capacity as a truss roof system (i.e., any roof in the same general locale/neighborhood will have

Continued on page 14

at a glance

- ❑ Solar panels—devices that convert solar energy into electricity or heat—are often installed in trussed and conventionally framed roofs.
- ❑ To determine if a truss can withstand the load of a solar panel, add the value of the panel to the maximum top chord dead load capacity.
- ❑ If a panel can be applied to a conventionally framed roof with the same design load capacity as a truss system, the application should also work in the trussed roof.

Technical Q&A

Continued from page 13

the identical applied load requirements), the application would be identical because the design loads on the roof system are identical. If the building official is not questioning the additional load on the conventionally framed roof, there is no reason to question it on the trussed roof. Use of the following points for discussion with the inspector may be helpful in moving forward:

- There is no difference between a conventionally framed roof system and a trussed roof for solar panel applications. The additional applied load will be identical for both roofs.
- Be prepared with the answers to these questions before moving forward with applying solar panels to the roof:
  - What are the typical roof loads (live and dead) in your area?
  - How much additional load will the solar panels add?
  - What is the impact of adding those applied loads to the trusses and is the existing design dead load sufficient to accommodate the new imposed loads?
  - How does the connection system of the 3/8" bolts affect the lumber rafter or truss chord material?
  - What does the solar panel supplier's warranty say?
  - What do the solar panel installation instructions say?
  - Who is responsible for determining if the roof system can accommodate the added applied loads?
  - Does common sense indicate that the application of the solar panel will cause any roof system performance issues?

The answers to these questions can be applied to both trusses and conventional framing. Solar panel companies may find out that their products work with truss or conventional roof systems in some cases, but may not work at all when the specific roof system is looked at in other cases. This will best be determined by working with the solar panel supplier and carefully assessing the applied loads onto the roof system.

The building official is the final authority in terms of whether or not the application of the solar panel complies with their building code. Given this, the solar panel company needs to find a way to satisfy the code requirements for the application of the product to a trussed roof system.

Finally, if the direction to take is not clear through the process suggested here, strongly consider hiring an engineer to ensure that the conventionally framed or truss roof system can adequately carry the load. An engineer can verify the adequacy of the existing roof trusses to carry the point loads from the legs of the solar panel frame including the wind uplift.

WTCA offers a helpful resource on its website, www.sbcindustry.com. Here you will find a list of consulting engineers that are familiar with the structural building components industry and timber engineering. SBC

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

Simpson Strong-Tie Showcases New Possibilities at BCMC

There was much to be discovered at Simpson Strong-Tie's BCMC booth this year with several new and expanded products for the Component Industry. Visitors to the booth saw first hand how these products offer new possibilities for building faster, safer or more cost effectively.

"The BCMC Show is a highlight for us every year," said Tawn Simons, National Manager for the Engineered Wood Industry at Simpson Strong-Tie. "It's the perfect opportunity to showcase our new products and applications for the coming year, giving attendees a sneak preview of what's ahead. In addition we also enjoy networking with our valued customers and industry leaders at the Show and this year was no different. Even with the slowed building economy, the quality of attendees made the Show a big success. We already look forward to next year's BCMC in Denver!"

A few of the products Simpson Strong-Tie showcased at BCMC were:

Quik Drive® Systems for Girder Attachments
Live demonstrations allowed BCMC attendees to experience how fast, easy and safe it is to use Quik Drive Auto-Feed Systems for attaching 2-ply and 3-ply girders. The holding power of Quik Drive screws—a stronger, safer alternative to collated nails—can improve the strength and quality of the girder.

THJU Hip/Jack Hanger
Simpson-Strong-Tie's new U-shaped hip/jack hanger offers the most flexibility and ease of installation without sacrificing performance. Available in two standard sizes and in a range of intermediate widths, THJU series hangers can accommodate hip skews up to 65 degrees and various single- and two-ply hip/jack combinations.

Steel Strong-Wall® Shearwalls
Simpson's booth reached new heights this year thanks in part to its new Steel Strong-Wall shearwalls for two-story stacked and balloon framing applications.

If you missed BCMC or would like more information about Simpson Strong-Tie products, visit **www.strongtie.com**.

Thank You!
Simpson would like to thank Stark Truss, Contract Building Components and Contract Framing for helping make the Simpson Strong-Tie booth, and the show, so successful!

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Safety Scene

Winter Walking: Preventing Slips and Falls

by Molly E. Butz

Conscientious winter walkway maintenance is the best way to avoid these accidents.

Beyond the decorations, festivals and gift-giving, winter also brings with it, for many folks, wet and icy conditions. In the September/October issue of ***SBC Magazine,*** **Safety Scene** covered winter driving. Unfortunately, driving conditions aren't the only dangers associated with slippery winter surfaces. Just getting around on foot can present plenty of hazards when mud, snow and ice are present. However, the potential for slips and falls can be greatly reduced or eliminated when you make a commitment to proper winter walkway maintenance.

Workplace injuries caused by winter slips and falls can be expensive and, in some cases, fatal. According to the Bureau of Labor Statistics, slip and fall injuries are the third largest cause of workplace injuries with the average claim costing roughly $28,000. And, even minor injuries might require one or more days away from work, which could easily interfere with your production schedule.

Preparing Sidewalks, Parking Lots & Curbs

When the weather is fair, it's easy to forget about the perils associated with sleet, ice and snow. However, taking a little time when it's warm and dry to fill holes, patch cracks and remove tree roots that jut out into your walkways and working spaces can lessen the obstacles your employees will need to navigate. In addition, installing canopies over entrances exposed to weather can help reduce the amount of snow and water your employees track into the building.

Help eliminate employee and visitor slips and falls by setting a standard for the condition of your outdoor sidewalks, parking lots, curbs and work spaces.

If you'll be contracting with an outside company to take care of snow and ice removal, be sure you know and understand their various policies regarding when and how often they will come. And whether you're contracting or otherwise, it's always a good idea to have a few key cold weather tools on hand, just in case. Shovels are the most obvious, but you'll also need a good de-icing agent, sand (for traction) and wet floor signs. (It's helpful to keep a spare pair of gloves with the snow equipment, then anyone can quickly pitch-in and help!)

Let it Snow!

Once the winter precipitation cycle begins, help eliminate employee and visitor slips and falls by setting a standard for the condition of your outdoor sidewalks, parking lots, curbs and work spaces. Monitor the weather and when it starts to get bad, check all of your surface areas on a regular basis. Whenever possible, remove snow and ice from sidewalks and parking areas before people begin arriving at your facility and use salt or sand to keep these areas clear.

Continued on page 32

To keep indoor surfaces safe, you can use floor mats at entrances (and other hazardous places) to soak up moisture from shoes. It's also helpful to create and mark a designated place just inside the door for people to store their wet umbrellas, boots and outerwear. If wet floors are inevitable, warn pedestrians about slick spots with wet floor signs.

There are also a number of personal safety precautions you and your employees can take when negotiating slick surfaces. Begin by encouraging everyone that comes to your plant to walk in designated walkways whenever possible. Most of them should be obvious, but if necessary, use weather-proof signs to send people in the right directions. In addition, a quick lunchtime presentation on slips and falls can help get everyone on the same page. Here's a Winter Walking Checklist you can use for a safety meeting or post as a reminder in your building:

- Take your time!
- Wear appropriate winter shoes.
- Generally, take smaller steps and shuffle your feet when it's icy.
- Keep both hands free for balance if you can.
- Use handrails where they are available.
- Look at where you're going and keep an eye out for tripping hazards.
- Avoid carrying heavy items or loads so large you cannot see around them.
- Step carefully off of all equipment and vehicles. (Jumping off can lead to a fall.)
- Test potentially slippery areas with one foot before stepping onto them.
- Report slip/fall hazards to your supervisor.
- If you begin to fall:
  - Relax as much as possible.
  - Roll with the fall.
  - If you're carrying something, toss it. Saving yourself and preventing injury is more important.

When the weather outside is frightful, it's the simple things that can help you reduce or eliminate slips and falls. 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.

at a glance

- ❑ The third largest cause of workplace injuries, slip and fall injuries can be expensive to employers.
- ❑ Tend to outdoor and indoor housekeeping during the winter weather months to minimize slip and fall hazards.

Wtca Update

2007 Top Chord Club Dinner Combined with WTCA Open Quarterly Meeting

The last OQM of the year, held in tandem with the Top Chord Club dinner, featured a shorter meeting and more time to celebrate.

by WTCA Staff

The WTCA Board of Directors meeting was held in conjunction with the Top Chord Club dinner on Friday, October 5 at Morton's Steakhouse in Columbus, OH. The Board meeting was shortened to one hour (see meeting summary below) from its typical four-hour allotment. Attendees appreciated the abbreviated format after the high energy week of networking, meetings and educational sessions at BCMC.

The winners of the 8th Annual WTCA Membership Drive were honored at the meeting. Congratulations to the following:

- #1 Component Manufacturer Recruiter: Joe Odgers of Builders FirstSource/Bama Truss & Components
- #1 Associate Member Recruiter – Individual: Stan Sias of LMC
- #1 Associate Member Recruiter – Company: ITW Building Components Group
- #1 Recruiting Chapter: Truss Manufacturers Association of Texas

Outgoing Board members were also recognized for their service to the Board.

- Don Groom, Stark Truss Company: 2003–2007
- Joe Kusar, Tolleson Lumber Co.: 2004–2007
- Tom Manenti, MiTek Industries, Inc.: 2006–2007
- Pat Shugrue, Builders FirstSource / Bama Truss & Components: 2006–2007

A social hour and the Top Chord Club Dinner followed the meeting, which was attended by 45 people.

BOARD MEETING MINUTES - Friday, October 5, 2007

President Bob Becht welcomed everyone in attendance. He requested introductions around the room and passed the sign-in sheet and anti-trust statement.

A motion to approve the August 2007 Board Minutes as submitted was made by Ben Hershey. Seconded by Rick Parrino. Motion passed unanimously.

Nominating Committee Report

Bob Becht announced the changes to the Board including new officers, new and returning board members, and committee chairs.

2008 Open Quarterly Meeting Schedule

- March 5–7: Albuquerque, New Mexico
- May 14–16: In conjunction with the Legislative Conference in Washington, D.C.
- August 20–22 Chicago, Illinois
- October 5: In conjunction with BCMC in Denver, Colorado

2008 Key Projects

Staff is working on 2008 plans and recommendations and will be scheduling committee planning teleconference meetings with Committee Chairs in November and December. This will refine and update Committee priorities, tasks and project plans.

Executive Committee Report

Staff Chapter Travel: Staff gave a quick update on the status of chapter travel for 2008. A survey was sent to Chapter Presidents to help determine the number of meetings per chapter that staff should travel to. The Executive Committee will review the results of the survey and finalize recommendations. This is one way that the Executive Committee is taking into consideration anticipated reduced revenues for 2008.

at a glance

- The final WTCA Board Meeting of 2007 was held on October 5.
- Winners of the 8th Annual Membership Drive were honored at the meeting and outgoing Board Members recognized for their service.
- A social hour and the Top Chord Club Dinner followed the meeting.

Top: 2008 President Bob Becht presents Joe Odgers his #1 Component Manufacturer Recruiter plaque.

Middle/Bottom: Richard Brown welcomes Glenn Traylor (middle) and Jack Dermer (bottom) into Lifetime Membership in WTCA's Top Chord Club.

NAHB NHQ Update: NAHB NHQ has been active in the market soliciting WTCA members to participate in its program. This has led to some confusion in the market about WTCA programs and how they relate to the NAHB NHQ process. The Executive Committee continues to discuss these issues and is working to find common ground and collaboration opportunities. WTCA will continue working on scheduling a meeting with key members of the NAHB Research Center Board to determine the best go forward plan.

NLBMDA Collaboration: Shawn Conrad, President of NLBMDA resigned on October 1. This is a big change as WTCA has been working with him on Legislative Conference and related WTCA/NLBMDA collaboration. WTCA will continue to serve the needs of members who own building material supply operations and do its best to help them through any service transition that takes place.

Treasurer's Report

Ben Hershey gave the treasurer's report. The year-to-date financials through August 31, 2007 were reviewed. We are continuing to look closely at our current financial condition and adjust as needed. In addition to the letter sent to Chapter Presidents, we are developing long-term options for dues where industry consolidation is a consideration.

There were no surprises in the financials as they pertain to revenue and expenses. Revenue is down from last year and expenses have been managed so as to maintain a minimal budget variation.

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- **Chad Ward** • Temple-Inland Forest Products • 936/829-5511

Continued from page 19

The 2008 budget will be built from a conservative foundation. The budget will be based on the priorities that the committee set. The budget will be approved at March 2008 Board meeting.

A motion was made to approve the treasurer's report as submitted by Bob Becht. Seconded by Bruce Bain. Motion passed unanimously.

BCMC Report

Ben Hershey thanked the BCMC Committee and staff for their hard work this year. Everyone did a great job. The quality of attendees that came was great and the exhibitors seemed generally happy, particularly given expectations.

Attendance was down; there were 2098 total attendees (including exhibitors). Much credit needs to go to the BCMC team who made calls to attendees.

BCMC 2008 will be held in Denver, CO and Steve Shrader with Hundegger is the Chair.

SBC Magazine Update

Staff reminded the Board to thank current advertisers for supporting the industry. Please also remember to pass along ideas for future articles.

Key Industry Supplier Update

Steve Cabler gave an update on steel industry issues. The world economy is strong. Steel demand in the U.S. is down right now, but U.S. mills have continued to consolidate and supply is meeting demand. Foreign steel imports have reduced due to the Chinese market needs and governmental intervention. Transportation/trucking costs have also risen due to higher fuel prices.

Top Chord Club Awards

Richard Brown explained the levels and point system for the Top Chord Club. He expressed the importance of recruiting new members. He announced the awards given to new and current Top Chord Club members.

- **New Top Chord Club Members:** Barry Dixon, Jim Gingrich, Dan Holland, Chris Lambert, Tom Lambertz
- **New Lifetime Members:** Jack Dermer, Glenn Traylor, Tom Whatley
- **New Diamond Club Members:** Joe Odgers (also attained Lifetime status this year), Stan Sias

A motion was made to adjourn the meeting. Motion by Ben Hershey. Second by Jack Dermer. The motion passed unanimously. SBC

The next WTCA Open Quarterly Meeting will be held March 5-7, 2008 in Albuquerque, NM. For more information, visit www.sbcindustry.com/wtcacommittees/oqmschedule.php or call 608/274-4849.

New WTCA Members

REGULAR MEMBERS

FrameTek Inc
9950 Westpark Dr Ste 326
Houston, TX 77063
713/974-0183
Mr. Kyle Lusso

Sierra Foothills Truss Company
12740 Loma Rica Dr
Grass Valley, CA 95945
530/477-5242
Ms. Cristyn Page

ASSOCIATE MEMBERS

A-Plus Construction School
138 Palm Coast Pkwy Ste 270
Palm Coast, FL 32137
888/482-7277
Mr. Alan Anderson

Daehwa
6052 Singletree Ln
Jamesville, NY 13078
315/447-3471
Mr. Hanseok Kim

J. William Haley
7419 Lancashire Dr
Charleton Sea, NC 28227
336/214-3954
Mr. J. William Haley

LP Building Products
414 Union St Ste 2000
Nashville, TN 37219
Mr. Ben Midgette
615/986-5600

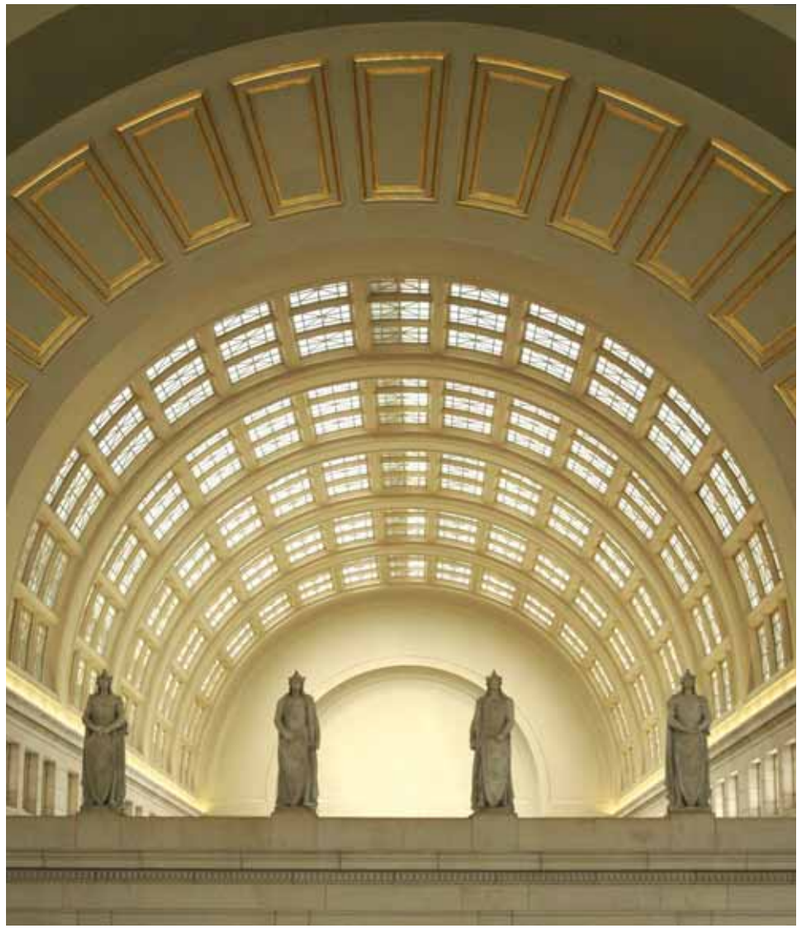
MJB - Eagle Feather Homes, Inc
2812 NW Monterey Place
Corvallis, OR 97330-3436
877/652-3245
Mr. William P. Bennett

Russel E. Daniels, P.E.
1259 Palomino Dr
West Chester, PA 19380-1087
610/692-9836
Mr. Russel E. Daniels

Listing as of 11/6/07

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

SBC Legislative Conference May 14–16, 2008



"Attending [the] Legislative Conference was a very positive experience for me. Our representatives work for us and need to hear from us about what we are expecting of them on a wide variety of issues.... By discussing issues with our lawmakers through a united building components industry focus we have strength in numbers. When you look at the size of the building components industry and the number of jobs and payroll represented, it gets the attention of our lawmakers."

–Steve Cabler,
MiTek Industries, Inc.

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3rd Party Inspection/Audit: Your Partner in Quality Control

by Charles B. Goehring, Truss Plate Institute Director of Inspection Services

Why you should view 3rd party quality control inspection as friend, not foe.

On occasion, new truss manufacturer applicants to TPI's 3rd Party Quality Assurance Program do not like having to subject their operation to independent audit and inspection by an accredited 3rd party agency. They cite that their sole reason for hiring a 3rd party is to comply with IBC Section 2303.4, which was required in a job specification. Some also question the cost of implementing in-house quality monitoring and some are uncomfortable inviting an outside entity to inspect and audit their QC activities.

3rd Party Unbiased Assessment

By having a 3rd party audit your operation's quality assurance procedures and records, it allows for an unbiased assessment of how well your operation is complying with the requirements of the building code. For truss manufacturing the provisions to meet these code requirements are found in ANSI/TPI 1-2002 (2007) Chapter 3.

3rd party audits also demonstrate to those outside the business that there is a recognized QC program in place which is being appropriately implemented. During the course of the 3rd party visit, the auditor should encourage the QC technician to observe or jointly inspect a truss as an on-going training opportunity. During the audit and inspection, the 3rd party agency should provide important feedback as to how well your operation is complying with mandatory ANSI/TPI 1 quality tolerance criteria, as well as comment on specific manufacturer driven protocols to help improve your QC operations.

All of these measures are designed to help you improve your QC program. This article outlines some of the ways, based on our experience, a 3rd party can be a valuable partner as opposed to a code-mandated evil.

TPI 1 Requirements

TPI 1 outlines the minimum requirements for QC in Chapter 3. There have been major changes in the 2002 ANSI/TPI 1 QC chapter from the previous 1995 chapter. The 2002 both simplifies and more clearly defines the inspection frequency and inspection criteria. And while the 3rd party inspection process itself did not change in the 2002 edition, it was given greater emphasis to standardize the various ways in which the process was being interpreted by inspectors. The implications of this impacted 3rd party inspection agencies as well as manufacturers. The services previously provided by 3rd party agencies when adhering to ANSI/TPI 1 – 1995 and earlier were primarily focused on in-plant inspections. Under the 2002 edition, more emphasis has been placed on auditing or validating that the QC process is reasonably correct.

In most instances plants are knowledgeable about the typical items related to QC inspection criteria. However, the most recently added items relating to set-up location and representative sampling are not always documented (see section 3.2.2 and 3.2.3 of ANSI/TPI 1) or well understood.

at a glance

- A 3rd party can assist with your QC program and be a valuable partner.
- Set-up location and representative sampling are two inspection criteria detailed in ANSI/TPI 1 that can be easily misunderstood.
- Being able to adjust inspection frequency as the production levels fluctuate is an efficient use of personnel's time.
- By consistently logging QC data, one plant was able to lower their default settings to 5° because crews were plating at a lower plate rotational level.

3.2.2 At a minimum, 3 trusses per week per set-up location per shift shall be inspected and recorded for in-plant audits.

3.2.3 A random representative sampling of trusses shall be chosen for inspection, either off the production line after all pressing operations are completed, or from finished goods storage.

These two sections are important because they provide the sampling criteria which were developed through a consensus process based on what was typically being done in truss plants with quality control departments. Before this was defined, there was a wide array of in-plant QC procedures, so the goal was to have a more consistent approach to quality control procedures. These sections have become the baseline that a 3rd party agency uses to determine whether the sampling criteria are reasonably met.

Set-up Location

Let's first look at set-up location as discussed in section 3.2.2. Surprising as it may sound, some component manufacturers struggle to clearly define their "operational set-up locations," which has a direct bearing on how much time and staffing needs to be devoted to their truss QC sampling regimen. Of late, the questioning of resources has been exacerbated by the slow down in the residential truss manufacturing market, which contributes to a fluctuating and transient work force. Because of this, some manufacturing locations have tended to short shrift their in-plant quality monitoring by devoting less resources (staff, money, etc.).

A quick review of ANSI/TPI 1-2002 Section 3.2.2's Commentary states:

"although set-up location in the inspection frequency is not strictly defined, it is intended that each truss manufacturer plant will establish reasonable, manageable-sized groups in each work shift from which 3-trusses per week will be inspected and recorded for the in-plant audit. For example, a 'set-up location' might be defined as a crew, or group of personnel within a defined work area building one truss. If defined as such, then each 'crew' during each work shift will have a minimum of 3 trusses inspected per week."

A simple solution to meet the criteria is to document the specifics in the plant's in-house QC manual. Specific examples could be to:

- first define how they determine a "set-up location" using the criteria found in TPI 1 and to identify on their shop floor plan the maximum number of "set-up locations" where trusses can be built.
- establish a QC-Production Log Entry Sheet that is regularly updated and captures when the set-up location was building trusses on a daily and weekly basis to meet the requirements of the TPI standard, allowing the company's QC technician to ramp up or down their truss inspection frequency.

As a rule of thumb we often advise QC technicians to inspect at least one truss if the set-up location is working up to 13.333 hours per week, two trusses if the set-up location is working up to 26.667 hours per week, and three trusses if the set-up location is working more than 26.667 hours per week, and zero trusses inspected when the set-up location is idle for a particular week.

Being able to ramp up or down on inspection frequency as the production levels fluctuate is an efficient use of personnel's time. It also allows for an ongoing documentation of the process. By recording each and every set-up location activity, a prorated QC truss sampling regimen is not only reasonable but easily justified.

For example, a typical 140-foot roller gantry line with a finish roller system could accommodate three set-up locations. If all three stations (A, B and C) are building trusses for the better part of a work week with three cohesive crews, a 3rd party

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agent would expect, per ANSI/TPI 1-2002 Section 3.2.2, that nine trusses were inspected for quality during that particular period. (See WK I in Figure 1.)

However, it is common to find in subsequent weeks for the same manufacturing facility, where Station A and B might be combined to build long-span post frame trusses, leaving station C for the mid-span trusses. If the "QC-Production Log Entry Sheet" is keeping track of station activity, it could then show station A as being active throughout the week, while Station B is inactive since its space has been taken up by an expanded Station A with crews from A and B being combined. In this case, three trusses would be selected for combined Station A and B, and three trusses selected for Station C; this would result in six trusses being inspected for the same 140-foot roller gantry line during an entirely different time frame. (See WK II in Figure 1.)

Another possible assembly scenario for the same 140-foot roller gantry line might involve a roving (skeleton) crew building trusses at all three stations throughout the work week. This has been particularly evident during periods of slow production and significantly scaled back staffing. For example, a roving crew might start out setting up a large post-frame job at Station A and B for up to 26.667 hours of the week, but on and off throughout the remainder of the week shift out a portion of its remaining 13.333 hours building stock residential trusses at Station C. In this case, two trusses would be inspected for combined work station A and B and one truss inspected for Station C. (See WK III in Figure 1.)

By keeping track of the time spent at set-up locations when trusses are actively being built during a particular week, the QC technician can readily scale up or down the three-truss QC sampling rule. As the above three scenarios suggest, this approach allows for flexibility and is a reasonable accommodation to a dynamic staffing and work space environment. To assure ongoing accountability, we urge all licensees to have their weekly QC-Production Log Entry Sheets reviewed, signed and dated by upper management the following week. It has been found that by involving upper management's review, a new set of synergistic interactions increase accountability and foster a desire to learn from your QC observations.

A number of our licensees recently observed that when business was slow, they found themselves working with significantly scaled back work forces, leaving them with their best and most seasoned assemblymen. To keep assemblymen motivated and loyal, they would often bring them in for partial work weeks and rotate "skeleton crews" throughout any

Sample QC Production Log

WK I

Setup Location	Crew	Days of the week M	T	W	T	F	S	S	Mgmt Initials	Hrs Worked	Min. truss to be inspected
A	1	8	8	8	8	8				40	3
B	2	10	10	10	10	0				40	3
C	3	0	10	10	10	10				40	3

WK II

Setup Location	Crew	Days of the week M	T	W	T	F	S	S	Mgmt Initials	Hrs Worked	Min. truss to be inspected
A/B	1&2	8	8	8	8	8				40	3
										0	0
C	3	6	6	6	6	6				30	3

WK III

Setup Location	Crew	Days of the week M	T	W	T	F	S	S	Mgmt Initials	Hrs Worked	Min. truss to be inspected
A/B	1	8	8	8	2.7					26.7	2
										0	0
C	1				5.3	8				13.3	1

Figure 1. Typical 140-foot roller-gantry scenarios.

number of different set-up locations.

Most of their in-house QC sampling was structured around the tracking of scaled back roving crews, and the number of trusses QC'd were significantly less than when they were fully operational. Keeping track of so called "cohesive crews" became cumbersome and difficult to manage as production started to ramp up. Also, as they strived to co-mingle seasoned personnel with new hires, their crew makeup was constantly changing and cohesiveness difficult to achieve. By structuring QC sampling along the lines of how much activity was taking place at the set-up locations, the licensees were better able to meet their in-house QC sampling quotas by ramping up their sampling with increased production and scale back when production slowed. Furthermore, we highly recommend that your weekly QC log sheets are reviewed and signed by upper management.

Builders FirstSource recently state, TPI's suggested accountability protocols have instilled a higher level of interest by our QC personnel in that their work is appreciated by not only the assemblers but by upper management as well. TPI's inspection frequency requirements allow flexibility to adjust the number of required inspections based on varying schedules. All in all we do not consider TPI so much as a monitoring agency, but rather as a business partner.

Representative Sampling

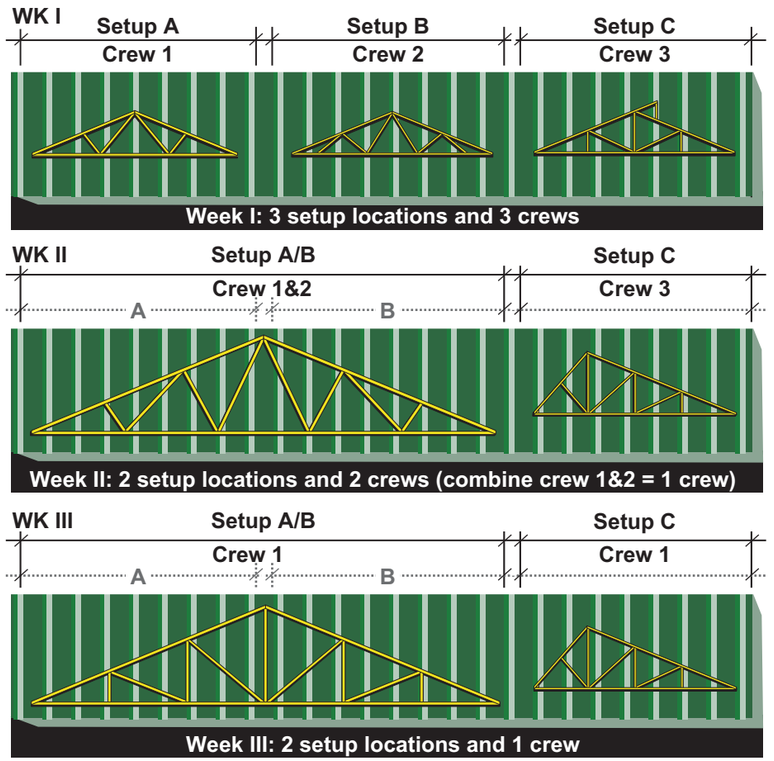
Section 3.2.4 of ANSI/TPI 1 – 2002 states that "A random representative sampling of trusses shall be chosen for inspection, either off the production line after all pressing operations are completed, or from finished goods storage." How a plant chooses a "random representative sampling of trusses" is an interesting challenge facing QC personnel. Clear-cut sampling rules should be defined and outlined, preferably in the in-plant QC manual, and upper management should review the process in order to be assured that small, easy to inspect trusses are not chosen over longer span trusses. Unless your business is devoted to small span trusses solely, consistently ignoring longer span trusses will compromise the integrity of your program.

The key to reasonable QC sampling is found by defining what is representative? Often we will urge manufacturers to review last year's records and determine what percentage of trusses were in any number of span ranges (see Figure 2), and use them as targets for the coming year's QC sampling regimen. Note, this particular snapshot happens to be the halfway point in the year. This manufacturer noted it might want to instruct its QC technician to focus more of its QC inspections in the 0- to 10-foot category, scale back somewhat in the 10- to 30-foot category, and increase slightly QC sampling in the plus 30-foot category for the remainder of the year. By integrating upper management review with the QC sampling process, the manufacturer can fine tune its in-house inspection process and demonstrate that its sampling is "representative" of its production. If production characteristics significantly change, reassessing new target span percentages on a semi-annual basis makes sense, which can cause an adjustment in its QC span sampling.

Span	Inspections	% of Inspections	Target % 2006
0-10	62	20.20%	27.80%
11-20	72	23.50%	18.20%
21-30	132	43.00%	32.20%
31-40	35	11.40%	14.50%
41-50	5	1.60%	4.40%
51-60	0	0.00%	1.70%
61-70	1	0.30%	0.90%
71+	0	0.00%	0.30%
Total	307	100%	100.00%

Figure 2. Example of 10-foot incremental spans.

Sample Setup Location: 140' Roller Gantry Line



These common sense approaches to QC truss sampling were generally developed in consultation with participating licensees of TPI, and are passed on by TPI Agents to other licensees as their particular in-house QC needs may dictate. TPI constantly advises truss manufacturers that from a risk management perspective, it is important to have viable QC records of product that are truly representative of its output. However, staving off risk should not be the sole reason for evaluating your product.

A manufacturer's QC observations, both good and non-conforming, need to be utilized to their fullest maximum advantage in the production and design feedback process. For example, tracking your QC observations via a database management system, such as WTCA QC 4.3 or equivalent, can help in the design and manufacturing decision making process. For example, the midpoint distance of an installed plate from specified midpoint, actual rotational degrees, and required versus actual tooth counts provide numerical values that can be analyzed. Tangible benefits can result over time, particularly where a consistent stream of conforming QC observations result in more efficient design.

TPI's primary motivation is to help component manufacturers establish a quality assurance protocol centered around the ANSI/TPI 1-2002 Section 3's Quality Criteria. We hope this article and the accompanying case studies (see pages 28-29) help demonstrate this while providing useful tips you can begin to implement in your own QC program. We have found that stressing the need for useful QC documentation and data, encouraging upper management's involvement and feedback in the process, and providing quality 3rd party inspection and audit services will foster a QC esprit de corps that will lead to continuous process improvement and improved product performance. SBC

Mr. Goehring can be contacted at charlie@tpinst.org. For more information on TPI's 3rd Party Inspection program, visit www.tpinst.org.

Case Study 1:

Tracking plate rotation can lead to more competitive designs

[Truss Specialists]

An audit of Fabricator A's full scale QC details shows their observed plate rotations for the back (blind) side plating was averaging around 2° with an occasional maximum rotation of 5°. TPI Agents noted that if the actual degree information was recorded rather than a minimum passing Yes, a compelling case could be made later via statistical analysis (recommend WTCA In-Plant QC 4.3) to the design department that its assemblymen are doing a much better job than the Plate Option default setting of plus/minus 10° plate rotation might otherwise allow. With a sound statistical base of complimentary QC data, the design team could opt to change their default settings to 5° since the shop is consistently plating at a lower plate rotational level. A 5-degree rotational allowable compared to the same plate solution with its corresponding 10-degree rotational allowable generally results in more efficient (smaller) plate size solution. In this case, good quality can be rewarded with more competitive truss designs.

However, in the event that plate rotation starts to creep up and exceed the recently enacted 5-degree allowable, your ongoing QC monitoring system should be sensitive enough to detect early on and make the appropriate adjustments (i.e., retraining, preplating away from the blind side, or resetting the rotational tolerance allowable back up to the actual average rotation or 10° or higher). Also, it is not too far fetched to develop joint design settings customized to particular operational set-up locations. The ability to track how well one operational set-up location is doing compared to another and all within the same manufacturing location can be best accomplished by keeping your in-house QC data in WTCA In-Plant QC 4.3 database management system.

When the TPI Agent visited us recently, he complimented us on the accuracy of our plate placement (less than 3/8" from the design midpoint of the tolerance polygon) and excellent plate rotation (2-3 degree maximum); all without the aid of a laser projection system. Our WTCA QC database findings coupled with TPI's audit of our last two weeks of inspection reports and their confirmatory truss inspection assured us of the viability and accuracy of our plate rotation findings. Because of exceedingly good rotational observations that are well within our default settings of plus/minus 10°, we are able to give serious consideration toward a plate setting change in our design program.

However, being conservative truss designers by long standing practice, we will be cautious and take a wait-and-see approach for a month or two to determine if these encouraging trends are sustainable.

We value TPI's involvement in our QC process as a helpful and friendly means of improving our bottom line while assisting us foster an "esprit de corps" with all, particularly the assemblers, who benefit directly from our in-house QC program.

Case Study 2:

Documenting plate positioning allows adjustments to allowable defect settings

Fabricator B designs its plates with a zero percent defect allowable (known as tooth count method), and adds 4/16" additional plate dimension on all four plate sides. Their initial logic to this joint design approach was to provide additional plate coverage over and above minimum plating to compensate for movement of the truss plate during the pressing operation, and perhaps less than stellar plate placement on the blind or table side. However, as a result of on-going in-house QC monitoring, they have found that their installed plate's midpoint rarely exceeds the zero percent (TCM) tolerance polygon for plate positioning (generally ½" radius minimum). Thus, due to excellent and well-documented plate positioning values (observed actual averaging ¼" radius from specified midpoint), the manufacturer decides to change its defect allowable to 20 percent and as a trade-off reduce its additional plate dimension add-on from 4/16" to 2/16", with the added benefit of saving in-house QC time. Upon further QC evaluation and continued good plate placement, it elects to stay with the 20 percent defect allowable (plate placement method) and save on plates further by reducing the additional plate dimension add-on from 2/16" to no add-on. The moral of this story is good plate placement is rewarded with more efficient plate design solutions.

Case Study 3:

Stress Document

Fabricator C (North Plant and South Plant) designs their plates with a 20 percent defect allowable and 2/16" of extra steel on each plated edge. Their initial logic to this approach was to provide a buffer to allow for lateral resistance-reducing lumber characteristics such as loose knots and wane to be present in limited amounts in the plate contact areas. During the course of their ongoing QC, they discovered that two out of three member contact areas (mostly web stock) had lumber characteristics that filled in about 50 percent of the defect circle allowable. In addition, five percent of all member contact area (mostly web stock) had to be reevaluated with the tooth count method because the defect circle was filled in by more than 100 percent, which often resulted in most of these joints failing anyway because actual tooth counts were less than required. The net result of all this was failed plates needed to be replaced with larger ones and assembly time was reduced due to an inordinate number of lumber related characteristics negatively affecting plate contact areas.

Fabricator C's North Plant decides to change its web stock from Stud Grade S-P-F to #1/#2 S-P-F. Their logic centered on smaller lumber characteristics, based on the higher visual grade, should not adversely overwhelm the 20 percent defect circle allowable. During the course of their on-going QC they discovered that one out of three member contact areas had lumber characteristics that filled in only 25 percent of the defect circle allowable and no re-evaluation via the tooth count method due to a lower incidence of lumber characteristics compromising tooth integrity. Thus, the change to a higher visual web stock grade virtually eliminated lumber related repairs. Upon further QC data input, Fabricator C's North Plant decides to do away with the 2/16" of extra steel, and/or will consider changing its 20 percent defect allowable to 10 percent once ANSI/TPI 1-2007 becomes ANSI approved. Either approach will result in more efficient plating solutions, since higher grade lumber and its correspondingly smaller lumber characteristics have a lesser tendency to compromise available plate contact areas.

Fabricator C's South plant decides to stay with Stud Grade S-P-F for its web stock due to high lumber inventory levels and no secondary markets to sell off their Stud Grade. They approached their problem a different way by boosting the 20 percent defect allowable to 30 percent while retaining the 2/16" of extra steel on each plated edge. During the course of their on-going documented QC they discover 2 out of 3 member contact areas now have lumber characteristics that fill in only 25 percent of the defect circle allowable, and no member contact areas needing re-evaluation via the tooth count method. Their slightly larger plate solutions adequately compensated for Stud Grade lumber characteristics by providing for a larger defect circle allowable based on 30 percent reduction in their grip value rather than a small defect circle per the 20 percent reduction factor. As further QC'ing proceeds they'll give serious consideration toward removing the 2/16" of extra steel on each plated edge. SBC

Online Tool Makes WTCA QC Inspectors More Efficient

by Libby Maurer

A recent poll of component manufacturers revealed interesting statistics about the quality control habits and views of production personnel. The respondents, from plants both certified and not certified in WTCA QC, reported that on average, they spend 23 man hours per week on quality control which mostly consists of inspecting trusses. When you combine that with the time it takes to get your team trained and on board with the inspection process, you've invested a lot of man hours. Until now.

About 29.6 percent of surveyed plants said they haven't pursued In-Plant WTCA QC certification due to lack of time, space or manpower. But shortage of time doesn't have to be an excuse anymore. A new online resource developed for In-Plant WTCA QC users makes it easier to become trained and certified. Online Inspector Training contains 35 bite-sized modules developed to fill users in on details about the quality control inspection—before they hit the plant. With this new tool, quality control inspectors, management and other employees can access answers to questions that used to be a phone call away.

For manufacturers like John Hayes, QC manager at 84 Components, and Jeff Jones at Northeast Panel & Truss, this new resource has enhanced their ability to conduct sound truss inspections while cutting down on time spent learning the process.

at a glance

- A new online resource for quality control inspectors makes learning the inspection process convenient and more efficient.
- Quality control teams get more out of in-person training sessions when they've pre-viewed the training modules.
- Online Inspector Training is included in the cost of In-Plant WTCA QC certification.

A Tool for Everyone

In addition to his plant in Coal Center, PA, Hayes has helped other 84 locations become oriented with In-Plant WTCA QC. Hayes knows the value and importance of quality assurance processes well. This is because of his background in food service quality control—a highly regulated and standardized industry. In the future, he says, he will encourage plants new to the program to use the online modules as a training resource. "Especially someone who is new to the industry like I was. For someone that doesn't have the knowledge and background, it's a very thorough training tool," he notes.

Continued on page 32

Online Tool...
Continued from page 30

For Jones, online inspector training provided the fast track for him to get up to speed on inspection—without a catastrophic disruption. "The former inspector gave notice that he would be leaving in three days. So I needed a quick way to get trained!" says the self-proclaimed jack of all trades at his operation. Jones, who took over the truss inspection duties in August, says the best part about the new training resource is the length of the modules. "There are a bunch (of modules), but they're short. If you only have five minutes here or there you can polish off one or two."

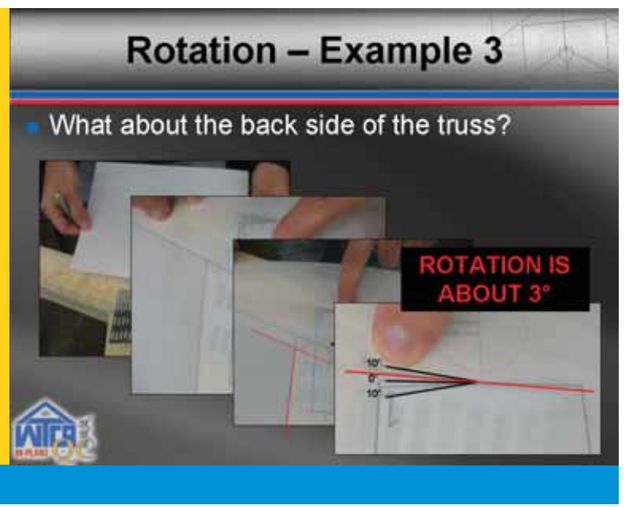
Sometimes one of the biggest challenges quality control inspection trainers like Hayes face is getting production employees to accept and buy into the process. There are certain people, Hayes says, who are "hard core" about the way they've always done things in the plant—sometimes introducing new procedures is difficult to embrace. Online Inspector Training helps put In-Plant WTCA QC into perspective by addressing the "why" of the program just as much as the "how to." "It's important to get [users] to see the big picture," Hayes comments.

Time Savings is Key

At roughly three hours total, each module averages just over five minutes. Hayes says he thinks that if viewed in their entirety (but not necessarily in one session), the modules could greatly reduce manufacturers' training time. When he trains a new inspector, "I usually allot a day and a half for him to review the manual, so I'm sure the modules would cut down on the amount of time it takes."

While the online modules are not meant to replace the in-person training conducted by WTCA staff necessary to become certified, being exposed to the content in each of the five topic areas—general program, inspection criteria, inspection procedures, use of database, and inspection best practices—prior to the visit maximizes employees' retention of the content. "If manufacturers devote a couple hours to looking at the modules on the front end, they have a much better understanding of how to do inspections as well as what the point of the program is when we come to help them train," says Tony Piek, In-Plant WTCA QC Project Leader. Another benefit to pre-viewing the modules—inspectors develop questions specific to their plant that can be answered in person, he says.

Online Inspector Training helps put In-Plant WTCA QC into perspective by addressing the "why" of the program just as much as the "how to."



The web-delivered modules can also be used as a quick refresher for anyone filling in for an inspector. Jones says he hopes to have other crew members use it. "Someone who has limited mobility due to injury could learn how to do inspections based on these modules," says Jones. "That would certainly keep them on the clock and help alleviate my workload."

So whether you're currently certified or thinking about certification, make life easier by taking advantage of the new training modules. The modules that comprise Online Inspector Training are included in the cost of In-Plant WTCA QC certification. For more information on the program, visit www.sbcindustry.com/wtcaqc.php. SBC

In-Plant WTCA QC Certified Companies

84 Components
Chandler, AZ
Coal Center, PA
Gibsonton, FL
Henderson, CO
Kings Mountain, NC
Knoxville, TN
La Vergne, TN
Milton, FL
Mount Airy, MD
Pataskala, OH
Pottstown, PA
Sacramento, CA
Siler City, NC
Tipton, IN
White Plains, MD

Advantage Framing Systems Inc
Olathe, KS

Allied Systems/Annandale Millwork
Winchester, VA

AMT Truss
Kapolei, HI

Automated Building Components, Inc.
Chetek, WI

Berks Products Corporation
Kutztown, PA

Best Homes, Inc.
Hazel Crest, IL

Bluegrass Truss Company
Lexington, KY

BMC West Corporation
Minden, NV

Brunsell Lumber & Millwork
Mt Horeb, WI

Builders FirstSource/ Bama Truss & Components
Shelby, AL

Capital Structures, Inc.
Fort Smith, AR

Carolina Truss Systems, Inc.
Summerville, SC

Carter-Lee Building Components (A Pro-Build Company)
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 Co.
Racine, WI

Dakota Craft, Inc.
Rapid City, SD

Eckman Building Components
Lehighton, PA

Engineered Building Design, L.C.
Washington, IA

Gehrig Component Framing
Tracy, CA

General Building Systems, Inc.
North Las Vegas, NV

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

Honsador Truss
Hilo, HI
Kapolei, HI

Idaho Truss & Component Co.
Meridian, ID

JMW Truss & Components
Yuma, AZ

KA Components
Otterbein, IN

Latco Structural Components
Lincoln, AR

Lumber Specialties, Ltd.
Dyersville, IA
Story City, IA

Lumbercraft
Columbus, OH

Northeast Panel & Truss, LLC
Kingston, NY

Oregon Truss
Salem, OR

Plum Building Systems, Inc.
Osceola, IA

Quality Truss Co.
Redmond, OR

Richco Structures
De Pere, WI
Haven, WI

Select Build
Glendale, AZ
Las Vegas, NV
Tucson, AZ

Shelter Systems Limited
Westminster, MD

Skyline Building Systems LLC
Harrisonburg, VA

Southern Components, Inc.
Shreveport, LA

STACC -- Scholl Truss and Component Company
Houston, TX

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

Stock Components
Austin, TX
Boise, ID
Cedar, MN
Coeur D Alene, ID
Delavan, WI
Franklin, IN
Green Bay, WI
Groveland, FL
Hampshire, IL
Hendersonville, NC
Idaho Falls, ID
La Grange, KY
Lancaster, CA
Lebanon, PA
Lindon, UT
Middlesex, NC
Monroe, NC
Ogden, UT
Paradise, PA
Salt Lake City, UT
Sanford, FL
Schenectady, NY
Timmonsville, SC

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

Tampa Hall LTD
Ayr, ON

Timber Top Trusses Ltd.
Grand Falls, NB

Timberfield Roof Truss
London, ON

Tindell's, Inc.
Knoxville, TN

Tri-County Truss, Inc.
Burlington, WA
Longview, WA

True House, Inc.
Palatka, FL
Jacksonville, FL

Truss Craft
Cheyenne, WY

Truss Systems, Inc.
Oxford, GA

Truss Tech, Inc.
Monroe, CT

U.S. Components, LLC
Tucson, AZ

UBC Timber Roots
De Pere, WI
Hawarden, IA
New Hampton, IA

Villa Truss
Lodi, CA

Streamlining & Detailed Reporting Key in In-Plant WTCA QC version 4.3

By Tony Piek

Online Inspector Training isn't the only thing that will help manufacturers save time in quality control. The focus of the new In-Plant WTCA QC version 4.3, released in September 2007, is to make reporting and analyzing data more efficient and powerful for your quality control team. Here is a summary of the changes:

- **Software Integration Saves Time.** Shave 15 minutes off each inspection with this new process. The inspector finds a truss they want to inspect and then calls up that truss in the design software and tells it to create a temporary file (stored in a file path selected in the design software). This temporary file has all known information on the truss such as the job number, critical joints, specified plate sizes and gages, member names, and member tooth counts. Then the inspector opens the WTCA QC database and downloads the information into a pre-populated inspection form.
- **Access to More Management Reports.** Not only are there more, the reports are much easier to create. Organize summary reports by crew, line, or shift, a weekly summary, and do more analysis on the joint and member reports and truss dimensions. For example, find out your average misplacement or rotation, whether you have more problems on the front or back side of the truss, isolate a certain joint type for a specific line or crew, or determine how many plates on average are being upsized on each line or crew. These reports are powerful tools and can help the plant put into place a valuable data management system.
- **Simplified Data Entry.** The QC database is more user-friendly and intelligent, and it better communicates to the user if there is a problem with data entry or what is out of conformance with the inspection.

What's Next?

With version 4.3 and Online Inspector Training completed, the thrust of our 2008 work will be on developing a QC program for wall panel manufacturers. Also stay tuned for future updates to In-Plant WTCA QC—version 5.0 will be based on the ANSI/TPI 1 – 2007 standard. For more information on version 4.3 or the upcoming 2008 work, contact Tony Piek (tpiek@qualtim.com). SBC

5%5%5%

The 5 Percents of Lumber

by Jim Vogt, P.E.

Lumber design values and lumber grading regulations are defined by 5's.

The framing lumber used in metal plate connected wood trusses is made from wood that is a very complex and variable biological material. Over the last several months a few recurring questions and issues have arisen pertaining to "5% rules" associated with lumber properties and grades. This article will discuss these "rules."

Fifth Percentile & Development of Allowable Strength Properties for Lumber

Wood, like other structural materials, exhibits an inherent variability in strength properties from piece to piece. In order to account for this variability, strength properties such as bending, shear, tension parallel to grain and compression parallel to grain are based not on average values, but instead on a "near minimum" value. Using a near minimum value ensures that the vast majority of the pieces used will exhibit a higher strength property than what has been assigned. For bending, shear, tension and compression parallel to grain, this near minimum value is derived by determining the fifth percentile tolerance limit (with 75 percent confidence). Refer to ASTM D2915 - *Standard Practice for Evaluating Allowable Properties for Grades of Structural Lumber* for a more detailed discussion on determining allowable properties for lumber.

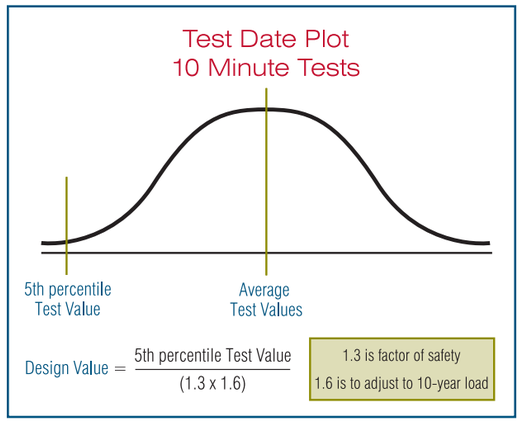


Figure 1. Illustration of a distribution of test values and the location of the 5th percentile test result.

Figure 1 provides a very simple illustration of this concept where the bell curve represents a distribution of test values (such as bending strength), the y-axis represents the frequency of occurrence and the x-axis represents ultimate strength. The fifth percentile tolerance limit is located near the left-hand tail of this distribution. From this illustration it is easy to see that the vast majority of the pieces tested have ultimate strengths that are greater than the value at the fifth percentile tolerance limit.

It is interesting to note that the decision to use the fifth percentile is based on the consequences of failure in a conventional wood building constructed with many closely spaced members such as trusses, floor joists and wall studs, where load sharing will occur in the event of a single member failure.[1] For products that are typically designed to be used in widely spaced applications, a much lower tolerance limit should typically be used.

The property value at the fifth percentile tolerance limit is not the value used for design. The design value is obtained by further reducing the fifth percentile test result by a "property reduction factor," which consists of factors that adjust for:

1. The test duration so that the design value is based on a "Normal" duration (i.e., 10-year) of load, and
2. Several miscellaneous effects typically associated with manufacture and use (often referred to as factor of safety).

The magnitudes of the "duration" adjustment factor and the manufacture and use factor vary by strength property. For bending and tension parallel, the duration adjustment factor and manufacture and use factor are 1.6 and 1.3, respectively, yielding a property reduction factor of 1.6 times 1.3 or 2.1. For compression parallel, the duration adjustment factor and manufacture and use factor are 1.5 and 1.25, respectively, yielding a property reduction factor of 1.9. The value at the fifth percentile tolerance limit, therefore, is divided by the appropriate property reduction factor to yield the reference design value published by the American Forest & Paper Association in the Supplement to the National Design Specification® (NDS®), *Design Values for Wood Construction.* Similar procedures are also followed to derive the reference design values for other wood structural building components such as laminated veneer lumber, structural composite lumber and I-joists.

Basic Principles Concerning Lumber Grading & the 5% Off-Grade

Softwood lumber used in metal plate connected wood trusses must be stress-graded lumber (i.e., lumber that has been assigned design values in accordance with accepted basic principles of strength grading). Stress-graded lumber can be produced by visual inspection or by mechanical procedures. No matter which method is used, each piece of lumber is inspected to determine its grade.

With visual grading, the grade of each piece is assigned by trained and certified lumber graders based on visual observation of growth characteristics (e.g., knots, grain deviation, shake, etc.) and manufacturing characteristics (e.g., wane, seasoning checks, ends splits, etc.). The grading rules used to assess each piece establish the relationship between the observed growth and manufacturing characteristics and the corresponding strength reducing effects of these characteristics. The grading rules are developed in accordance with appropriate ASTM standards and are based on test results of either small, clear specimens, or full-size, commercially graded lumber.

Mechanically graded lumber—either machine stress rated (MSR) or machine evaluated lumber (MEL)—is evaluated via nondestructive analysis of a characteristic such as stiffness or density, which correlates well with structural properties. As each piece of lumber passes through the machine the "predictor" characteristic is measured and used to calculate strength based on algorithms established from previous destructive test-

Continued on page 38

at a glance

- Wood, like other structural materials, exhibits an inherent variability in strength properties from piece to piece.
- The design value is obtained by reducing the fifth percentile test result by a property reduction factor.
- The grading of lumber is not an exact science; a reasonable amount of discrepancy is to be expected between individual pieces graded by different graders.
- Cross-cutting stress-graded lumber into pieces shorter than the original piece is a common practice wherever lumber is used in construction.

[1] Hoyle, R. J. 1972. *Wood Technology in the Design of Structures.* 4th Edition. Mountain Press Publishing Company. Missoula, Montana.

The 5 Percents of Lumber

Continued from page 37

ing. The machine then assigns a grade indicator based on the calculated strength and stiffness. A visual inspection is also made to evaluate growth and manufacturing characteristics that the machine may have missed, and the final grade applied.

Stress-graded softwood lumber used in the United States today must be produced in accordance with the U.S. Department of Commerce Voluntary Product Standard PS 20-05, American Softwood Lumber Standard (see grading parameters below). The American Lumber Standards Committee (ALSC), comprised of manufacturers, distributors, users and consumers of lumber, serves as the standing committee for PS 20-05 and also administers an accreditation program for the grade marking of lumber produced under the American Lumber Standard (ALS) system. The ALS system provides the basis for acceptance of lumber and design values for lumber by the building codes throughout the United States.

Even with a well established set of rules and procedures, the grading of lumber is not an exact science. Lumber graders are human and, as such, a reasonable amount of discrepancy is to be expected between individual pieces graded by different graders. To account for this variation, the lumber grading agencies permit a maximum of 5% below grade material to be included in a given grade.

PS 20-05 section 6.1.1 Grading parameters--..... The grading of lumber cannot be considered an exact science because it is based on either a visual inspection of each piece and the judgment of the grader or on the results of a method of mechanically determining the strength characteristics of structural lumber [see 6.3.2.2]. Grading rules shall establish a maximum of 5 percent below grade as an allowable variation between agency qualified graders. If any grading rules indicate that a grade qualifies under two use classifications, the grade provisions shall satisfy the requirements for both classifications. *(underline added for emphasis)*

This means that potentially for every 100 pieces of a given grade of lumber used to build trusses, up to five pieces could actually grade out lower than what is designated on the grade stamp. As a result, some lumber used in components may have actual properties that are less than the grade stamp properties. The risks associated with this off-grade material causing serviceability or structural problems with the truss are very small. This is due to several reasons. First, the property (e.g., bending, shear, density, etc.,) that is most critical for the particular piece of lumber in the design of the truss may not be affected if the piece is actually a lower grade. Allowable shear stress, for example, is grade independent for visual grades of lumber, so the same design value is used for Select Structural and Utility. Second, the combined stress indices for most truss designs approach 1.0 at only one or two locations, with the remainder of the indices a reasonable amount below 1.0. Thirdly, the occasional use of an off-grade piece is a random enough occurrence that it should not affect the overall structural performance of the building component that the low strength member is placed within.

Is It Okay to Cut the Lumber?

Cross-cutting stress-graded lumber into pieces shorter than the original piece is a common practice wherever lumber is used in construction. Joists often need to be shortened to accommodate span changes, rafters typically require special bevel cuts at ridge and wall locations, and several different lengths of headers and beams are typically required to span the various window and door openings. Cross-cutting lumber for these types of situations is acceptable and the shortened pieces are typically assumed to maintain the same grade and design properties as was assigned to the original piece.

Remanufacturing stress-graded lumber by ripping (i.e., sawing any width of lumber to develop narrower lumber) or resawing (i.e., sawing any thickness of lumber to develop thinner lumber) does potentially negate the grade or grade mark and the design values of the original product. This is because ripping or resawing changes the location of knots and slope of grain relative to the areas of high stress concentration and therefore changes the grade. Section 7.3.7.1 of PS 20-05 specifically states:

> **7.3.7.1** When grade marked dimension lumber is resawn or remanufactured in such a way as to potentially alter the grade indicated by the grade mark, the original grade mark shall be obliterated.

Component manufacturers are sometimes asked to verify that the lumber used in their trusses meet the grade specified on the Truss Design Drawing. If this question is asked, it is most often because the grade stamps are missing from several pieces of lumber of the truss or trusses in question. Since each piece of stress-graded lumber typically contains a single grade stamp, and considering the myriad of lengths required to build a truss, it is not surprising or uncommon for the grade stamps to be cut off of at least a couple of the pieces of lumber.

The 2007 edition of ANSI/TPI 1, *National Design Standard for Metal Plate Connected Wood Truss Construction,* which is anticipated for publication this month, provides the following provisions specific to lumber grade and the use of cross cut lumber:

> **3.4.1 Lumber Specifications.** Truss lumber shall be the size, species and grade specified on the Truss Design Drawing.
>
> **3.4.3 Lumber Identification.** Prior to cross-cutting, lumber shall be identified by the grade mark or the certificate of inspection issued by a lumber inspection agency accredited by the Board of Review of the American Lumber Standard Committee.
>
> **6.3.1 Design Values for Solid Sawn Lumber.** Design values (E, E_{min}, F_b, F_c, $F_{c\perp}$, F_t, and F_v) for solid-sawn lumber and approved, grade stamped, finger-jointed lumber shall be as defined by the grade stamp **prior to cross cutting** and in accordance with the published values of lumber rules writing agencies approved by the Board of Review of the American Lumber Standards Committee.
>
> Design of lumber chord and web members shall be based on dressed sizes as set forth by the U.S. Department of Commerce, PS-20. If other sizes or materials are used, the net dressed size shall be stated in the design and used in the design calculations. *(underline and bold added for emphasis)*

Therefore, for the component manufacturing industry, the design values allowed to be used in the manufacture of trusses shall be as defined by the grade stamp prior to cross cutting and in accordance with the published values of lumber rules writing agencies/NDS. The only time a re-grade of the lumber is necessary is when it is rip sawed. Component manufacturers are also encouraged to include and implement appropriate procedures in their quality control system that will allow traceability and verification of the grades of lumber used in each truss. SBC

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.

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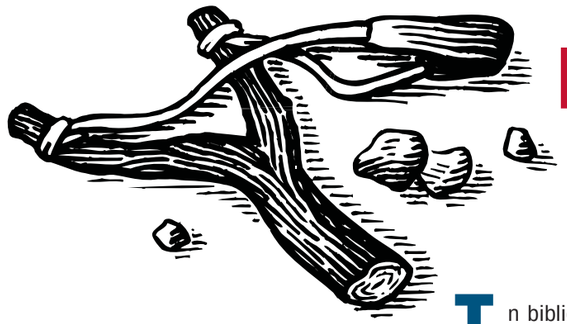


David (and his friends) Versus Goliath

by Sean D. Shields

Component manufacturers take on the California Legislature.

In biblical times it only took one man, one smooth stone and a lot of faith. Today, it probably takes more like a group of friends, a pallet of bricks and a lot of prayer. Yet, the story of David versus Goliath still resonates with us as we each take on the impossible and succeed. This concept certainly applied as a small group of component manufacturers, framers and homebuilders took on the California Highway Patrol (CHP) and California Legislature in an attempt to fix a broken law, and actually won.

It has been said in the past that getting a law through the California Legislature (which represents the seventh largest economy in the world) is more difficult than getting a law through the United States Congress. However, as the issue unfolded and a coalition of related industries came together to address it, David (the California component manufacturers) and his friends succeeded in slaying the giant.

A Permit Not Permitted

It all started in February 2006, when an Erickson Components' truck (based in Roseville, CA) hauling stacks of 9' wall panels laying horizontally was pulled over and cited for having an invalid wide load permit. Erickson Components, and the rest of the industry in California, had been using these exact wide load permits issued by the California Department of Transportation (Caltrans) for years, so they contested the citation in court.

Both in court and at the roadside when the citation was issued, the CHP officer argued that given the standard height of a flatbed trailer, 9' wall panels could be reoriented vertically on the trailer and still be under the overall legal height limit (13' 6") in California. Jim Damme, Erickson's Plant Manger at the time, argued successfully that he had been operating under the requirements of his permit and that orienting the load vertically would create a significant safety risk.

Even though Erickson won the court case, the CHP officer told Damme he would continue to issue similar citations, and pledged as a CHP academy instructor that he would advise all his students to issue citations for trucks hauling 9' foot wall panels stacked horizontally.

"It was a frustrating situation," said Damme. "We had a valid permit from Caltrans, but CHP suddenly wouldn't recognize it. I wasn't sure what we could do, but I had a strong feeling the situation wouldn't just go away."

Government Run Amok

Now, I know what you're thinking, "why would they get a citation if they have a valid permit?" It was the same thing everyone was wondering at the time of the first citation. The reason is complex, but simply put, someone made a mistake. In 1997, a bill that was intended to simplify the California Vehicle Code (CVC) and eliminate duplication inadvertently repealed Section 35780.5. [See Support Docs at www.sbcmag.info to view this language.]

Unfortunately, that portion of the CVC was what gave Caltrans the authority to issue the annual and single trip permits allowing component manufacturers to transport wall panels up to 14' stacked horizontally. For a reason unknown to us, Caltrans

Continued on page 44

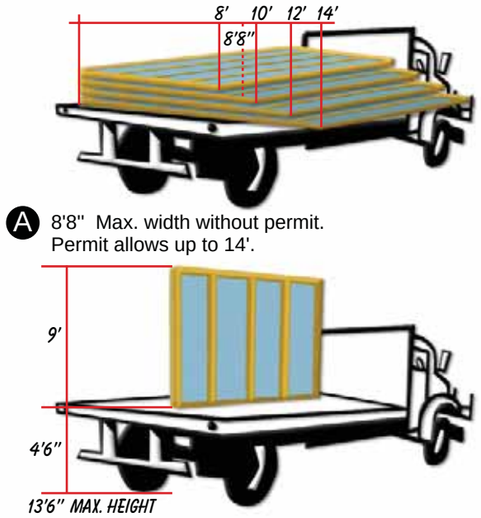
at a glance

- In early 2006, a northern California manufacturer hauling wall panels laying horizontally was cited for an invalid wide load permit.
- A bill was repealed in 1997 that allowed Caltrans to issue permits for transporting wall panels stacked horizontally.
- A coalition of CalESCA members, building contractors and homebuilders rallied to restore the bill that would allow wall panels to be hauled horizontally.
- In October 2007, AB 1612 was signed into law by Governor Schwarzenegger.

David vs. Goliath
Continued from page 42

never reflected this repeal in their code manual, and continued to issue these permits to component manufacturers who requested them. Further, the CHP did not recognize the repeal or enforce it until February 2006, nearly nine years later.

"When we looked up the law, it was obvious that someone had made a mistake," said Allen Erickson of Cal-Asia Truss. "The bill that passed in 1997 wasn't supposed to have any opposition, but you can bet that Caltrans would have opposed it if they had known it would take away their authority."



A 8'8" Max. width without permit. Permit allows up to 14'.

B 9' Wall panels have to be reoriented if total height is under 13'6".

Figure 1.

The repeal of Section 35780.5 created a curious loophole that only affected wall panel sections 9' in length (see Figure 1). Eight-foot wall panels could be hauled horizontally because they didn't exceed the 8'8" width allowed in California. Yet, 9' wall panels were considered an "extralegal" load because they could be reoriented in the vertical position and be at or below the legal height of 13'6" (assuming a standard 4'6" trailer bed height). Because they were "extralegal" and not "non-reducible," nine-foot wall panels needed the special permit allowed under the repealed Section 35780.5. Ten-, twelve- and fourteen-foot wall panels could not be reoriented because they would exceed the height restriction and therefore qualified as a "non-reducible" load. Fortunately, the "non-reducible" load permit was not affected by the 1997 repeal.

Searching for a Solution

In May 2006, members of WTCA and California Engineered Structural Component Association (CalESCA), the California chapter of WTCA, attempted to resolve this issue by approaching the California Transportation Permit Advisory Council (CTPAC). Made up of representatives from Caltrans, CHP and the trucking industry, this committee is charged with reviewing permit issues and making recommendations to Caltrans.

After attending a CTPAC meeting and sharing this dilemma, Simon Evans (Bay Truss) characterized the meeting as disappointing, saying, "They agreed we had a problem, but also seemed to agree they couldn't or wouldn't do anything about it. Instead, they encouraged us to work directly with the CHP to find a resolution."

After Erickson Components received a second citation in August 2006, (which the court eventually upheld), WTCA drafted a *Management Note* which outlined the wall panel manufacturing and transport process and provided a reasoned argument as to why they should be stacked horizontally versus vertically. The *Management Note* was then used in preliminary discussions with the CHP in November 2006. Unfortunately, their final response in February 2007 was simply that they were enforcing the law as it was written and there was nothing that could be done until the law was changed.

Soon after the CHP explained there was only one solution to the problem, two additional wall panel manufacturers were cited in May for using the invalid permit still being issued by Caltrans. One of those manufacturers was Select Build, a large supplier of wall panels in California. In response, Dan Cordero, their Pacific Region Director of Business Integration, hosted a meeting in June with regional wall panel manufacturers to raise awareness of the issue.

Building a Coalition

At this meeting, Select Build invited another organization to the table, the California Professional Association of Specialty Contractors (CALPASC). Dave Louden, CALPASC's Director of Government Affairs, was a former legislative staff person in the California Legislature and used his connections to quickly arrange a meeting later in June with California State Senator Dave Cox (R-District 1).

Based on the meeting with Senator Cox's office, WTCA began drafting language in July that would eliminate the loophole created by the 1997 repeal and could be amended (added) into an existing bill currently before the California Legislature. However, time was running out on the 2007 session and the California Legislature was struggling through a standoff on the state budget. The initial reaction from the Senate Transportation Committee staff was that an amendment to an existing bill would not be possible this year; it would have to wait until 2008.

"Because of term limits, California lawmakers aren't able to hold onto leadership positions for very long," said Louden. "As a result, even the Chairs of the various committees usually defer to the judgment of the committee staff, who have generally been around for a long time. In this case, if the staff of the Transportation Committee said they didn't think it was going to happen, it likely wasn't going to happen."

Meanwhile, additional wall panel manufacturers were cited during the summer months by a handful of CHP officers, and one company even had their truck "red flagged," or taken out of service, because of the permit violation. It was becoming evident that component manufacturers and framers were not the only ones being affected by this issue—homebuilders were suffering as well. As a consequence, Gregg McKenzie, Director of Government Affairs for the Western U.S. at Pulte Homes, joined the fray and brought with him the support of the California Building Industries Association (CBIA) and their strong presence in the California Legislature.

In a last ditch effort to find a short-term solution until the law could be changed, members of this coalition of affiliated industries met in August with representatives of the CHP, Caltrans and the Senate Transportation Committee to explore possible options. However, at the conclusion of the meeting, the government officials all agreed there was no short-term solution available.

Relying on Relationships

Just when it appeared we were at a dead end, a legislator stepped forward and offered his help. California Assemblyman Pedro Nava (D-Santa Barbara), Chairman of the Assembly Transportation Committee, agreed to add our amendment to one of his existing bills, AB 1612. It turned out he was a good friend of a Select Build employee and when he heard of the need for a legislative solution he offered to try to help.

"Relationships proved to be key every step of the way," said Cordero. "From relationships with lawmakers to key agency staff, we would not have been successful without having the ability to raise this issue to the people in a position of authority to take action."

After a week of negotiation, the CHP and Caltrans agreed to support the drafted amendment to AB 1612 (see sidebar for final language), and it was successfully added to the bill during a hearing before the Senate Transportation Committee. Only then did everyone learn that the California Trucking Association (CTA), which has a strong presence in the California Legislature, opposed the whole bill!

In short, CTA did not support a portion of the original AB 1612 that dealt with requirements for drivers hauling hazardous materials. Assemblyman Nava had worked with CTA months earlier to address this objection and thought, at the time he suggested adding our amendment to the bill, that CTA's concerns had been met. Needless to say, CTA's last-minute opposition to the bill surprised everyone involved.

Due to this opposition, WTCA, CALPASC and the CBIA all rallied their members to contact key members of the California Legislature to ask for their support of AB 1612. Many WTCA members wrote letters and made phone calls to their legislators, which was helpful in raising awareness of the importance of the bill and the need for its passage and

Continued on page 46

(the final language)

Below is the final version of the amendment that was added to AB 1612, as approved by the California Legislature and signed by the Governor:

An Act to establish Section 35780.5 of the Vehicle Code.

LEGISLATIVE COUNSEL'S DIGEST

Existing law (Section 35780) authorizes the Department of Transportation or local authorities, as applicable, to issue a special permit authorizing the applicant to operate or move vehicles with specified loads.

This bill would authorize the Department of Transportation or local authorities to issue a special permit which would allow for the transport of manufactured structural building components laid in the horizontal position up to 12 feet in width.

THE PEOPLE OF THE STATE OF CALIFORNIA DO ENACT AS FOLLOWS:

Section 1. Section 35780.5 of the Vehicle Code is established to read:

35780.5 (a) Notwithstanding Section 320.5, the Department of Transportation or local authorities, with respect to highways under their respective jurisdictions, may, upon application, issue a special permit authorizing the applicant to operate or move a vehicle carrying a load, lying in the horizontal position, of stacked trusses or wall panels that are used as single width components in the manufacture of a finished product, that exceeds the maximum width specified by this code, if the load does not exceed 12 feet in width and the permittee complies with the regulations of the Department of Transportation or local authorities, as the case may be, governing the transportation of such loads.

(b) Under conditions prescribed by the Department of Transportation or the local authority, the Department of Transportation or local authority may accept applications made, and issue permits directly to an applicant or permit service, by any of the following processes:

In writing.
By an authorized facsimile process.
Through an authorized computer and modem connection.

(c) The special permit allowed under this Section shall, under conditions prescribed by the Department of Transportation or local authorities, be granted on either a per trip or annual basis.

(d) As used in this section a "truss" is designed and manufactured assemblage of structural elements typically arranged in a triangle or combination of triangles to form a rigid framework and used as a structural support in buildings.

(e) As used in this section a "wall panel" is a designed and manufactured assemblage of structural elements constructed in the same manner as site-built walls to form a rigid framework and used as a structural support in buildings. "Wall panel" may have attached various types of sheathing products including wood structural panels, foam panels and gypsum board that do not extend more than one foot beyond the main structural elements.

(the coalition)

Component Manufacturers (WTCA & CalESCA Members):

- Dan Cordero, Select Build
- Jim Damme, Erickson Components
- Mark Durk, Erickson Components
- Allen Erickson, Cal-Asia Truss
- Simon Evans, Bay Truss

Simon, Allen and Jim initially brought this issue to WTCA and raised awareness by attending a Caltrans meeting in May 2006. Allen played a significant role throughout the process from legislative research to attending key meetings with other manufacturers and the CHP and Caltrans. Dan brought a considerable amount of expertise and passion, and used his key relationships in California to help build a successful coalition. Once he replaced Jim, Mark also provided valuable feedback and perspective, particularly at key meetings with CHP and Caltrans.

Building Contractors:

- Dave Louden, California Professional Association of Specialty Contractors
- John Benton, Government Strategies, Inc.

Dave and John spent a considerable amount of time working with individual lawmakers to illustrate how this issue affected building contractors and built support for AB 1612. Dave, a former California legislative staffer, utilized his relationships to arrange meetings with lawmakers and agency representatives from CHP and Caltrans. John was also instrumental in educating the Governor's Office on this issue and gaining their support.

Homebuilders:

- Gregg McKenzie, Pulte Homes
- Tim Coyle, California Building Industries Association (CBIA)

Gregg educated his colleagues on the impacts this issue would have on home builders and was key in bringing on the support of CBIA. Both Gregg and Tim spent time educating lawmakers on the impact this issue would have on the residential construction industry and economy in California and building support for AB 1612 among key lawmakers and legislative staff.

David vs. Goliath
Continued from page 45

was instrumental in overcoming CTA's opposition to the bill.

At the same time, Dave Louden, John Benton of CALPASC, Gregg McKenzie and Tim Coyle of CBIA, visited one-on-one with numerous lawmakers leading up to each and every vote as AB 1612 wound its way through the legislative process. All the while, WTCA provided information and logistical support when necessary. Each organization utilized its strengths to help out.

V Is for Victory

After AB 1612 passed out of the Senate Transportation Committee, the bill was approved with the amendment on a 28-11 vote. The vote was close because when the bill came up for a vote, all the members of the Senate Transportation Committee were holding a hearing on a different bill and therefore were not in the room to rally support of its passage. The bill then went back to the Assembly, where it was approved unanimously by the Assembly Transportation Committee and then approved on a 70-3 vote by the entire Assembly.

On October 10, 2008, AB 1612 was signed into law by Governor Schwarzenegger, officially amending Section 35780 of the California Vehicle Code (CVC). The resulting change to the CVC will now allow California truss and wall panel manufacturers to obtain an annual or single-trip permit from Caltrans and local governments to haul components between 104" (8'8") and up to 12' in height, stacked and oriented in the horizontal position on a flat-bed trailer.

Thanks to the amazing work of so many people (see sidebar of role players), this coalition of wall panel manufacturers, framers and homebuilders were successful at convincing the California Legislature to help them out and right a wrong that had been done nearly a decade ago. It was a great testament to what can be accomplished when affiliated industries work together instead of apart. SBC

Sean Shields is WTCA's Legislative & Political Affairs Manager. He drafted the amendment and provided support to members of the coalition.

Automation Has Arrived:

But Can It Really Make Trusses More Accurately?

by Jerry Koskovich, P.E.

A frank look back at 30 years of truss quality control, from one of the industry's automation pioneers

In the wood truss building industry we demand a lot from wood. We always have. But now that automation has entered the component manufacturing picture for good, the quality control game has changed. Or has it?

First, let me back up a little bit. In 1973 I began a new path in my career. After having been directly involved in building code enforcement for the previous ten years (which I continued doing for another dozen years), the State of Minnesota was just beginning to enforce the Uniform Building Code. At that time its focus was to better regulate truss manufacturers' products and factory built structures.

At the same time I had founded a business called Engineering Services Company. As impressive as the name was, I'm embarrassed to confess that I was the only employee. Truth is, as time went on, I didn't want it any other way. Initially the main intent of the company (me) was to provide third party inspections for truss manufacturers and modular home builders. It was through my association with many truss companies that I became familiar with the methods then employed to manufacture trusses and wall panels. Unless you're very new to the industry, you probably know most of the rest of that story.

The object of third party inspection was, of course, to assure that the finished product coming out of component manufacturers accurately represented what the nail plate suppliers intended. Needless to say, the designs of today are a far cry from those of that time. During that period the word "common" was applied to most designs since trusses were generally a fink truss, with the only variation being that of span and occasionally pitch. After a year or two of looking at such trusses, I could pretty well tell you all you needed to know about the truss without ever looking at the design drawings.

Today, common trusses are uncommon!

The quality of the trusses being produced at that time was generally good. Since things were simpler there perhaps wasn't as much to screw up. Mostly I paid attention to lumber quality, plate size and placement, and matching the design with the finished product.

Over the decades that truss manufacturing has been in existence, a number of things have evolved with the intent of improving the product and the means to manufacture it. One of those items related to the process of cutting scarfs where the top and bottom chords intersected.

Originally, since everything was cut with radial arm or circular type saws, the feather cut or scarf on the bottom chord wasn't a problem. The carpenter, using a tape measure and framing square or protractor, marked the raw lumber for length and angle as necessary, then made the cut. His skill with measuring and cutting controlled the accuracy of the component and ultimately the quality of the truss joints.

Since he was likely going to make many such cuts, he would set end stops or some other fixture to assure every component was cut the same. Crook or bow didn't generally matter since the piece was jammed into the stops or fixture where the cut was being made...the tail or opposite end could run wild so to speak.

at a glance

- With the advent of component saws, bow and crook suddenly became an issue
- There's only so much the saw manufacturers can do to compensate for crooked lumber.
- We've all likely witnessed the snail's pace of a complicated truss setup on a manually jigged pressing table.

With the advent of component saws, bow and crook suddenly became an issue. If the part bowed up near the end being cut, the finished length could become significantly shorter. The opposite was true if it bowed down. This condition was made more dramatic as angles became flatter.

The first action to minimize such variations was to crown the lumber up when it passed through the saw. It's still the first order of business for the sawyer. But this didn't solve all the problems, since lumber could vary from straight to severely bowed, thus causing great variations in the overall length and the accuracy of the angle being cut. The industry's answer to the length issue was to put a heel on the very end of the bottom chord scarf.

For the most part that solved the overall length problem. It didn't necessarily solve the angle accuracy problem. The greater the bow, the bigger the gap when fitting the top and bottom chords together. The truth is, even with automated component saws, the problem still exists. Most current component saws will have some means to try to control heel and centerline heights and problems caused by bow; however, if you insist on using every stick of lumber that comes from the mill, you'll still have the problem! There's only so much the saw manufacturers can do to compensate for crooked lumber.

Speaking of what comes from the mill, if you're not aware of it, let me enlighten you. When I was doing third party inspection, the lumber grading organizations had one rule referred to as the "five percent exclusion rule." What it means is that five percent of the material in a unit of lumber was allowed to be off-grade. While a lot of time has passed since I was doing inspections, I doubt that rule has changed. With that thought in mind, you can guess where that five percent will end up—in your yard.

In those first manual component saws, the accuracy of cut angles was dependent on both the sawyer and the saw. When new and clean, these saws generally had some form of protractor mounted to the quadrants of the saw that produced good results. The sawyer would hand crank the saw blades into position using the protractor as his guide. With the passing of time, the mechanical means of moving the blades would become worn, thus causing cut inaccuracies even though the angle readouts appeared correct. This is where the sawyer earned part of his keep. If he was good he knew how much he had to cheat the readout to produce the accurate cut. Thus he became irreplaceable! I can't tell you how many times I've had shop owners and managers tell me they were going to "fire that so and so" when they got an automated component saw. I know of some instances where they actually did!

The tolerance for angles has changed since the emergence of automated component saws. When I began producing saws, the accepted norm was an error up to about one-half a degree. That error leaves a pretty significant gap on a long scarf cut joint. Today's automated component saws should consistently hold accuracies from "spot on" to not more than one- or two-tenths of a degree off. When the saws are functioning properly and with reasonably good wood, the joints should look like they grew together!

With the invention of linear saws the methods of cutting have changed, but the required accuracies and the nature of lumber hasn't. In general I suspect that angle accuracies may have improved, since the end of the stick being processed is generally clamped in place within a foot or two of the end being cut. Of course, a hook on the end of the piece is still going to present a problem. In our case, while we don't attempt to straighten the piece by clamping, we've developed a sensor that adjusts the height of the saw blade to compensate for degree of bow. Whichever method is used, the results when confronted with crooked lumber, in general, should be superior to what might be expected on a component saw processing a similarly crooked piece.

While the means to process the cut components have improved, I can't honestly say the wood itself has gotten better. My point is, to a large extent, the quality of the finished component or truss is still a function of the material being processed. It's a little like the phrase we often hear about computers..."Garbage in, Garbage out!" Continued on page 52

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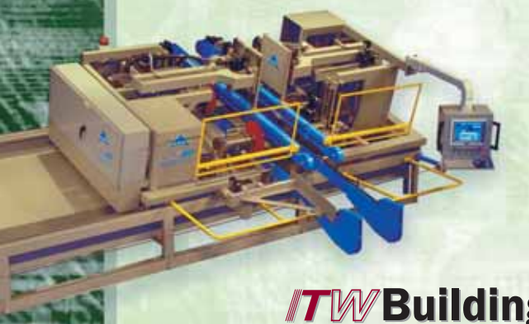

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What could be better… improved accuracy & quality while racking up greater production & thus profits. It's a no-brainer!

Automation Has Arrived...

Continued from page 49

The opportunity to improve quality has likewise presented itself with automated jigging systems. We've all likely witnessed the snail's pace of a complicated truss setup on a manually jigged pressing table. It can be a geometric exercise of incredible scale. Measuring, marking, stringing, rechecking, adjusting, and so on! Spending an hour or more trying to get it right is not uncommon.

With the automated jigging systems currently on the market, the prospects of dramatic improvements in accuracy are a given, assuming the jigging system is functioning as advertised. What once took an hour or more to configure a complicated truss is now done in seconds.

After the truss is positioned on the computer screen a press of a key sends the automated system to work in so little measurable time, it virtually has no effect on build time. Since the automated jigging systems are typically spaced at two feet or less along the length of the table, little or no extraneous fixturing is required. In addition, since the jigging system doesn't need to be manually positioned, the operator is then free to be staging raw components, plates, etc.

Best of all, the production of finished trusses will typically be two or more times what a crew can do on a manual set table. These improvements in production are further enhanced when the number of trusses per setup is few in number. Jigging up to build a truss is the same whether you're building one truss or a dozen. The problem for manual jigging comes when the trusses per setup is closer to one. More time is spent in setting up than in building trusses.

The frosting on the automated systems cake is the hours of time saved over that of manual jigging. That time can translate into more production per shift or at the very least, a dramatic improvement on the bottom line based on your current production demands. On the average table if you didn't save two hours or more per shift I would be surprised.

What could be better...improved accuracy and quality while racking up greater production and thus profits. It's a no-brainer!

Add a laser projection system to an automated jigging system, and you will gain even faster, more accurate lay ups of components in the jigging.

Another valuable feature from a curb appeal point of view is the availability of inkjet printed identification on trusses, walls and all of their components. The customers of component manufacturers see these markings and associate them with a truly professional manufacturing process.

It seems obvious that the means to create and fabricate the best truss and wall products ever produced are already in place and have been so, to some extent, for about the past two decades. While the industry has, in some instances, been slow to accept all of these production and quality enhancing machines in the past, it seems that today, automation has arrived. If you haven't taken advantage of what's available to enhance your production and quality, you may be setting yourself up for some tough sledding against your competition. On the other hand, if you're already into automation, you've gone a long way toward making it as good as it gets.

However, as I noted earlier, the one item that the machines and the machine makers have little or no control over is the material they're required to work with! To truly produce a quality product you have to commit to using raw materials that provide your machines and crew a chance to make the product you'll be proud of. SBC

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

It's Midnight.

Do You Know What a Truss Costs You?

by Jay Deakins

Implementing a real-time job tracking system solved one company's costing blunder.

A few years ago, Building Components of Idaho didn't really know what it cost to build a truss. The building component manufacturer, which is based in Nampa, ID, had workers fill out paper time cards and key them into QuickBooks. The data became hard to track due to inaccurate punches and incomplete timecards. At the end of each month, this data was used for job cost analysis. Estimated costs versus actual costs didn't always balance out, though.

"One of the biggest problems with analyzing our job costs was working offline," says Corey Elitharp, President of Building Components of Idaho. "We didn't know if there was a problem until a month later or even longer. It was impossible to know where to focus our attention immediately, and which groups to sit down with to determine the problem."

Crowd Control

Building Components of Idaho turned to an integrated accounting and enterprise resource planning (ERP) software system in 2004 to manage its labor tracking along with its engineering links, production, order entry, purchasing, inventory, accounting and financials.

"We have about 35,000 square feet of buildings in one, 11-acre location. To expedite the logging process, our software supplier installed about a dozen stations in the buildings so that terminals were close to every work area," explains Elitharp.

Workers at Building Components of Idaho, including designers and shop personnel, scan individual badges through a barcode reader at each terminal. These readers collect the date and time the worker logs in, as well as the particular job and task the worker is performing. Once a worker or crew completes a task, they log off the completed task and onto the next task. The software's data collection system uses the time for all of the tasks in a given day as payroll data and general ledger postings, and also uses this same data for job cost analysis. The fact that the data is recorded once, yet used for three different purposes, ensures consistency and makes it relatively easy to collect the data.

If Building Components of Idaho needs labor collection on a jobsite, the data collection system is also available in a Palm Pilot version that syncs with the main system from any remote location.

Connecting the Costs with Enterprise Resource Planning

The major benefit that Building Components of Idaho sees in having an integrated ERP system with shop floor data collection functionality is that the captured time and attendance is completely integrated with the ERP system in real-time so management can determine the true costs associated with different jobs, and this data ties directly with the general ledger. With the time and attendance data collected from the shop floor data collection system, Building Components of Idaho can compare their actual job costs to their estimated job costs.

This labor data, coupled with material consumption data and outside purchases, lets management understand the true cost of producing a truss. They can compare actual costs versus estimated costs so that future quotes may be adjusted to more accurately reflect their actual results. For payroll purposes, the collected time and attendance is exported from the software directly to Building Components of Idaho's payroll system, ADP.

"The key is in the integration. A data collection system that is completely integrated with the main system means there is more precise posting to the general ledger. Labor and product codes link financials back to actual job performance, so there is only one set of data for payroll and job costing," says Elitharp.

Shopfloor Politics

While selecting and installing a data collection system may seem to be the most difficult steps in the time and attendance-gathering process, there's another factor to keep in mind: the comfort level of your employees. If employee time and projects were never tracked before, "Big Brother" anxiety among your workers may be your greatest obstacle.

The best approach is to address the issue upfront. It's important that employees understand how their job performance affects the bottom line. Jobs requiring more labor than planned can be just as detrimental to a company as having employees consistently late or absent. By showing who is doing what and when, an integrated data collection system helps workers use their time as efficiently as possible. Their productivity contributes directly to the profitability of the company, and they will reap the benefits accordingly.

In order to ensure that workers utilized the shop floor data collection system properly, Building Components of Idaho implemented a productivity incentive program.

Elitharp explains, "We verify time collection against our day-to-day job costing tracking to determine key performance indicators (KPI), which contribute to employee reviews and help establish the incentives. If workers are not clocking in and out correctly, they actually get penalized with a five percent reduction in incentives. At first, supervisors monitored the process once every hour. Now we're down to two times a day."

Cost-Benefit Analysis

Today Building Components of Idaho knows full well the cost of a truss. While its improved data collection system has helped the seven-year-old business immensely, Building Components of Idaho continues to seek to improve their productivity and profitability.

"In the last year and a half, we've added three wall panel lines, a floor panel line, and doubled our truss capacity," says Elitharp. "We expect to continue at this rate of growth, and our new ERP software system will help us manage our processes through it all."

Whether it's midnight or midday, Building Components of Idaho is always looking to keep ahead of the curve. SBC

Jay Deakins is the President of Deacom, Inc., the producer of an integrated accounting and ERP software package for lumber dealers and building component, millwork, and manufactured building manufacturers. Contact Jay at marketing@deacom.net.

at a glance

- One Idaho manufacturer struggled with analyzing job costs with its existing system.
- Building Components of Idaho now determines the true costs of different jobs; this data ties directly to the general ledger.
- An incentive plan helped the company with accurate labor tracking and contributes to employee reviews.

Get to Know the Hidden Benefits of Member Meetings

by Marisa Hirsch

Participating in Committee or Board meetings means free advice, camaraderie and business opportunities.

Being involved with the WTCA Board and Committees takes time. It takes time, it takes money and it takes effort. No one is likely to deny this—but it would be difficult to find someone involved who says participation isn't worth it.

The structural building components industry is made up of some intensely competitive people, and the rivalry can run deep in regions. Yet, these strong personalities find a way to work together within WTCA's Board. In fact, it goes beyond just working together. Friendships are formed, advice is shared and business opportunities even crop up.

Don Groom, vice president of operations at Stark Truss Company, Inc. in Canton, OH, has always believed that being part of the Board and attending Open Quarterly Meetings betters the industry as a whole. But, there are other benefits that come with active participation that people might not be aware of.

"For us, it's been a tremendous avenue for connecting with other manufacturers across the country—being able to talk and having business interests that can be beneficial for both companies," said Groom, who is also a WTCA past president. "Numerous opportunities have come up just through being involved [in the Board]."

Becoming active on the WTCA Board and attending meetings means joining a community of like-minded people who are willing to share thoughts and advice about the industry. Instead of withholding information about their operations, they often share it to help one another.

Scott Arquilla, vice president of Best Homes, Inc. in Hazel Crest, IL, turns to people he knows from the board any time he's thinking about buying new equipment. He said that in the eight years he was on the Board (Arquilla is also a WTCA past president), he developed relationships with the best of the best—and those are the people he wants to get advice from.

"At the same time you contact a supplier, you talk to people about why they bought what they bought and not something else," Arquilla said. "You always get the inside scoop on this stuff from being on the Board."

Urging Involvement

Groom acknowledged that it can be intimidating when a person is first beginning to actively participate in meetings. There's a lot going on with so many different projects, as well as numerous ideas and concerns being discussed. Groom said that at the first meeting he attended, he only understood about half of what was being talked about. But understanding comes with time and involvement, and people are willing to make clarifications if asked.

"Some guys come and then they don't come back because they didn't think there was any value," said Groom. "Well, value comes from getting involved in committees and boards, meeting people and networking. There are tremendous business opportunities for companies that do that."

Although he may not have understood everything that happened in the first meeting he attended, Groom still realized there was great value in getting involved.

"If I didn't know anything about it, and it was being talked about and voted and passed, then I needed to know about it," he said. "So I made a point to make sure I knew what was going on."

Rick Parrino, vice president and general manager of Plum Building Systems, Inc. in West Des Moines, IA, also found himself eager to be involved once he learned how much was going on at Board meetings.

"Once you get in there and you hear about the projects, it's hard not to get involved and want to participate," he said.

In Parrino's case, active participation began with his local chapter, the Iowa Truss Manufacturers Association. He was encouraged by other members there to become more involved at the national level, which is how he became a WTCA Board member. Now, after several years of serving on the board, he knows he would miss it if he gave up his seat. Being involved is how he keeps up with what's new in the industry.

"You learn at every meeting you go to, whether it's about design or changes in codes," said Parrino. "You can't help but learn when you're there. It's really difficult to run an operation day-in and day-out...and keep up with all that stuff. If I wasn't participating in the WTCA [Board], I could never keep up."

Steven Spradlin, president of Capital Structures in Fort Smith, AR, also got involved in the Board due to urging from a fellow component manufacturer who was involved. Spradlin decided to attend an Open Quarterly Meeting and, similar to others, quickly recognized the value.

"I saw what it was all about and felt like it helped me to learn more about the industry," he said. "And to understand what's going on in more than just my immediate area of the industry—because I do operate beyond my little circle."

Prosperous Perks

There are many ways that these connections initially made through the Board extend far beyond meeting days and the issues at hand. One way that may be surprising is that, at times, some companies have worked together to fill customer orders. For example, Groom said he has called on Board members in the past to help Stark fill orders. "The first call I'll make is to a fellow Board member I know in that region who may be able to help us with the job," he said.

Groom also said Stark has collaborated with other member companies in the past for jobs requiring both wood and steel components. Because Stark does manufacture steel roofs and walls, and some companies don't, there have been times when Stark has provided steel components while another company provides the wood components.

"[The Board] provides such value for business connections," Groom said. "We may be able to do this; [other companies] can do something different.... We talk and say 'We can meet this customer's needs together.' We make a plan that works for everybody. The customer is taken care of and both companies benefit from that relationship."

Stark is not alone in finding business opportunities like this; several companies have collaborated with one another in the past to meet orders in an efficient way that is beneficial to their customers. Capital Structures is one of those companies, with the costs of shipping and freight factoring into their decision to do so at times.

Spradlin said that when Capital has done jobs like this, it's been with companies he's familiar with through the Board. This is because he has established relationships with people at those companies, trusts them and has some firsthand knowledge of their operations. "That's how you get to know people—through the Board, BCMC and the association," Spradlin said.

Prior relationships can help business collaborations run more smoothly and, in Groom's case, possibly eliminate some worry. "Without those relationships and those connections, I would have had to find somebody I didn't know [to work with on jobs]," said Groom. "Once you get to know people, you learn to trust them. You believe in their work because you've spent time with them. It makes it a lot easier to have a good relationship."

Arquilla said he has never gotten a bad recommendation when asking for advice from current or past Board members. He feels comfortable asking for advice about almost anything—and confident that he'll receive an open and honest response.

"I got involved with the Board because that's where all the smart people were," Arquilla said. "I have an awful lot of lasting friendships. Anybody that I've met would be happy to give any one of us an answer [to business questions]."

Open Discussions

There is, of course, always a limit to what can be shared. For example, following U.S. antitrust law, members don't discuss prices and other matters that may restrain trade. However, this doesn't prevent them from discussing what sort of methods they use for cost accounting and operations management—another example of how Board participation benefits members (and their companies) on many levels.

Parrino said he learned a lot about how to implement benchmarking and cost accounting systems from other WTCA Board members, thanks to the open manner of communication fostered by participation. Because members often aren't direct competitors (unlike at local chapter meetings), they can be more candid about how they operate.

Continued on page 58

at a glance

- ❑ Being involved with the WTCA Board benefits individual companies just as much as the collective industry.
- ❑ Board members say participation helps them keep up with the latest trends and news in the industry.
- ❑ Several companies have collaborated with one another to meet orders in an efficient way that makes customers happy.
- ❑ In times of need, Board members say the first people they call for help are friends they've met at meetings.

...Hidden Benefits of Member Meetings

Continued from page 57

"We talk about how do you do it (benchmarking), what do you use and measure," Parrino said. "You just don't get that in a lot of places...where you can talk like that."

Board and committee members also discuss the systems they use and, at times, invite each other into their plants to see how they're doing things. Parrino remembers being invited into a fellow Board member's plant right after it had opened to see and discuss the systems being used within. He also talked about how he's learned a lot from fellow CMs who have been sued and are willing to talk about it—so that it hopefully doesn't happen to any of the rest of them.

"It's just the camaraderie," Parrino said. "You get to be good friends with people. You're not going to get that stuff...without going out and getting to know people, becoming friends, sharing business techniques, stuff that works and doesn't work."

Listen, Learn, Advise

Groom spoke of how he doesn't spend money on seminars or classes; he prefers to sit down with people he knows through the Board who have years of experience and just listen to them talk.

"At every Board meeting, there are hundreds of years of experience in the truss industry together from the people attending," he said. "When you leave there, you're going to learn a lot more than from some motivational speaker who doesn't know anything about the business. I just can't say enough about what I feel like [participating on the WTCA Board] has done for Stark, for me and my personal growth, career knowledge and business connections."

Groom got involved in the Board because, as he sat in the back row of his first meeting and listened, he realized Stark really needed to have a voice in the decisions being made. So, he decided to pick a couple WTCA projects he was passionate and knowledgeable about and focus on those. He didn't try to go to every committee meeting.

"I tell people not to try to do that," said Groom. "Pick a couple you have passion for, that you have input on, and feel like you can put something on the table."

Groom said it's important to get involved in the Board because WTCA is representing the entire structural building components industry. The Board is discussing topics that could have a major and daily impact on individual CMs.

"I wanted to make sure Stark had a voice in what the discussions were, where it was headed, what kinds of things we worked on and what were the top things that needed to be discussed that would directly affect Stark," he said. "It's a

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The WTCA Board in Brief

The WTCA Board of Directors is made up of the association Officers and elected representatives. The Board meets four times a year—these are WTCA's Open Quarterly Meetings. The WTCA Committees meet in conjunction with the winter and summer Board meetings. **Every WTCA member, board member or not, is encouraged to attend.** Below is a brief explanation of who makes up the Board.

Officers

When agreeing to serve as an Officer, each individual commits to a four-year term. The first year, that individual's nomination is ratified by the membership to begin the path to WTCA President. The job begins with Secretary, continues with President-Elect/Treasurer the following year, culminates as President the third year, and concludes with Past President the fourth year.

- The **President** is the principal executive officer and is in charge of all business and affairs. He or she presides at all meetings and works closely with staff on WTCA policy, goals and objectives.
- The **President-Elect/Treasurer** assists the President in his duties and performs them if the President is absent. He or she is also the principal accounting and financial officer.
- The **Secretary** is responsible for seeing that the minutes of the meetings are recorded and that all notices are properly given.
- The immediate **Past President** uses his experience to offer counsel to the Board. He is also chair of the Nominating Committee, which oversees the election of all Board members.

Executive Committee

The Executive Committee was created to aid the Officers in making decisions regarding the daily operations of the association. Up to four component manufacturer member representatives are elected to serve with the Officers; together the two groups compose the Executive Committee (of up to eight members). The committee meets monthly via teleconference and may be convened whenever necessary to discuss pressing matters.

Representatives

All types of representatives are charged with bringing ideas, opportunities and issues to meetings. They also assist in formulating or changing existing WTCA policy. Representatives are expected to work with and support WTCA staff in implementing Board-approved policy, as well as in achieving goals and objectives. Representatives must be the eyes and ears of WTCA in their local markets, and work together to develop a united voice in the market that strengthens the structural building components industry.

Chapter Representatives

Each WTCA Chapter is entitled to one seat on the Board. The chapters nominate the individuals, who are then ratified by the general membership. These representatives are charged with representing the chapter and the local market at meetings, and taking information back to their chapters to share with those who could not attend. Chapter Representatives keep the lines of communication open with the grassroots membership.

At-Large Representatives

In addition to serving as Chapter Representatives, component manufacturer members are eligible for election as At-Large Representatives. These individuals are nominated (or volunteer) for Board service to take an active role in directing the association and have knowledge and experience that will benefit the association. Often these individuals also represent areas where a local chapter has not been formed.

Associate Representatives

Finally, the Board includes up to five seats for industry suppliers. The Associate Representatives are nominated to speak on behalf of key industry supplier areas. Care is taken to ensure that these seats rotate between supplier companies so that no single company holds a seat longer than three years. SBC

...Hidden Benefits of Member Meetings

Continued from page 58

mistake to not be at as many meetings as you can be at. It's a tremendous thing for a company to be involved."

Parrino also acknowledged the need to be present at meetings in order to be informed. "If I wasn't participating, I wouldn't know there are some big changes we need to learn about," he said.

Arquilla said being involved means access to friends and solutions. "To people who have never been on the Board or a committee: you'll make a whole new series of friends," he said. "Even though they may be competitors, you'll have new people who you can bounce ideas off of. You'll always find somebody on the Board who's had the same problem that you've had, and hopefully came up with a solution."

WTCA meetings are a place to network, hash out issues or problems, brainstorm and stay up on the latest news and technology.

"Coming to the quarterly Board meetings...you get to know all the people," said Groom. "You develop interests, you develop trust, and you're able to work out many business opportunities on both sides. The first people you call for help are those you've met at Board meetings." SBC

For more information about WTCA's Board and Committees, view the Board of Directors' Handbook at www.sbcindustry.com/bdhandbook.

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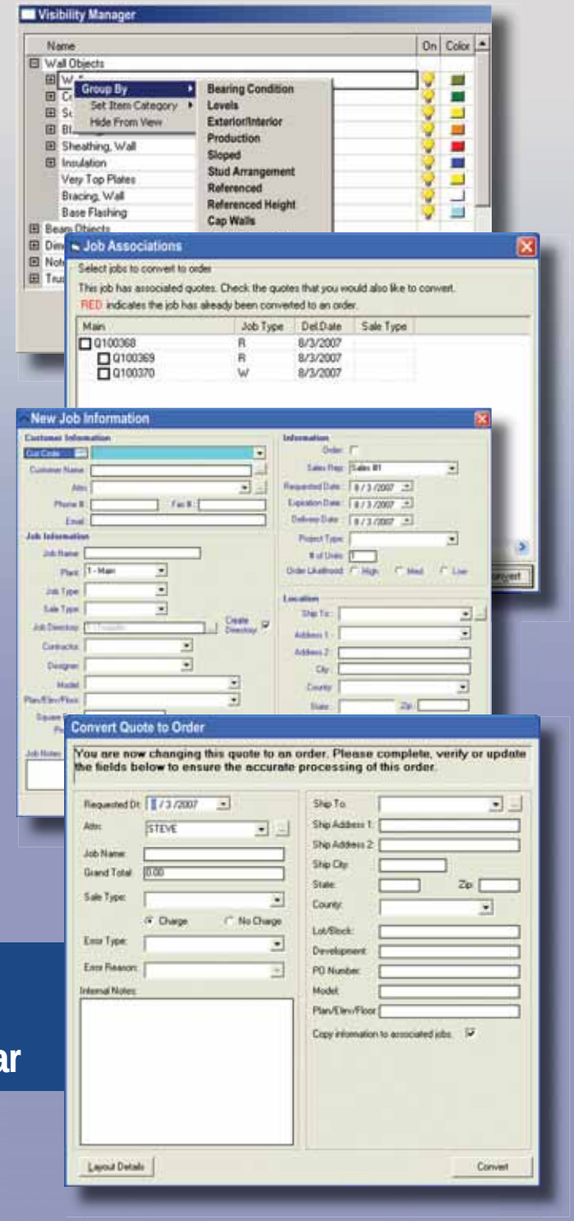

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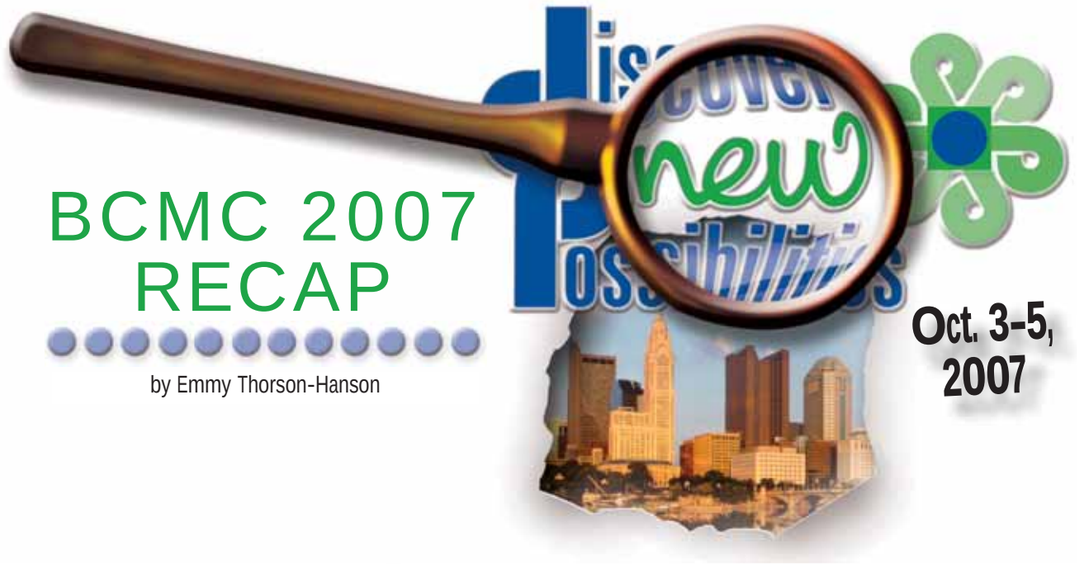
BCMC 2007 RECAP

by Emmy Thorson-Hanson



Once again the biggest event in the structural building components industry has come and gone. Component manufacturers gathered in the Greater Columbus Convention Center on October 3-5 in Columbus, OH to live out this year's theme, *Discover New Possibilities.* With 88,600 square feet of exhibit space filled by 154 exhibitors (24 were first-timers), 12 educational sessions presented by component manufacturers and professional speakers, and 13 small group roundtables over the course of the week, attendees were kept busy to say the least. Let's take a moment to reflect on the lessons learned, opportunities taken and great times that made BCMC 2007 a hit!

"The BCMC is and has always been a great opportunity to see what is being developed that may accent or revolutionize the industry. Even if you aren't in the market for new equipment or software, there are ideas and concepts all over the floor that make you look at your current processes and tweak them....I've always felt that the ability to communicate with such a broad scope of people in the industry in one setting is helpful in that it makes you question or justify your current standard practices."

—Josh Frye, Granger Truss, Jacksonville, FL

Tuesday: Golf Outing & CM Roundtables

On Tuesday morning, 84 bleary-eyed golfers rose before the sun to gather for the annual golf outing. They were rewarded with a gorgeous day of golfing at the Scioto Reserve Golf & Athletic Club. Greg Brentlinger, Jeff Kovalchik, Carl Mollenkopf and Tom Bieser of Contract Lumber Company reigned triumphant as the overall winners of the day.

Later that afternoon, the first round of component manufacturer roundtables got underway. This was the second year BCMC has offered Tuesday evening roundtables, and once again they were well received. The topics of discussion were: ideas and challenges for risk and safety, sales ideas, small business/family owned challenges, educating building & fire officials, ask an industry veteran, steel manufacturing issues, legislative/immigration issues, and turnkey framing.

Wednesday: Kick-off & Educational Sessions

After a rather hard year for many in the industry, a little motivation and perspective was exactly what was needed to start the show off on the right foot. Wednesday morning's kick-off presentation was highly anticipated due to the featured guest, legendary football coach and leadership speaker Lou Holtz. Regardless of how many sports-savvy attendees there were, the audience was able to take something away from Holtz's inspirational presentation. Deanna Bumbarger of Lezzer Holdings was pleasantly surprised: "I was set for this to be a boring session about football. I was wrong. He was interesting, enthusiastic and a very good speaker."

"Motivation was essential for this year's BCMC," said Mike Kozlowski of Apex Technology. "Lou delivered."

Next attendees headed off for the first set of educational sessions. "Myths and Realities of the Cold-Formed Steel Industry" were revealed by Joe Odgers and Mike Noonan.

Radio personality Bryan Dodge gave two sessions. He spoke on "How to Build a Better You," during his first session, and attendees enjoyed the self-improvement theme. "I took a lot away from him. His seminar wasn't one that I found myself looking at my watch, like I was back in college waiting for class to get out," commented Mike Boulet (Mainely Trusses).

Bryan Arzani was a popular speaker at BCMC 2006, and he returned this year to give two sessions. Attendees like Scott Cottrill (Dominion Truss) were eager to hear the "Power Tools for Hiring Producers Not Pretenders." "The session was fantastic! Very transferable info to our company," said Cottrill.

Close to 200 attendees showed up to learn about "Measurements in Design and Productivity," presented by Roger Turpen. The session gave Scott Carlson, Walnut Custom Homes "good guidelines to follow." "[The session] helped you see where you are at and where you need to go," he said.

After a 15-minute break, the second round of sessions got underway. WTCA's Executive Director Kirk Grundahl talked about "Measures to Take in Measuring Accidents."

Joe Heinsman discussed the "Economics of Design" with an audience of nearly 200. "There were some things that I haven't thought about that I was able to bring with me back to the plant. I've already put a few of those ideas into use," said Wes Parker (Christensen Building Components).

"The educational sessions were all very informative. The speakers were very knowledgeable and very experienced."

—Edward Vail, Shamrock Truss & Components Ltd., St. John, NB

Wednesday: Welcome to the Show Floor

After the sessions let out, the BCMC Committee (Ben Hershey, James Finkenhoefer, Steven Stroder, Richard Parrino, Bob Allen, Rick Autey, Brent Davis, Barry Dixon, Rich Edwards, Joe Odgers, Baird Quisenberry, Gregg Renner, Steve Shrader, Tawn Simons, Steven Spradlin and Mike Walsh) gathered in the entryway for the ribbon cutting ceremony.

As attendees streamed onto the show floor, enthusiastic exhibitors were waiting to answer questions and display their products. Rod Wasserman (Wasserman & Associates, Inc.) explains why he feels exhibiting at BCMC is worthwhile no matter what condition the market may be in: "By exhibiting at BCMC, there is more opportunity to make new and existing contacts than I'll ever have in the office. How could you even compare less than 10 inquiries a day in the office to making over 100 contacts in three days at the BCMC Show?"

Attendee Doug Slater (Truss/Slater) also feels that it is important to come to the show regardless of the economy. "Even in a down market you still need to stay up to date on what's going on in the industry," he explained.

"When I'm at BCMC I'm always on the go, there is just so much I want to see and do."

—Tom Butler, McGuffin Truss & Components, Inc., Morristown, TN

Long time attendee Tim Rouch of Gang-Nail Truss Co., Inc. got a new perspective on BCMC this year. "It was a unique BCMC as I attended as an exhibitor hoping to create interest from other truss manufacturers in a product we developed. I thought I would still have opportunity to visit the other vendors' exhibits, but found this not to be the case. We were busy all day every day demonstrating our new technology. I have more appreciation for the effort put forth by companies that offer their continuous commitment to our industry by exhibiting in the BCMC year in and year out. "

The welcome reception began at 4:00 p.m. Attendees enjoyed hors d'oeuvres and drinks while mingling on the show floor. "BCMC is full of professional networking opportunities," said Loyal Attendee, Alan Esch (Lumber Specialties). "You can talk to your peers, see some old friends and make some new ones."

Charles Ballard (Ballard Truss) is another Loyal Attendee who enjoys the social aspect of BCMC. "There are people we see once every year, who after a while you become friends with after seeing them so many times."

Exhibitors share these sentiments as well. Susan Shaw (Deacom, Inc.) said, "BCMC gives us the best of both worlds: the ability to both catch up with our clients and meet with prospective customers during one, industry-supportive event. We look forward to exhibiting year after year."

"The exhibition hall was equally as informative as the educational sessions. I get lots of literature and videos throughout the year, but being able to see the product live is very different."

—Mel Borne, American Truss Co., Mandeville, LA

BCMC SHOW STATS

	2001 Louisville	2002 Columbus	2003 Phoenix	2004 Charlotte	2005 Milwaukee	2006 Houston	2007 Columbus
Total Attendee Breakdown: Companies	343	398	494	537	502	492	425
Total Attendee Breakdown: Locations	424	511	633	727	676	667	530
Total Attendee Breakdown: Individuals	955	1175	1458	1670	1686	1518	1218
CM Attendee Breakdown: Companies	292	350	437	476	445	415	352
CM Attendee Breakdown: Locations	370	463	574	661	614	587	452
CM Attendee Breakdown: Individuals (not inc. spouses)	839	1046	1241	1482	1487	1294	1048
Exhibitor Breakdown: Companies	108	119	118	137	155	142	154
Exhibitor Breakdown: Locations	244	246	278	313	321	327	313
Exhibitor Breakdown: Individuals	620	683	783	1023	976	1040	880
Total Individuals at BCMC	**1575**	**1858**	**2241**	**2693**	**2662**	**2558**	**2098**

To encourage attendance, this year the show featured the new WTCA Chapter competition, in which the chapter with the highest percentage of CM locations in attendance at BCMC won a commemorative pin and 10 TTW certificates for the chapter to use. WTCA-Indiana won this year's honor, with more than 60 percent of its chapter in attendance.

Another pin of distinction could be seen on Loyal Attendees. Attendees can qualify for this honor either as an individual or as a company by having attended five out of the last seven BCMC shows.

2007 BCMC Chapter Contest Winner

2007 BCMC Loyal Attendee

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SPOUSE TOUR

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THE COOKING CONNECTION

The spouse tour was a truly unique experience this year. On Thursday, spouses were taken to Woodhaven Farm: the Cooking Connection, where they got to work with Tami, a professional chef, to prepare various courses of a gourmet meal. Spouses were split up into teams and were responsible for preparing one of the delicious courses for the rest of the group and were able to bring home the recipes! "Fantastic" was the word used to describe the experience at Woodhaven. After that came an afternoon of shopping at the largest mall in the Greater Columbus Area, the Polaris Fashion Place.

Janet Nett of Richco Structures in Haven, WI, said, "Everything was wonderful. Tami had a great sense of humor and we had a great time together. The hands-on experience was a good bonding of new and old friends."

Linda Nadeau of ProBuild/Spenard Building Supply in Big Lake, AK agreed. "Woodhaven Farm presented the most enjoyable and relaxing tour in the last 6 years," she said. "Tami is bubbly and tons of fun. Her farm and grounds are spectacular and I would do it again."

Thursday: WTCA Annual Meeting

After enjoying a sit-down breakfast, attendees were focused on the WTCA Annual Meeting. Outgoing president Barry Dixon remarked on the year's events: "A lot has been going on this past year. And in a so-called 'down market' that we are in, it's nice that people are sharpening the saw and are finding ways to better their businesses by looking at their processes, training and educating their employees and coming up with new ideas."

He continued by addressing the membership: "Thank you for being a member, thank you for participating. Thank you for trying to make a difference every day. You are here, you are bringing information back to your people at work, and you are trying to make a difference, every day. And I thank you for that."

A short, narrated PowerPoint presentation followed, showcasing WTCA's work and achievements from 2007, which are also summarized in the 2007 Annual Report. If you missed the meeting, you can view the annual report at www.sbcindustry.com/annualreports.php.

WTCA Hall of Fame

Hall of Fame member John Herring was present to announce the 2007 Hall of Fame inductee. "These are people who have put their fingerprint on the industry, who have left their mark, by tirelessly giving of their time, their effort and their resources. By receiving this award, a name is placed with that fingerprint, an identity with that legacy."

Herring spoke of various endeavors the 2007 Hall of Famer has taken on over the years. "He has been on every committee, at one time or another, worked diligently with TPI on the joint venture agreement, worked on the BCMC event tirelessly, initiated the Truss Technician Training (TTT) Program, is a Top Chord Club member and right onto presidency in 2002. He was also a key force in the South Florida Truss and Component Manufacturers Association. And he hasn't stopped yet. He is a pusher, a doer...one that gets things done." Herring then revealed the identity of the recipient: Mike Ruede of Woodinville Lumber.

A stunned Ruede accepted the award with his wife Randee (see top photo) while his mother and three kids watched from the back of the room: "I think this is truly the first time I haven't had anything to say." He continued by expressing his gratitude to fellow members of the industry. "You never get anywhere without really great mentors," he said. "And the Past Presidents and Board members through the years have made this industry thrive."

Dick Bowman Industry Enthusiast Award

2006 Bowman Award recipient Tom Manenti of MiTek Industries, Inc. took the stage to reveal the winner of the third annual Dick Bowman Industry Enthusiast Award. Manenti started out by describing the winner as "the go-to guy with the cowboy boots" who "had a profound effect on the BCMC committee, exhibitors and staff over the years."

Sadly James Kent Pruitt (or "JP" to those who knew him), of national exposition service contractor George E. Fern Company received this award posthumously. JP was only 52 when he passed away suddenly on July 18 of this year of a massive heart attack.

Jim's wife, Elizabeth, accepted the award on his behalf (see bottom photo): "If he were here today he would be standing here in his boots blushing beet red. Because he was the man that stood in the background while everyone else shined." She continued, "He never would have expected this, it's such a tribute to him and I thank you."

Elizabeth shared what one exhibitor wrote after Jim's death. "He told me, 'God must be having an angel convention, and needed the best to organize it, and so he took Jim.' I'm sure he is up there now, organizing things and telling everybody what needs to be done."

"Jim was a man of character, integrity and passion. He never did anything halfway. To BCMC he was the man that got the job done."

—Elizabeth Pruitt

SBC Industry Leadership Award

WTCA Past President Richard Brown introduced Charlie Vaccaro of Alpine Engineered Products (now part of ITW Building Components Group) as the winner of the second annual SBC Industry Leadership Award (see top photo).

"This individual has touched just about everyone and everything in our industry. He has positively impacted the lives and careers of many in our industry by selfless sharing of his knowledge and education." Brown continued, "He is the personification of the term 'customer service.' He is also referred to as our industry's walking history book."

"It really is an honor to serve the industry with such strong people," stated Vaccaro as he modestly accepted the award. "I appreciate everything that is given to me and I appreciate that my peers would think of me this way. I feel very humbled and very proud."

Transfer of Presidency

Following the award presentations, WTCA welcomed its 24th president, Bob Becht of Chambers Truss, into office (see bottom photo). Chambers Truss is a founding member of the South Florida WTCA Chapter (SFWTCA) and has been a member of WTCA since 1987. In 1998, Becht became president of SFWTCA and joined the WTCA Board of Directors in 2000.

He started out by addressing the fact that the industry is going through some hard times. "I would like to focus on the ups rather than the current downs of our industry. I have been in the construction industry all my life. I have seen many booms and busts." He added, "We are in the midst of winter, but I can tell you spring... will come again."

"WTCA has a great future. It's my responsibility to see that this organization prospers and continues with the great work that my predecessors have begun." He ended, "Thank you for the responsibility that you have honored me with. My door is always open to your concerns and suggestions."

"WTCA has a great future. It's my responsibility to see that this organization prospers and continues with the great work that my predecessors have begun."

—Bob Becht, 2008 WTCA President

Gathering Place

Since many companies bring representatives from their different locations to BCMC, they often choose to hold their corporate meeting at the same time. Dominion Truss was one of several companies that opted to hold their meeting in Columbus. Scott Cottrill explains. "BCMC is the perfect venue for corporate staff meetings. We brought several of our staff from each of our facilities and had everyone stay an extra day for a corporate meeting. Since we were already there, BCMC was a very convenient reason to have such a meeting."

"Columbus is a wonderful town and a great venue for BCMC. I had no idea that it was so vibrant and alive. We had a great time."

—Scott Cottrill, Dominion Truss, Abingdon, VA

Thursday: Educational Sessions

CEO Tech Risk Prod CFO Sales HR

After the annual meeting, attendees headed to the week's last set of educational sessions. Attendees liked the open discussions that took place during "Benchmarking: Find the Methods that Work for You" with Scott Arquilla and Keith Hershey.

Anyone interested in "Changing Your Panel Perspective" was lucky enough to have Jason Blenker and Casey Carey on hand to share their knowledge of wall panels.

Back by popular demand, Joe Hikel spoke about "Incentive Compensation: If & How" to over 100 attentive listeners. Jerel Phalines (Concord Truss) commented that Hikel had: "Great interaction with the audience. Great facts, interesting and beneficial."

Bob Dayhoff helped attendees think outside the box with "Creative Truss Repairs." Scott Carlson (Walnut Custom Homes) commented: "The session on truss repairs was very interesting. It gave me a few ideas on things to take notes on while I'm out on a jobsite."

As soon as the sessions concluded, attendees were back exploring the show floor. Jake Klassen (E.G. Penner Building Centres) shared his favorite thing about the show floor: "I like that it covers all the areas, not just plate suppliers. It seems like a good cross-section of all areas that go into truss manufacturing exhibits at BCMC, and it's nice to have everything in one room."

Gerry Sackett (GERRYRIGS, LLC) was impressed by all the exhibits: "It blows you away to see what everyone is doing. The industry is not standing still."

"It's a good place to go to find out what makes the industry tick," is what Charles Ballard (Ballard Truss) thinks of the show. "You can see the backbone of the industry, what is the equipment, software, and companies that are behind the finished product."

Component manufacturers were able to continue to network with their peers at the Thursday afternoon roundtables from 4:15 to 5:30. The four topics of discussion were: building codes and code changes, changing your panel perspective, design, and engineered wood products.

Tom Butler (McGuffin) believes that the interaction with industry peers is an important aspect of BCMC. "It's how you make contacts and get better at what you do. No matter how long you've done this you don't have all the answers. There is always someone who has a different slant on things." He continued, "This is a field that is constantly changing and you have to keep learning to stay even, much less to get ahead."

"It's great to come see people and talk with the vendors, but it's also nice to have that value-added feature of the sessions…No matter what you always learn something new at BCMC."

—Mike Boulet, Mainely Trusses, Fairfield,ME

"The educational sessions are always helpful. The friendly discussions with your industry peers make the trip worthwhile. This is something where even a wily old veteran in the industry can learn something. Someone new to the industry can not afford to miss this annual event regardless of its location."

—Shep Campbell, Glaize Components, Winchester, VA

LAKESIDE TRAILER MANUFACTURING, INC.

Everyone was listening closely to the announcement at 3:45 in hopes that their name would be called to win the use of a Lakeside Trailer for an entire year. Juan Utrera of Structural Systems, Inc. was the recipient of this year's Lakeside Trailer Giveaway.

Friday: Economic Forecast

Considered a Friday morning "staple," Dr. Stanley Duobinis, Ph.D. of Crystal Ball Economics gave his annual Economic Forecast to a packed room of industry professionals. Richard Heath (Heath Building Materials) enjoyed hearing Duobinis' take on the economy: "He put things in perspective. It's not all gloom and doom like the news would have us believe." Chris Carruthers (Production Engineering) appreciated the forecaster's style and wealth of knowledge: "Duobinis is so well versed in the field of construction economics that his presentation plays like a Hollywood action movie."

After the forecast attendees headed to the exhibit hall for their last chance to tour the show floor and finish business with exhibitors. Even though attendance was slightly down due to current economic conditions, attendees took away excellent value from the show. Bob Grim (Berks Products Corporation) appreciated that the exhibitors had more time to connect with each visitor. "The vendors had more time to discuss their products and services with you and they weren't just trying to sell. They were trying to add value to their product."

Gord Powell (Pacific Building Systems) agreed. "If I were to give this year's show a merit of mark, I'd say it was over 110%, very well done," he said. "It's true there weren't as many bodies and people there, but it worked out to our advantage because we got the full attention of the salesman. They weren't trying to multi-task with multiple people and they weren't spread too thin."

The show officially adjourned at 12:30. While exhibitors were packing up their booths, for the first time, attendees had the opportunity to attend repeat discussions of Tuesday's roundtables. Meanwhile, two groups of 55 attendees were boarding buses to go on a tour of the 84 Lumber plant in nearby Macedonia, OH. Jake Klassen, (E.G. Penner Building Centres) was one of the 110 attendees who made it on the plant tour. "It's helpful to see other plants. It's also nice to see people open up and allow others to tour their plants."

Conclusion

The attendees say it best. When all is said and done, BCMC has a lasting effect on people and their businesses. "I'm glad I went, it was time well spent," said Wes Parker (Christensen Building Components).

"It's the all-in-one for the building components industry," commented Rob McLellan (Rockett Lumber). "If you are a truss manufacturer, it's the show to go to. Regardless of what phase you are at in your knowledge of the industry, you learn a ton from going."

Scott Cottrill (Dominion Truss) looks at BCMC as one part of a much bigger picture. "When a person contemplates how far our industry has come in a little over 50 years, it's astounding, and the BCMC show is crucial in showing us the technology to take it into the next 50 years." SBC

"The phenomenal setting provided a cordial environment for a fun-filled educational and business atmosphere. Thanks to the organizers and exhibitors for an excellently executed job."

—Watsmore T. Mwandiambira, Bluegrass Truss Company , Lexington, KY

"I always enjoy [Dr. Duobinis'] well defined outlook on the industry."

—Charles Ballard, Ballard Truss, Eloy, AZ

LETTER FROM THE 2008 COMMITTEE CHAIR

Just when I got comfortable thinking BCMC is over for the year, as the new chair I am reminded we are already planning for Denver in 2008! I'd like to thank the BCMC Committee for all they did for the show in Columbus last October. It was a challenging year for all of us and our efforts were focused on increasing attendance and planning topical break-out sessions to help manufacturers improve their operations. It is our goal to improve from year to year and make BCMC timely and informative.

BCMC 2008 is no exception. While most of you in the industry are preparing for another sluggish season, we are preparing for a BCMC that addresses issues related to the market. What goes up must come down, and what comes down needs to be prepared for opportunities to go back up. Someone should write that down. Throughout the year, the BCMC Committee will partner with *SBC Magazine* to prepare you with issues on market opportunities, technology, training and the future.

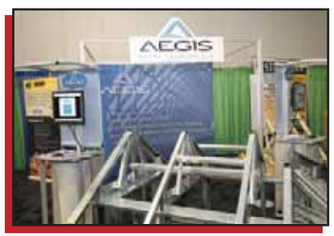
While it will be important for us to make prudent business decisions in the next year, we should also turn an optimistic eye to the future. From what most economic forecasts say, the end of 2008 will bring better news which makes BCMC 2008 the most important one yet! Denver brings with it the excitement of a brand new city for the BCMC show. I'm partial because Denver is home to me. As the chairman of BCMC I hope to help the Committee to draw on the city's fresh new appeal and inspire new ideas and new opportunities for you in this critical time in our industry.

Be prudent. Be cautious. And mark your calendar for BCMC in the Mile High City—October 1-3!

Steve Shrader
2008 BCMC Committee Chair
Hundegger USA LC

ABITIBI CONSOLIDATED
Contact: Mr. Claude Lamothe
514/394-3738
claude_lamothe@abitibiconsolidated.com
www.abicon.com

Aegis Metal Framing, LLC
Contact: Ms. Jayna Altman
314/851-2200
jaltman@aegismetalframing.com
www.aegismetalframing.com



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Allstrap Steel & Poly Strapping Systems LLC
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614/486-7722
JoshSikora@Allstrap.com
www.Allstrap.com

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

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Arch Wood Protection, Inc.
Contact: Mr. C.D. DeVenzio
770/805-3215
cddevenzio@archchemicals.com
www.frameguardwood.com

New Exhibitor

BeA Fasteners USA
Contact: Mr. Patrick Mooney
336/510-4232x 300
patrick.mooney@us.bea-group.com
www.BeAFasternssUSA.com

Beadles Lumber Company
Contact: Mr. Joe Castleberry
229/985-6996
joe@beadleslumber.com
www.beadleslumber.com

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Biomass Combustion Systems
Contact: Mr. Charles R. Cary
Phone: 508/798-5970
info@biomasscombustion.com
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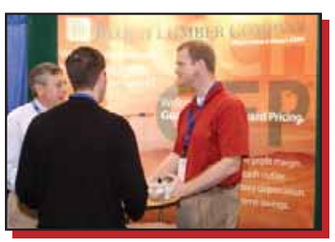
Bloch Lumber Company
Contact: Ms. Deanna Klyczek
312/466-4500
deannak@blochlumber.com
www.blochlumber.com



Boscus Canada Inc.
Contact: Mr. Christian Provost
514/694-9805
provostc@boscus.com
www.boscus.com

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

Bowermaster & Associates
Contact: Mr. Richard Langton
714/733-6200 x206
rlangton@bowermaster.com
www.bowermaster.com

Builders Automation Machinery Co.
Contact: Ms. Tami Gay
727/538-2180
tgay@buildersautomation.com
www.buildersautomation.com

New Exhibitor

CADWORK
Contact: Mr. Laurent Decosterd
514/524-2442
decosterd@cadwork.ca
www.cadwork.com

Canadian Engineered Wood Products Ltd.
Contact: Ms. Anny Dube
514/871-2120
anny@cewp.ca
www.cewp.ca

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Canfor
Contact: Mr. Steve Hardy
604/264-6204
steve.hardy@canfor.com
www.canfor.com

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Carbeck Structural Components Institute
Contact: Ms. Melanie Birkeland
608/310-6732
mbirkeland@carbeck.org
www.carbeck.org

New Exhibitor

Caristrap International Inc.
Contact: Mr. Daniel Paradis
514/927-7743
dparadis@caristrap.com
www.caristrap.com

Carolina Strapping and Buckles Company
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www.carolinastrapping.com

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Clark Industries, Inc.
Contact: Mr. Jack Schulz
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jack@clark-ind.com
www.clark-ind.com

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New Exhibitor

Cold-Formed Steel Council
Contact: Ms. Jill Zimmerman
608/274-4849
jzimmerman@qualtim.com
www.cfsc.sbcindustry.com

Combilift Ltd.
Contact: Ms. Carla O Neill
+353 47 80500
info@combilift.com
www.combilift.com

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Commercial Machinery Fabricators, Inc.
Contact: Mr. Edward G. Joseph
517/323-1996 x101
ed@cmfstealth.com
www.cmfstealth.com

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Cordstrap USA, Inc.
Contact: Ms. Ann M. Jurasewicz
262/898-6670x 206
ann.jurasewicz@cordstrap.net
www.cordstrap.net

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Custom-Arch
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407/516-2961
grobinson@custom-arch.com
www.custom-arch.com

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www.toituremauricienne.com

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www.danscoengineering.com

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Deacom, Inc.
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sshaw@deacom.net
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Eagle Metal Products
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Dietrich's North America
Contact: Mr. Wil Dancey
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w.dancey@dietrichs.com
www.dietrichs.com

New Exhibitor

Easy-Arch
Contact: Mr. Guillermo Rodriguez
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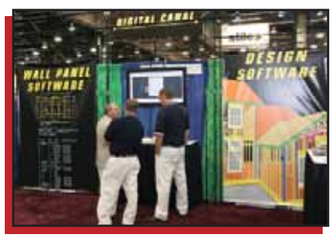
wrodriguez@easy-arch.com
www.easy-arch.com



Digital Canal Corporation
Contact: Mr. Dave Boekholder
563/690-2000x 106
dboekholder@digitalcanal.com
www.digitalcanal.com

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

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New Exhibitor

Digital-Ink, Inc.
Contact: Mr. Dan Avery
248/327-3400
dana@digitalink-pak.com

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Elliott Equipment Company
Contact: Mr. Doug Twyford
402/592-4500
doug.twyford@elliottequip.com
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ctappe@olyfast.com
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kim@holtecusa.com
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Finnforest USA, Engineered Wood Div.
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586/296-8770 x104
linda.bouford@finnforest.com
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dh@hsb-cad.com
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darlene@full-house.com
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Hundegger USA, LC
Contact: Mr. Steve Shrader
435/654-3028
steve@hundeggerusa.com
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Georgia-Pacific Corporation
Contact: Mr. Tim Millsaps
404/652-2784
trmills@gapac.com

iLevel by Weyerhaeuser
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208/364-3646
angie.obermeyer@weyerhaeuser.com
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Gilman Building Products
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904/548-1004
craighall@gilmanbp.com

International Beams
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514/502-4849
tim@lebcorp.com
www.internationalbeams.com

Hiab, Inc. A Cargotec Company
Contact: Ms. Katherine Warner
419-482-6864
katherine.warner@hiab.com
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ITW Building Components Group–Alpine
Contact: Mr. Gary Muzzarelli
954/979-9699
gary@alpeng.com
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ITW Building Components Group–Intelligent Building Systems
Contact: Mr. Ken Kirsch
817/946-1672
kenkirsch@truswal.com
www.truswal.com

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New Exhibitor

J M Boyle & Associates, LLC
Contact: Mr. James Boyle
541/771-7075
jmb@jmb-panelman.com

ITW Building Components Group–SpaceJoist TE, LLC
Contact: Mr. Roger J. Gibbs
563/875-9095x112
rgibbs@mwci.net
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Jager Metal Products
Contact: Mr. Doug G. Barber
403/463-7559
dbarber@jagermetalproducts.ca
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ITW Building Components Group–TrusSteel
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817/478-5276
dgoodwin@TrusSteel.com
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Jordan Lumber & Supply
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val@truswal.com
www.truswal.com

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Keymark Enterprises, LLC
Contact: Mr. Aaron Dietzen
303/443-8033
adietzen@keymark.com
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ITW Industrial Fastening
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813/777-5560
Erik.Farmer@ITWIndFast.com
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Klaisler Manufacturing Corp.
Contact: Mr. Brent Davis
877/357-3898x224
brent@klaisler.com
www.klaisler.com

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ITW Panel Fastening Systems
Contact: Ms. Elaine Noworyta
847/541-3422
elaine.noworyta@paslode.com

Koorsen Manufacturing Inc.
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641/752-1316
koorsenmfg@msn.com
www.koorsenmfg.com

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lmequipco@aol.com

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573/736-2966
lee@rollerbed.com
www.rollerbed.com

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LMC - Lumbermens Merchandising Corp.
Contact: Mr. Stanley Sias
925/337-4162
ssias@lumbermens.com
www.lmc.net

Lamco Forest Products
Contact: Mr. Michel Ellis
819-692-3531
mellis@pflamco.com
www.lamcoforest.com

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info@lobomachine.com
www.lobomachine.com

Langdale Forest Products
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229/333-2540
rick@langdaleforest.com

LP Building Products
Contact: Ms. Pam Hannon
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pam.hannon@lpcorp.com
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Lignum Forest Products
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cmurdoch@lignumfp.com
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rweihs@lmsaws.com
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M & O Products, Inc.
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847/359-0117
gsbsalescorp@comusa.net

Machinery Boutique

Contact: Ms. Cece Moreno
800/883-4192
cece.moreno@sbcglobal.net
www.machineryboutique.com

Metropolitan Lumber Company

Contact: Mr. James Brown
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jbrown@metrolumberco.com
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www.midwestreload.com

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MiTek Industries, Inc.

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

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a Component of The Fitzgerald Group, LLC
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719/528-5445
randy@maximizertechnologies.com
www.maximizertechnologies.com

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Monet DeSauw Inc.

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

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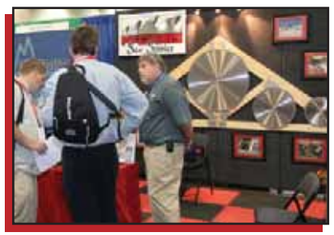
McGinnis Saw Service

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



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MSR Lumber Producers Council

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

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Metriguard, Inc.

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

National Crane Corporation,

A Division of Manitowoc Crane Group
Contact: Mr. Chris Bratthauar
717/597-8121
chris.bratthauar@manitowoc.com
www.nationalcrane.com

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Contact: Ms. Rachel Gollihue
800/989-8577
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Pacific Trail Manufacturing, Inc.

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503/233-8952
tlangton@ptmi.net
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Contact: Ms. Karen Jakubonis
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www.palfinger-northamerica.com

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lrattan@nuconsteel.com
www.nuconsteel.com

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Panels Plus

Contact: Mr. John Conti
507/402-1053
jconti@innovanceinc.com
www.panplus.com

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

Pennsylvania Lumbermens Mutual Insurance Co.

Contact: Ms. Susan Cho
267/825-9350
scho@plmins.com
www.plmins.com

Osmose, Inc.

Contact: Ms. Beverly Teal770/233-4233
bteal@osmose.com
www.osmose.com

New Exhibitor

Perma-Straight Engineered Wood

Contact: Mr. Tom McGee
330/478-6063
tom.mcgee@starkforest.com
www.starktruss.com

Pacific Automation Ltd - MiTek

Contact: Mr. Amir Ahmadi
403/279-2128
aahmadi@pacificautomation.ca
www.pacificautomation.ca

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

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Rand Manufacturing
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757-240-1975
awatts@randmanufacturing.com
www.randmanufacturing.com

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pratap@prattinc.com
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Randek BauTech AB
Contact: Ms. Eva Ridemar
46/380-566500
eva.ridemar@telia.com

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Precision Equipment Manufacturing
Contact: Mr. Michael J. Syvertson
701/237-5161
michael@precisionequipmfg.com
www.precisionequipmfg.com

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Rayonier Wood Products
Contact: Ms. Donna Whitaker
912/367-1572
donna.whitaker@rayonier.com
www.rayonier.com

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Princeton Delivery Systems Inc.
Contact: Ms Stacey Denney
614/834-5022
stacey.denney@piggy-back.com
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Rex Lumber & North Florida Lumber
Contact: Mr. Tracy D. Daniels
850/263-2056x230
tdatrex@hotmail.com

Progressive Solutions Inc.
Contact: Mr. Russ Maximuik
604/214-8750
sales@progressive-solutions.com
www.progressive-solutions.com

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Robbins Engineering, Inc.
Contact: Mr. Thomas A. Albani, PE.
813/972-1135x259
talbani@robbinseng.com
www.robbinseng.com

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SBC Gold Advertiser

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Contact: Ms. Linda Watson
608/310-6711
lwatson@qualtim.com
www.qualtim.com

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Robbins Lumber
Contact: Mr. Greg Hellman
813/631-7322
ghellman@robbinslumber.com
www.robbinslumber.com

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

Senco Products, Inc.
Contact: Ms. Debbi Ulmer
513/388-2042
dulmer@senco.com
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b.donahue@safetyspeedcut.com
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www.strongtie.com

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SBC Research Institute
Contact: Ms. Peggy Pichette
608/274-4849
ppichette@sbcri.info
www.sbcri.info

SL-Laser Systems LP
Contact: Mr. Jason Galek
704/561-9990x 103
jgalek@sl-laser.com
www.sl-laser.com

Seaboard International Forest Products, LLC
Contact: Mr. Mark Caggiano
603/881-3700
mark.caggiano@fctg.com
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Southern Pine Council
Contact: Ms. Catherine M. Kaake, PE.
504/443-4464x213
ckaake@sfpa.org
www.sfpa.org

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

SPIDA Machinery 2000 Ltd.
Contact: Mr. Bevan Lines
011/64-7-350-1590
bevan@spida.co.nz
www.spida.co.nz

Spotnails
Contact: Ms. Candace Mortensen
847/385-0526
cmortensen@spotnails.com
www.spotnails.com

SUNBELT
Contact: Mr. Parrish M. Stapleton
770/569-2244 x210
parrish@SunbeltRacks.com
www.SunbeltRacks.com

Stanley Bostitch, Inc.
Contact: Ms. Wendy Johnson
401/471-4401
Wjohnson@stanleyworks.com
www.bostitch.com

TADANO
Contact: Mr. Shigeki Nozawa
281/869-0055
snozawa@tadano-cranes.com
www.tadanoamerica.com

SBC Gold Advertiser

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

See ad on page 35.

Tampa International Forest Products LLC
Contact: Mr. Aaron Babcock
813/880-7300
aaron.babcock@fctg.com
www.tifp.com

Strap & Wrap
Contact: Ms. Gerrie Hubbs
704/662-9435
strapandwrap@roadrunner.com
www.strapandwrap.com

SBC Silver Advertiser

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

See ad on page 17.

Structural Building Components Magazine
Contact: Ms. Melinda Caldwell
608/310-6706
mcaldwell@sbcmag.info
www.sbcmag.info

SBC Bronze Advertiser

Temple-Inland
Contact: Ms. Susan Childers
936/829-7317
susanchilders@templeinland.com
www.temple.com

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

SBC Silver Advertiser

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

SBC Gold Advertiser

The Koskovich Company
Contact: Ms. Karin Anding
507/286-9209
karina@omnisaw.com
www.KoskovichCompany.com

See ad on page 31.

SBC Silver Advertiser

Truss-Tran by Stoll
Contact: Mr. Bradley W. Stoll
864/446-2121
stolltrailer@wctel.net
www.stolltrailers.com

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

SBC Gold Advertiser

USP Structural Connectors
Contact: Ms. Mary Fritz
507/364-8345
mfritz@gibraltar1.com
www.uspconnectors.com

See ad on page 34.

SBC Silver Advertiser

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

Vecoplan, LLC
Contact: Ms. Michelle Zimmerman 336/861-6070
info@vecoplanllc.com
www.vecoplanllc.com

SBC Silver Advertiser

Triad/Merrick Machine Company
Contact: Mr. Lanny Morris
800/568-7423x126
lannym@merrickmachine.com
www.triadruvo.com

See ad on page 55.

New Exhibitor

Viance
Contact: Mr. Jeff Richards
704/971-2907
jrichards@viance.net
www.treatedwood.com

SBC Bronze Advertiser
New Exhibitor

Trim Fit LLC
Contact: Mr. Wayne Flohr
636/294-4449
wflohr@trimfitllc.com
www.trimfitllc.com

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

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

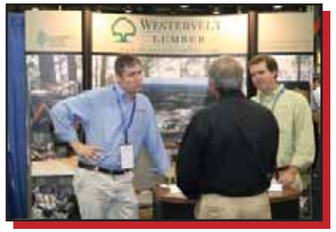
SBC Gold Advertiser

Viking WPS
Contact: Ms. Linda Resch
763/586-1202
lindar@vikingeng.com
www.vikingincorporated.com

See ad on page 59.

SBC Bronze Advertiser

Virtek Vision International, Inc.
Contact: Mr. Ed Bianchin, P.Eng.
519/746-7190 x271
ed.bianchin@virtek.ca
www.virtek.ca



New Exhibitor

Westervelt Lumber
Contact: Mr. Mark Richardson
205/562-5896
mrichardson@westervelt.com
www.westervelt.com

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

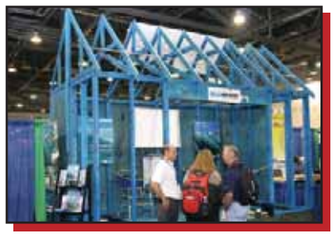
SBC Gold Advertiser

Wood Truss Systems, Inc.
Contact: Ms. Cathy Halteman
765/751-9990
cathy@woodtrusssystems.com
www.woodtrusssystems.com

See ad on page 28.

SBC Bronze Advertiser

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



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

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

SBC Gold Advertiser

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

See ads on pages 21, 58, 89, 91.

Weinig Group
Contact: Mr. Addison Fox
704/799-0100
addisonf@weinigusa.com
www.weinigusa.com

New Exhibitor

West Fraser, Inc.
Contact: Mr. Barry Bauman
901/620-4220
barry.bauman@westfraserinc.com

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—Susan Shaw, Deacom, Inc.

"No other show in the building materials industry offers such a concentrated mix of decision makers and prospects who are interested in the high tech end of building and construction. The attendees of the BCMC Show are expecting to see products that will maximize their productivity and offer the solutions they need to remain the leaders in their industry… [Attendees] are looking for ideas that will help support their business for years to come, not just next year."

— Butch Hunter, Princeton Delivery Systems Inc.

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

WTCA – New York: Building Relationships & Investing in Education

by Anna L. Stamm

Last October, the New York Chapter accepted an invitation to host a truss plant tour and live fire demonstration for the New York State Building Officials Conference (NYSBOC) – Capital District event. The video footage captured from the live test was used to update the popular Carbeck CD on fire performance. The modules are now available on the Carbeck website at www.carbeck.org/edprog.

But something even greater came out of this event—a lasting relationship between WTCA–NY and NYSBOC.

This October, the New York Chapter was invited back to deliver educational presentations at the NYSBOC – Capital District event and the NYSBOC – Rockland County event a few days later. With Truss Technology Workshops (TTW) delivered by WTCA staff, the conferences provided six hours of continuing education credits to over 400 building and fire officials, architects and engineers. Vincent Fiorentino, President of the NYSBOC – Rockland Chapter, passed along this compliment: "Just wanted to let you know that the presentation was excellent and [WTCA staff] did a great job getting out a lot of information in a relatively short period of time. Also the handbook [BCSI] is a great tool to bring back to the office."

Plus, the requests to provide more information and education in the marketplace continue to come in to the chapter. Several NYSBOC members have requested plant tours, which are being arranged with the WTCA–NY members. In addition, the Westchester Fire Marshals & Inspectors Association would like a full day of education for its group in the spring. There's even an event for architects and engineers in the works for January.

Once word gets out that a chapter is able to provide education and do it well, the opportunities are tremendous. The relationships being developed will go a long way toward increasing understanding of components. Especially in a state like New York that legislated the use of labels on new commercial buildings using truss construction, being able to talk face-to-face with members of the fire service, building officials and others breaks down the barriers and misconceptions. One thing has become certain, every single plant tour can make a significant positive difference for our industry. SBC

Chapter Highlights

California Engineered Structural Components Association

The latest CalESCA–North Chapter meeting was held on October 24 and again a central topic was transportation. The chapter's success in resolving a long-standing problem with wall transport was recounted. Everyone was congratulated on being able to reach a legislative solution through a well-organized chapter effort, the assistance of several other stakeholders in the battle, and the aid of Assemblyman Pedro Nava (R-Santa Barbara), the Chairman of the Assembly Transportation Committee. The new law giving the California Department of Transportation (Caltrans) authority to issue an annual or single trip permit allowing stacks of over width trusses and wall panels to be transported in a horizontal position will take effect on January 1, 2008.

Also high on the meeting agenda was a discussion of the pending changes in the California building code. A summary of important changes from UBC 1997 Title 24 to IBC 2006 was prepared for the meeting and was posted on the chapter's website, www.wtcacalesca.com, and on the WTCA website, www.sbcindustry.com. During this transition period, members were urged to ask questions and get agreements before manufacturing components, so that the building designer, building official and component manufacturer would be clear on the code version being used in each project. All agreed that good communication would be important for avoiding costly errors in assumptions.

Due to the wildfires, the October meeting of CalESCA–South was postponed. This chapter meeting and tour of Stone Truss Company in Oceanside will be rescheduled shortly.

Mid South Component Manufacturers Association

The Mid South Chapter held its final meeting of the year at the BCMC show in Columbus, OH. Meeting over lunch, the members reviewed draft copies of a four-page, color newsletter/mailer to all engineers in Mississippi and Louisiana that will offer a subscription to ***SBC*** and a free copy of BCSI, compliments of the chapter. Since it will include a chapter membership list, all potential chapter members will be contacted and invited to join the chapter so their contact information can be included in the mailing. The group also decided to send the mailing in February so that it will be past the holiday rush and before the start of the next busy season. This promotional piece also contains information on pertinent online resources from WTCA that would be of interest to engineers, a section on Truss Technology Workshops (TTW), and a place to request truss plant tours in their area.

At the meeting, the drawing was held for another winner of one free individual access to Truss Technician Training (TTT) Level I or II. This raffle was begun to encourage meeting attendance, and the day's winner was Mel Borne of American Truss Company.

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Continued from page 86

Southern Nevada Component Manufacturers Association

At the Southern Nevada Chapter meeting, Code Committee Chair Rich Menge reported that the truss to beam connection specifications issue was resolved and remains the responsibility of the project engineer of record as adopted for the IBC 2006 code, and that Clark County TG12-06 remains in effect. Committee Chair Bill Bolduc, P.E. reported on two separate news items affecting local building departments. First, the City of North Las Vegas senior building official announced his retirement and resigned on the same day. Second, with no official announcement being made, the City of Las Vegas adopted a new policy for residential structures of 5,000 sq. ft. or less. They will no longer undergo building department plans examination when submitted with building designer stamped and sealed plans and supporting documents, thereby being marked with a disclaimer by the building department leaving inspections code enforcement the primary safeguard. However, this will certainly expedite the permit submittal process for builders.

An update was given on the educational program being planned for February. At the request of Paul Lum of the Clark County Building Department, the chapter will give a Truss Technology Workshop (TTW) presentation at EduCode. Organized by the local chapter of the ICC and billed as the accelerated learning conference for building inspectors, plan checkers, building officials, fire officials and industry, EduCode will be held February 25-28 and the chapter has been allotted an all-day session on understanding trusses from the ground up.

Under chapter business, the current officers agreed to continue in those posts for another year. The 2008 chapter meeting dates were agreed upon for January 17, April 17, July 17 and October 16.

Truss Manufacturers Association of Texas

Barton Creek Resort was the site of the Texas Chapter meeting in September. The Board Meeting included discussions on continuing efforts to provide education and training for building inspectors and firefighters, a new brochure to promote TMAT, issues and direction of sealed placement plans and some housekeeping issues with the by-laws. A new committee was formed to determine the best ways to promote our industry in 2008.

A total of 70 members gathered to enjoy golf and dinner at this beautiful resort in the Texas hill country (see photos). After dinner came the general announcements, presentation of trophies to the first and last place golf teams, and a drawing was held for door prizes.

While the Board of Directors would hold its annual dinner meeting in November to set the agenda for the coming year, the next regular meeting was scheduled for January 17, 2008 in Austin.

WTCA – Northeast

Like its counterpart in New York, the Northeast Chapter was focused on education this fall. At its October meeting, the members were able to review the status of several programs the chapter was accomplishing, including:

- the New Hampshire State Fire Academy tour and live demonstration at LaValley Building Supply in September;
- the Southeastern Massachusetts Building Officials seminar on October 17;
- a seminar for building officials in Athol, MA on November 7;
- the Building Officials of Western Massachusetts seminar on November 15;
- two events for the Eastern States Building Officials Federation conference,
  - one on November 30 in Rhode Island
  - and another in the works for its annual conference in April;
- and the big New England Fire Rescue and EMS Show in June.

In addition to these definite commitments, the chapter was in the process of arranging tours for the Acushnet, MA Fire Department and the MA Call/Volunteer Firefighters Association. As the chapter continued making plans for 2008, members were encouraged to bring up any additional groups they would like contacted and any other programs to add to the schedule. SBC

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.

In September, 70 TMAT members gathered to enjoy golf and dinner at the Barton Creek Resort in the Texas hill country.

After dinner TMAT members enjoyed general announcements, presentation of golf trophies and a door prize drawing.

Calendar of Events

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

December

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

January 2008

- 7-10: WTCA Truss Technician Training, Level I live class. For more information, contact Melanie at WTCA, 608/310-6720 or mbirkeland@qualtim.com.
- 15: Central Florida Component Manufacturers Association (CFCMA) Chapter Meeting. For more information, contact Dani at WTCA, 608/310-6735 or dbothun@qualtim.com.
- 15: Component Manufacturers Association of the Rio Grande (CMARG) Chapter Meeting. For more information on this chapter, contact Anna at WTCA, 608/310-6719 or astamm@qualtim.com.
- 16: North Florida Component Manufacturers Association (NFCMA) Chapter Meeting. For more information, contact Anna at WTCA, 608/310-6719 or astamm@qualtim.com.
- 16: WTCA-Arizona Chapter Meeting. For more information, contact Chapter President Keith Azlin at 520/882-3709 or keith.azlin@us-components.com.
- 16: WTCA-Northeast Chapter Meeting. For more information, contact Anna at WTCA, 608/310-6719 or astamm@qualtim.com.
- 17: South Florida WTCA (SFWTCA) Chapter Meeting. For more information, contact Dani at WTCA, 608/310-6735 or dbothun@qualtim.com.
- 17: Southern Nevada Component Manufacturers Association (SNCMA) Chapter Meeting. For more information, contact Anna at WTCA, 608/310-6719 or astamm@qualtim.com.
- 17: Truss Manufacturers Association of Texas (TMAT) Chapter Meeting. For more information, contact Anna at WTCA, 608/310-6719 or astamm@qualtim.com.
- 17: WTCA-Indiana Chapter Meeting. For more information, contact Anna at WTCA, 608/310-6719 or astamm@qualtim.com.
- 17: WTCA-New York Chapter Meeting. For more information, contact Anna at WTCA, 608/310-6719 or astamm@qualtim.com.
- 21-24: WTCA Truss Technician Training, Level II live class. For more information, contact Melanie at WTCA, 608/310-6720 or mbirkeland@qualtim.com.
- 24: Alabama/Georgia/Kentucky/Tennessee Joint Chapter Meeting. For more information, contact Anna at WTCA 608/310-6719 or astamm@qualtim.com.
- 29: Mid South Component Manufacturers Association (MSCMA) Chapter Meeting. For more information, contact Dani at WTCA, 608/310-6735 or dbothun@qualtim.com.
- 31: US Wood Solutions Fair - Long Beach. For more information on the fairs, please contact Ioana Lazea at 613/747-5544 ext. 227 or email wsf@csc.ca.

February

- 6: Wood Truss Council of the Capital Area (WTCCA) Chapter Meeting. For more information, contact Anna at WTCA, 608/310-6719 or astamm@qualtim.com.
- 13-16: NAHB International Builders' Show. For more information visit www.nahb.org.
- 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: West Florida Truss Association (WFTA) Chapter Meeting. For more information, contact Chapter President John Goley at 813/887-3664 or johngoley@westcoasttruss.com.
- 14: Wisconsin Truss Manufacturers Association (WTMA) Chapter Meeting. For more information, contact Chapter President Steve Johnson at 608/884-6141 or sjohnson@nelsontruss.com.
- 21: Minnesota Truss Manufacturers Association (MTMA) Chapter Meeting. For more information, contact Chapter President Tom Nomeland, 507/872-5195 or tnomeland@ufpi.com.
- 23–Mar 1: Alpine Engineered Products Executive Retreat. For more information visit www.alpeng.com.
- 26: Iowa Truss Manufacturers Association (ITMA) Chapter Meeting. For more information, contact Chapter President Tom Lambertz at 515/283-7100 or tlambertz@robertsdybdahl.com.
- 28: Understanding Metal Plate Connected Wood Trusses from the Ground Up Truss Technology Workshop (TTW) for Southern Nevada Area Inspectors and Installers in Las Vegas, NV, sponsored by WTCA's Southern Nevada Chapter. For more information contact Melanie at 608/274-4849 or mbirkeland@qualtim.com.

March

- 4: WTCA-Illinois Chapter Meeting. For more information, contact Dani at WTCA, 608/310-6735 or dbothun@qualtim.com.
- 5-7: WTCA Open Quarterly Meeting, Albuquerque, NM. For details, contact Stephanie at 608/310-6721 or swatrud@qualtim.com for details. All are welcome to attend!
- 9: Missouri Truss Fabricators Association (MTFA) Chapter Meeting. For more information, contact Dani at WTCA, 608/310-6735 or dbothun@qualtim.com.
- 26-28: WTCA Annual Workshop & Conference, Susnset Station & Hotel, Henderson, NV. All members are welcome to participate! For more information, 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 07
All Items	-.1	.3	.3	1.7
All Items Less Food & Engery	.2	.2	.2	2.1

Source: Bureau of Labor Statistics

Unemployment Rate

July	**4.6% (r)**
Aug	**4.6%**
Sept	**4.7%**
Oct	**4.7%**

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.	94.7(P)	93.5(P)	92.6(P)
LVL	114.2(P)	114.2(P)	114.2(P)
Other	111.5(P)	109.5(P)	109.5(P)

(P) = preliminary

Truss Mfg.	Aug	Sept	Oct
Truss Mfg.	110.2(P)	110.4(P)	110.1(P)
Wood Trusses	105.9(P)	106.3(P)	106.0(P)
Primary Products	105.9(P)	106.3(P)	106.0(P)
Secondary Products	100.8(P)	100.6(P)	100.2(P)

Source: Bureau of Labor Statistics

Producer Price Index General

% changes in selected stage-of-processing price indexes

Month	Total	Ex. Food & Energy
July	0.5(r)	0.2(r)
Aug	-1.4	0.2
Sept	1.1	0.1
Oct	0.1	0

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	Apr	May	June	July	Aug	Sept	Oct	% +/-
111.2	108.2	104.0	108.5	103.9	112.6	105.6	99.5(r)	95.6	-3.9%

Source: www.consumerresearchcenter.org

U.S. Prime Rate

Month	2007	2006	2005
July 1	8.25%	8.25%	6.25%
Aug 1	8.25%	8.25%	6.25%
Sept 1	8.25%	8.25%	6.50%
Oct 1	7.75%	8.25%	6.75%
Nov 1	7.50%	8.25%	7.00%

Source: Federal Reserve Board

OCTOBER 2007 ISM BUSINESS SURVEY AT A GLANCE

	Series Index	Direction Oct vs Sept	Rate of Change Oct vs Sept
ISM Manufacturing Index (formerly PMI)	50.9	Growing	Slower
New Orders	52.5	Growing	Slower
Production	49.6	Contracting	From Growing
Employment	52.0	Growing	Faster
Supplier Deliveries	50.6	Slowing	Slower
Inventories	47.2	Contracting	Slower
Customers' Inventories	54.0	Too High	From Unchanged
Prices	63.0	Increasing	Faster
Backlog of Orders	46.0	Contracting	From Growing
Exports	57.0	Growing	Faster
Imports	47.5	Contracting	From Growing

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)	0.6	0.1(r)	0.2(r)	-0.5
Capacity Utilization Total Industry (%)	82.2	82.2(r)	82.2(r)	81.7

Source: Federal Reserve Board

Announcements

WTCA PARTNERS WITH THE RANDALL WADE GROUP TO CREATE PROFESSIONAL LEADERSHIP ACADEMY

WTCA has recently created the Professional Leadership Academy (PLA) and a partnership with The Randall Wade Group, LLC (RwG) to deliver program content to its membership. The vision for this Academy is to provide a world class leadership training and development service for the structural building components industry. The curriculum is designed to enhance the skills, performance and success of owners, managers, sales associates and other personnel involved in this industry.

The initial programs offered through the academy will be provided by RwG. The principals, Randy Goruk, Founder and President, and Bill Bean, Partner and Sr. V.P., bring valuable experience in strategic planning and leadership development. The two have a combined total of over 50 years in the structural building components industry in sales, sales management, and senior management and both are certified Career Coaches. Most of their business experience was with Trus Joist Corporation and part of their tenure was in strategic planning with International Paper Company.

Ben Hershey of Alliance TruTrus in Phoenix and future President of WTCA (2009), has worked with RwG in his company, and expressed strong support for the initiative. "I believe this Leadership Academy initiative will offer great value to our membership," Hershey said. "The majority of our members are small- or medium-sized companies that have expressed a need and desire to learn more about formalized and proven leadership practices. Through my company's experience working with RwG, we believe their understanding of our industry, combined with their skills to customize and deliver professional training, offers a tremendous opportunity for WTCA members to build the leaders they need for today and for the future."

The base program for the PLA Leadership Development was delivered in May of 2007 in Atlanta, GA. The course evaluations from this event were very positive, and confirmed the participants found value in the material presented. Over the past few months, the program has been continually fine-tuned utilizing suggestions received by those in attendance. To learn more about the curriculum, or to register for this course, please visit www.wtcatko.com/leadership.php. [Source: WTCA Press Release, 9/28/07]

ITW BUILDING COMPONENTS GROUP ANNOUNCES LEADERSHIP CHANGES

Karl Bickel has been appointed president of the Connector Plate Division of the ITW Building Components Group, it was announced by Jim James, president of the ITW Building Components Group. Karl has accepted this new role in addition to his position as president of the Alpine Equipment Division. The experience, knowledge and insight Karl brings to this role is extensive. A registered professional engineer, he has had a long career in the components industry, serving as executive vice president of Alpine Engineered Products and of the Alpine Equipment Division, international vice president of Alpine as well as general

Continued on page 94

Housing Market Index 2006-07 (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	Jan07	Feb	Mar	Apr	May	June	July	Aug	Sept	Oct	Nov
33	35	39	36	33	30	28	24	22	20	19	19

Source: National Association of Home Builders

Housing Starts

October housing starts increased 3%, to 1.229 million (SAAR). The 44.4% increase in multifamily starts was the main reason as single-family starts were off 7.3%. Permits continue to slide, down 6.6% to 1.178 million SAAR as builders continue to focus on reducing inventories.

U.S. Housing Starts

Millions - Seasonally Adjusted Annual Rate (SAAR)

U.S. Totals	Oct	Sept (rev.)	% Change
Starts	1.229	1.193	3.0%
Permits	1.178	1.261	-6.6%
Single Family			
Starts	0.884	0.954	-7.3%
Permits	0.807	0.877	-8.0%
Multi Family			
Starts	0.345	0.239	44.4%
Permits	0.371	0.384	-3.4%
Starts and Permits By Region:			
NE Starts	0.153	0.141	8.5%
NE Permits	0.144	0.141	2.1%
MW Starts	0.207	0.171	21.1%
MW Permits	0.187	0.205	-8.8%
S Starts	0.577	0.605	-4.6%
S Permits	0.537	0.618	-13.1%
W Starts	0.292	0.276	5.8%
W Permits	0.297	0.347	-14.4%

Analysis & Outlook: The turnaround in starts in October was due entirely to the increase in the volatile multifamily sector—up 44% this time but down 33% the previous month. The housing correction continues: Total starts are off 17% from year ago levels (Oct 2006) while the more important sector (and heavier wood using) single-family is off 25%. Inventories of new homes for sale remain high: at 8.3 months supply (Sept), while single-family existing homes have a 10.2 month supply. Existing home prices for September, compared with same month last year were down 4.9%—this will need to continue to make a dent in the inventory of existing homes. The builders are taking care of new home inventories with fewer starts—October permits, an indicator of future starts, fell to 1.178 million (SAAR), which is a sharp 25% below year ago levels. Will housing drag the rest of the economy into recession? We're reading that more and more analysts say yes. However, I still believe the economy has too many good things going for it—jobs, although weakening a bit, and incomes remain solid despite the sub prime problems, and high energy prices. The U.S. economy will slow, probably to 1-2% next year. However, the global economy, outside the USA, is doing fine. In fact, a key problem in the world's fastest growing economies—China and India—is inflation from growth that is too rapid. And, with our weaker dollar, exports are up significantly, adding to our GDP as is continued business spending. Yes, "Wall Street" is worried, but that reflects problems in the financial sector primarily. Hopefully the FED does not repeat past mistakes (my opinion) of "bailing out Wall Street" with lower interest rates. We need a return to sound economic fundamentals—that means "transparency" in the credit markets and interest rates that reflect real risk and return trade offs. 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.

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Dixon Concludes Presidency

Barry Dixon completed a successful year as president of WTCA by passing the gavel to the 2008 incoming president, Bob Becht, at WTCA's Annual Meeting on October 4, 2007 at the Building Component Manufacturers Conference (BCMC) in Columbus, OH.

Dixon extended thanks to his family and the employees of True House, Inc., where he serves as CEO, for supporting him. "Thanks to everyone who picked up some slack so that I could fulfill this duty," he said.

Under Dixon's leadership, WTCA achieved many milestones. In June, the Structural Building Component Research Institute (SBCRI) was unveiled to the industry. "The big thing this year was opening SBCRI. It is an idea that people had years ago to advance the industry. The knowledge that has been gathered in the last few months has been phenomenal," Dixon noted. The plan to build a facility that would be home to industry and proprietary testing projects was put into place during the presidency of Kendall Hoyd in 2005.

Many new WTCA projects were completed during Dixon's tenure. Most notable was an In-Plant Basic training program that was developed for new production employees in the plant.

Dixon credited the WTCA Board of Directors and local chapters for their dedication to advancing the industry. "The industry is better because of the WTCA Board's commitment to its association. And without the chapter work at the local level, the national group couldn't be as successful," he said. To the general membership, Dixon said, "Thank you for making a difference every day."

As Immediate Past President, Dixon will continue to serve on WTCA's Executive Committee in 2008, and will chair the Past Presidents Council and the Nominating Committee. SBC

Industry News

Continued from page 93

manager and director of engineering for the Lumbermate Company.

Chris Cronje recently announced his impending departure from the ITW Building Components Group to accept an outside opportunity. He had been with the company for seven years.

David C. Dunbar, PE, General Manager of the ITW Building Components Group's TrusSteel Division, announced that Chris Tiffer has been appointed Controller. "Chris has a strong accounting background and will be a valuable asset to our team as we continue to grow in 2008 and beyond," Dunbar said. Tiffer will be based in TrusSteel's world headquarters in Haines City, FL.

Jim James, president of the ITW Building Components Group, announced that vice president of technology Charlie Hoover has assumed management responsibility for engineering and software development for ITWBCG. In his new role, Charlie will oversee development of ITWBCG's software applications. [Source: ITWBCG press releases, 10/24/07 and 10/31/07]

BUILDING COMPONENTS OF IDAHO JOINS INTEFRAME NETWORK

Building Components of Idaho (BCI) and the InteFrame Network are proud to announce that they have reached an agreement under which BCI will join the InteFrame Network of companies. Effective November 1, 2007, BCI will be part of a five company network that is organized to provide commercial contractors, homebuilders, architects, and structural engineers the best solutions available in the market today for wood framed construction. The companies are Idaho Truss & Component Company, Inc.; Performance Engineers, Inc.; Reality Building Design, Inc.; SteadFast Framing Company, Inc.; and Building Components of Idaho, Inc.

Kendall Hoyd, president of the InteFrame Network and Corey Elitharp, President of Building Components of Idaho, announced the agreement on Wednesday, October 24. "BCI has an incredibly innovative culture. They had the initiative to bring turnkey residential framing, panelized floor construction, precision cut and bundled framing materials, and a new way of thinking about solving customer problems to our market." Hoyd said. "We are thrilled at the prospect of adding their strengths to ours." Elitharp added "As a member of the InteFrame network, we can now offer more sophisticated design and engineering services, and combining our framing operation with SteadFast Framing Co. will help us both offer even more value to our customers."

The merger will also involve consolidating the Boise and Meridian manufacturing operations of Idaho Truss at BCI's manufacturing facility in Nampa. "BCI has a great facility with plenty of room to grow, and we will see significant economies from being able to consolidate operations." said Hoyd. "The plant consolidation process will take place over the next 60 days. Performance Engineers and Reality Building Design will continue to operate out of their Meridian offices, and Idaho Truss and SteadFast will move to the BCI facility on Franklin Road in Nampa." [Source: Interframe Press Release, 10/24/07]

PASLODE INDUSTRIAL CHANGES NAME TO ITW INDUSTRIAL FASTENING

Paslode Industrial, a business unit of Illinois Tool Works, Inc. (ITW) has changed its name ot ITW Industrial Fastening. The name change was announced by Bruce Jacobs, General Manager of ITW Industrial Fastening, which is based in Elgin, IL.

"Our new organizational name was precipitated by the segmentation of Paslode into two separate businesses—Paslode Construction and Paslode Industrial," said Jacobs. "Each of these businesses has its own business model and strategies and focuses on different trades. Our name change to ITW Industrial Fastening underscores these differences and helps eliminate confusion."

Jacobs added that segmentation is at the core of the ITW decentralized business philosophy. As part of the segmentation process, ITW Industrial Fastening will operate under a separate database system. This will enable ITW Industrial Fastening to focus on key industrial business needs, such as setting freight policies, product development and providing a dedicated customer service team.

HANNAN NAMED GEORGIA-PACIFIC CEO

Georgia-Pacific recentlyl announced that Jim Hannan, the company's president and COO, has been named CEO, replacing Joe Moeller, who's moving to Texas to be vice chairman of Koch Industries and a member of its board.

Hannan, 41, joined Georgia-Pacific in December 2005 as executive vice president and chief administrative officer, and was promoted to president and COO last year.

Moeller led Georgia-Pacific during a period of transition after privately-held Koch, based in Wichita, KA, bought the company in late 2005. Georgia-Pacific, based in Atlanta, operates independently. Moeller will continue to serve on the Georgia-Pacific board. Dave Robertson, 45, Koch Industries' president and COO, will chair the Georgia-Pacific board. [Source: www.ajc.com, 10/2/07] SBC

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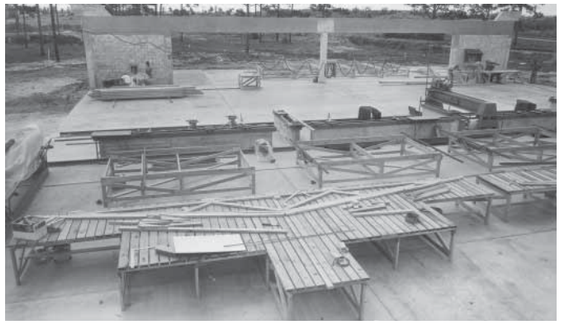

40 Years in the Life of a Scrapbook

There's no shortage of industry relics out there. Take, for instance, the old dust-covered "scrapbook" that Glenn Gelatt of Space Coast Truss Inc. and president of SFTCMA has in his possession. Put together some time in the late 1960s by Gelatt's father Marvin, the book contains historical gems such as a yellowed estimate sheet, hand-drawn truss drawings, and 8x10 black and white photos that tell an interesting story.

As shown in these pictures, the equipment in this south Florida "truss plant" was installed on a cement slab before the facility was enclosed in 1966. Marvin, an architect by trade, supervised building of the plant at the time, and took special care to document the building process. But this facility was no run of the mill truss plant. In fact, it wasn't a truss plant at all! Glenn explained that the property was owned by Sanford Industries, and the plant was built to demo Sanford equipment to prospective buyers. Outfitted with the now legendary Sanford roller gantry perfected just a few years prior to 1966, you can see that workers used the installed equipment to build the 106' clear span trusses. The long-span trusses were then hoisted and set overhead in three pieces. "When owned by Sanford, this facility was used strictly for machine demos; it wasn't a fully operational truss plant," Glenn told *SBC* staff, noting that the plant is now owned and run by a component manufacturer.

When Marvin left Sanford for another job, he saved the scrapbook he had made years earlier and eventually passed it on to Glenn, who kindly lent it to a curious WTCA staff member who spotted it on his desk during a visit to Space Coast. Makes us wonder: what treasures do you have on your desk? SBC

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