



Wtca Update

2007 Top Chord Club Dinner Combined with WTCA Open Quarterly Meeting

by WTCA Staff

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

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



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.



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.

Structural Building Components Research Institute (SBCRI):

Staff is finalizing the testing set-up, fixturing, process and procedures so that we assure that industry testing will be efficient and meet goals and objectives. The goal is to automate the single element and system testing with special emphasis on the reporting process. Proprietary testing is occurring simultaneously.

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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WTCA Board of Directors

Officers & Executive Committee Reps.

- **President:** Robert J. Becht • Chambers Truss, Inc. • 772/465-2012 • bob@chamberstruss.com
- **President Elect/Treasurer:** Ben Hershey • Alliance TruTruss, LLC • 602/252-1772 • bhershey@trustruss.com
- **Secretary:** Steven Spradlin • Capital Structures Inc. • 479/725-2112 • sspradlin@capstructures.com
- **Past President:** Barry E. Dixon • True House, Inc. dba True Truss • 904/757-7500 • barry@truehouse.com
- **Kenneth M. Cloyd** • California Truss Co. • 951/657-7491 • kenc@caltruss.com
- **Dwight Hikel** • Shelter Systems Limited • 410/876-3900 • dwight@sheltersystems.com
- **Frank B. Klinger** • Mid-Valley Truss & Door Co. • 956/428-7090 • fltkfbk@aol.com
- **Joe Odgers** • Builders FirstSource/Bama Truss & Components, Inc. • 205/669-4188 • joe.odgers@bldr.com

At-Large Representatives

- **Dean DeHoog** • Gold Standard Truss, LLC • 219/987-2781
- **Allen Erickson** • Cal-Asia Truss • 925/680-7701
- **David Horne** • Universal Forest Products, Inc. • 336/226-9356
- **John A. Smith** • Foxworth-Galbraith Lumber Co. • 972/437-6100
- **Mike Walsh** • Stock Components • 919/431-1000
- **Dave Walstad** • U.S. Components, LLC - A Pro Build Company • 856/380-3600

Directors Representing Chapters

- **Phil Adams** • Northwest Building Components, Inc. • 208/687-9490
- **Keith Azlin** • U.S. Components, LLC • 520/882-3709
- **Bruce J. Bain** • Richco Structures • 920/336-9400
- **Clyde R. Bartlett** • Bluegrass Truss Company • 859/255-2481
- **Rick Cashman** • Florida Forest Products • 727/585-2067
- **Mark A. Casp** • Casmin, Inc. • 352/343-0680
- **David A. Denoncourt** • Tibo Lumber Truss Manufacturers • 603/796-2974
- **Jack Dermer** • American Truss Systems, Inc. • 281/442-4584
- **Simon Evans** • Bay Truss Inc. • 510/232-0937
- **James C. Finkenhofer** • Truss Systems, Inc. • 770/787-8715
- **Joseph D. Hikel** • Shelter Systems Limited • 410/876-3900
- **John Hogan** • Vivco Components • 816/449-2161
- **David W. Hughes** • Oregon Truss • 503/581-8787
- **Michael Karceski** • Atlas Components, Inc. • 815/332-4904
- **Ted Kolanko, P.E.** • 84 Components • 615/287-0184
- **Chris Lambert** • Southeastern Materials, Inc. • 704/983-1144
- **Glenn McClendon** • Sun State Components of Nevada, Inc. • 702/657-1889
- **David Motter, P.E.** • Tri-County Truss, Inc. • 360/757-8500
- **Richard P. Parrino** • Plum Building Systems • 515/327-0698
- **Michael Redmon**
- **Elias Renteria** • L & P Components • 505/373-8715
- **Mark H. Rose** • Manning Building Supplies • 904/268-8225
- **Timothy Rouch** • Gang-Nail Truss Co., Inc. • 559/651-2121
- **Gary Sartor** • Stone Truss Company, Inc. • 760/967-6171
- **Jim Scheible** • Automated Building Components, Inc. • 763/675-7376
- **Steven L. Stroder** • Carter-Lee Building Components Inc. (A Pro-Build Company) • 317/834-5380
- **James M. Swain** • 239/850-6444
- **Terry Tontarski** • Fabco - Tontarski, Inc. • 315/782-5283
- **Scott Ward** • Southern Components, Inc. • 318/687-3330
- **Stephen Yoder** • Stark Truss Co., Inc. • 330/477-6676

Associate Member Directors

- **Steve Cabler, P.E.** • MiTek Industries, Inc. • 314/434-1200
- **Gary O'Malley** • Weyerhaeuser Company • 253/924-2700
- **Tawn A. Simons** • Simpson Strong-Tie Co. • 925/560-9000
- **Chad Ward** • Temple-Inland Forest Products • 936/829-5511

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.

WTCA Update

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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
Charleston 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@qualltim.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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