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STRUCTURAL BUILDING  
**COMPONENTS**  
THE FUTURE OF FRAMING



## Editor's Message

### How SBCA Can Help

by Ben Hershey

The resources available to you at SBCA are endless.

Last night I attended a benefit concert with the talents of Grammy Award winners Roger Kellaway, Bobby Caldwell, saxophonist Tom Scott, Kenny Rankin, Paulette McWilliams and many others. Dianne and I had the opportunity to meet several of these artists after the event in the hotel where we were staying and I was reminded of the preparation it took each of these artists to put together this event.

The Denver BCMC Committee and staff did much the same and really put on a great show. I have heard nothing but positive comments from everyone I have talked to. My thanks to all of the exhibitors, advertisers, our educational speakers, and the BCMC Committee and staff for putting on such a wonderful show. But I would be remiss if I did not also thank all of you who attended. I know many of you probably had that fleeting thought of maybe bypassing this year's show considering the state of the economy and your own business; but you did not. The benefit of you being there was listening to Jim Morris giving us positive reinforcement, learning from great educational sessions from green building to wall panel production, and visting a show floor full of the vendors who support our industry. Thank you to Steve Shrader and his team; you did an amazing job! You will find several pages in this issue and on our website devoted to capturing the essence of the show. If you missed it, plan now for next year's show, ***Soaring to New Heights***, in Phoenix, September 30 to October 2. As an Arizona resident myself, I can promise you one thing—it's a dry heat!

Along with a look at the BCMC Show, this issue is centered on our manufacturing issues. You might be saying to yourself, I'm just trying to survive right now—what can I do to focus on either of these issues? I'm not sure what you are doing today, but our company is going through every operation we have to make sure we're being efficient, and that the quality of what we build is consistent with the expectations of not only our customers, but our corporate mission. There are several areas to consider when looking at your manufacturing and determining what you expect to change or improve, like material flow, efficiency of the saws, staging to the production tables, measuring labor times, etc. All areas require scrutiny when you are looking to “shave” a percent here and there to improve margins.

So how can SBCA help you? SCORE, the Financial Performance and Wage & Benefit Surveys and *SBC Connection* are just a few. Our company benefits from the In-Plant WTCA QC program, along with other SBCA programs, from making sure that our designs go to the shop correctly, to limiting field callbacks. We also benefit from real time, tangible education and a management information feedback loop. Just the benefit of getting our team to look at what they are doing from the start has reduced errors; no one wants to be identified as having caused errors or quality problems. This may not be the way you perceived the benefit of the QC program, but it is one of those soft benefits that flows to the bottom line.

Truss Technician Training (TTT) will help your technicians design trusses correctly the first time. Comparing your operating P&L to others will highlight areas that you could improve in, and a review of Wage & Benefit survey results can do the same.

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### at a glance

- ❑ Thanks to those of you who came to the BCMC Show!
- ❑ Our company benefits from In-Plant WTCA QC, along with other SBCA programs; check out the many programs SBCA offers.
- ❑ Don't forget to take a moment to thank SBC advertisers for their strong support of our industry.





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



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