

# How do you triple the output of *your* table?



## Retrofit with WizardPDS® *drop-in Channels*™

**FACT:** The average plant produces between 120-160 bd ft/man hr at the assembly table. Visit the EIS website to see the **WizardPDS® producing at a rate of 572 bd ft/man hour.**

The simple, patented open channel design of WizardPDS® *drop-in Channels*™ makes retrofit possible to any table and with many retrofit programs available — *including an option to perform all retrofit work in your plant without the need or extra cost associated with removing and shipping your tables.* (Contact us for a complete list of available options).

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Think green.  
Retro fit.  
Save green.

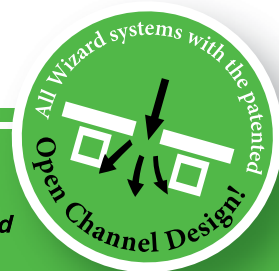
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## Editor's Message

You'll Never Know If You Don't Ask

by Steven Spradlin

A trip to Washington reminds that it never hurts to ask.

About a month ago, I joined my colleagues in Washington for the tenth annual SBCA Legislative Conference. I've gone several times before, so I thought I knew what to expect. But this year I didn't have the same old, same old experience.

I met with longtime Senator Blanche Lincoln (in office since 1998) and Representative John Boozman, in his fifth term representing Arkansas's 3<sup>rd</sup> District (since 2001). Boozman is challenging Lincoln for her seat in the upcoming November mid-term elections, which made my visits with them all the more interesting. Few people ever get the opportunity to meet back-to-back and one-on-one with opponents in a U.S. Senate race.

Now Boozman is a Republican and Lincoln is a Democrat, so I expected their positions on most issues to be polar opposite. For example, it was no surprise that Senator Lincoln touted the recently passed health care reform bill as a great thing for small businesses like mine, while one of Boozman's aides used the health care bill as an example of why the Democrats are so out of touch with small business owners. However, both of them agreed that more needs to be done to help the housing industry, particularly stemming foreclosures and freeing up credit for builders. They both agreed that our nation's immigration system is broken (they also agreed that it would not get addressed until after the election), but I don't think they see eye-to-eye on how it should be fixed.

As a side note, I brought my family along to see the sights of DC. I'd heard of the amazing U.S. Marine Sunset Parade going on at the same time, but there was no way to get tickets. So I called another lawmaker's office, Rep. Mark Pryor, to see if there was any way they could help us find tickets. What do you know, one of his assistants came through! Helps to know the right people at the right time, I guess.

There was one issue I regret I didn't have much time to talk about with either of my lawmakers: forest certification. In April, Sen. Lincoln and a couple other Congressmen from my state wrote letters to the head of the U.S. Green Building Council (USGBC), urging them to re-evaluate the certified wood requirements in the LEED rating systems. Even though I didn't get into depth during my meetings, someone else picked up my slack. A fellow SBCA Board member who works at Universal Forest Products did. David Horne met with his Senator Kay Hagan (D-NC) and an aide for Senator Richard Burr (R-NC) earlier in the week and brought this heated issue to them. "The issue sold itself. Both were genuinely concerned. Both my Democratic Senator and my Republican Congressman will be contacting Lincoln's office to assist with the issue. It truly is a non-partisan issue," Horne commented.

My point? *It never hurts to ask.* Whether you're asking for tickets to an event or for help on an issue that's genuinely affecting your business. **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](mailto:editor@sbcmag.info).*

### at a glance

- ☐ I had the opportunity to meet with two lawmakers vying for the same Senate seat during the 2010 SBCA Legislative Conference.
- ☐ Though they come from different sides of the aisle, they agree that more legislation is needed to curb foreclosures and free up credit for builders.
- ☐ Rep. Pryor's office helped get tickets for a neat U.S. Marine Corps parade while we were in town. It never hurts to ask!

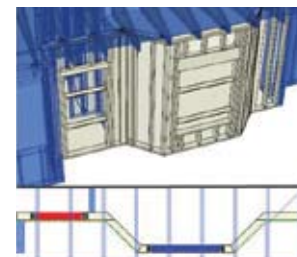


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Chris Riffe — Component Designer  
Chesapeake Structural Systems, Charles City, VA

## PLANX<sup>™</sup> RETROFIT



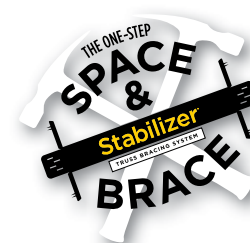
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*we just hit a button and throw the lumber on to the table. With this type of quick set-up the lumber and plates need to arrive at the tables in an organized manner.*

*If they had the PLANX system back when I was on the tables it would have made my life a lot easier."*

Gary Brooks — Line Supervisor  
ComTech, Fayetteville, SC

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Jimmie Williams — Owner  
Jimmie Williams Construction, Dothan, Alabama

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