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by Sean D. Shields

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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 the Structural Building Components Association (SBCA). The opinions expressed in *SBC* are those of the authors and those quoted, and are not necessarily the opinions of Truss Publications or SBCA.



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# editor's message

by Steve Stroder

## An Eventful Year, to Say the Least

It's been a whirlwind year of building valuable relationships.



**W**ow! The year has gone by about as fast as one could imagine. It seems like only a couple of months ago we were in Indy attending BCMC. It's been a whirlwind for me, as I know it has for many of our officers, staff, executive board members and component manufacturers. To call this past year eventful would be an understatement, to say the least.

My year as President certainly started out with a bang. Only ten hours after being handed the gavel, I was sitting in an emergency session of the Executive Committee discussing the fact that our industry would be faced with a 30 percent reduction in Southern Pine lumber design values in a matter of weeks. As we all know, this issue was averted (at least for several months so a reasonable transition to the new values could be made) due to the diligent work of our SBCA

**This revamped BCMC may very well turn out to be one of the best shows we have had in some time. The educational sessions are top notch, covering topics including lumber manufacturing, visual and mechanical grading, metrics for managers, efficient truss design, and even a two-part train the trainer on how to give effective presentations in your market.**

staff, legal counsel, officers and key CM leadership, coupled with help from many other associations, lumber mills and influential people who banded together to address this crisis. We are still working toward the final judgment on the remaining grades and sizes and, with the support from all of the above mentioned, I am confident we will see a much more stable system in place going forward.

With all of the hoopla around the lumber issue, we found some common ground with our lumber suppliers. We were able to make great contacts at the Southern Pine Lumber Forum in Atlanta. In getting to know key lumber suppliers at the meeting, we began to build interest in an SBCA-led lumber coalition, and the idea really started to take off. This by-product, albeit unexpected, of the Southern Pine lumber value issue has been a huge positive for our industry. In May, SBCA hosted the very first Lumber Summit, which resulted in forming the Lumber in Components Council, with 71 lumber suppliers and CMs in attendance. The coalition's next meeting takes place at BCMC this October with even more lumber suppliers planning to attend.

Another big hoop for us to jump through this past year was the fact that we truly needed to downsize BCMC. We didn't want to take away from the effectiveness of the show, but we did want to take some of the added cost off of our loyal suppliers and industry supporters during these difficult economic times. It took a lot of work to downsize this year's show the right way. Very quickly, we realized that the changes required would call for a new venue. This put everyone involved into overdrive and, thanks to the hard work from staff and our BCMC Committee, we were able to nail down one of the most exciting venues, New Orleans (the Who Dat Nation).

This revamped BCMC may very well turn out to be one of the best shows we have had in some time. The educational sessions are top notch, covering topics including lumber manufacturing, visual and mechanical grading, metrics for

### at a glance

- President Steve Stroder looks back on the pace of change and some of the industry's top issues.
- SBCA took the tough stands that strong leadership requires to serve the best interests of all CMs when addressing the Southern Pine design value issue, which resulted in SBCA hosting the first Lumber Summit and the formation of the Lumber in Components Council.
- A revamped BCMC may very well turn out to be one of the best shows we have had in some time.
- Scott Ward takes on the leadership of SBCA and is the second father-son combination to serve WTCA/SBCA (Bob Ward President 1991, Scott 2013). The first pair was Don (1992 and 1993) and Ben (2009) Hershey.

Continued on page 8

## Editor's Message

Continued from page 7

managers, efficient truss design, and even a two-part train the trainer on how to give effective presentations in your market. And who can forget BCMC Build, when the industry bands together to help build a home for a very deserving family, not to mention the BCMC Build fundraisers: the 5K run, poker run, and the fiercely competitive trike races. So come learn, network, and have fun in one of the most interesting cities in our great nation—see you in New Orleans!

While this year has been busy, it has been very enjoyable, and I would like to thank everyone who has helped this year be so successful. It has been an honor serving as your President, and I look forward to continuing my service as a Past President helping support SBCA in the years to come. This has been a fulfilling experience, and I am truly grateful for the opportunity to serve this great industry.

Lastly, I want to extend a warm welcome to our incoming President Scott Ward. Scott is a great leader, a strong businessman, a well-respected component manufacturer and a good friend. I am confident he will prove to be an outstanding President for our association. I look forward to providing any help he may need in the year to come. Congratulations and welcome aboard Scott! **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).*

## Lumber Events at BCMC

BCMC 2012 features a number of events on one of the year's hottest industry topics: lumber.



about the summit, which resulted in forming LCC, in **SBCextra** at [sbcmag.info/sbcextra](http://sbcmag.info/sbcextra).

**October 17, 8:00 am–1:00 pm:** Component manufacturers can set up private meetings with lumber producers to conduct business.

**October 17, 1:00–5:30 pm:** BCMC Educational Lumber Sessions examine lumber issues specific to the structural building components industry.

- Session 1: From Tree to Stick
- Session 2: From Stick to Truss
- Session 3: MSR/MEL, The Advanced Stick

In addition to a keen interest in lumber, the industry has also shown overwhelming support for SBCA's work on this issue over the past year. To date, more than 115 donors have contributed to help offset significant project costs through SBCA's Legal and Technical Fund. To see a list of donors or to make a donation, visit [sbcindustry.com/lumbersupport.php](http://sbcindustry.com/lumbersupport.php). **SBC**



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## R-values & U-factors for Wood- & Steel-Framed Buildings

Compare the energy performance of wood and cold-formed steel components.

### Question

*I have a client who generally uses wood components for his projects. He is interested in using cold-formed steel components on his next project but is concerned about energy efficiency. Is there an easy way to compare the energy performance of steel construction to wood construction?*

### Answer

When comparing the energy efficiency of cold-formed steel and wood components, the R-value and U-factor are a good place to start. The R-value and U-factor are the mathematical inverse of each other. While the R-value measures a material's or assembly's resistance to heat flow, the U-factor measures a material's or assembly's ability to transfer heat. Wood has an R-value of 0.91 per inch, which contributes to the overall R-value of an assembly or entire building. On the other hand, the R-value of steel is negligible and doesn't add to an assembly's or building's R-value. The International Residential Code (IRC) definitions for R-value and U-factor follow:

**R-VALUE, THERMAL RESISTANCE.** The inverse of the time rate of heat flow through a *building thermal envelope* element from one of its bounding surfaces to the other for a unit temperature difference between the two surfaces, under steady state conditions, per unit area ( $h \cdot ft^2 \cdot ^\circ F/Btu$ ).

**U-FACTOR (THERMAL TRANSMITTANCE).** The coefficient of heat transmission (air to air) through a building component or assembly, equal to the time rate of heat flow per unit area and unit temperature difference between the warm side and cold side air films ( $Btu/h \cdot ft^2 \cdot ^\circ F$ ) [ $W/(m^2 \cdot K)$ ].

The 2012 IRC has a separate table for U-factors and R-values for steel-framed buildings. Table N1102.2.6 compares cold-formed steel R-values to their comparable wood frame R-value requirements. This table considers the difference in the R-value of the framing members in an assembly and adjusts the required cavity insulation to show an approximate equivalence between the two methods. The required cold-formed steel equivalent is rounded to the next commercially available insulation thickness.

#### **N1102.2.6 (R402.2.6) Steel-frame ceilings, walls, and floors.**

Steel-frame ceilings, walls, and floors shall meet the insulation requirements of Table N1102.2.6 or shall meet the U-factor requirements of Table N1102.1.3. The calculation of the U-factor for a steel-frame envelope assembly shall use a series-parallel path calculation method.

If this table isn't used, Section N1102.2.6 states that steel-frame ceilings, walls and floors can meet the insulation requirements of Table N1102.1.3 (columns not directly related to this TQ&A have been omitted).

Note that, when calculating the R-value of an assembly, you cannot add the R-value of air films. The table specifies only the required cavity insulation in an assembly. However, when calculating the U-factor (inverse of the R-value), all components of the assembly may be considered, including the inside and outside air films, sheathing, etc.

### at a glance

- When comparing the energy efficiency of cold-formed steel and wood components, the R-value and U-factor are a good place to start.
- The R-value measures thermal resistance; it is the inverse of the time rate of heat flow through a building thermal envelope element from one of its bounding surfaces to the other for a unit temperature difference between the two surfaces.
- The U-factor measures thermal transmittance, the coefficient of heat transmission (air to air) through a building component or assembly, equal to the time rate of heat flow per unit area and unit temperature difference between the warm side and cold side air films.

**TABLE N1102.2.6 (R402.2.6) STEEL-FRAME CEILING, WALL & FLOOR INSULATION (R-VALUE)**

WOOD FRAME R-VALUE REQUIREMENT	COLD-FORMED STEEL EQUIVALENT R-VALUE <sup>a</sup>
<b>Steel Truss Ceilings<sup>b</sup></b>	
R-30	R-38 or R-30 + 3 or R-26 + 5
R-38	R-49 or R-38 + 3
R-49	R-38 + 5
<b>Steel Joist Ceilings<sup>b</sup></b>	
R-30	R-38 in 2 × 4 or 2 × 6 or 2 × 8 R-49 in any framing
R-38	R-49 in 2 × 4 or 2 × 6 or 2 × 8 or 2 × 10
<b>Steel-Framed Wall, 16" o.c.</b>	
R-13	R-13 + 4.2 or R-19 + 2.1 or R-21 + 2.8 or R-0 + 9.3 or R-15 + 3.8 or R-21 + 3.1
R-13 + 3	R-0 + 11.2 or R-13 + 6.1 or R-15 + 5.7 or R-19 + 5.0 or R-21 + 4.7
R-20	R-0 + 14.0 or R-13 + 8.9 or R-15 + 8.5 or R-19 + 7.8 or R-19 + 6.2 or R-21 + 7.5
R-20 + 5	R-13 + 12.7 or R-15 + 12.3 or R-19 + 11.6 or R-21 + 11.3 or R-25 + 10.9
R-21	R-0 + 14.6 or R-13 + 9.5 or R-15 + 9.1 or R-19 + 8.4 or R-21 + 8.1 or R-25 + 7.7
<b>Steel-Framed Wall, 24" o.c.</b>	
R-13	R-0 + 9.3 or R-13 + 3.0 or R-15 + 2.4
R-13 + 3	R-0 + 11.2 or R-13 + 4.9 or R-15 + 4.3 or R-19 + 3.5 or R-21 + 3.1
R-20	R-0 + 14.0 or R-13 + 7.7 or R-15 + 7.1 or R-19 + 6.3 or R-21 + 5.9
R-20 + 5	R-13 + 11.5 or R-15 + 10.9 or R-19 + 10.1 or R-21 + 9.7 or R-25 + 9.1
R-21	R-0 + 14.6 or R-13 + 8.3 or R-15 + 7.7 or R-19 + 6.9 or R-21 + 6.5 or R-25 + 5.9
<b>Steel Joist Floor</b>	
R-13	R-19 in 2 × 6, or R-19 + 6 in 2 × 8 or 2 × 10
R-19	R-19 + 6 in 2 × 6, or R-19 + 12 in 2 × 8 or 2 × 10

a. Cavity insulation R-value is listed first, followed by continuous insulation R-value.

b. Insulation exceeding the height of the framing shall cover the framing.

**TABLE N1102.1.3 (R402.1.3) EQUIVALENT U-FACTORS<sup>a</sup>**

CLIMATE ZONE	CEILING U-FACTOR	FRAME WALL U-FACTOR	FLOOR U-FACTOR	BASEMENT WALL U-FACTOR	CRAWL SPACE WALL U-FACTOR
1	0.035	0.082	0.064	0.360	0.477
2	0.030	0.082	0.064	0.360	0.477
3	0.030	0.057	0.047	0.091 <sup>c</sup>	0.136
4 except Marine	0.026	0.057	0.047	0.059	0.065
5 and Marine 4	0.026	0.057	0.033	0.050	0.055
6	0.026	0.048	0.033	0.050	0.055
7 and 8	0.026	0.048	0.028	0.050	0.055

a. Nonfenestration U-factors shall be obtained from measurement, calculation or an approved source.

b. When more than half the insulation is on the interior, the mass wall U-factors shall be a maximum of 0.17 in Zone 1, 0.14 in Zone 2, 0.12 in Zone 3, 0.087 in Zone 4 except Marine, 0.065 in Zone 5 and Marine 4, and 0.057 in Zones 6 through 8.

c. Basement wall U-factor of 0.360 in warm-humid locations as defined by Figure 301.1 and Table 301.1.

These tables are a good reference for your client to begin evaluating whether wood or cold-formed steel components should be used for a project. Of course, in addition to energy performance, other factors associated with wood and cold-formed steel components should be evaluated such as material costs, installation issues and which option best fits the building's intended purpose. **SBC**

*To pose a question for this column, call the SBCA technical department at 608-274-4849 or email [technicalqa@sbcmag.info](mailto:technicalqa@sbcmag.info).*

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# Introducing

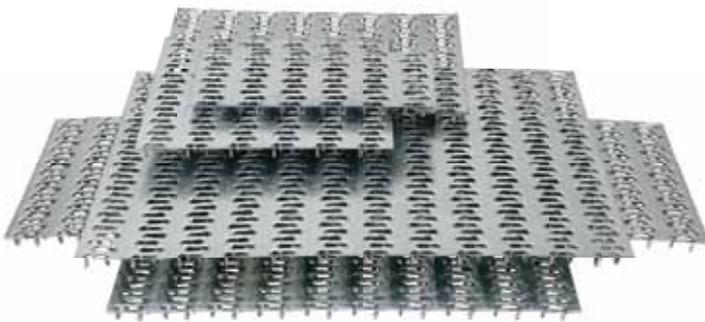
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# The Old (mid) West

## Heart & Littfin Celebrate 50 Years of Business

by Sean D. Shields



**A**pparently, the secret to surviving 50 years in the truss business is to begin by selling lumber, and then working your way into it. Heart Truss & Engineering in Lansing, MI, and Littfin Lumber (Truss) Company in Winsted, MN, are both celebrating half a century of success this year, and they share some common characteristics: one, they both hail from Midwestern states; two, their founders all started by selling lumber and building materials; and three, they all resisted the urge to expand beyond their means. That may be simplifying things a bit, so let's dig a little deeper and look at how these two stalwarts of the industry started, the decisions they made to evolve as the industry changed, and finally, how they weathered the cyclical nature of residential construction.

### Humble Beginnings

In the late 1950s and early 1960s, the structural components industry was just getting off the ground. Jerry and Don Schaberg owned and operated a wholesale lumber company in Lansing, MI, and Don Butcher managed a lumber yard in Grand Rapids, MI. They did a lot of business together back then, and when Butcher started experimenting with building roof trusses, he sold the Schaberg brothers on the idea of starting their own truss manufacturing operation. "Jerry and Don B. ran the company," said Jerry's son Curt, President of Heart Truss. "Don S. continued to sell lumber and acted as a silent partner." Lansing, located in the center or "heart" of the state, became not only the home base of their new business, it also served as the inspiration for their name, Heart Truss.

Similarly, Jack Littfin started out working for his father's construction company, and he opened Littfin Lumber in 1962 to supply building materials, not only to his father, but to other local customers. Shortly after opening, Jack took over his father's construction crews and built agricultural and residential buildings in and around Winsted, MN. Initially, Littfin built roof trusses in their shop in order to reduce the amount of time his framers had to be on the jobsite. "The pre-assembled trusses saved our crews days in the field," said Jack. "That allowed us to build a few extra buildings a month."

One of the biggest challenges both companies faced was convincing builders and building officials to make the switch from conventional framing to trusses. In Heart's case, Don and Jerry had already built many relationships with lumber distributors throughout Michigan. Since that state was and continues to be a two-step market, where most builders work through building material dealers to purchase structural components, they found themselves marketing their products to people they already knew. "They also had the benefit of having to only approach 50 or so yards across the state, as opposed to over 200 builders," said Curt.

Littfin had the benefit of starting off with one captive builder, himself, but quickly there were additional customers. In the late 1960s, Jack embraced the next evolution in truss construction, the metal gusset plate. "Metal plates seemed to offer a huge cost savings," said Jack. "Up until then, there was a lot of labor costs involved in cutting the plywood gussets." That really was the key for both of these companies, as they convinced builders to adapt to this new framing method, they themselves had to adapt and embrace changes within the components industry.

Check out the online version of this story at [sbcmag.info](http://sbcmag.info) for additional photos.



A recent photo of Littfin Truss in Winsted, MN.

## Constant Evolution

In 1970, Jack invested in a panel-clip jig and a metra cut saw, and purchased metal plates. In 1971, he hired Stan Fasching, his brother-in-law and an electrical engineer who espoused the many virtues of computers and software that could help with the design of trusses. "We were really in the truss business at that point," said Jack. "Or, so we thought." Quickly, they were building trusses not only for their own framing projects, but they also sold trusses to neighboring lumber companies.

By 1972, Littfin outgrew their panel-clip line and started looking for an

even faster way to build trusses. Jack met with Art Moelenphoel of Hydo-Air and George Eberle of Lumbermate, and eventually decided to purchase machinery, plates and computer-aided designs from Eberle. By the mid-1970s, business was so good, Littfin started another retail operation, Home Center, selling lumber, components and other building materials to a market that stretched nearly 80 miles in every direction. It wasn't until the housing downturn of the early 1980s that they were forced to make a choice between the retail business and selling trusses wholesale to their lumber dealer

customers. "It wasn't a hard choice, really," said Jack. "We sold the retail side of things and focused solely on becoming the best truss manufacturer in the upper Midwest."

Heart Truss also found themselves continually adapting. Almost from the beginning, they manufactured not only roof trusses, but wall panels and floor trusses as well. One way they differentiated themselves in the market was to sell all the framing components for small vacation homes. "There are so many lakes and streams here in Michigan," said Curt. "A lot of people

Continued on page 16

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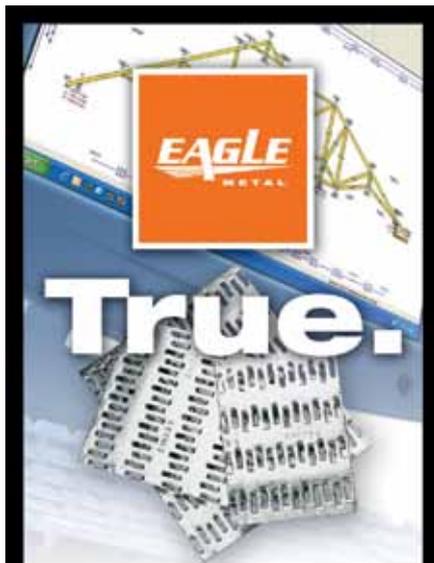
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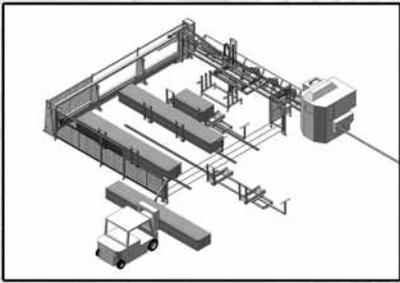
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Since beginning business twelve years ago it has been very gratifying to watch the market acceptance of our building components grow. During these few years we have expanded or remodeled our plant four times.

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Thank You

After 12 years of business, Heart Truss & Engineering founders Don Schaberg, Jerry Schaberg and Don Butcher communicate plans for their fifth plant expansion to their customer base in 1975.

### The Old (mid) West • Continued from page 15

would buy these homes and throw them up on the banks of one of those bodies of water." Yet, while they had no competition in the manufactured wall panel market, Heart found it was difficult to make them profitable, so in 1978 they sold off the wall panel line.

In the mid-1970s, Heart also embraced the computer revolution, and even went so far as to start an engineering firm, Shelter Engineering. They developed one of the first batch-cutting software programs, and at its height had dozens of other manufacturers relying on them for truss designs. The housing dip of the early-1980s hit that side of the business hard, but once things started to take off again in the mid- to late-1980s, that business, conversely, grew too quickly. "Just as with the wall panel line, Heart Truss was first and foremost a truss manufacturer," said Curt. "I guess in that way they were conservative, but it was an approach that served them well." In 1988, instead of expanding, they sold the rights to Shelter Engineering to Hydro-Air.



A recent photo of Heart Truss & Engineering in Lansing, MI.

As if that weren't enough, Heart Truss also started a manufacturing company, called Diamond Machinery, which produced truss fabrication machines. Eventually, they sold the rights to that company to MiTek. "Until things became more centralized, like they are today, Heart's approach was to get it done themselves as opposed to going to others for what they needed," said Curt.

### A Focus on Being the Best

By 1985, the housing industry was picking up once again. It was a bittersweet time for Littfin Truss, as Stan, who had contributed a great deal to the successful evolution of the company, passed away unexpectedly from a heart attack.

Yet, Jack and his employees persevered, and presided over unprecedented growth over the next decade. By the late-1990s, Littfin had expanded three times, and had a total of over 150,000 square feet of production space. "We became the single largest truss plant in the upper Midwest," said Jack. "We could build 26 different roof trusses and ten floor trusses at the same time." (See picture on top of page 15.)

Littfin continued to expand, and even started offering nailed laminated poles along with roof trusses to agricultural customers wanting to construct pole buildings. They delivered both products directly to the jobsite, saving their lumber dealer customers the expense of warehousing and handling the poles themselves. By late 2005, Littfin employed 340 people and life was good.

Jerry Schaberg and Don Butcher's sons, Curt and Joe respectively, started working in their fathers' business in the early-1980s, when times were tough. As they witnessed their fathers' decisions to focus on their core business (truss manufacturing), and sell off the engineering and machinery businesses, both Curt and Joe developed an appreciation for that conservative approach. Joe and Curt purchased the company from their fathers in 1994, and they continued to employ a similar approach to running the business.

"Whether you are talking about the early-1980s or the late-2000s, we knew the busts were coming; it was only a matter

Continued on page 18



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of time," said Curt. "We were ultimately successful because we didn't over-expand or over-purchase, we always remained a small player." So, while they witnessed an 80 percent drop in business between 2004-2009 (the recession hit Michigan before it hit most of the rest of the nation), their almost single-minded pursuit of being first and foremost a great truss fabricator left them with a strong customer base and enough cash on the balance sheet to survive the precipitous drop off.

### People Are the Key

Jack, Curt and Joe all concurred that the single biggest key to their success was the strength of their employees. The housing industry is finally showing signs of improvement, and Littfin Lumber is back up to 180 employees (roughly half of where they were at prior to the recession). Steve Laxen, Dean Neumann, Bob Mochinski and Ken Reinert have all worked for Littfin for many, many years, and have been an instrumental part of company's longevity. "We never could have gotten that big, nor could we have gotten back to where we are now, without having the very best people for the job," beamed Jack.

Joe and Curt point to their Director of Manufacturing, Dave Green, who has worked for Heart Truss over 30 years, as a core reason why they have continued to succeed in the components industry. "The biggest aspect to our success has always been the good reliable group of employees we have here at Heart," echoed Joe. "They are our family, and we've gotten to where

we are today by getting through the tough times together. Everyone took cuts and tightened their belts." Finally, they are starting to reap the benefits of those hard decisions.

Beyond great employees focused on producing a good product, both Heart and Littfin point to their loyal customers and reliable suppliers as the other essential contributors to their success. "Without having them as partners, we never would have had this level of success," explained Jack.

### The Most Rewarding Part?

"The most rewarding part of being involved in the truss business is the perpetual change," said Curt. "You can never stand still, but in that is the reward of constant accomplishment." Indeed, both Heart Truss & Engineering and Littfin Lumber are testaments to the fact that much has changed in the structural components industry over the past 50 years; and driving that change have been individuals like Jack, Stan, Joe, Curt, Don and Jerry, who strove to do what was best for their customers and for the truss industry as a whole. **SBC**



### The Early Days of SBCA

by Jack Littfin

In the fall of 1972, we heard of a gathering of some of the larger truss component manufacturing and plate suppliers in Dallas, TX. We attended and heard how the truss industry could benefit from forming a national truss organization. This trade group would focus on improving the use of trusses across the country and work with building code officials and builders to increase the market share of trusses in houses, commercial and farm buildings. The organization would also strive to educate the construction industry about the new floor trusses that could be used in houses to compete against conventional framing 2x8 and 2x10 floor joists.

It made sense to have an organization focused exclusively on what we did and the products we made, so I became involved. Initially, the organization was called the Component Manufacturing Council, and was part of the Truss Plate Institute (TPI). After serving on the CMC Board, I was chosen in 1980 to become Chairman of the organization. Over time, it became clear the CMC should become its own separate organization, and so a group of us component manufacturers helped form the Wood Truss Council of America (WTCA), which recently was renamed the Structural Building Components Association.

There were many challenges to face in the early years of WTCA. One was getting on a solid financial foundation, the other was finding an Executive Director who could speak the language of the engineers. I was one of the members of a search committee that hired Kirk Grundahl, who was a Professional Engineer, and someone who has served the industry and the association well over the years.

I felt my time involved in the early years of forming WTCA was very well spent. It gave me the opportunity to develop friendships with component manufacturers all over the U.S. Many of these fellows are friends to this day. The association has always been very informative and important in the life of Littfin Truss.

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## New Show Format, BIG Value!

### Schedule of Events

#### Wednesday, October 17

- 12p-8p Exhibitor Move-in
- 10a-12p Train-the-Trainer Educational Sessions
- 12p-7p Registration
- 1p-2:15p Educational Sessions
- 2p Convention & Visitors Bureau - Spouse/Guest Orientation
- 2:15p-3:30p Coffee Break
- 2:30p-3:45p Educational Sessions
- 4p-5:15p Educational Sessions
- 5:15p Welcome Reception
- 6p Welcome from BCMC Chair
- 6p-7p Kick-off Presentation/ BCMC Build Ceremony

#### Thursday, October 18

- 6:30a BCMC Build 5K Run/Walk
- 7a-5p Registration
- 8a Sit-down Breakfast
- 8:30a SBCA Annual Meeting
- 9:30a-10:45a Educational Sessions
- 10a Spouse/Guest Walking Tour
- 10:45a-5p Ribbon Cutting Ceremony - Exhibits Open
- 10:45a Poker Run Starts
- 12p & 2:30p Trike Heat Races
- 2:30p & 4:45p BCMC Bowl Drawings
- 3:15p CM Roundtable
- 4:45p Trike Championship Race

#### Friday, October 19

- 7:30a-11a Registration
- 7:30a Continental Breakfast
- 8a-9:30a Economic Forecast
- 9:30a-12:30p Exhibits Open
- 10a & 11:30a BCMC Bowl Drawings
- 11a Poker Run Ends
- 12:30p Official Adjournment, Exhibitor Move-out

\*Schedule changes may occur.

#### Tuesday, October 16

##### 6:30a - 5p BCMC Build

In the spirit of Building Community, Making Connections, BCMC Build is teaming up with Habitat for Humanity to build a home for the Williams family. Karen and Theodore Williams have worked hard their entire lives and are excited to finally enjoy the dream of owning a home. Theodore is also a proud U.S. Veteran. BCMC Build and Habitat are thrilled to help this local deserving family.

For more information or to donate to this year's project, visit [bcmcbuild.com](http://bcmcbuild.com) or contact Melanie (608/310-6736 or [mbirkeland@qualtim.com](mailto:mbirkeland@qualtim.com)).

#### Thursday, October 18

##### 6:30a 5K Run/Walk - Benefiting BCMC Build

The 5K run/walk begins bright and early on Thursday, so get moving for a great cause. Find registration information at [bcmcshow.com/bcmcrun.php](http://bcmcshow.com/bcmcrun.php).

##### 10:45a BCMC Poker Run

Visit exhibitor booths to trade tickets for playing cards, then turn in your hand at the BCMC Build booth. The player with the best hand wins! The entry fee is \$25 per hand and the winner receives 25 percent of the pot.

For complete details, see [bcmcshow.com/pokerrun.php](http://bcmcshow.com/pokerrun.php).

##### 12p, 2:30p & 4:45p BCMC Tri-tacular

The BCMC Tri-tacular was such a hit last year, we're doing it again. Form your team of four and register for a fun and fierce competition on the BCMC show floor. Registration for a team is \$100. Winning prizes are: 1st (\$300), 2nd (\$200) and 3rd (\$100) place!

More information can be found at [bcmcshow.com/tritacular.php](http://bcmcshow.com/tritacular.php)!



*"My most difficult decision in New Orleans will be choosing which sessions to attend. The committee has done a great job identifying areas CMs struggle with and providing an opportunity to learn and improve. The format of this BCMC will offer every attendee an in-depth opportunity to improve ourselves and our business, connect with colleagues and have a little New Orleans fun!"*

Jess Lohse, Rocky Mountain Truss Co.



## Kick-Off Presentation • Wednesday, Oct. 17 • 6 pm

Many BCMC kick-off speakers have been recognizable personalities in the sports and entertainment world, but none has been as big as this year's personality. You've undoubtedly read about him recently, and chances are you've spoken his name out loud in a recent conversation. That the BCMC Committee has successfully convinced him to come speaks volumes about the lengths to which we go to ensure this year's show is memorable. Don't miss it!

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## Exhibitor Profiles

### Alpine Systems Corporation - ITW Building Components Group

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### Anthony Forest Products

Anthony Forest Products Company will introduce its new line of MSR Lumber products at the BCMC for 2012 along with its Power Products® engineered wood. Anthony's Arkansas sawmill has undergone a major capital modernization project for 2012 that includes a sawmill, new dual path kilns and a new planer mill including Comact Expert grader and MSR machine.

### BCMC Build

BCMC Build is teaming up with Habitat for Humanity of New Orleans for the third annual charity build event benefiting Karen and Theodore Williams of New Orleans. Drop by our booth to review highlights from the event, talk to a volunteer and learn how you can get involved with the project.

### Beadles Lumber Company

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### Calculated Structured Designs Inc.

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## CM Roundtable • Thursday, Oct. 18 • 3:15 pm

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Moderator: Kirk Grundahl, SBCA Executive Director

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## ITW Building Components Group, Inc. See ad on page 28

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## Economic Forecast • Friday, Oct. 19 • 8 am

Speaker: Mark Vitner, Wells Fargo

When it comes to the economy, Mark Vitner has been around the block and back with over 25 years in the business. As Managing Director and Senior Economist at Wells Fargo, he provides regular updates on the housing market, commercial real estate and inflation, including economic analysis and forecasting with a focus on real estate-related topics.

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## Exhibitor Profiles

### PANELS PLUS See ad on page 15

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### Pennsylvania Lumbermens Mutual

#### Insurance Company See ad on page 6

PLM specializes in Property and Casualty insurance for the lumber, woodworking and building material industries. We offer competitive rates, loss control programs and prompt claims response and handling. We carry an A.M. Best rating of A-(Excellent). For more information visit our booth or call 800.752.1895.

Contact: Ms. Charlotte Friend • 800-752-1895 • 215-625-9097  
cfriend@plmins.com • www.plmins.com

### Rayonier Wood Products

Rayonier Wood Products manufactures high quality Southern Yellow Pine lumber. Rayonier is a quality-driven, service focused company. Our production facilities give us the flexibility to offer customers the highest quality products for use in construction, remodeling and decorative applications. We have been producing top-grade lumber products since 1926.

### Resolute Forest Products

Resolute Forest Products is a leading North American lumber producer with a capacity exceeding 2.7 billion board feet. We produce dimensions ranging from 2 x 3 to 2 x 10 in various grades including MSR 1650, 2100 and 2400. We have what you need. Come and see us at booth 201!

### Robbins Lumber Company

Robbins Lumber offers distribution centers throughout the Midwest and South Eastern United States specializing in MSR Pine, MSR spruce and SPF #2. We have office/reload locations in Florida, Michigan, Alabama, Pennsylvania and Chicago, IL. Stop by our booth and let us show you our commitment to customer satisfaction.

### Sauter-Timber LLC

Sauter Timber is North America's first Joinery Center for heavy timber components. We supply the building industry with pre-cut heavy timber components to match with other components, as well as complete timber frame and hybrid homes.

### Scotch Gulf Lumber, LLC

Scotch & Gulf Lumber - Manufacturers of quality southern pine lumber since 1892. One of the pioneers in MSR lumber with 3 sawmills, treating and reman facilities located in Alabama with a production capacity of 365 million board feet. Various items produced are: MSR lumber, standard dimension and radius edge decking.

### Sherwood Lumber Company

Sherwood Lumber is a distributor, risk manager and broker of lumber, plywood and industrial building materials.

### Simpson Strong-Tie See ad on page 12-13

Simpson Strong-Tie introduces its Integrated Component Systems – featuring new 3D modeling Component Solutions™ software, a full line of high-quality, code-listed truss connector plates, comprehensive training, unsurpassed customer service, and a wide range of Simpson Strong-Tie® structural connectors, fasteners, anchors and lateral systems. Learn more at [www.strongtie.com/ics](http://www.strongtie.com/ics) and our booth #303.

Contact: Ms. Frankie Emerson • 925-560-9000 • 925-847-1603  
femerson@strongtie.com • www.strongtie.com

### SL-LASER Systems

SL Laser has been a pioneering force in the development of precision single and multiple head laser projection systems for truss, floor deck and wall panel systems. Our patented hardware and state-of-the-art software feature many user-friendly features designed to enhance functionality, while prompting the easy-to-use fundamentals that make our systems the industry benchmark. Seamless integration between TrussPilot™ software and hardware results in reduction of production costs and an increase in accuracy and profitability.

### SpaceJoist - ITW Building Components Group

Capture a growing market with SpaceJoist, the lightest open-web truss system available. This truly unique system combines the best features of a wood I-joist and an open metal web truss to deliver a quality product with maximum efficiency. SpaceJoist is the premier truss system for both commercial and residential jobs. Contact us to see how Spacejoist will benefit your bottom line.

### StrucSoft Solutions Ltd.

See ad on page 26

Contact: Ms. Dawn Deschamps • 514-731-0008 • 514-739-0002  
d.deschamps@strucsoftsolutions.com • www.strucsoftsolutions.com

### Structural Building Components Association

See ad on page 27

Representing component manufacturers, builders, material suppliers and industry professionals, SBCA provides the tools to protect and grow your business. Whether it's educational resources, risk management strategies, building code watch, financial/wage surveys, legislative alerts, in-plant safety and quality control, transportation issues, technical training or marketing plans, SBCA provides tangible benefits to members.

Contact: Ms. Anna Stamm • 608-274-4849 • 608-274-3329  
astamm@sbcindustry.com • www.sbcindustry.com

### T.R. Miller Mill Co., Inc.

T.R. Miller Mill Company has been a quality lumber producer since 1872. We offer a full line of Southern Yellow Pine products, specializing in machine stress rated (MSR) lumber for the truss industry. Visit our booth and let us help you with your future lumber needs.



# Exhibitor Profiles

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## Todd Drummond Consulting, LLC.

Lean manufacturing consulting and collaboration with private equity investment and financial advisory services. 50 plus consultations, almost 25 years in the industry, and the 9th year as an independent lean consultant. Expect a 3 to 6 point gain in net profit with lean consult. We do advisory for debt, private equity capital, and mergers and acquisitions.

## TOLKO INDUSTRIES

Tolko Industries Ltd. (Tolko) is a private, Canadian-owned forest products company based in Vernon, British Columbia, which manufactures and markets specialty forest products to world markets.

## Truss Plate Institute

The Truss Plate Institute (TPI) and its members are connecting the truss industry. Stop by our booth to find out more about our nationally recognized 3rd Party Quality Assurance Inspection program, to learn about the ANSI/TPI 1 -2007 standard, and to review and ask questions about other guidelines and technical publications such as BCSI!

## TrusSteel - ITW Building Components Group

TrusSteel is the most accepted, most specified cold-formed steel (CFS) truss system on the market today. No other building component system combines strength, stiffness, fire and insect resistance and design flexibility as well. TrusSteel puts all of ITW BCG's engineering and software experience to work for you.

## USP Structural Connectors

Since 1954, USP Structural Connectors (a division of Mitek) has become the world's leading manufacturer of code approved, structural connectors and innovative software solutions. USP's 4000+ products are engineered, manufactured and tested to withstand Mother Nature and are backed by our professional engineering and technical support teams and international sales.

## Vekta Automation

Vekta Automation manufactures the Razer linear saw and other automated material handling equipment. Our product line now includes a packfeeding system that is capable of stacking timber up to four boards high and is fast enough to keep up with any linear saw on the market.

## Wasserman & Associates, Inc. See ad on page 15

Wasserman & Associates is a representative for new truss, wall panel, stair, door and finger jointing equipment. We also offer the option of used or reconditioned equipment. As a partner in your equipment selection process, we promote the equipment that best suits your individual requirements, not the equipment that optimizes our commission.

Contact: Mr. Rod Wasserman • 402-438-2161 • 402-438-2524  
rodwass@aol.com • www.wasserman-associates.com

## West Fraser

West Fraser has been in business for over 55 years and has mills from North Carolina to Florida and west to Texas. We have a variety of products from timbers to dimension lumber and pull many different grades including MSR and MEL. Please come by and visit us today.

## Westervelt Lumber

Westervelt Lumber is a SYP Sawmill located in Moundville, AL, producing 1" boards, dimension lumber, 5/4 x6 RED, and timbers. Annual production capacity is 225 mmbf. Grades pulled include most visual, along with MSR grades. Shipping by truck or rail (NS Service).

## Wood Truss Systems, Inc. See ad on page 16

Innovative and objective solutions. Fully independent, we search from a variety of suppliers for new and used equipment that best meets your needs. Count on effective and economical solutions featuring new/used Wood Runner automated lumber retrieval, Truss Equipment, Wall Panel Equipment, Saws-Component, Radial Arm, Measuring Systems, Production Consultants.

Contact: Mr. Jay R. Halteman • 765-751-9990 • 888-751-9914  
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- Resolute Forest Products
- SL-LASER Systems





## Educational Sessions

# Designed by & for Component Manufacturers!

## Wednesday, October 17

10 am–12 pm

### Train-the-Trainer

**Panel:** John Hogan, Vivco Components, LLC  
Jess Lohse, Rocky Mountain Truss Co.  
Richard P. Parrino, Plum Building Systems, LLC  
Steven A. Spradlin, Capital Structures, Inc.  
Mike Staples, Wood Tech, Inc.

**Session 1: Learn How to Educate & Build Community**  
**Session 2: Today's Framing Systems – Problems & Solutions**

1–2:15 pm

### Lumber Production, Grading & Design Values

#### Session 1: From Tree to Stick

**Panel:** Lumber in Components Council (LCC)  
MSR Lumber Producers Council (MSRLPC)  
Structural Building Components Association (SBCA)

#### Metrics for Managers: What to Measure & How

**Panel:** Tryge Anderson, TrussMart Building Components  
Joseph D. Hikel, Shelter Systems Limited  
Daniel N. Holland, Clearspan Components, Inc.

#### Efficient Design Techniques: Less is More

**Panel:** Brett Hiebert, Trussworthy Components, Inc.  
TTT Level III Certified Truss Technicians

#### How Leaders Build a High-Performance Team for Owners/Managers

**Speaker:** Don Hutson, U.S. Learning

2:30–3:45 pm

### Lumber Production, Grading & Design Values

#### Session 2: From Stick to Truss

**Panel:** Lumber in Components Council (LCC)  
MSR Lumber Producers Council (MSRLPC)  
Structural Building Components Association (SBCA)

#### Metrics for Managers: What to Measure & How

**Panel:** Tryge Anderson, TrussMart Building Components  
Joseph D. Hikel, Shelter Systems Limited  
Daniel N. Holland, Clearspan Components, Inc.

#### Efficient Design Techniques: Less is More

**Panel:** Brett Hiebert, Trussworthy Components, Inc.  
TTT Level III Certified Truss Technicians

#### Sales and Negotiations Skills for Preserving Margin for Salespeople

**Speaker:** Don Hutson, U.S. Learning

4–5:15 pm

### Lumber Production, Grading & Design Values

#### Session 3: MSR/MEL, The Advanced Stick

**Panel:** Lumber in Components Council (LCC)  
MSR Lumber Producers Council (MSRLPC)  
Structural Building Components Association (SBCA)

#### Your Litigation Playbook

**Panel:** Robert MacGillivray, Heartland Wood Products  
Kent Pagel, Pagel, Davis & Hill, P.C.  
Jim Thomas, Trussway Holdings, Inc.

#### Preparing for the Future of Hiring

**Panel:** Ben Hershey, ReWall Company, LLC  
Additional panelists TBA

#### Keep It Positive: Moving from Surviving to Thriving

**Speaker:** Bruce S. Wilkinson, CSP, Workplace Consultants

## Thursday, October 18

9:30–10:45 am

### Lumber Production, Grading & Design Values

#### Session 2: From Stick to Truss

### Lumber Production, Grading & Design Values

#### Session 3: MSR/MEL, The Advanced Stick

#### Changing Codes & Planning Ahead

**Panel:** Roger Axel, CBO, Assoc. of Minnesota Building Officials  
Kirk Grundahl, P.E., SBCA  
Paul G. Johnson, P.E., UFP San Antonio, LLC

#### Market Leadership & Differentiation

**Speaker:** Bruce S. Wilkinson, CSP, Workplace Consultants

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# parting shots

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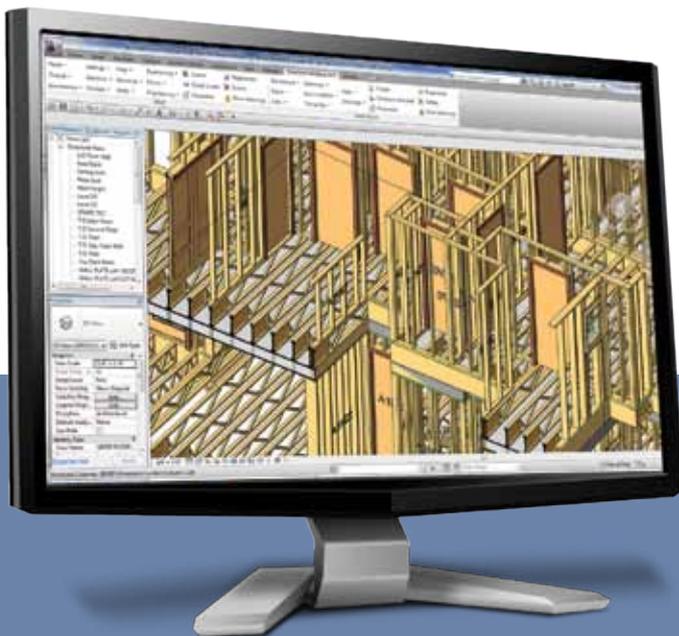


No, this isn't the latest haul from a fishing expedition; it's actually trusses on their way to a jobsite. Northwest Building Components, Inc. in Rathdrum, ID, designed, manufactured and delivered the trusses for this project expecting to drop them off at the jobsite, which was a fishing cabin. Only when the driver arrived at the delivery location, a boat dock, did he realize this wasn't a run-of-the-mill delivery.

"The driver asked where the cabin was, to which the customer pointed to the other side of the lake, where there is no access... except by boat," said Matthew Johnson, Design Manager at Northwest Building Components.

The trusses were unloaded by hand and transported across the lake by the builder. "When we were told that the trusses would be brought to the jobsite by boat, we figured they had a flat top boat or a barge of some sort, but this is the backwoods of North Idaho," joked Johnson. **SBC**

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