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Show Guide & Exhibitor Preview
October 17-19 | Sheraton New Orleans Hotel

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An Eventful Year, to Say the Least

Wow! 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 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 managers, efficient truss design, and even a two-part train the trainer on how to give effective presentations in your market.

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.

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The Future of Framing

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Lumber Events at BCMC

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

**October 16, 6:30–9:00 pm:** The Lumber in Components Council (LCC) private dinner brings together all parties in the lumber supply chain who were involved in the first-ever Lumber Summit, held in May. Learn more about the summit, which resulted in forming LCC, in SBCextra at 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. SBC
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**R-values & U-factors for Wood- & Steel-Framed Buildings**

**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 • ft² • °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 • ft² • °F) [W/(m² • 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.
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.

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

<table>
<thead>
<tr>
<th>WOOD FRAME R-VALUE REQUIREMENT</th>
<th>COLD-FORMED STEEL EQUIVALENT R-VALUE²</th>
</tr>
</thead>
<tbody>
<tr>
<td>Steel Truss Ceilings²</td>
<td></td>
</tr>
<tr>
<td>R-30</td>
<td>R-38 or R-30 + 3 or R-26 + 5</td>
</tr>
<tr>
<td>R-38</td>
<td>R-49 or R-38 + 3</td>
</tr>
<tr>
<td>R-49</td>
<td>R-38 + 5</td>
</tr>
<tr>
<td>Steel Joist Ceilings²</td>
<td></td>
</tr>
<tr>
<td>R-30</td>
<td>R-38 in 2 × 4 or 2 × 6 or 2 × 8</td>
</tr>
<tr>
<td></td>
<td>R-49 in any framing</td>
</tr>
<tr>
<td>R-38</td>
<td>R-49 in 2 × 4 or 2 × 6 or 2 × 8</td>
</tr>
<tr>
<td></td>
<td>or 2 × 10</td>
</tr>
<tr>
<td>Steel-Framed Wall, 16” o.c.</td>
<td></td>
</tr>
<tr>
<td>R-13</td>
<td>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</td>
</tr>
<tr>
<td>R-13 + 3</td>
<td>R-0 + 11.2 or R-13 + 6.1 or R-15 + 5.7 or R-21 + 4.7</td>
</tr>
<tr>
<td>R-20</td>
<td>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</td>
</tr>
<tr>
<td>R-20 + 5</td>
<td>R-13 + 12.7 or R-15 + 12.3 or R-19 + 11.6 or R-21 + 11.3 or R-25 + 10.9</td>
</tr>
<tr>
<td>R-21</td>
<td>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</td>
</tr>
<tr>
<td>Steel-Framed Wall, 24” o.c.</td>
<td></td>
</tr>
<tr>
<td>R-13</td>
<td>R-0 + 9.3 or R-13 + 3.0 or R-15 + 2.4</td>
</tr>
<tr>
<td>R-13 + 3</td>
<td>R-0 + 11.2 or R-13 + 4.9 or R-15 + 4.3 or R-19 + 3.5 or R-21 + 3.1</td>
</tr>
<tr>
<td>R-20</td>
<td>R-0 + 14.0 or R-13 + 7.7 or R-15 + 7.1 or R-19 + 6.3 or R-21 + 5.9</td>
</tr>
<tr>
<td>R-20 + 5</td>
<td>R-13 + 11.5 or R-15 + 10.9 or R-19 + 10.1 or R-21 + 9.7 or R-25 + 9.1</td>
</tr>
<tr>
<td>R-21</td>
<td>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</td>
</tr>
</tbody>
</table>

**TABLE N1102.1.3 (R402.1.3) EQUIVALENT U-FACTORS**

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

<sup>a.</sup> Cavity insulation R-value is listed first, followed by continuous insulation R-value.
<sup>b.</sup> Insulation exceeding the height of the framing shall cover the framing.
<sup>c.</sup> 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.
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A heritage of integrity, leadership and putting the customer first
Apparently, 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.
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 Moelenphoeel 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.
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.
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

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

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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.
MatchPoint™ PLANX™ precision automated jiggling system:
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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 or contact Melanie (608/310-6736 or 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.

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.

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!

“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!

Exhibitor Profiles

Alpine Systems Corporation - ITW Building Components Group
Alpine Systems (a division of ITW BCG) is a full service supplier of metal connector plates and truss hangers to wood truss manufacturers across Canada. Alpine’s full line of products and services includes complete engineering service; proprietary software, support and training; and a complete line of cutting, assembly and material handling equipment for truss and wall panel manufacturers.

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 benefitting 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
Manufacturers of visually superior SYP MSR lumber, graded and stamped with #1 wane. 2x4 through 2x12. Look for SPIB mill stamp number ‘205.’

Calculated Structured Designs Inc.
Calculated Structured Designs (CSD) is a software development company providing enterprise solutions for the engineered wood, architect, design, and building industries. Building with the most recent cutting edge development tools, CSD offers solutions for our industry leading designer, drafters, engineers and builders.

Canadian Wood Products
CWP focuses its efforts on certain specialty products in order to offer a service of high quality. Our traders are in touch with forest products suppliers around the world. They help you find what you need. The following products constitute our specialties: Certified Lumber, Commodities, Export, Hardwood Export, MSR Lumber, Premium Lumber, Tropical Wood, Pallet

Cargotec USA, Inc.
Cargotec USA, Inc. is the nationwide material handling distributor of HIAB truck mounted cranes and Moffett truck mounted forklifts. We provide—Total Care—a service equipment program. For additional product information, please contact (800) 852-2331 for a Sales Representative near you.

Clark Industries, Inc.  See ad on page 26
When “cookie cutter” won’t cut it, come by our booth to learn how we can help you. Our equipment line includes hydraulic roof truss presses, roller style floor truss machines, post and column lamination systems, peak-up and horizontal truss stacking systems. We stress quality, reliability and continued support.

Component Runner, LLC
Component Runner, LLC is a design outsourcing firm exclusively for MiTek Software Suite customers. They provide building modeling and truss design services for both estimating and production. Component Runner uses a design team approach delivering high quality at affordable prices. Come visit us inside the MiTek booth.

Eagle Metal Products  See ad on page 16
Serving the component industry for more than 20 years with connector plates, design software, engineering services and manufacturing equipment, Eagle Metal is committed to providing exceptional products and customer service. Manufacturers across the country are discovering the advantages. Visit our booth to learn more. Eagle Metal...Engineered. Tested. True.®

Contact: Mr. Baird Quisenberry • 800-521-3245 • 972-888-9966 baird@eaglemetal.com • www.eaglemetal.com

Eide  See ads on pages 9 & 17
WizardPDS® is the world’s leading automated truss jig system and the first to virtually eliminate ALL setup time and manual jigging at the assembly table. WizardPDS® technology will retrofit with virtually any new or existing truss manufacturing system. Powerful WizardPDS® Gold software offers Truss Projection & Laser Integration features.

Contact: Mr. G. Mitchell Eide • 612-521-9193 • 612-521-9307 mitch@eidemachinery.com • www.eideintegratedsystems.com

Enventek
Enventek manufactures user-friendly, safe and inexpensive automation for your company. We build competitive truss automation equipment. Our products include a high speed component saw, linear saw, projector systems, and more. Come see our latest products at www.enventek.com.

FastenMaster
FastenMaster is a brand of task-specific, contractor quality fasteners, engineered to enable a PRO builder to complete a project. Faster – Easier – Stronger.

GDTM
Limit your skews, limit your delivery date and maximize your cost with our new generation Open Joist Triforce.

Gilman Building Products, LLC
Gilman Building Products is a privately-owned company producing quality Southern Yellow Pine lumber since 1972, featuring M-grade lumber, geared toward the truss industry. Annual production is over 600 million board feet at 6 GA/FL locations. Gilman offers prompt service and rail shipments to the component manufacturing industry.

Hardy Frames, Inc.
Hardy Frames, Inc. manufactures and markets the Hardy Frame® shear wall system and has been the leader in the pre-fabricated shear wall industry for over a decade. This system allows Design Professionals to economically and safely minimize wall space and maximize wall openings while resisting high wind and earthquake loads.
Exhibitor Profiles

Hundegger USA
Come to our booth to see how new Hundegger equipment can save you money while increasing output. It cuts: components, scarf and hip ridge cuts, stair stringers, 4-angled webs, birds mouths, slots, housings, and entry level joinery, with one saw, and no setups. It is the Whole House Saw™.

Integrated Stealth Technology
Integrated Stealth Technology will be showing a video with automated jiggling. We also have rebuilt machines. Stop by and let us see what we can do for you.

ITW BCG Equipment - ITW Building Components Group
Relentless dedication to reliability and innovation by ITW BCG Equipment enables component manufacturers to meet the production challenges of today’s tight budgets and complex designs. Intelligent Building Systems and Alpine brands are the leading choice for roof, floor and wall manufacturing equipment. Our knowledgeable staff will help you maximize your company’s performance and improve your bottom line.

ITW BCG Hardware - ITW Building Components Group
Offers a complete line of construction hardware and software solutions based on our extensive engineering expertise—all designed to create more value for you! Designing structural connections is the lifeblood of what we do. Our industry experience allows us to build better connections and software solutions that simplify and speed overall construction of the entire structure.

Monet DeSauw Inc.
Monet DeSauw Inc. is a company where Engineering and Service collide, bringing you the most sought after cutting and material handling equipment available today. Our linear saw has proven to be the most cost effective saw and our floor web and DeSawyer 2000 fully automated saws are the most reliable.

MSR Lumber Producers Council
Emphasizing its higher quality, longer spans, and better lifetime performance, we will let you know how you can benefit directly from using MSR lumber at your component manufacturing operation. We welcome your feedback on what you would like to see next from your MSR producers, too!

Nordic Engineered Wood
Nordic manages over 2 million acres of black spruce timberlands (FSC Certified) and maintains capacities of 140 million linear ft. of L-Joist and 50 million board ft. of glulam production. Nordic X-LAM cross-laminated timber panels are the company’s latest energy-efficient, innovative solution to heavier and costlier precast concrete and conventional steel and concrete construction techniques.

Palfinger North America
Palfinger North America is a world leading manufacturer of truck-mounted knuckle boom cranes and forklifts. We offer the ideal solution for your various loading and unloading problems and specific needs. For more information on the Palfinger product lines, please contact us at 800-567-1154.

LP Building Products
LP® SolidStart® Laminated Strand Lumber (LSL) surpasses traditional lumber framing products in lengths, strength, and consistency. Its consistency and predictable performance make SolidStart LSL the ideal product for a variety of applications including metal plate connected trusses and tall wall framing, and it’s available in lengths up to 64 feet.

Metriguard
The world’s leading provider of precision equipment for machine lumber grading (MSR and MEL), veneer testing (LVL), bending and tension testing (Quality Control), and structural panel testing (OSB and Plywood).

Metsä Wood USA
See ad on page 18
Metsä Wood USA is a wholly owned subsidiary of the Metsä Group of Finland. Metsä Wood manufactures Master Plank LVL, Master Chord LVL, Master Column, Master Header and Master Q for a variety of residential, commercial and industrial applications.

MiTek
See ads on pages 2-3 & 19
Mobility is a key to productivity and efficiency. SAPPHIRE™ Viewer and USP Specifier apps give you the power to present solutions to your customers. Resolve layout and framing issues on the spot. Come see the complete offering of mobile apps that will keep you running at peak productivity and efficiency.

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Lakeside Trailer Mfg., Inc.
See ad on page 15
Stop by the Lakeside Trailer booth to get all the newest and latest improvements in delivery of components. Unbelievably reduced show prices on all models. We have built over 1,700 truss trailers since 1987.

Lamco Forest Products
For the Building Component business Lamco produces a unique Engineered Wood Product made from black spruce dimensional lumber with strengths of 1.5E, 1.6E, 1.8E and 2.0E, 1-1/2‘ thick and depths from 2-1/2’ – 16‘ with a maximum length of 32-0’.

Langdale Forest Products
Langdale Forest Products is a 120 year old family-owned forest products company located in Southern Georgia. Our 200,000 acres of timberland gives us a stable supply of sustainable wood to manufacture 2x4 and 2x12 Southern Yellow Pine lumber in D5S, #1, #2 and #3 grades, 8 feet through 20 feet.

Integrated Stealth Technology
Integrated Stealth Technology will be showing a video with automated jiggling. We also have rebuilt machines. Stop by and let us see what we can do for you.

ITW BCG Equipment - ITW Building Components Group
Relentless dedication to reliability and innovation by ITW BCG Equipment enables component manufacturers to meet the production challenges of today’s tight budgets and complex designs. Intelligent Building Systems and Alpine brands are the leading choice for roof, floor and wall manufacturing equipment. Our knowledgeable staff will help you maximize your company’s performance and improve your bottom line.

ITW Building Components Group, Inc. See ad on page 28
ITW Building Components Group is the leading supplier of innovative products and services for the building component industry. Our unrivaled line of software includes design and manufacturing programs that work together to streamline building from start to finish via the Instinct process. We offer engineering services, and services for the building component industry. Our unrivaled line of software includes design and manufacturing programs that work together to streamline building from start to finish via the Instinct process. We offer engineering services, design & management software, cutting and manufacturing equipment for truss and wall components, floor truss metal webs, metal truss connector plates, cold-formed steel chords/web/fasteners, and construction hardware.

Contact: Mr. Gary Muzzarelli • 800-786-5006, ext 4065 • 954-494-1512 gmuzzarelli@itwbcg.com • www.itwbcg.com

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Contact: Mr. Robert Loew • 800-622-5850 • 810-824-4901 robert.brew@metsgroup.com • www.metsagroup.com

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Mobility is a key to productivity and efficiency. SAPPHIRE™ Viewer and USP Specifier apps give you the power to present solutions to your customers. Resolve layout and framing issues on the spot. Come see the complete offering of mobile apps that will keep you running at peak productivity and efficiency.

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MSR Lumber Producers Council
Emphasizing its higher quality, longer spans, and better lifetime performance, we will let you know how you can benefit directly from using MSR lumber at your component manufacturing operation. We welcome your feedback on what you would like to see next from your MSR producers, too!

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Nordic manages over 2 million acres of black spruce timberlands (FSC Certified) and maintains capacities of 140 million linear ft. of L-Joist and 50 million board ft. of glulam production. Nordic X-LAM cross-laminated timber panels are the company’s latest energy-efficient, innovative solution to heavier and costlier precast concrete and conventional steel and concrete construction techniques.

Palfinger North America
Palfinger North America is a world leading manufacturer of truck-mounted knuckle boom cranes and forklifts. We offer the ideal solution for your various loading and unloading problems and specific needs. For more information on the Palfinger product lines, please contact us at 800-567-1154.
Panels Plus

Panels Plus is a customer focused company that’s here to stay. Our equipment is designed and built with your company in mind. We specialize in both wood and steel systems. We help with building layout and efficient choices. Customer service, installation, and training sets Panels Plus apart from the rest.

Contact: Mr. Tim Kaasa • 866-726-7587 • 507-369-0524
	tkaasa@panplus.com • www.panplus.com

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 2011!

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.

Exhibitor Profiles

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 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, SBCCA 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, SBCCA 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.

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.
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 BCSII.

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.

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.

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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
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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, PC.
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
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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