

STRUCTURAL BUILDING COMPONENTS MAGAZINE (FORMERLY WOODWORDS)

April 1999

President's Message



"Industry Strengthened by Supporting Groups" by Richard Brown

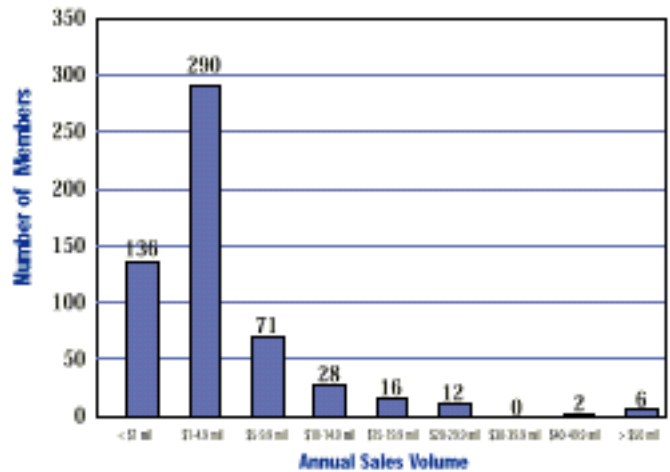
This issue of *WOODWORDS* contains our 1999 Annual Industry Directory, which follows closely on the heels of the 999 *WOODWORDS* Buyer's Guide issue. As many of you may recall, this issue was originally going to be a "Building Components Buyer's Guide." When we elected to change our approach to *WOODWORDS*, it was decided to put the original "Building Components Buyer's Guide," with component manufacturer-oriented advertising, under the *WOODWORDS* banner. The Buyer's Guide that was created was based on the one that "Building Components" was using. As such, not all WTCA members were included in this issue and for that oversight we sincerely apologize.

It is fortunate that in the planning process we intended to produce the 1999 WTCA Annual Industry Directory as the April issue. This directory will supplement the 1999 Buyer's Guide so that you have at your disposal all the members that provide generous support of our industry. As you can see by the chart, our membership has grown significantly over the last several years and we encourage you to support, with your business, each of the associate members who supports WTCA. We certainly could not accomplish as much without them working so closely with us.

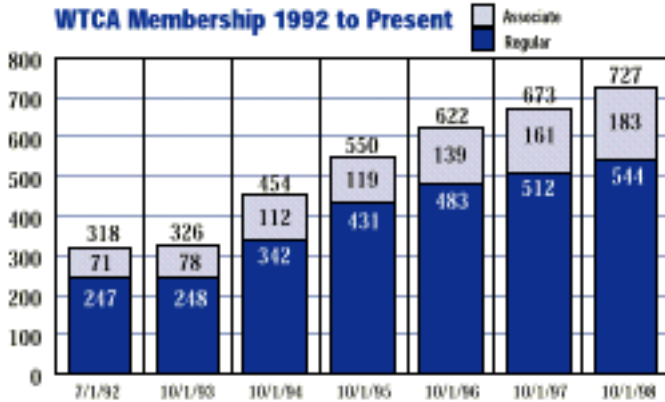
Additionally, note the distribution of our component manufacturer members.

As can be seen, 497 or 88.5 percent of our members operate truss businesses that produce less than \$10 million in gross sales, and 426 or 75.9 percent operate plants with less than \$5 million in sales. Clearly, the voice of the typical truss manufacturer in this country is very important to us, and we want to be acting on your behalf. The easiest way to have your voice heard is to call us and express your needs, or attend our meetings.

WTCA Membership Distribution by Size of Company



WTCA Membership 1992 to Present



We estimate that there are approximately 1,400 truss manufacturers in the United States. Today, we currently represent 561 truss manufacturers, which is 40 percent of this total. Our goal remains to represent the majority of truss manufacturers, so that our united voice will be as strong as possible when we talk with our suppliers and local and national legislators. This is the only way we can make a difference on behalf of our industry.

To our members, thank you for working with us. To those still considering membership, we are the only group in the market that truly knows your business and will take a stand for your best interests.

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