

STRUCTURAL BUILDING COMPONENTS MAGAZINE (FORMERLY WOODWORDS)

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President's Message



"Growing & Changing with TPI" by Richard Brown

Have you ever stopped to think about our industry and what has changed over the last 10 to 15 years? As I was contemplating the changes that have occurred, I was struck by the thought that the most significant changes have taken place within the plate supplier segment of our industry.

These include the changes in computer design hardware and software, saw technology and modernization of assembly equipment. In addition, an even bigger change has occurred in the number of choices we have for plate suppliers. When I got into this business 27 years ago, there were about 20 plate suppliers. Today, that number has shrunk to eight members of the Truss Plate Institute. The consolidation of this part of our industry has been the biggest surprise I can recall.

This is not to say that it has been all bad, or all good, either. It does, however, make the selection process for manufacturers much more meaningful if or when we have to make changes in that area. Most manufacturers I know are very stable in their relationships with their plate suppliers. I perceive this as being good and profitable for both parties. I speak from experience in saying this certainly applies to my company's relationship with our plate supplier.

The other area where significant change has taken place is in the field of truss design. The amount of work on truss analysis, layout and general business programs has been astronomical. Who would have thought, 25 years ago, that this end of our business would be where it is today? We definitely have to thank our plate suppliers for taking this lead. We look forward to seeing what is at hand for the future./

With these thoughts in mind, read through this month's issue of *WOODWORDS* and reflect on where we have been and where we are going as an industry. WTCA has a number of programs to help us move forward into the next century, growing and changing in tandem with our friends at TPI.

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