

STRUCTURAL BUILDING COMPONENTS MAGAZINE (FORMERLY WOODWORDS)

August 1999

Letters from Our Readers:



Kirk:

A quick note to say that I enjoyed your article "[Costing and Profitability of a Truss Plant](#)" (May 1999). It covered a lot of good points in understanding the costs of running a truss business. I am sure it will provide some good thinking points for truss manufacturers and their suppliers.

Helen Griffin, P.E., Lumber Marketing Engineer
Weyerhaeuser Canada, Kamloops, BC

Dear Kirk,

Just received my first *WOODWORDS* in some time . . . looks like WTCA is truly a solid organization and [there has been] lots of growth thanks to you and many dedicated fabricators. Nostalgia makes me recall the first organizational meeting at Barns Lumber in Dallas (1976) at the NAHB—the TPI "Truss Manufacturers Council"—good group then and still today.

Truly hope to see you in Kansas City. Regards to all—and thanks!

George Eberle
St. Louis, MO

Kirk,

I've read with interest the June 16, 1999, WTCA Legislative Alert (Legislative Section of the WTCA web site - www.woodtruss.com) addressing the U.S Customs reclassification of two formerly exempt products.

COFLI's Scott Shotwell is correct in his pronouncement, "The Agreement covers lumber and we are saying this stuff is lumber."

We should anticipate further restraint. Lumber in any form, drilled, notched or rougher-headed . . . is lumber.

Our projection is that the recent volatility of the lumber market will soon have the truss industry, NAHB and the consumer-home builder "back in the ring" on those issues that laid dormant during the relatively calm lumber market of 1998.

It should prove interesting as profits for the truss and housing industries, then affordability for the consumer-home builder are negatively impacted by the volatile nature of the lumber market that is encouraged by restraint.

Ray Noonan, President
Cascade Lumber Company, Cascade, IA

Dear Kirk,

I always enjoy your *WOODWORDS* magazine. I personally think that it has taken over as our industry's newsletter, with topics that "hit home" with more direct facts and concerns that face us in our day-to-day business practices.

As you are well aware, safety is our number-one concern in our "day-to-day" operations of the many facilities that supply our nation, as well as other nations, with our products.

What really bothers me are things like your May '99 cover picture. Here is a guy apparently running a saw, who obviously has hearing protection, but is not wearing safety glasses and looks like the next thing entering the saw blade will be his shirt. Come on, Kirk, let's stage these Kodak Moments a little better. Stick some glasses on this guy! Tuck in his shirt! Is he wearing tennis shoes?

Let's practice what we preach!!!

Sincerely,

Frank M. Madden, Corporate Production Manager
Trussway, Ltd., Houston, TX

Our Thoughts:

Frank, you are absolutely correct and there are no excuses I will use for not catching this before it went to press. As described previously in this issue, we are fortunate to have a team that is

going to be, by definition, very in tune with all truss industry issues so we'll do our best not to let anything like this happen again unless the purpose is clearly to highlight what NOT to do.

You are also correct that safety is a very important aspect of our industry and we are extremely pleased that you have agreed to be our lead instructor at our first safety seminar that is being held for plant managers and owners on the Saturday immediately after BCMC. We are certain that this seminar will be worth its weight in gold as it is a safety seminar for truss manufacturers created and instructed by truss manufacturers.

Thanks for your concern, Frank, and more importantly, thanks for working with us to help provide the best possible current safety information to our membership.

Kirk

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