

Dear SBC Industry Members:

On September 28 and 29 three members of Structural Building Component Association's (SBCA) Executive Committee and three members of the Truss Plate Institute's (TPI) Board of Directors met in Atlanta. Our purpose was to discuss realigning various scopes of work and responsibilities of our respective trade organizations representing the SBC industry and the truss engineering-plate-software industry (EPS). Our mission is to ensure future endeavors utilize each industry's strengths and talents and ultimately serve the best interests of the structural building component industry.

This group is very pleased to announce an agreement in principle to realign and commitment to creating a new and exciting roadmap highlighted in this letter. This extremely productive two-day meeting allowed us the opportunity to collaborate on creating a new 30,000-foot view of how this association realignment will look. The outcomes of this discussion are shown in the graphic below, laying out areas of responsibility and scopes of work based on who bears ultimate responsibility for each activity (component manufacturers [CMs] or truss EPS businesses). Specific outcomes from our meeting include:

1. The group agreed that the current joint SBCA/TPI publications agreement which addresses BCSI and related material will continue through Dec 31, 2017, at which time, TPI will assign and transfer the copyright and ownership of BCSI and related material to SBCA. All revenues and expenses related to BCSI, warning tags and related publications will fall inside SBCA's scope of work.
2. We have agreed to create a business-focused "Truss Industry Business Development Council" made up of 50% CM business leaders and 50% Truss EPS leaders to address topics where an overlap of scope between our two areas of responsibility may occur. The purpose of this organization will ensure industry-wide strategies and/or proposals, by either CMs or EPSs, has a well-defined and proper mission, scope of work and staff task plan. This group will also review strategies and proposals for unintended consequences.
  - a. This group also formed a Truss Industry Technical Support Development Council that reports to the Truss Industry Business Development Council and will assist in the development and recommendations of technical issues regarding truss plate engineering, , and component engineering. Like the business council, this technical council is made up of 50% CM Professional Engineers (PE) leaders or truss design department managers and 50% Truss EPS Professional Engineers (PE) leaders.

We do not anticipate that this new organization will require separate management or funding. It will be a forum where marketplace opportunities or challenges can be addressed collectively. From discussions, we can develop specific task plans for the CM or Truss EPS businesses and their respective associations to focus upon.

Our group of six will meet again November 27-28 in Dallas, Texas. At this meeting, we will begin the process of addressing and agreeing upon details required for implementing realignment concepts. We will bring our current 30,000-foot view closer to ground level.

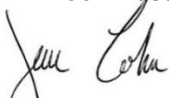
BCMC is a great time to discuss this further with all of you and please seek any of us out at the show to ask questions about this realignment. We'll be happy to sit down and share where we are today and the direction we are going.

We look forward to your continued engagement as we work to serve the best interest of the entire structural building component industry.

Sincerely,



Michael Ruede  
A-1 Roof Trusses



Jess Lohse  
Rocky Mountain Truss



Greg Gigg  
Builders FirstSource



Steve Cabler  
MiTek USA, Inc.

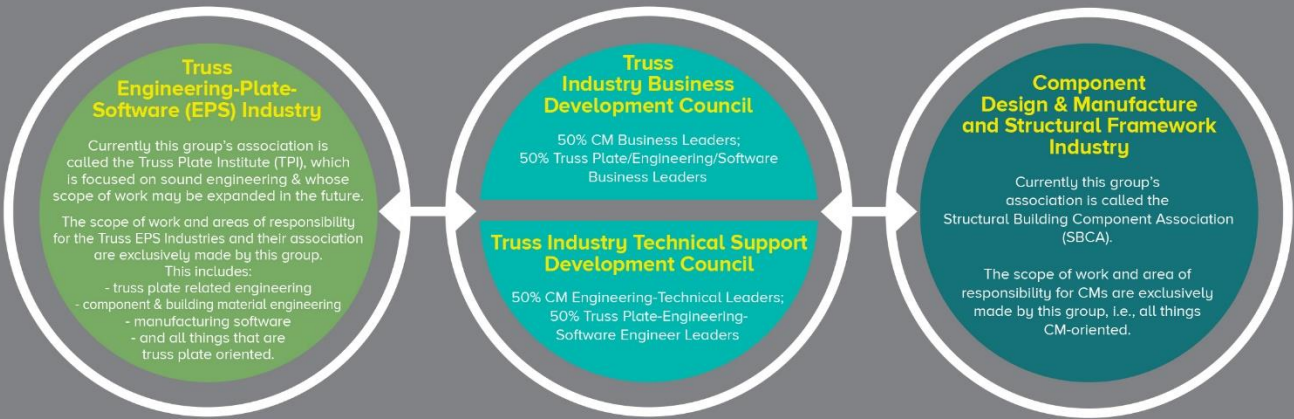


Baird Quisenberry  
Eagle Metal Products



Michael Schwitter  
Alpine, an ITW Company

## Realignment of Associations Representing CMs and the Truss Plate/Engineering/Software Industries



**Truss Industry Business Development Council is made up of 50% CM Executives and 50% Truss Plate Manufacturing Executives.**



- KEY ISSUES:**
1. All decisions must benefit both industries
  2. Governance & rules of engagement to be determined
  3. Regular ongoing meetings
  4. Will set scope of work and agenda
  5. Will develop task plan and timeline