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THE FUTURE OF FRAMING

August 2006

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Material

Handling

From the Inside Out:
Evaluate Internal Material
Flow with Site Plan

Outside the Plant:
Handling Finished
Trusses in the Yard

Plus:

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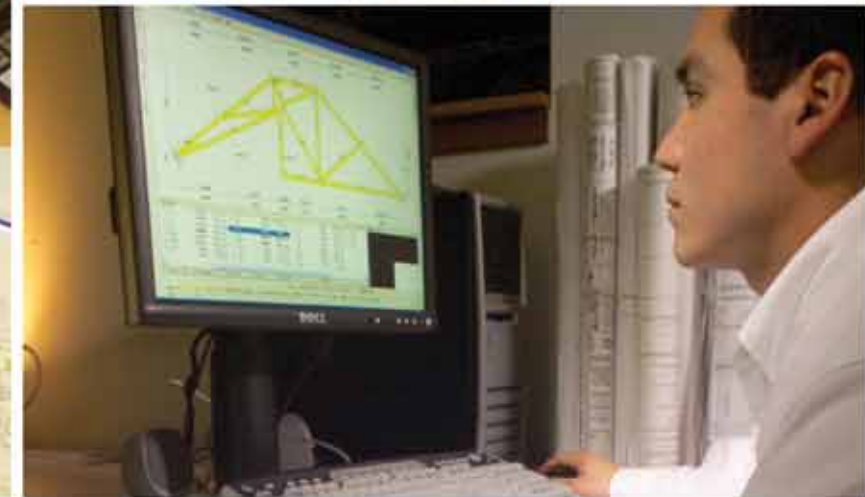
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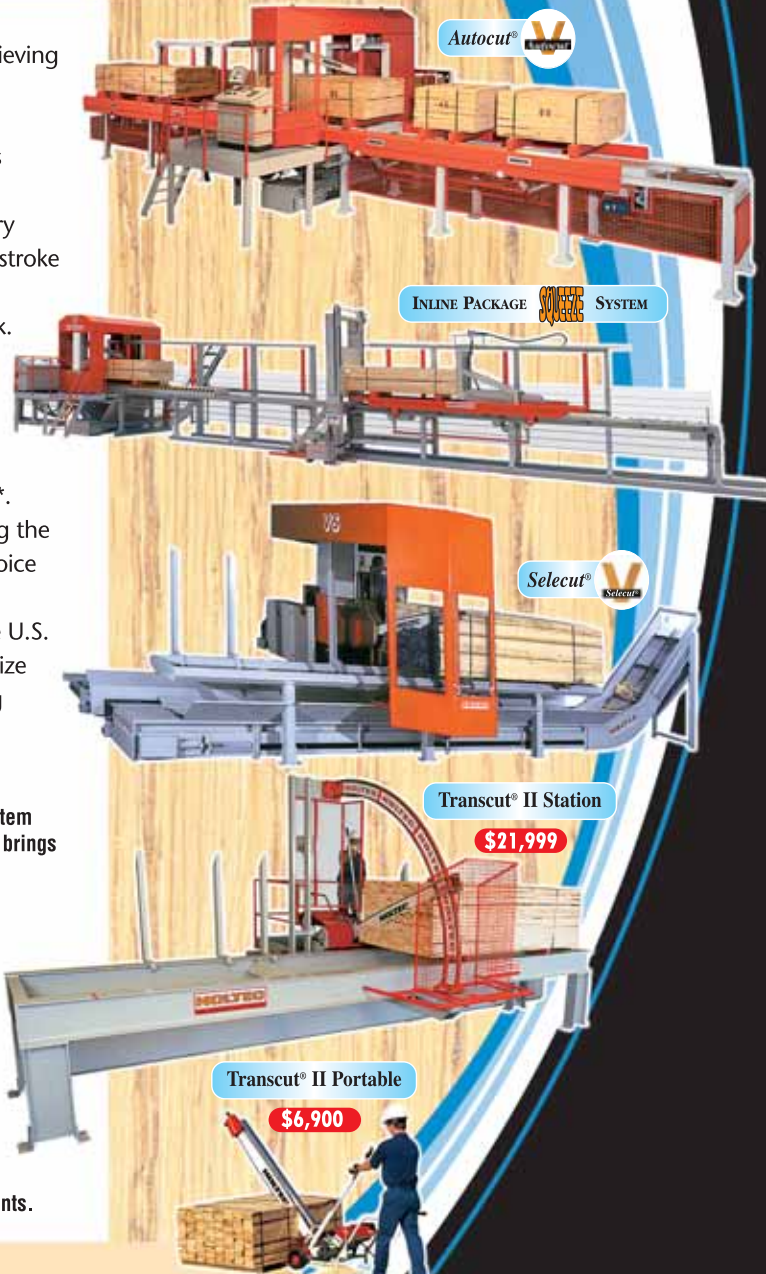
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THE FUTURE OF FRAMING

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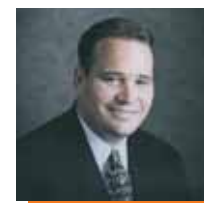
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Editor's Message

Maximize Material Handling Through CM/Supplier Relationships

by Don Groom

Profitability and efficiency can skyrocket when component manufacturers maximize their material handling method.

This issue focuses on equipment and material handling, two subjects that go hand in hand. Despite the interdependence between the two, it seems material handling can sometimes be lost in the shuffle and overlooked. Advancements in technology may take the spotlight, but material handling continues to play a vital role in any component manufacturer's efficiency and profitability.

While the articles in this issue provide great tips and insight on maximizing material handling, there is one largely untapped resource where component manufacturers can make huge improvements in this area—their suppliers. No matter how you cut it, material handling is just as important—if not more important—than the latest and greatest piece of equipment on the shop floor. Working with your suppliers, you can harness the full potential of your equipment through efficient material handling.

Let me give you an example. Say you're looking to purchase a new component saw. We all know that when you're shopping for that new piece of equipment, your supplier provides statistics (which are often phenomenal!) on the saw's capabilities. Now if you buy that component saw and put it to work at your plant without consulting your supplier again, it's likely that you won't hit the same production numbers you were quoted. Have you been misled? Or, have you misled yourself by not talking to your supplier about the flow of material and how it factors in with your new purchase? Buying new equipment is a major financial investment that requires component manufacturers to take the next step and examine their material handling and through-put in order to show maximum return on their investment.

at a glance

- ❑ There is one largely untapped resource where manufacturers can make huge improvements in material handling—their suppliers.
- ❑ Follow the journey lumber takes through your plant from when it's unloaded from the truck and proceeds to the saw to the press to the staging area. Every second counts.
- ❑ Talk to your peers to see how they address material flow at their plants. WTCA's Open Quarterly Meetings are a great opportunity to discuss industry issues one-on-one, often with manufacturers who aren't your direct competitors.
- ❑ After making a purchase, continue to monitor efficiency at the plant with time studies and see how actual productivity measures up against the statistics your supplier quoted when you purchased that new piece of equipment.

When making a purchase, component manufacturers need to sit down with their supplier and discuss how the material are going to flow through their plant and the bottlenecks that can occur. Explain your plant's layout and how you want to cut lumber. Also let your supplier know how you measure efficiency at your plant, whether through saw efficiency, press efficiency or a combination of both. By discussing these issues up front, your supplier can truly understand your business model and goals. Together, you can work to customize an entire system of material handling for your plant and maximize productivity.

Better yet, before having this conversation with your supplier, do some homework on your plant's current efficiency. A time study can be very valuable in showing where operations are the most and least efficient. Follow the journey lumber takes through your plant from when it's unloaded from the truck and proceeds to the saw to the press to the staging area. Every second counts; any time a saw or press sits idle results in inefficiency.

In examining material handling or considering a new equipment purchase, also don't forget to make use of another great resource—your fellow component manufacturers. Talk to your peers to see how they address material flow at their plants. WTCA's Open Quarterly Meetings are a great opportunity to discuss industry issues one-on-one, often with manufacturers who aren't your direct competitors. We as component manufacturers are often each other's best sounding board

Continued on page 8

Editor's Message

Continued from page 7

because we can provide insight on the true impact a piece of equipment has on the shop floor.

When you sit down to talk to your supplier armed with all this information, you're primed to make the most informed purchasing decisions. You will know with confidence the role material handling plays in your plant's overall efficiency. This knowledge, along with feedback from fellow manufacturers, puts you in a better position to work with your supplier to find ways a new piece of equipment can fit into the specific situation you have on your plant floor and enhance all the various plant functions in your current system. This information also helps you have the most realistic expectations of how a new piece of equipment will affect operations, productivity and return on investment.

After making a purchase, continue to monitor efficiency at the plant with time studies and see how actual productivity measures up against the statistics your supplier quoted when you purchased that new piece of equipment. Adjustments to material flow may still be needed to help you meet your efficiency goals. The capabilities of modern automated equipment are astronomical, but unless you get lumber to them and trusses away from them as efficiently as possible, your saws and presses aren't being used to their full potential. A time study can be shocking, but it can identify bottlenecks and reveal areas where you can improve material handling. The plant will never run at maximum efficiency every minute of every day, but monitoring efficiency and figuring out production capabilities can serve as a benchmark from which to set realistic and sustainable production and financial goals.

By taking advantage of all available resources—from time studies to the advice of fellow component manufacturers and other industry professionals—you can make the best purchasing decisions and effectively and efficiently manage material flow. It's an investment well worth the effort. **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.

2006 Supplier & Professional Directory for the Structural Building Components Industry

Don't miss this informative directory of suppliers to the industry, listed by category, to help you fill all of your needs for products and services.

The directory begins on page 84.

STRUCTURAL BUILDING COMPONENTS™

THE FUTURE OF FRAMING

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The mission of *Structural Building Components Magazine (SBC)* is to increase the knowledge of and to promote the common interests of those engaged in manufacturing and distributing structural building components. Further, *SBC* strives to ensure growth, continuity and increased professionalism in our industry, and to be the information conduit by staying abreast of leading-edge issues. *SBC's* editorial focus is geared toward the entire structural building component industry, which includes the membership of WTCA – Representing the Structural Building Components Industry. The opinions expressed in *SBC* are those of the authors and those quoted, and are not necessarily the opinions of Truss Publications or WTCA.

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This issue is packed from front to back with reasons that are sure to make you think twice about where equipment and material handling fall on your priority list.

As you push through the mid-year building craze, replacing or upgrading equipment is likely one of your last priorities. This year, you might consider finding room for it near the top of your list, and here's why. With saws, tables and stackers running at full capacity for two or even three shifts/day, now is a perfect time to evaluate efficiency, target bottlenecks, and run a battery of time tests. If you've reacted violently to the thought of adding these things to your already frenzied schedule, here's your chance to start small. Reading this issue of *SBC* cover to cover will no doubt put material handling and equipment in clear sight. We've come up with recommendations for things you should consider both inside and outside of your operation. Check them out in "From the Inside Out: Evaluate Internal Material Flow with Site Plan" and "Outside the Plant: Handling Finished Trusses in the Yard," and starting on page 44.

More and more, "green" is becoming gold in this industry. That's why our cover story about a company that chose an eco-friendly way to dramatically cut costs is so intriguing. By burning wood waste to heat its three facilities in the brutal Plains winters (and springs and falls...year-round, really!), Dakota Craft has created a domino effect of success. Its use of wood scrap in lieu of fuel has served as the catalyst to maintaining its competitive edge, a drastic expansion of operations, and the creation of a highly competitive and rewarding employee profit sharing plan.

At the suggestion of a reader who was inspired by Molly Butz's September/October 2005 feature article on Cal Jureit, we tracked down Eugene "Gene" Woloveke to talk shop. Enjoying retirement in northern California, Woloveke was happy to take me back—way back—to the creation of some of the first automated manufacturing equipment known to the industry. Hearing from an industry veteran of Woloveke's ilk reminds us that even in the early 1950s, manufacturers placed heavy emphasis on production efficiency and equipment vendors delivered with quality automation. Although the Idaco name ceases to exist today, we salute the man who simultaneously dreamt of and built the first fully automated machines known to the industry.

This month marks the first anniversary of a storm so devastating it doesn't need a name. A group of manufacturers ventured into the debris of New Orleans in late April to survey the progress and determine whether there is business opportunity for component manufacturers. In "Katrina Confronted: Seeing for Themselves," they reveal their thoughts on the rebuilding effort and voice their opinions about future economic growth in the Gulf region.

Immigration is on everyone's minds these days, but who knows the real impact of impending immigration reform legislation on the industry's economy and long-term growth? We do! Sean Shields crunched the numbers, did the research, and assembled the astounding picture of what the immigrant population means to the industry for your benefit in "Immigration: Bordering on Insanity."

Last but not least, don't overlook the annual *Supplier & Professional Directory for the Structural Building Components Industry* (page 84), especially as you evaluate your options for your every material handling and equipment need. And now is a perfect time to start making a list—BCMC is just around the corner! **SBC**

by Libby Maurer

at a glance

- This issue of *SBC Magazine* spotlights material handling and equipment. It also contains the annual *Supplier & Professional Directory*.
- Dakota Craft, a component manufacturer that has opted to cut costs by going green, is featured in the cover story.
- Idaco's Gene Woloveke was interviewed for an article about automation early on in the industry.
- Other articles in this issue focus on immigration, considerations when evaluating material flow both inside and outside the plant, and a progress report on the rebuilding effort in New Orleans.

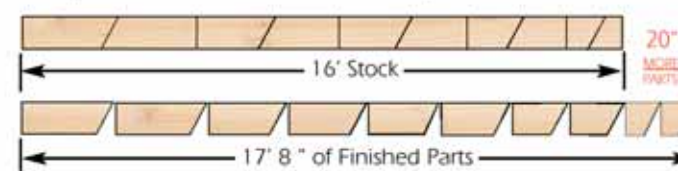
Introducing our new Miser™ Scrap Chipper.

And you think we're exaggerating. Truth is, what you see with our "chipper" is all the scrap remaining after making these twelve 26-foot attic trusses with our Miser automated linear-feed saw.

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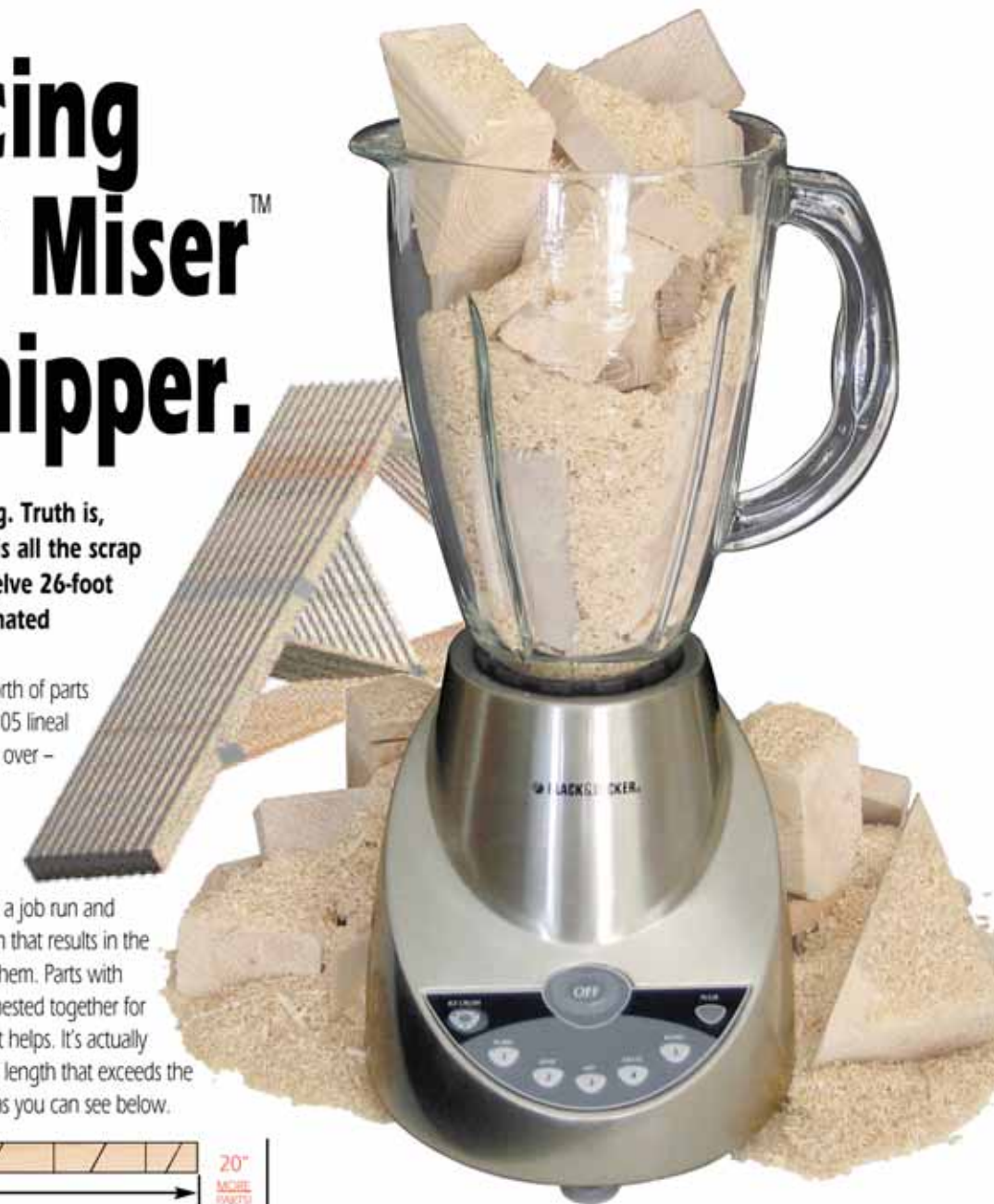


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You simply tell Miser what common parts you typically have call for in your operation. Thereafter, whenever there's long-enough scrap remaining, it will automatically cut & mark your common parts. Miser will always try to make the largest part you've designated first, unless you prioritize your common-part order differently. In the case of these twelve trusses, we had enough usable scrap remaining to make four 14-inch blocks. Thus, we really only had about 3 1/2 feet of unusable scrap left over out of the 1105 lineal feet of lumber we started with – less than 0.3%! 99.7% of the lumber was used!!

What all this means to your bottom line.

The twelve-truss job we used to make our optimizing point in this ad is an exception. We cheated by selecting a near-perfect-optimizing job to make our "Board Stretcher" software point. Realistically, you'll probably slash drop off from a typical 10% down to 2% to 4%.



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by WTCA Staff

When fire resistance rated construction is required in a design, where do building designers find approved fire rated wood truss assemblies?

With the growth in the use of wood trusses in commercial and multi-family construction, the building components industry is more often working with fire resistance rated construction as required by building codes. In this type of construction, floor and ceiling assemblies, as well as attic separation assemblies, sometimes need to have fire resistance ratings such as 1- or 2-hour ratings. These ratings are determined according to the ASTM E 119 test, and designs documented by approved sources meet the requirements of the building code.

The designs include variables such as truss depth, layers of gypsum, resilient channel, insulation allowed, suspended ceiling, ductwork, and sheathing thickness. Continued testing of new designs is providing more flexibility in designing fire resistance rated construction with wood trusses.

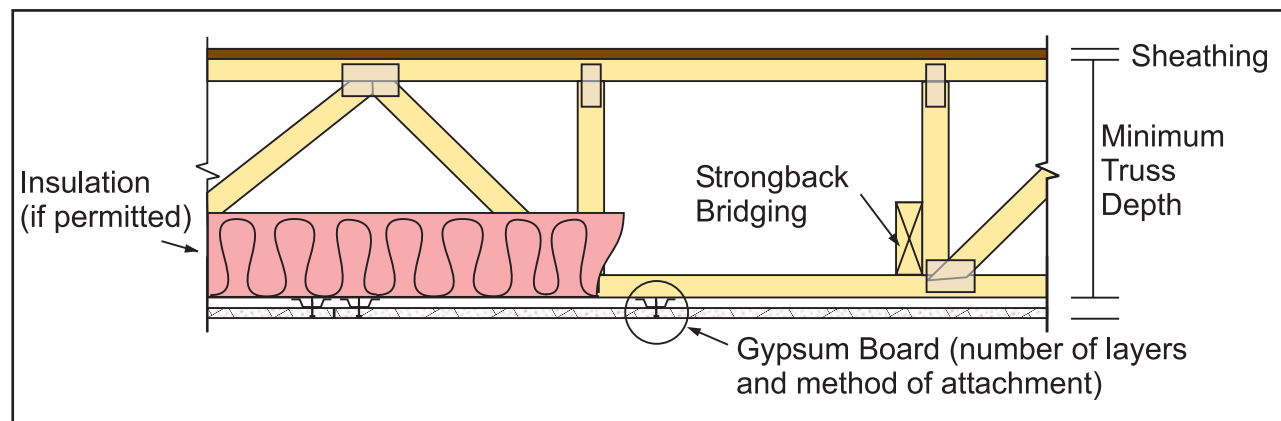


Figure 1.

As always, it is important that the building designer know the requirements for fire rated construction and the details of the fire rated assemblies before specifying the trusses. A good place for a building designer to start is WTCA's Fire & Wood Trusses webpage: www.sbcindustry.com/fire.php. There are links and documents for fire rated construction, including a pdf of the **Truss Technology in Building** brochure *Fire Resistance Rated Truss Assemblies*. This document provides summaries of construction details for fire rated wood truss assemblies and offers a quick way to zero in on the assemblies that could meet the needs of a building design.

Question

Is there a 1-hour rated ceiling assembly that uses only one layer of gypsum and no metal furring channel?

Answer

There are four assemblies shown in WTCA's *Fire Resistance Rated Truss Assemblies* document that meet these criteria:

1. **GA FC5517 and TPI/WTCA FC-392¹**. This assembly does not include insulation. However, the assembly can be modified to accommodate insulation by

¹ This report can be ordered from the Truss Plate Institute at www.tpinst.org.

increasing its depth by the depth of the proposed insulation and installing this insulation above the original depth of the assembly. This assembly requires wood blocking secured with metal clips to back the gypsum panel seams.

2. **NER 392 WTCA FR-SYSTEM 1™**. Like the previous example, this assembly does not include insulation, but can be modified to accommodate it. It also has backing behind the gypsum seams, but instead of wood blocking it uses FR-Quik Channel Sets™.
3. **WH TSC/FCA 60-06**. This assembly allows insulation installed low in the plenum space. It requires TrusGard Protective Channels to be applied to the bottom chord of each truss.
4. **NER-392 FR-SYSTEM 5™**. This assembly also allows insulation to be installed low in the plenum space. It requires a two-inch nominal wood shield member applied to the bottom of each truss, and FR-Quik Channel Sets as backing behind gypsum panel seams.

The building designer should consult the agency's documentation for complete information. For quick links to complete documentation of these assemblies, visit **Support Docs** at www.sbcmag.info.

Question

For fire separation, is there an approved truss assembly that could replace a non-structural 2x6 framed rake wall in the attic space?

Answer

Fire Resistance Rated Truss Assemblies shows an assembly, UL U338 (see Figure 2), that is used in this situation. With one layer of 5/8" gypsum on each side, it has a 1-hour rating. Though a summary description of this assembly can be seen in the document, the building designer should also see a more detailed description on **Support Docs** at www.sbcmag.info.

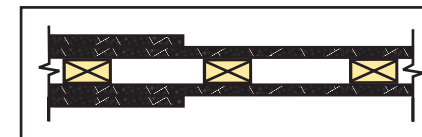


Figure 2.

Question

As originally designed by the architect, 18" deep open web floor trusses cross and bear on a 2-hour fire rated wall in the center of the building. The structural engineer wants to change this for fire separation, rotating the trusses to be parallel with the wall. Should the architect's original design be acceptable to the city building official?

Answer

This depends on whether the floor-ceiling assembly also has a 2-hour fire rating. If it is not rated or it has a lower rating, the trusses can't penetrate the 2-hour rated wall. The wall must form a continuous fire rated partition from floor to roof.

To do so, it must run from the top of one floor to the underside of the floor sheathing of the floor above (see Figure 3). The engineer's suggestion to rotate the trusses to be parallel with the wall is then appropriate.

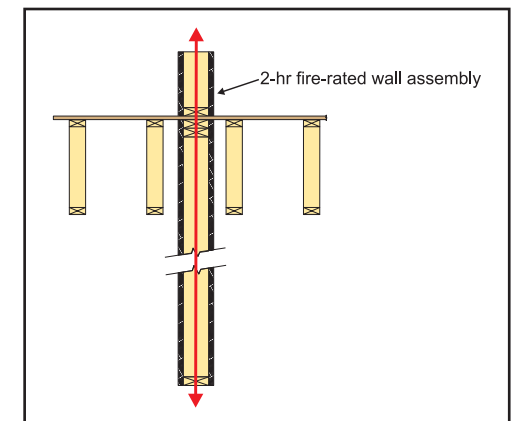


Figure 3. Continuity.

If the floor-ceiling assembly has a 2-hour fire rating, the 2-hour wall can be penetrated by the trusses. In this case the combination of rated wall and rated ceiling creates compartments that contain fire (see Figure 4). Then the architect's original design should be acceptable to the building official.

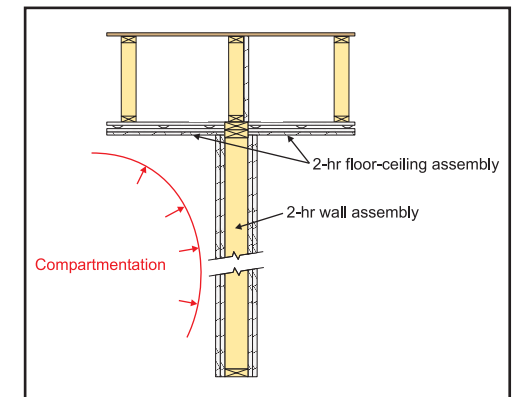


Figure 4. Compartmentation.

However, if the fire rated wall is defined as a Fire Barrier Wall (IBC 702.1 Definitions - see Figure 5) according to the code, the engineer's design would be required whether or not the floor-ceiling assembly has a 2-hour fire rating. If the wall is a Fire Barrier Wall, it must penetrate the floor structure "to the underside of the floor or roof slab or deck above" (IBC 706.4 Continuity). **SBC**

To pose a question for this column, call the WTCA technical department at 608/274-4849 or email technicalqa@sbcmag.info.

FIRE BARRIER. A fire-resistance-rated wall assembly of materials designed to restrict the spread of fire in which continuity is maintained.

Figure 5.

at a glance

- These ratings are determined according to the ASTM E 119 test and designs documented by approved sources meet the requirements of the building code.
- A good place for a building designer to start is WTCA's Fire & Wood Trusses webpage: www.sbcindustry.com/fire.php.



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Safety Scene

Pre-Start Checklists

Safety and maintenance inspections are a fast and easy way to save time and money, while preventing injuries.

by Molly E. Butz

In a component manufacturing plant, there are numerous pieces of equipment that get used on a daily basis. From component saws to roller presses, each individual machine has its own distinct safety and maintenance checkpoints. In 2003, 4.4 million nonfatal injuries and illnesses were reported in private industry workplaces. You can help prevent injuries in your facility by creating a pre-start checklist for each of your pieces of equipment. They are a quick and easy way to combine a safety and maintenance inspection routine that your operators can use at the beginning of each shift.

On the facing page is a simplified example of a pre-start checklist. As you can see, the concept for the checklist is straightforward: Create a detailed list of the items that present safety risks and maintenance concerns. You'll also want to leave space to mark whether the items are ok or in need of repair. In addition, a reasonable amount of space for comments is helpful for a description, should there be a problem. At the bottom of the checklist, provide a space for the name of the person completing the checklist, date, shift and supervisor's initials.

Once your operator has completed the checklist, it can be turned over to a supervisor. If there happens to be a problem, the supervisor can determine whether the machine can indeed be operated and a maintenance work order needs to be submitted, or if it should be shut down and repaired before operation. Remember that if you develop such forms, it is good practice to see to it that the forms are fully completed each time they are used.

The Ticking Clock

Of course, even though it seems like a simple process, you may still be thinking, "We don't have time for this." Shane Weitzenkamp of Structural Component Systems, Inc. in Boone, IA, has implemented this procedure at his facility and he'll be the first to tell you that you don't have time *not* to do this.

"The comparison I would use is this: it's like when you take your car in for a quick oil change at one of those quick lube places," Shane says. "They actually have a couple of their employees checking all of the other fluid levels, turn signals, lights, etc. The same can be done here utilizing a couple of your employees that know which parts they need to check." After that, Shane concludes, it's just a matter of communicating whether the items are suitable for operation.

"The pre-start checklists we've developed can be done quickly," Shane adds, "but at the same time, with enough thoroughness, the majority of safety and maintenance problems can be found before the machine is operated." Having all of the safety hazards in order while managing your maintenance scheduling means that pre-start checklists will actually save you time in the long-run, and they may even save one of your employees from a possible injury, too!

Safety: Everyone's Responsibility

In addition to time savings and risk reduction, you may find that pre-start checklists may have other positive effects as well. The philosophy at Shane's company revolves around teamwork, and the operators are encouraged to take on a good

share of responsibility for their specific areas.

"By doing a walk around and performing an inspection on a daily basis," Shane explains, "our operators take ownership of their equipment. It helps us achieve a much higher degree of employee involvement from a safety standpoint."

Pre-start checklists are an ideal way to promote safety awareness and encourage employee participation. They also make it easier to keep track of long-term maintenance plans and are an excellent way to keep production moving right along. If you've been looking for a way to virtually eliminate accidents as well as a method for identifying potential maintenance issues, create your pre-start checklists today—they'll save time and maybe even a life! **SBC**

To pose a question for this column or to learn more about WTCA's Operation Safety Program, contact WTCA Staff at 608/274-4849, email wtca@sbcindustry.com, or view the Operation Safety demonstration online at www.wtcalco.com.

MACHINE A: PRE-START CHECKLIST

CHECK POINTS	OK	NEEDS REPAIR	COMMENTS
Emergency Stop(s): Shuts down all motors when pushed.			
Emergency Stop Cable(s): Shuts down all motors when pulled.			
Emergency Stop Photo Eye(s): Shuts down all motors when blocked.			
All Machine Guarding: In place, secured and in good condition.			
All Motor Brakes: Working correctly.			
Shafts, Chains & Sprockets: No damage or unusual wear/tear.			
Area Cleanliness: Clear of all scraps, plates, banding and other trip hazards.			
Lubrication: All appropriate parts are lubricated properly.			
Operator Controls: All lights, hand-held controls and foot pedals in good condition.			
Lighting: All lights are working correctly; all light guards are in place.			
Name: _____			
Date: _____		Shift: _____	
Supervisor Initials: _____			

at a glance

- Pre-start checklists can be likened to regular maintenance on your car at a "quick lube place"—fast and necessary.
- Having all of the safety hazards in order while managing your maintenance scheduling means that pre-start checklists will actually save you time in the long-run, and they may even save one of your employees from a possible injury, too!

John Griffith

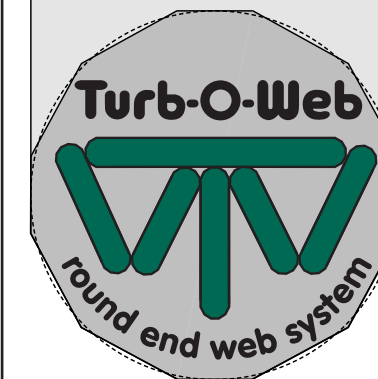
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Working for Your Workers

Immigration: Bordering on Insanity

by Sean D. Shields

With immigration on everyone's mind these days, component manufacturers must be aware of all the issues and how they may be affected.

A few years ago, a component manufacturer in the southeastern part of the United States encountered a difficult employment situation. One of its best yard workers, José, didn't show up for work. He had been with them for a number of years, rarely ever missed a day, and was always willing to work whenever needed. But on this day, he simply wasn't there.

Instead, a man named Manuel, someone who looked exactly like José, talked exactly like José, and in fact worked exactly as efficiently as José arrived to do the job. He showed them his crisp new social security card and new citizenship documents and told them that the man they knew as José would not show up for work again. What a quandary! The component manufacturer's management did what seemed logical; they fired José for not showing up for work, and hired Manuel to take his position in the yard. In reality, Manuel was José and José was always really Manuel.

The point of this true story is that the component manufacturer found out it had unwittingly hired an illegal immigrant. However, they didn't find this out through the Social Security Administration (SSA) or the Department of Homeland Security (DHS), and they certainly didn't find out through their own investigation. The reality was only uncovered when Manuel came forward after he was naturalized as a U.S. citizen.

Understandably, with the pride he exuded, Manuel was eager to become a U.S. citizen, to start living his own American dream and to start paying into his own Medicare and Social Security—hard-earned money José would never have seen.

The Immigration System Is Broken

Now you may or may not currently face the question: Did I hire a "José"? You may or may not employ several individuals who were born in a different country, but through various means have obtained American citizenship. The real difficulty is that under our current immigration system, it is exceedingly difficult to tell the difference between them.

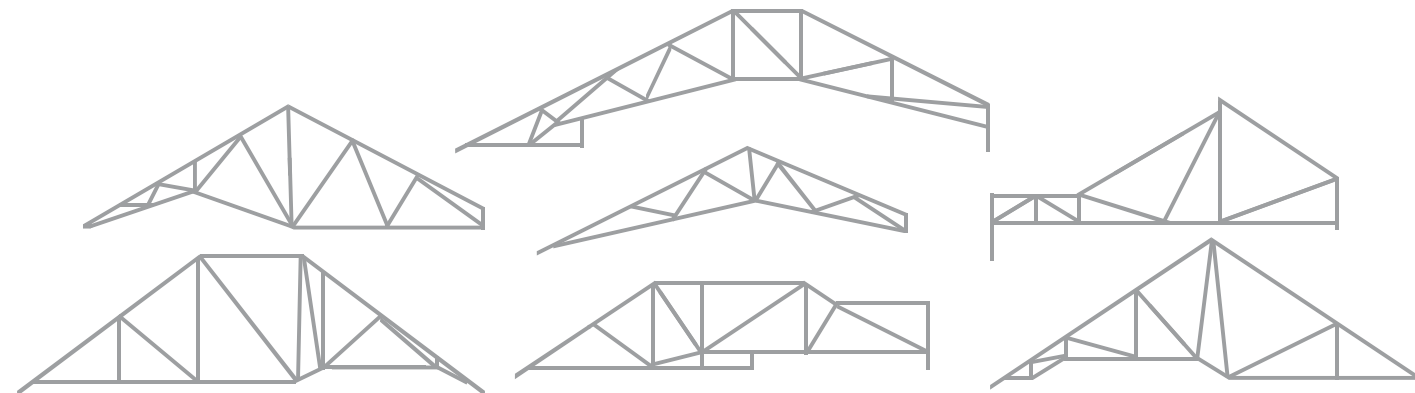
Even if you don't currently employ immigrant workers, it is increasingly likely that your products are being installed by immigrants. Chances are even better that immigrants are installing the drywall and the roof on those homes. Beyond that, the odds are steadily rising that your products are being used to build a residence that will be purchased by an immigrant family.

Our country is continuing to experience an immigration boom not seen since the beginning of the twentieth century, except the first thing these immigrants see of the U.S. is not the Statue of Liberty, but the Golden Gate Bridge, the beaches of Miami or the barrios in Laredo, TX. And just as Ellis Island is now antiquated, so too are much of our immigration laws.

Yet, as Congress seeks to revise and update our immigration system, it is important that our industry remains involved and vocal in this national debate. Because whether its building components, erecting houses with them, or buying homes built with them, our industry relies heavily on immigrants from both an economic

Continued on page 20

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at a glance

- ❑ Under the current immigration system, it is difficult to know for certain whether individuals born in a foreign country have obtained American citizenship.
- ❑ The housing industry will need to build 18 million new homes over the next decade, which will generate over one million new jobs in the industry.
- ❑ Most young American workers are not looking at manufacturing jobs like those in our industry as a viable career choice.
- ❑ The Institute for the Study of International Migration found that immigrants were three times more likely among the adult population to list homeownership as their number one priority.
- ❑ Economists have discovered young immigrants are more likely to eventually become homeowners than their native-born peers.

Working for Your Workers

Continued from page 18

and workforce perspective. If Congress simply passed harsh enforcement and deportation legislation, the cold hard truth is the consequences could be potentially disastrous for us and our economy.

To better understand the impact immigration system reform may have, let's look closer at current immigration trends and the impact immigrants are having on the structural building components industry and the construction market it supplies. Then we'll turn to the current efforts of Congress and how it could help or harm the situation.

Immigrant Influx with a Twist

According to the U.S. Census Bureau¹⁷, in 1990, non-native residents numbered 19.8 million and made up 7.9 percent of the U.S. population. By 2003, their ranks had soared to 33.5 million—nearly a 70 percent increase—and they made up almost 12 percent of the population. The Pew Hispanic Center in Washington, DC recently estimated 12 million of these immigrants are here illegally², while other sources, like DHS, push that estimate closer to 18-20 million.

This influx represents a significant departure from our nation's historical trends in immigration growth. According to a 2004 study published by the Brookings Institution, the U.S. foreign-born population grew 57.4 percent during the 1990s.³

It is important to note that these immigrants aren't settling in traditional regions of the country. The Institute for the Study of International Migration (ISIM) at Georgetown University compared the 2000 Census to the 1990 Census, and found the most significant changes (over 200 percent increases) in foreign-born populations occurred in Tennessee, North Carolina and Georgia, and large increases (100-200 percent) in Alabama, South Carolina, Arkansas, Kentucky, Missouri, Iowa and Minnesota.⁴

Immigrants are also taking jobs in our industry and related trades. In California, Nevada, Texas, Arizona and the District of Columbia, more than a third of all construction workers are immigrants. In New York, Florida and New Jersey, immigrants account for more than a quarter of all construction workers.⁵ Interestingly, reliance on foreign-born labor now spreads outside of these traditional immigrant magnets and is evident in states like Colorado, Georgia, Illinois and North Carolina.

Where are immigrants coming from? According to the 2004 American Community Survey (ACS), conducted by the U.S. Census Bureau⁶, while construction workers come from all over the world, the majority—54 percent—come from Mexico. An additional 25 percent come from other countries in Central and South America. Together, the Western Hemisphere accounts for 80 percent of all immigrant construction workers in the United States.

Finally, ISIM also found that over a quarter of the overall household growth in this country is attributable to immigrant populations. In a recent study, they discovered immigrants were three times more likely among the adult population to list homeownership as their number one priority.

Impact: Direct Employment

This huge influx of immigrants has and will continue to have a significant impact on the structural building components industry. Let's start with the primary impact: direct employment. You are well aware that a skilled and productive workforce is a critical factor in maintaining competitiveness in the manufacturing sector. Yet, many companies that manufacture building components, possibly even yours, are experiencing serious workforce shortages, and the pool of qualified job candidates is shrinking.

Regardless of economic performance, the National Association of Manufacturers (NAM) projects by 2020 the U.S. will face a dramatic shortage of employees with the kind of skills necessary for modern manufacturing⁷. Entry level workers, operators, assembly line workers, and all technical staff positions are affected by this shortage. In turn, these labor shortages not only affect you, but they will also have the potential to cause delays in construction and add to the cost of constructed buildings.

Opportunities for young people to move up the career ladder within the structural building components industry are tremendous. Yet, thanks in no small way to a sociological shift in this country away from manufacturing, studies done by NAM⁸ show the number of young people entering jobs in the skilled trades continues to diminish. Most young American workers are simply not looking at manufacturing jobs like those in our industry, as a valuable career choice.

Alternatively, immigrant populations have shown an eagerness to fill these types of jobs, perform them well, and are finding that the career development opportunities are valuable to them.

Impact: House Construction

The second impact immigration has on our industry is from its effect on residential construction. The National Association of Homebuilders (NAHB) estimates that the housing industry will need to build 18 million new homes over the next decade, which will generate over one million new jobs in that industry.⁹ Who is going to fill all those new jobs?

Before you answer, consider this: According to the U.S. Census¹⁰, national employment has grown by 1.6 percent since 2000, but employment in residential construction swelled by almost 29 percent. That's nearly two million additional jobs, and NAHB studies show that 50 percent of them were filled by foreign-born workers.¹¹ Today, they estimate that nearly 23 percent of the residential construction work-

force nationwide is comprised of immigrant workers.

For those of you who have spent time on a housing jobsite recently, these figures are probably not surprising. Taken in the context of overall construction, they shouldn't be surprising either. The 2004 American Community Survey (ACS)¹², conducted by the U.S. Census Bureau, showed that immigration provides a large share of the construction industry's workforce.

While only four percent of native born citizens work in the construction industry, one out of ten immigrants coming from the Americas goes into construction. Remarkably, the Census Bureau's ACS reports that one out of every eight Mexican immigrants currently works in the construction industry. This tendency is even more prominent among Mexicans who have recently arrived, with almost 15 percent of those who arrived after 2000 working in construction.

The two most prevalent construction trade occupations, carpenters and construction laborers, account for almost 30 percent of overall construction employment. According to the ACS, about 22 percent of the carpenters and 32 percent of the construction laborers are immigrant workers. Among painters, masons and roofers, almost a third of the workers are immigrants.

Impact: Homebuyers

Finally, as immigrants settle on American soil, they buy homes. Their contribution to overall home purchases has a significant impact on structural building components industry as it continues to drive the demand for these products. The only difference between immigrant homebuyers and native homebuyers is the way in which they approach the purchase.

Several economists, including Gary Painter, Director of Research at the University of Southern California's Lusk Center for Real Estate, have found through numerous studies immigrants can take anywhere from 10-15 years after their arrival to buy their first house.¹³ Understandably, it takes that long for these individuals or families to build up their incomes, assets, comfort with the language and familiarity with the U.S. housing market.

At the same time, Painter and fellow economists have discovered young immigrants are much more likely to eventually become homeowners than their native-born peers.¹⁴ As immigrant children grow up in the U.S., the importance of home and landownership is generally given much higher priority than in native-born households.¹⁵ While these young people are likely to be in high school by the time their parents are able to purchase a home, they become eager and prospective homebuyers as soon as they graduate from college—while their native-born peers are more likely to initially rent or even move back in with their parents.

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Working for Your Workers

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Painter and his colleagues also discovered foreign-born homebuyers tend to differ from their native-born counterparts in that they are more likely to have multiple streams of income supporting one mortgage. In short, more people in the household are working, or that two or more families are pitching in to buy one home. This tends to lead to higher demand for larger houses with more bedrooms in areas where immigrants are choosing to settle.

Immigration Reform

According to the Center for Immigration Studies¹⁶ in Washington, DC, approximately one million immigrants receive permanent U.S. residency annually through naturalization, green cards or work visas. One could argue our immigration system works just fine looking at that number alone. However, as legal immigration has grown, so too has illegal entry into this country.

The Census Bureau estimates a net increase of 500,000 illegal immigrants annually. For example, in 1999 Immigration and Naturalization Service (the INS has since been rolled into the Department of Homeland Security) estimated that 968,000 new illegal immigrants settled in the U.S.¹⁷ This number was offset by 210,000 illegal immigrants who either died or returned home on their own, 63,000 who were removed by INS and 183,000 who were given green cards as part of the legal immigration process.

The fact that the Rio Grande River, as opposed to the Atlantic or Pacific Oceans, is now the most substantial obstacle for illegal immigrants to overcome is a perfect example of why our current immigration system is broken. The U.S. House of Representatives started down the path toward immigration system reform when it passed H.R. 4437, the "Border Protection, Antiterrorism and Illegal Immigration Control Act of 2004," in December 2005.

H.R. 4437 is considered an "enforcement only" bill, which includes significant funding for additional border patrol, and even pays for the construction of a physical wall along portions of the U.S.-Mexico border. It also threatens immediate deportation of the 12-20 million illegal immigrants and classifies them as "felons," permanently barring them from obtaining legal status in the future. Finally, it establishes strict new employment reporting requirements and includes stiff fines of up to \$25,000 to employers for each illegal immigrant worker they have hired.

However, will this enforcement-only approach solve the problem of illegal immigrants? According to the Pew Hispanic Center, recent efforts to curb illegal immigration by securing our southern border with Mexico has resulted in the unintended consequence of illegal immigrants staying in the U.S. longer because it is more difficult to move back and forth across the border.

As an employer, the rise in a parallel illegal activity makes this situation more complex. Forged citizenship documents are not as difficult to come by as one would hope. In addition, even when the Social Security Administration sends a letter warning of "discrepancies" with certain numbers, they strictly advise that no employment action should be taken against those individuals. [To view a copy of this letter, visit **Support Docs** at www.sbcmag.info.] If H.R. 4437 were to become law (e.g., approved by the U.S. Senate and President Bush), there is concern that many legal immigrants will be hesitant to seek employment for fear there may be a complication with their documentation, and employers may avoid hiring anyone who appears to be an immigrant for fear of fines or incarceration. The implications to our overall economy are significant.

Continued on page 24

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Working for Your Workers

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More recently, the U.S. Senate took up debate on the immigration issue, prompting mass immigrant protests and rallies across the country against the harsh provisions of H.R. 4437. After one unsuccessful attempt to pass legislation, the Senate eventually passed S. 2611, the "Comprehensive Immigration Reform Act." The Senate bill includes many of the same critical reforms to our nation's immigration system found in H.R. 4437, but it also includes an expanded guest worker visa program. In addition, S. 2611 creates a legal path for immigrants to remain in the U.S., obtain permission to work, and eventually earn a green card.

Since these two pieces of legislation are drastically different, both bills must be considered by a conference committee made up of both members of the U.S. Senate and House of Representatives. Members of that committee will be charged with addressing the discrepancies in language between H.R. 4437 and S. 2611, and negotiating compromise language and provisions that will become a new piece of legislation. That new bill will then be sent to both the House and Senate to consider and pass. If both chambers agree on this compromise language, it will go to President Bush for his signature. If they don't agree, most experts have concluded that immigration reform will likely not occur until at least next year.

Conclusion

Our nation is experiencing an immigration boom it hasn't witnessed since the Great Wave in 1910 when Europeans came to the U.S. on a train of ocean liners. These immigrants play a significant role in the structural building components industry, either as employees, construction workers or homebuyers. Increasingly, they are settling outside traditional "gateway" cities, and are subsequently making their presence known in every region of the country.

However, the steady rise in illegal immigration, aided in large part by the insufficient barrier along the Mexican border and coupled with a vibrant labor demand in the U.S., has stressed our immigration system to the breaking point. Unfortunately, employers like you are caught in the crosshairs as a rise in counterfeit documentation makes legal and illegal immigrants seemingly identical at the point of hire.

As Congress seeks to tighten and secure our nation's borders, and turn back the tide of illegal immigration, it is important to remain aware of the significant impacts any action may have on the workforce of the structural building components industry, and the health of the housing construction market upon which our national economy relies. **SBC**

*To see a copy of WTCA's talking points on immigration reform and for a complete list of references for this article, visit **Support Docs** at www.sbcmag.info.*

gateway cities: Established "gateway cities" still have the largest populations of settled immigrants: New York (where, according to the 2000 U.S. Census, 24.4 percent of the population was foreign-born), Chicago (16 percent), Miami (40.2 percent), Los Angeles (30.9 percent), San Francisco (27 percent), and San Diego (21.5 percent). But economists have found differences between the 1990 and 2000 Census records that indicate there are at least fourteen "emerging gateway cities" with significant immigrant populations: Atlanta, Boston, Dallas, Denver, Houston, Las Vegas, Orlando, Philadelphia, Phoenix, Sacramento, Seattle, Tampa, Washington, D.C./Baltimore, and West Palm Beach.¹⁸

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Bcmc 2006

Educational Sessions: Focus on Personnel Development

Thanks to feedback from last year's attendees, personnel issues will take centerstage at the 2006 BCMC Educational Sessions...so read on to discover what these tracks are all about!

by Emmy Thorson-Hanson

The educational sessions for attendees at BCMC in Houston this year will be bigger and better than ever. This year's line-up features an unprecedented variety of topics, all of which were chosen using feedback from last year's attendees. Each year, the BCMC Committee sifts through attendee surveys, searching for timely and meaningful topics for the next show. The seeds of these sessions are planted when a list of common subject areas is compiled. Rick Parrino of Plum Building Systems, the 2006 BCMC Sessions Co-Chair, explains how the speakers are selected. "We look for speakers who address the issues that attendees are interested in and who will be able to answer their questions," he said.

Attendee responses from the 2005 feedback forms made clear one topic on everyone's mind: personnel and incentive issues. Those of you who expressed interest in this area will be pleased to learn that three of the seven tracks are geared toward personnel-related topics.

The show's only track with multiple presentations is *Your Technical Team: Build, Grow & Transition for the Future* and will feature three sessions. Kevin Riesberg (Plum Building Systems, Inc.), Andy Green (Cascade Mfg Co), and Mike Kozlowski (Apex Technology) will each present. These sessions will demonstrate why it is becoming increasingly valuable for manufacturers to have their own technical team. With industry codes becoming more specific about responsibilities and more stringent enforcement requiring knowledge and deft handling, this is a relevant topic for all component manufacturers.

"The direction the codes are heading is that if you don't have [an internal engineer] on staff you will have to team up with someone outside your company," commented Parrino. "Our company hopes to have an in-house engineer and architect in the future." This is becoming a common goal for many companies. These sessions will address the issue from all angles: you will learn how to recruit and train your professionals and create an end product of a well oiled design team.

In the session *From Cave Man to Craftsman: How to Communicate in Today's Ever Changing Market*, Bryan Arzani will be tackling the topic of communication-based training. The principle he focuses on is getting the right people on the bus and the right people in the right seats. "In every business you need different types of people that have an array of personal strengths," noted Parrino. "They don't all have the same personality, but they do need to get along." Arzani will teach attendees how to communicate with different personalities because he believes that miscommunication happens because people have different interpretations and perspectives. He will demonstrate how to get different personalities to get along and why it is important that they do get along.

Incentive programs were another hot topic at BCMC 2005—you just couldn't get enough! Come to Houston, and you'll get a good dose more as Joe Hikel presents *Incentive Compensation: If & How?* With most employers looking for ways to compensate their personnel for outstanding performance or meeting pre-set goals, incentive compensation is becoming more common in the industry. It gives employees an opportunity to make more money and at the same time increase

Continued on page 28

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- Immigration Reform: How It Will Affect Your Business

"The sessions were great because the speakers based their presentations on real life experience."

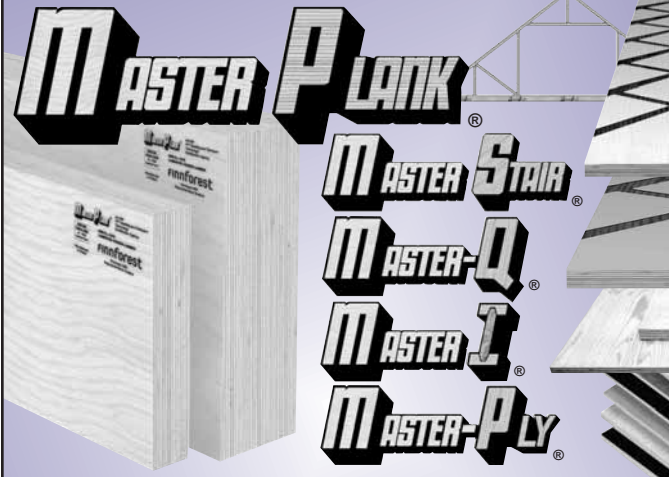
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BCMC 2006

Continued from page 26

their efficiency or accomplish a feat as a team. But as you well know, finding the right formula for incentive-based compensation can be tricky business.

"In order for [incentives] to work, there has to be a balance between the money the business makes and pays out," states Parrino. This session will give attendees some excellent tips to take back to their companies.

If you are looking for an injection of fresh personnel ideas that work, you will want to be front and center for these three sessions. Or, check out these other sessions that may pique your interest:

- *Managing Risk Beyond Manufacturing* (Karen Wilson)
- *Build Your Business with Unlimited Referrals* (Bill Cates)
- *Spend Smarter to Build Smarter: Maximizing Your R.O.I.* (Glenn McClendon)
- *Immigration Reform: How It Will Affect YOUR Business* (Allen Erickson) **SBC**

BCMC 2006 will be held October 4-6 in Houston, TX. For more details on the show, educational sessions and other activities, and to register online, visit www.bcmshow.com.

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Wtca Update

Tech Notes Address Critical Code & Design Responsibility Issues

Take note of WTCA's newest tool for assisting component manufacturers with technical issues and marketplace education.

Available since April 2006 at www.sbcindustry.com/technotes.php, *Tech Notes* offer a new tool for component manufacturers to educate themselves, as well as the people in the marketplace, on the key issues they face on a daily basis. The goal of WTCA *Tech Notes* is to clarify code and related key technical issues that are being seen in the marketplace and help educate building officials, engineers, architects and others who work with structural building component manufacturers. Developed in partnership with our membership and chapters, *Tech Notes* address pertinent issues and offer position statements to frequently asked questions that component manufacturers face on a daily basis. These peer-reviewed documents address a variety of critical issues such as continuous lateral bracing, professional engineering issues, truss placement diagrams, and jobsite handling and installation.

by WTCA Staff



www.sbcindustry.com/technotes.php

In addition to providing information to present to industry professionals (such as engineers), component manufacturers can use *Tech Notes* to educate their employees on these important topics. Truss technicians, salespeople, and management will be especially interested in reviewing *Tech Notes*.

Because building codes and engineering laws differ from state to state, *Tech Notes* will spotlight an issue specific to that state and/or locality. For instance, the issue of sealing truss placement diagrams has arisen in both Georgia and Missouri, but because each state has adopted a different building code, different *Tech*

Notes have been created for each. Several *Tech Notes*—categorized as “National” notes—apply to component manufacturers in every state.

Locating the *Tech Notes* that apply to your particular state is simple! Use the interactive map (shown above) to easily access all notes for a state. Just click on the state or use the simple search function at the bottom of the page.

Do you have a critical code, fire, engineering or design responsibilities issue that could be addressed in a *Tech Note*? Contact Ryan Dexter (rdexter@qualtim.com) with any ideas, questions or comments on WTCA's *Tech Notes*. **SBC**

Coming soon: Management Notes!

Similar to *Tech Notes* in format, *Management Notes* will address issues affecting component manufacturers that aren't technical in nature. Topics ranging from records retention and sawdust generation to customer contracts and buying lumber will be covered in these documents (see sample below).

For more information on *Management Notes* or to share your topic ideas, contact Sean Shields (sshields@qualtim.com).

management notes

- DRAFT -

RECORDS RETENTION

Issue

The “rules of thumb” regarding corporate records retention vary from state to state and by federal enforcement jurisdiction. Furthermore, for a component manufacturer, it may be important to know how long to retain records such as shop drawings, placement plans and other documents relating to the sale, design, manufacture and delivery of their components.

Analysis

Corporate and Financial Records

With respect to corporate records, members should check with their attorneys. With respect to financial records, members should check with their accountants. Note that the IRS has some guidelines on what should be retained and for how long. The IRS also looks for adequacy and accuracy in record keeping.

Other Business Records

With respect to component manufacturing industry documents relating to the sale, design, manufacture and delivery of their components, state law must be consulted, although generally, state law will not address these issues. The determination of how long to keep records is usually the choice of the individual company. Even with respect to engineering documents, the informal searches that have been made in the past generally suggest that no law governs the length of retention issue.

Kent Pazel, WTCA Legal Counsel advises that some state engineering boards take the position that engineering records need to be retained indefinitely. A national search of each state to confirm whether any specific law applies would take a great deal of time and involve a somewhat significant expense. Because of this, it may very well behoove individual chapters to make such inquiries of the respective state engineering boards in their regions.

Recommendations

Retention: How Long and What to Keep

Corporate/Financial/Operational Records	Number of Years
Articles of Incorporation	Permanently
Audited Financial Statements	Permanently
Bylaws/Corporate Minutes	Permanently

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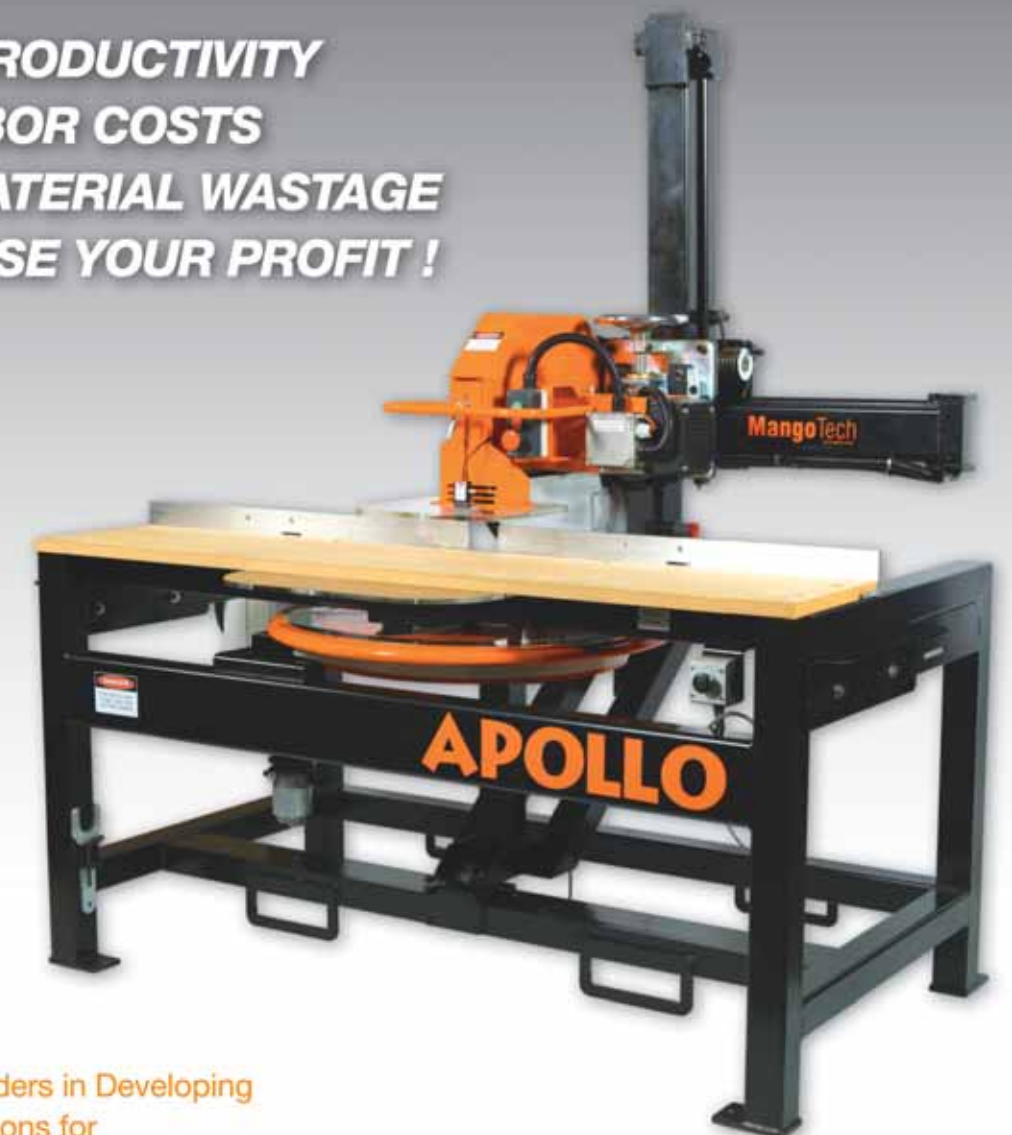
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Knowledge Is Power

Building Bridges: Spanning the Great Divide

by Ronald Siarnicki, Executive Director of the
National Fallen Firefighters Foundation

The bridge connecting the fire service industry with the structural building components industry is delicate...learn how to help solidify this bridge and contribute to its strength.

editor's note:

The author attended a tour of BMC West's Sherwood, OR truss plant in the spring. A long-time fire service employee, Siarnicki was among a group attempting to transcend myths that separate the fire service from the truss industry. Here, he shares why it is important and what is necessary, in his opinion, to start building that bridge.

Ever wonder how one might begin to understand why a person would willingly rush into a burning building when the occupants are doing everything humanly possible to get out? Or why firefighters put so much time and effort into expressing their concerns over the structural integrity of a building under fire conditions? Or more finitely, why firefighters sometimes come across in a very anti-truss opinioned view when they discuss modern building construction techniques? Well the answer in one context is quite simple and in others highly complex, as we attempt to examine the tradition-based culture of the American Fire Service.

Firefighters are everyday people whose desire in life is to help their neighbors when troubled times are upon them. They will risk their lives to save life and property from the ravages of fire only because it is in their nature to carry on the traditions of honor, courage and dedication to duty that has been protecting our homeland since the first fire service was organized in the United States by Benjamin Franklin. And, unfortunately, on average one hundred firefighters die in the line of duty each year in this country doing just that. That is why the United States Congress created the National Fallen Firefighters Foundation in 1992 to honor these brave men and woman and to assist their families with the rebuilding of their lives. (To learn more about the foundation, visit www.firehero.org.)

The creation of NFFF is a comforting gesture to ensure that these families are helped in dealing with the reality of losing a loved one, but not a motive giving firefighters a reason to take extraordinary chances in the performance of their work. It is more a peace of mind knowing that someone will look after their survivors once they are gone, serving as a reality check of the inherent dangers of performing the duties and responsibility of a first responder in America today.

Thus, some deeper insight for you into the reasons why firefighters are so intensely engaged with all aspects of building construction techniques and believe that structural components used today should be examined. Firefighters are often asked to make snap judgments about the structural integrity of a building on fire while not knowing for sure if any life hazards are present or occupants are inside. Over the years several myths have developed concerning decision models passed on from generation to generation within the fire service. Items taken from past fire occurrences, both tragic and successful suppression operations have served as rules of thumb when attempting to make these judgment calls. Unfortunately, these rules do not always hold true and often result in firefighter injuries and even deaths.

Truss construction has become one of the items the fire service has fixated its mythical psyche on when encountering fire conditions in structures with these engi-

neered products present. Some of these myths have been fueled by a shortage of facts from both sides of the equation and a lack of trust between the industry and the American fire service. The facts are that these products are great solutions to modern construction problems and current consumer demands while having less mass and more potential for failure under extreme fire conditions. The facts speak for themselves. Now the question is what are we going to do about it?

The answer can be found through open, honest dialogue involving both the building components industry and the fire service. By creating educational communication channels between these two groups, a solid bridge can be built to serve both parties very favorably and reduce the divide that currently exists. Countering some of the fiction about trusses and components propagated by the fire service with straightforward non-defensive facts provided by the industry that represents these product lines will assist this effort immensely.

Construction on this bridge has begun through the efforts of a small group of fire service leaders and industry representatives. Several meetings have been hosted through the support of the United States Fire Administration to raise the American Fire Service's awareness on how these products react under fire conditions. More work is needed to complete the tasks assigned to this group as they work on the development of a written fire service guide on truss and component lumber products. A cross sectional representation of the industry, including participation from WTCA, is providing supportive materials for this project.

So the question is, "What can you do to assist in building the bridge?" First, do everything possible to understand the issues from the firefighter's perspective; maybe you could walk in their boots for a while. Visit your local fire service organization and reach out to them in an effort to get their perspective on this topic. Participate in a ride-along program or just stop by the station house to talk with the crew. Granted, building a relationship with you local fire service entity will not solve all of the problems of the world, but it will give you some keen insights into how and why they do the things they do.

Secondly, participate in the many opportunities that are available to provide your side of the story to the fire service. Attend some of the annual fire service trade shows and educational conferences that are held all throughout the country. Offer to provide lectures and training classes to better educate the fire service on the facts, or even assemble your local chapter members to present a seminar and/or a truss plant tour.

And most importantly, be straightforward and up front when presenting your case. Firefighters are much attuned when they are being given a song and a dance and seldom forget when someone is less than forthright with them.

Hopefully you have gained a little more insight into the answers to the questions that were posed in the beginning of the article, or at least built some intrigue into finding out more about the fire service protecting America today. If nothing else, now knowing that with the proper tools and equipment (people, resources and factual information), any divide can be bridged for the betterment of the greater good. Good luck with your efforts to span great distances. **SBC**

Like his father and grandfather, Ron became a volunteer firefighter with the Monessen Volunteer Fire Department in western Pennsylvania. In 1978 he joined Prince George's County, Maryland Fire Department and over 24 years, he became the Fire Chief (CEO). He retired from this position in July of 2001 when he took on the role of Executive Director of the National Firefighter Foundation. It was during this time that he coordinated and managed the 2002 national tribute to America's fallen fire heroes in Washington, DC. Ron earned both his bachelor's and master's degrees from the University of Maryland University College (UMUC) where he has taught the Fire Science Curriculum since 1997.

at a glance

- ❑ Firefighters risk their lives to save life and property to carry on the traditions of protecting our homeland.
- ❑ Past fires have served as rules of thumb when making judgment calls about whether or not to enter a building; these rules do not always hold true, often resulting in firefighter injuries and deaths.
- ❑ Do everything you can to understand building safety issues from the firefighter's perspective.
- ❑ Offer to give lectures and training classes to educate the fire service on the facts, or even assemble your local chapter members to present a seminar and/or a truss plant tour.

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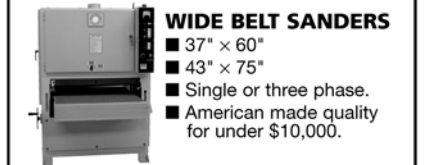


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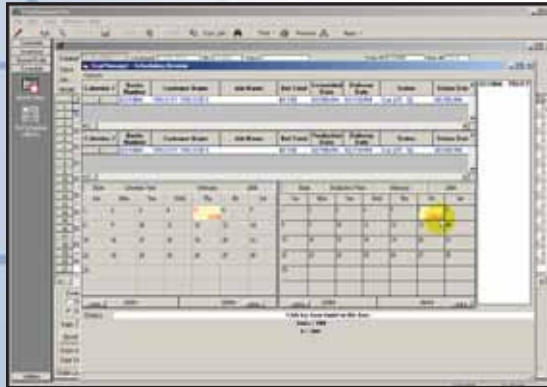
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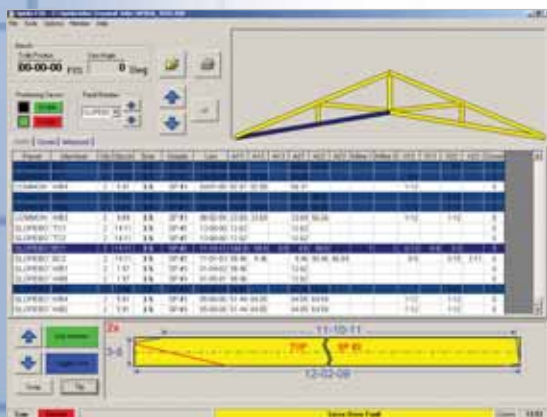


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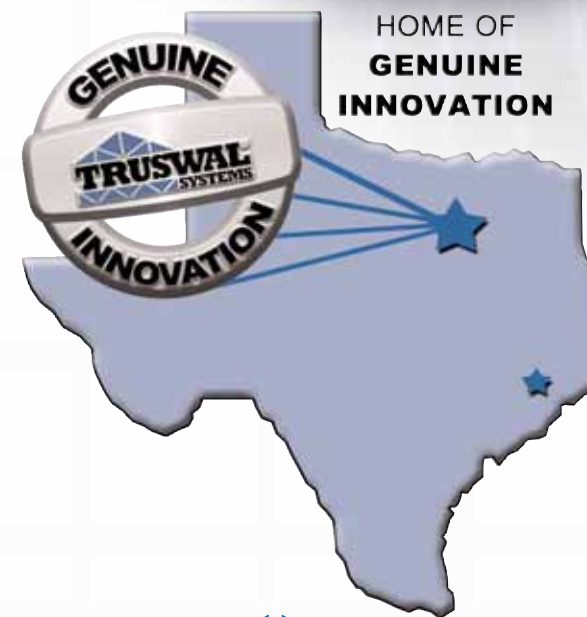
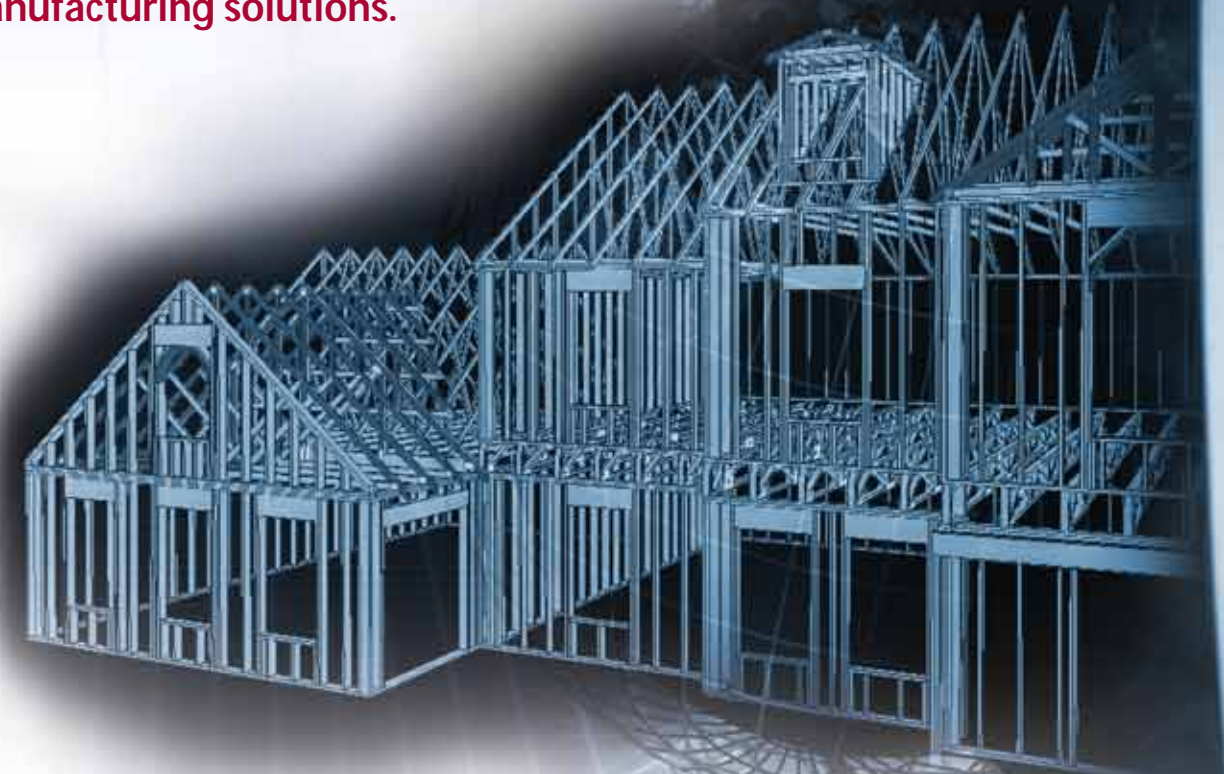
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Dakota Craft Spends Where It Should, Cuts Costs Wherever It Can

by Mary Lynch Cadwallader

Not only is Dakota Craft becoming more “green,” they are using innovative ideas and solutions to everyday issues to save some green.

Dakota Craft, Inc. is a company that recognizes success depends on superior products and service, long-term employee retention and a high quality work environment. Keeping focused on meeting these goals requires spending in the right areas and cutting costs in others. Using onsite wood waste to heat its manufacturing facilities and joining a materials buying co-op are just two of the important ways they experience significant savings. These cost cutting efforts make it possible to redirect resources toward company growth and exceptional employee benefits.

In 1984, Alan Thornburg made the jump from Plant Manager of a Rapid City, SD company’s truss plant to president and owner of the newly created truss company spin-off, Dakota Craft. His new responsibility only heightened his respect for the truss manufacturing business. He realized that a thorough understanding of sales and production was just one aspect of running any successful company. In addition to creating a loyal customer base and producing quality products, it became clear that many decisions made along the way involved developing the company’s philosophy and character. As you might expect, a company’s values, such as maintaining high product standards and providing a top level work environment for its employees, often becomes intertwined with financial decisions.

For a family-run business, it was important to focus energy and dollars on an environment in which the extended “family” of employees could thrive and feel accomplishment in their work. With only so much money to spend in the beginning, Dakota Craft actively sought the right balance between exceptional employee benefits and cost cutting efficiencies.

Converting Scrap to Heat

Like in all component manufacturing facilities, Dakota Craft was finding its operating budget being negatively affected by the steady increases in fuel costs. Fuel related price hikes were impacting costs from purchasing source materials and shipping products to heating large production plants.

Thinking outside the box when considering cost saving measures, Alan researched an alternative heating solution that would almost entirely eliminate the fuel line-item in the company’s budget. Wood-based heating was the most practical and affordable option because it allowed the company to not only use its wood waste, but it also eliminated the need to dispose of it. Through wood-based heating, they



Through wood-based heating, Dakota Craft found a means to provide a comfortable environment and dramatically cut costs.

have found a means to provide a comfortable environment for their workers and dramatically cut costs.

Fortunately for Dakota Craft, they heat both their truss plants, consisting of over 50,000 sq. ft of production space, with their operation’s waste wood. With a winter climate that ranges from below zero to highs of 40 degrees, keeping the plants at a comfortable working temperature of 60 degrees has a positive impact on productivity.

Shaving Costs Allows for Expansion

The company’s cost savings, some of which were through eliminating heating expenses, have allowed for healthy expansion. Since Alan purchased the 20-employee truss business, he and his family have consistently increased the company’s size and expanded its product offering. They added a full service lumber yard, Dakota Craft Builders Supply in Rapid City (1991), as well as the recent addition of a wall panel operation in 2003. The Rapid City plant has a relatively large shipping radius of 250 miles, and an increasingly large customer base developed in the Denver, CO area, prompting the need for a new facility. So in 1999, a new 34,000 sq. ft. facility in Cheyenne, WY was built. This division, called Truss Craft, supports customers in Colorado, western Nebraska and Wyoming. Though it services both commercial and residential building markets, most of its business is in custom homes. Most of the production is roof trusses (60 percent), but Truss Craft also manufactures floor trusses and offers I-joist distribution.

The company’s new plant carried on the Dakota Craft tradition of minimizing costs in the fuel department by utilizing every possible scrap of wood waste. The Cheyenne plant has two 800,000 BTU per hour industrial shop heaters. “As a truss plant, it is natural to heat with wood because we create an

A company’s values, such as maintaining high product standards and providing a top level work environment for its employees, often becomes intertwined with financial decisions.

abundance of wood scrap fuel every day,” notes Shannon Thornburg, Alan’s son and current president. “It would be crazy to pay for heating fuel since it is such a significant cost that fluctuates with world uncertainties.”

Going Green

Dakota Craft also made efficient combustion a priority to minimize the impact on the environment and provide installation flexibility. As Cheyenne

Plant Manager Tom Allen attests, “The furnaces are right in the shop, and because of their large hoppers they can turn out heat for a long time with very little attention.” Not having to use other fuels supports the external environment, too. Shannon takes pride in the fact that their system reduces Dakota Craft’s landfill contributions.

Quality in Design & Production

One of Dakota Craft’s defining missions is to be the “go-to” company for design excellence. According to Shannon, clients who may not regularly come to Dakota Craft but have a particularly difficult design, will often solicit Dakota Craft’s opinion “just to be sure it is right.” This is a great compliment to the talent and expertise of the in-house technical team, many of whom are engineering graduates from the University of Wyoming and the Rapid City-based South Dakota School of Mines and Technology. Design excellence is not a chance outcome, but another indication of Dakota Craft’s philosophy. “We try to find the best technical people in the area and give them the experience, training and tools they need to succeed,” says Shannon. “If you don’t get it right in the design phase, the product will negatively impact the project from production all the way to installation. We care about excellence and quality and any sacrifice in design, materials or production reflects on the company and our family. It just makes sense to find the best people and give them the tools to get things right.”

The pursuit of quality is also evident in the production process, as Dakota Craft is one of the forward-thinking truss companies who are pursuing the voluntary In-Plant WTCA Quality Control (QC) certification. As a member of a group of over 70 proactive component manufacturing locations, Dakota Craft is taking the time to focus on improving and

Continued on page 40

at a glance

- Dakota Craft found a solution to mitigate the impact of rising fuel costs: heat its production facilities with wood waste.
- Cost cutting efforts make it possible to redirect resources toward company growth and exceptional employee benefits.
- The company invests in well-educated truss technicians because it believes that if you don’t start with a quality design, the product will negatively impact the project all the way to installation.
- In-Plant WTCA QC ensures rigorous internal quality control measurements by helping manufacturers to develop robust manufacturing management information systems.



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Dakota Craft...

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documenting the production process. The program ensures rigorous internal quality control measurements helping companies develop a robust manufacturing management information system and also comply with the ANSI/TPI quality standard. Both of Dakota Craft's truss plants are in the final stages of the certification process. "This is one of those situations where we need to look at the long-term benefits. We take pride in what we do, and our customers can trust us to produce a first-rate product. Another benefit of In-Plant WTCA QC is a more educated, qualified workforce and a safer work environment."

Dealing with Limited Labor

Facing a similar situation as other truss companies nationwide, Dakota Craft has a limited qualified labor pool. Added to this is that Rapid City and Cheyenne are somewhat remote locations, making the location and retention of a quality workforce even more challenging. Rapid City has a population of 65,000 and Dakota Craft employs up to 100 workers in that location. Cheyenne has 60,000 residents with the plant employing 50. Surprisingly, despite the remote site, the cost of living is just about at the national average, keeping compensation a major budget item.

"Our full time employees need to come to work knowing that they and their families are taken care of by comprehensive company benefits, so this is where we spend more," Shannon explains. "Despite rising health insurance costs, we are committed to paying a significant portion to ease the burden on the employees. We define 'benefits' in a broader sense. Of course, it includes health insurance, vacation and sick time, but we take it a step further with company 401(k) plans and annual company bonuses. Often 401(k) plans are a substantial source of retirement income for our workers, so after a year of employment, we have an aggressive matching plan that reflects our commitment to their future and their families." When asked how he knew that Dakota Craft's 401(k) plan is the "best" in the area, Shannon chuckles and responds, "When 401(k) salespeople come to sell us their plans, they often remark, 'Wow, this a generous plan!' I guess that's a pretty good indicator."

Sharing in the Success

With the construction business going so well in the last five years, Dakota Craft is in the position to reward employees through a company profit sharing program. In December 2005, employees received up to six percent of their salary as a company bonus. "I know I'm stating the obvious, but this is a team environment and their success is our success." The company also has a traditional incentive bonus and plant productivity program, which give employees ample opportunity to benefit from quality production.

Continued on page 42

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Dakota Craft is confident they will succeed with their true strengths: "Quality products, responsiveness to customers' needs, and depth of experience."

Dakota Craft...
Continued from page 40

Funding these important employee programs requires financially shrewd approaches in other areas of the company. Two years ago Dakota Craft joined a buying group to have a cost benchmarking program for building materials.

Being price competitive is often difficult when small organizations like Dakota Craft encounter the massive purchasing power of the "big box" stores. To level the price playing field, Dakota Craft recently became a shareholder in a non-profit co-op, allowing them to gain insight and purchase materials more competitively. As a member, they leverage the buying power of over 180 independent building material and lumber yards with a combined purchasing power in the billions. Making price less of a competitive factor, Dakota Craft is con-

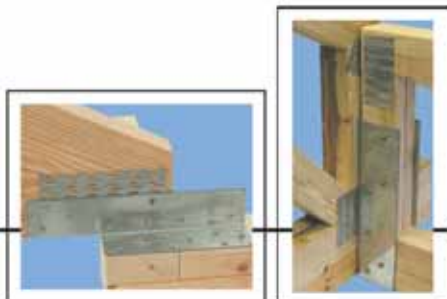
fident they will succeed with their true strengths: "Quality products, responsiveness to customers' needs, and depth of experience."

A testament to its employees, its success and prudent financial decisions, Dakota Craft has once again outgrown its production capacity. In January of 2007, it plans to add an additional 40,000 sq. ft. truss manufacturing facility in Rapid City. To be sure, the new facility's construction materials will be bought at a competitive price, comfortably heated with production waste wood and will house employees who will continue to be first priority. **SBC**

Mary Lynch Cadwallader is a consultant to Biomass Combustion Systems, Inc. She has over 20 years experience in technology marketing with a Bachelors in Business Administration from the University of Massachusetts, Amherst and an MA in English from Clark University, Worcester, MA.

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From the Inside Out:

Evaluate Internal Material Flow with Site Plan

by Keith Hershey, Will Warlick & Libby Maurer

“How do I fit that new high capacity saw in my plant to optimize material flow?”

It's taken many years to configure your operation in the correct way and train your workforce to appreciate material flow efficiency. What often rocks your world of material flow perfection is a brand new, fully automated machine—the final solution to your production puzzle. For instance, you may find that the new computerized saw can save time cutting pieces, but you aren't rolling trusses out the door any faster. Before you take that step, take the time to reassess your material flow.

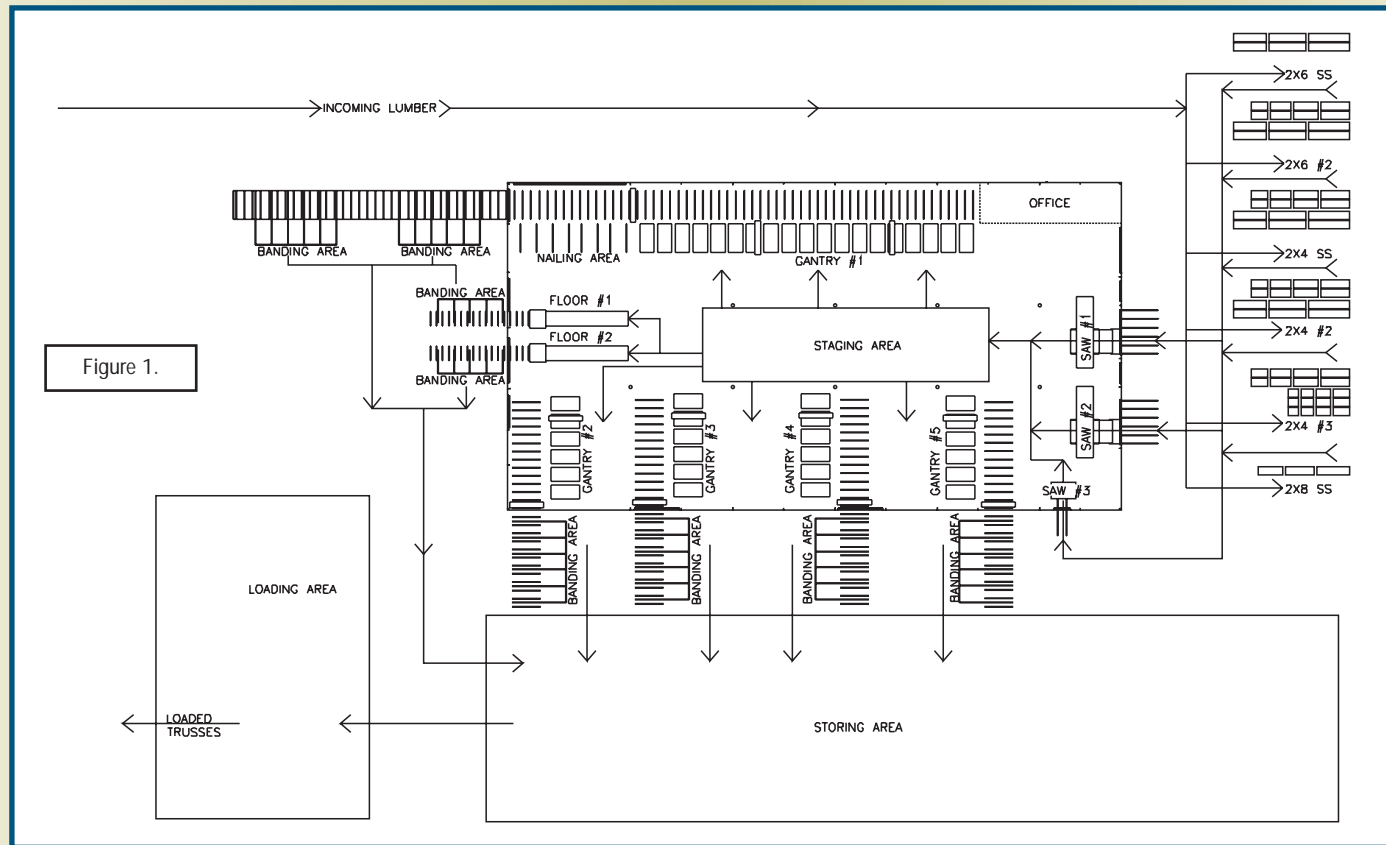


Figure 1.

at a glance

- ❑ Material flow is the path and process that material and paperwork travel through your operations in order to produce a finished product.
- ❑ You may find that the new computerized saw can save time cutting pieces, but you aren't rolling trusses out the door any faster.
- ❑ Your next challenge is to put them into action by documenting your operation's material flow.

What Is Material Flow?

Material flow is the path and process that materials and paperwork travel through your operations in order to produce a finished product. This may come as a surprise to those of you who think of material handling as an activity that only takes place in the shop. It encompasses more than you might think. Material flow starts from the point at which a job comes to the plant for order entry and ends when it leaves the yard for delivery to the jobsite. But how do you make sure material flow in the most direct route and as quickly as possible? In production, material flow starts with where and how raw materials are stored and then how they get delivered to the saws. Next it continues to the cutting stations, to the production tables, the final roller and truss storage area. The way you prepare the design, how you handle the paperwork involved, and the inventory with which you design are just as important. Ideally, each element of this process will have a limited number of

remember:

Material flow encompasses more than just manufacturing the product.

stops and each item will touch as few hands as possible.

Those are the fundamental concepts; your next challenge is to put them into action by documenting your operation's material flow. Experienced component plant managers say it's a good idea to take the time to draw your plant's site plan and to carefully trace the current flow of materials. This drawing can be used in multiple ways by looking at a plan view of your facility. Take the time to draw the path that your material follows from the point it enters the facility to the time it leaves as a finished product. Also note the size and volume of the product that is moving through your operation. Not only will this drawing allow you to analyze your current situation, but it will also come in handy when preparing for new equipment (i.e., that new computerized saw or enhanced production table you've been eyeing). Here are some areas you'll want to consider when evaluating your site plan: (see Figure 1)

- Straight line material flow
- Distances between operations
- Dead ends that require reversing direction
- Crossing paths from other operations
- Overall material flow of the facility as well as material flow of individual stations
- Market demands that may affect material flow and plant layout
- The number of people that handle each piece of material from start to finish
- Things that are being done manually that could be automated

By keeping each of these factors in mind when evaluating your site plan, you'll easily see areas that need to be repositioned or reorganized.

In addition to the development of your site plan, be aware of the following concepts that reach beyond the shop floor. Remember: material flow encompasses more than just manufacturing the product.

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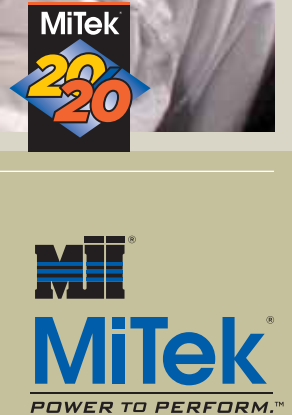
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Job set-up in the office is critical to material handling in the shop. Material flow begins with management from the office. With computerized equipment it is becoming easier to become a paperless plant. This process alone has helped the material flow in many offices tremendously by removing the copying step. However, it doesn't mean you should stop looking at material flow.

How you batch raw materials cutting to the shop can be very important. If you just send the job to the saws, you could unknowingly cause a bottleneck in production. In some cases, you might be better off by first sending only the main

Continued on page 46



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Batching for the shops current production needs versus "hitting send" can be very effective.

2 sawyers x 5 minutes = 10 minutes wasted

VERSUS

4 table crew x 40 minutes = 160 minutes wasted time

for the shops current production needs versus "hitting send" can be very effective.

Here are some other items that can help you get on the right material flow track in the office:

- Optimizing webs to a common length
- Running multiple load cases on the same truss type to increase quantities per set-up
- Scheduling the production lines for optimal use
- Eliminating any unneeded paperwork
- Limiting the number of inventory items used for production

Good material flow doesn't require the newest, most expensive machinery. Most of the equipment that is on the market today is faster and more efficient than what was available ten years ago. Yet there are plants that you compete with that have not taken advantage of today's automation. How can they compete with you price wise if your machines are faster and more efficient? Over the years, plants have refined their material flow to work within the limits or bottlenecks of their operations.

Many have become extremely efficient with older equipment and have a hard time justifying adding new equipment within their current structure. Material flow is about seconds. Some of these plants that have been in business for many years have adjusted their operations to remove seconds, thereby increasing the frequency that finished product rolls out the door.

Let's look at an example. New computerized saws have drastically decreased the time it takes to cut pieces for a job. But faster cuts also mean you'll have to make adjustments in other areas. First, the new saw's footprint will most likely be

remember: Good material flow is not dependent on equipment, but on how you set up and use the equipment available.



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larger, thereby constricting the path of both incoming and outgoing lumber. Also, by cutting pieces faster, lumber needs to be received quicker than before. These issues may hold up the sawyer while the pieces are retrieved, and could also cause a back-up in the staging area. If you do not work on the inflow and outflow sides of the saw, your new computerized saw isn't going to save you any time.

Remember that there are many different types of equipment on the market that all accomplish the same task. Which one is the right choice for you? Should I use a "bomb cart," "skate conveyor," or an overhead crane to get materials to the table? Is a customized solution in order? In reality, all of these will work depending on the layout of the building. This is where your site plan will become your greatest resource.

Consider material flow on a broad and concentrated scale. Material flow should be considered from the large scale (site plan) to the small scale (how many items are handled at an individual work station). Looking at individual production stations is a little different than looking at the site plan as a whole. When looking at a station, consider ergonomics and speed. For instance, if stacking the pieces on the floor causes the assembler to make extra steps or bend over every time he needs material, extra seconds are tacked on to

the time it takes to get materials in the assembly jig. Those extra steps can also pose the risk of muscle strain and fatigue. Ideally you should aim for one fluid motion that prevents the worker from adding unnecessary stress to his back, knees and shoulders. This could be as simple as looking at the height at which the materials are stacked in relation to the table.

Market demands affect material flow and plant layout. In some markets truss companies have decided to sell additional items like:

- Sheathing gables
- Nailing girders
- Sequencing trusses

While these are things that seem pretty simple, they can become a nightmare to the production personnel if the process or procedure has not been planned out with your current material flow.

While the prospect of evaluating material flow may seem daunting, remember this simple principle: Good material flow is not dependent on equipment, but on how you set up and use the equipment available. Good luck! **SBC**

do the math:

How long does it take to get your material to the assembly table? When you're looking for material flow savings at an assembly station, you need to look at shaving a few seconds off each truss set-up. If you cut five seconds off building one truss, and that line produces 300 trusses per day, you've just increased your production by six percent. **Calculation:** There are 27,600 seconds per production day. 27,600 seconds per 300 trusses = 92 seconds per truss. If you can cut five seconds off each truss—87 seconds—you'll be able to produce 18 more trusses per day. At an average \$70 per truss and 252 working days per year, that totals \$317,520 in added production per year. Not too shabby!

Crunching the numbers...

#Sec/8-hr shift*	Sec/truss	Total trusses built
27,600	92	300
27,600	87	318

*An average 8-hour shift includes two 10-minute breaks, resulting in 7 hours and 40 minutes of actual working time per shift.

From the Inside Out...

Continued from page 45

span of the house to the saws, which might take only 15 minutes to cut. Following that up with the rest of the house could take another 40 minutes. This doesn't seem like it would make a difference and in some cases one could argue that this will make that new computerized saw run inefficiently and they would be correct. However, losing five minutes in inefficiency at the saw for two people, while having the main span completely cut and to the table 40 minutes quicker so the crew of four people doesn't run out of work, saves 150 minutes of otherwise wasted time. Thus, batching

Coast to Coast

50 out of 50



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Outside the Plant:

Handling Finished Trusses in the Yard



by Molly E. Butz & Keith Hershey

Trusses present a myriad of handling risks, so being on top of potential safety hazards is key.



In a component manufacturing plant, there are various materials that must get moved from one place to the other. From bunks of lumber to boxes of plates, there are probably days you find your forklifts are your best friends. However, some of the most precious cargo your forklift operators are asked to carry can also be the most difficult to lift, move and deposit. Let's explore together the ins, outs, ups and downs of handling finished trusses at your facility.

Handling finished trusses in the yard can be a daunting task. Unlike square, more standard loads (boxes of plates, for example), trusses present a myriad of handling risks that run the gamut from unusual centers of balance to cramped storage spaces. The following four areas of concern will help you identify the hazards and reduce the risks associated with handling finished trusses: forklift limitations, truss limitations, storage and loading.

Forklift Limitations

Although understanding your forklift's limitations is important no matter what you're transporting, it is of particular importance when loading, unloading and moving finished trusses. The first thing to keep in mind is that each forklift is rated for a specific load weight. Lifting a load that is heavier than your forklift's capacity will compromise your safety and the stability of your load. However, your forklift's stability or center of gravity can be affected by numerous things, including:

- Moving the forklift with an elevated load
- Trying to turn the forklift while moving too fast
- Operating on a hill or incline
- Starting or stopping too fast
- Tilting a load toward or away from the forklift

For the most part, trusses can be considered light weight; however, when two or more loading conditions occur at the same time, the combined forces can overload the forklift. For example, if you are transporting long span trusses lying flat on the forks rather than using a proper spreader bar, traveling over uneven surfaces will cause the ends of the trusses to begin bouncing. This force can greatly multiply the load on your forklift and in some cases pick the rear wheels up off of the ground, even if the load is well within the capacity of the forklift.

You'll also find that keeping your forks low to the ground and operating the lift at a reasonable speed will minimize your potential for danger. These may seem like com-

Continued on page 52

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Outside the Plant...

Continued from page 50

mon sense practices, but when time is of the essence, it's easy to forget!

Truss Limitations

Trusses need to be handled with care. Yes, each truss is designed and engineered to handle a specific amount of vertical load; however, trusses are not designed to carry significant amounts of lateral load which means that pressure placed on the "face" of a truss can cause damage (see Figure 1). This certainly does not mean that you cannot handle trusses in this orientation, but it does mean that extra care should be taken so that unnecessary stress is not put on the truss. As noted before, long span trusses tend to bounce while being transported. The bouncing that occurs causes stress at the plated joints and on the web members; trusses are not designed to withstand those types of stresses.

It is also easy to damage the webs and metal plates of a truss if care is not taken in inserting the forks and lifting them properly. In addition, trusses should not be picked up using only one fork. This also puts undue stress on the plated joints and web members. The best practice is to handle the trusses in a vertical position as much as possible and to transfer them to and from a lateral position only when required, plus by tightly banding groups of trusses together, any pressure will be distributed over the entire load.

Storage

No matter how you choose to store your finished trusses, either in vertical stacks or lying flat on the ground, there are several key components to storage that will help you to ensure your finished products stay in good shape before loading them for delivery.

Trusses or truss bundles stored flat on the ground should be raised a few inches by blocking at 8' to 10' on center. In addition, if you will be stacking multiple bundles of trusses, there should be blocking in between the

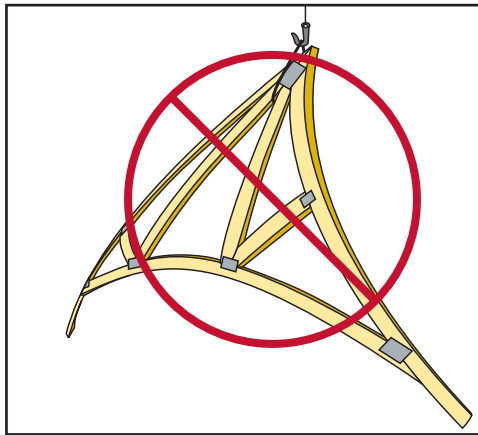


Figure 1.



Keeping forks low to the ground and operating the lift at a reasonable speed will minimize the potential for danger.



Trusses or truss bundles stored flat on the ground should be raised a few inches by blocking at 8' to 10' on center.



Vertical stacking requires sturdy back and bottom supports for storing the banded groups of trusses.

bundles also at 8' to 10' on center. These blocks allow for the trusses to easily be stored and retrieved by a forklift without damaging the top or bottom chords, webs or plates. Solid vertical backing will also make stacking the trusses easier and also prevent the stacks from tilting backward and potentially tipping over.

Vertical stacking presents similar stability needs which include sturdy back and bottom supports for storing the banded groups of trusses. The vertical and horizontal supports should be spaced every 8' to 10'. Another option is to place the horizontal supports at the bearing points on the trusses. In either case, the trusses should be banded together and then banding or strapping should be used to secure the trusses to the back support posts to keep them from tipping or blowing over if it becomes windy.

Loading

As you prepare your trusses for delivery, a certain amount of caution must also be used when loading them onto the truck. One of the most important things to remember is that the load needs to remain even and level to prevent damage to the trusses. Shifting during transit can cause unnecessary stress and result in broken webs and plates, which can mean time and money.

You'll also want to be sure that the forklift operator is careful not to dent one of the side tie-downs or tear up the bed of the truck during the loading process. Miscalculating the height of the truck bed or dragging the fork tips on the bed can cause a serious amount of damage. And, to avoid an accident or injury, it's always best to make sure there are no other people or equipment in the area while loading is occurring.

Handling finished trusses in the component manufacturing yard can be a little tricky, but with some extra care and a pinch of planning, ensuring your trusses get moved, stored and loaded in great shape can be easier than it looks! **SBC**

Handling Finished Trusses: Best Practices

- Tightly band multiple trusses together to help distribute loads.
- In transit, have the top and bottom chords of the truss well supported.
- Use a spreader bar or sling chains for long span trusses.
- Keep forks low to the ground.
- Store trusses on blocks for easy lifting.
- Avoid obstacles such as large bumps or potholes that can cause the load to shift or bounce.
- Avoid damaging the plates and web members with the forks.

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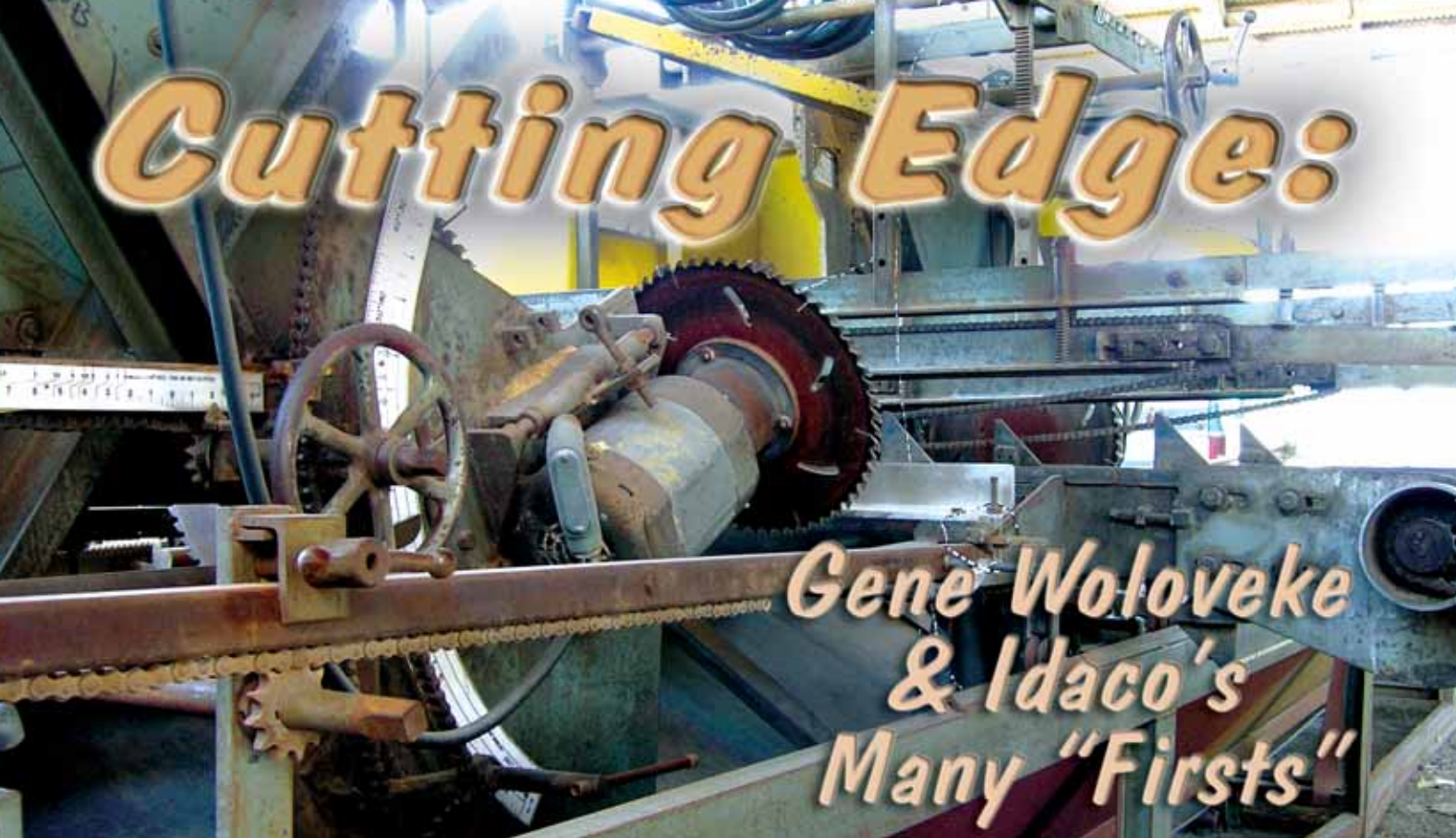
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by Libby Maurer

Meet the man who pioneered the industry's first automated component saw!

at a glance

- ❑ Gene Woloveke started his career at Idaco Machine & Equipment Company in the late 1940s.
- ❑ Early on, the company owned a sawmill machinery manufacturing division as well as a lumber division.
- ❑ In the 1950s, Idaco ventured into the truss business, selling home packages and manufacturing truss equipment for component manufacturers.
- ❑ Gene designed and built the first automated component saw by hand.
- ❑ Idaco was among the first companies to partner with A. Carroll Sanford, inventor of the light gauge steel connector plate.

A sharp, articulate man in his mid-80s enjoys a daily round of golf in temperate Danville, CA. Who knew that nearly 60 years ago Eugene Woloveke would design machinery to drastically increase the production capacity of a truss plant? With the dozens of highly automated machines available to component manufacturers today, remember the man who had not only a dream to help component manufacturers become more efficient, but also the vision to make it happen. It may come as a surprise to know that he pioneered many "first" component manufacturing machines for the industry.

Gene left college during his senior year in 1942 at the University of California at Berkeley to volunteer for the U.S. Air Force. He was first trained as an Air Force pilot, but eventually got his wings and an MOS as a navigator. He soon rose to become a B-29 Bomber flight engineer, where he earned another MOS. Following the WWII, Gene finished his degree at Berkeley and sought help from a local unemployment office. With the country recovering from the war's economic suppression, work was scarce. "They pointed me toward a little machinery shop a quarter mile down the street." And it was at that little shop that Gene Woloveke began his near forty-year career with Idaco Machine & Equipment Company.

At the time, Idaco was making primarily sawmill machinery like edgers, gang-trimmers and head saws to service the several hundred lumber mills operating in northern California. Gene quickly learned the equipment manufacturing business, and became familiar with every step of the manufacturing process. Before long, he was designing sawmill machines and building new models by hand. "My shop foreman and I would outline the machine in chalk on the floor, frame it with structural steel, and cut, weld, and assemble the parts."

The company's lumber division, which included several mills of its own, was often a catalyst for original design inspiration as well as a testing laboratory. "The machinery division of Idaco was fortunate to have the lumber division present us

with the challenges to come up with machinery to meet their mass production needs," he said.

With the economy showing signs of new life a few short years after the war, "mass production" was becoming the name of the homebuilding game. Gene recalled a giant leap toward production building in the early 1950s: "The emphasis was suddenly on production; that is, how to get the product out faster while maintaining or even improving quality." With a company-wide commitment to improving the efficiency of its customers, Idaco was well-positioned to supply the booming industry.

From Sticks to Panels: The Start of a Homebuilding Revolution

Idaco's third major revenue source was buying lumber direct from mills and wholesaling it to local retail yards. Business thrived until the market figured out how to cut out the middle man. "Competition got tough, because retailers started buying direct from the mills, and cut us out. So we had to reorganize the company's sales strategy and figure out how to continue to claim our share of lumber sales," Gene recalled. "We got squeezed out of the wholesale market, and we had to come up with a way to squeeze back in." The answer to reclaiming its corner of the lumber market was entering the truss business.

Gene remembers that an Idaco lumber salesman came up with an idea to sell their wholesale lumber directly to the builder. The lumber would be cut to size, prepackaged and shipped directly to the jobsite, suiting the exact needs of the particular project. "That way, the framer wouldn't buy from the lumber yard," he said. The package idea came at just the right time because it allowed the builder to build a better house more quickly. Another reason was that good framers and carpenters were almost non-existent.

Idaco struggled to sell packages at first. "I remember the lumber department having difficulty selling a builder even one house project precut, packaged lumber," Gene said. "But over time [builders] found out that buying components not only saved them a lot of money and time, but also eliminated lumber waste."

The Compon-a-matic Changes Everything

To keep up with the homebuilding demand, Idaco again serviced itself by developing manufacturing equipment to suit its own needs. "When we were building just a few house packages each day, there was no reason to automate," Gene said. But as product demand grew, so did the company's production needs; Idaco needed a saw to step it up. The first component saw was designed by Gene (having graduated to

Idaco's general manager) and several others in the early 1950s, and had the advantage of four blades instead of one. Cleverly titled the Compon-a-matic, it was the first feed-through component saw on the market, and had the capacity to cut up to 60 pieces per minute (see Photo 1).

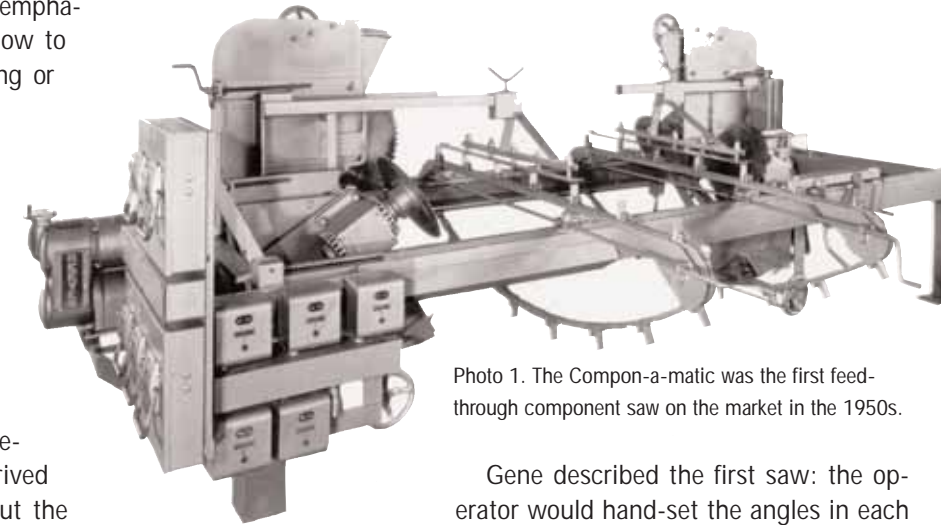


Photo 1. The Compon-a-matic was the first feed-through component saw on the market in the 1950s.

Gene described the first saw: the operator would hand-set the angles in each of the four saws, and push the 2x4 up against a set of lugs on a moving chain, wait for it the pass through the cutting blades, and the machine would deposit the finished piece out on the back side. "The first machine was not much to look at, but it got us started in a whole new industry. It really was exciting now that I look back on it," said Gene.

The Sanford Connection

It's little wonder that a company known best for quality and innovation would eventually partner with the likes of a second industry giant. "We came upon a young fellow named Sanford in the early 1950s, working for H & H Brace Plate in Florida. He had just come up with the idea for a nail plate," Gene remembered. Idaco's homebuilding division soon struck a deal to punch the Sanford metal plates in Oakland before using them to build trusses. "We used to pound them in with heavy mallets," Gene recalled. "It was very physically strenuous." So along came a revolutionary solution: "We manufactured the first plate roller to imbed [Sanford's] plate in the making of a roof truss," which together with the Compon-a-matic, became a staple for component manufacturers throughout the world. (See Photo 2 on page 58.)

Compon-a-matic Production Increases

By the time Idaco broke through the component manufacturing market, Idaco had opened a product showroom and equipment reps were positioned to call on component manufacturers in all U.S. markets. Gene said Idaco built the first Compon-a-matics to "fill our own need, but Sanford started sending manufacturers in from 'Timbuktu.' They'd see what we were doing, and ask us to make them a custom machine." Idaco began to gamble, making ten or more machines at a time to see if they would sell. "That's what happened with the component saws," he said.

Continued on page 58

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Photo 2. An Idaco ad for the Truss Roll Press—the first plate roller to imbed Sanford's plate in the making of a roof truss.

Cutting Edge...
 Continued from page 57

And at a time when product quality is incessantly scrutinized, Gene's machines left little doubt in the minds of consumers. In fact, after a fire leveled Scott Arquilla's suburban Chicago facility in 2003, two Idaco saws (Web-Matic and a chord saw) dating back to 1968 literally helped the company regain its footing. "We were ready to resume production, but our new building wasn't yet complete. So we set up a makeshift cutting and assembly area," Arquilla said. The two vintage Idaco saws, having been stored under a shed for years, were dusted off, and Best Homes, Inc. was back in business. Rust and all, the Idacos saved the day. (See Photos 3 & 4.)

Gene's customers weren't the only fans of the Idaco name. With sales reps in nearly every region of the country, Idaco technology was widely available. Dave Imming was brought on to



Photos 3 & 4. Two Idaco saws (circa 1968) were dusted off and put to work as Best Homes, Inc. recovered from the 2003 fire that destroyed their shop.



Hydro-Air in the early 1963 by a man named George Eberle. Imming remembers that Eberle sold his first Compon-a-matic to Supreme Truss in St. Louis. "At the time," said Imming, "[Hydro-Air] built truss equipment, but not saws. So we would sell Gene's saw with our truss line." Imming remembered Gene's love of ingenuity. "One thing was certain about Gene: he was always ahead of the curve."

"Once we had worldwide demand, [the saws] had to be ship-pable," Gene said. They traveled across the country by rail (bolted to the bottom of a rail car!), and were then transferred to ships setting sail off the east coast. In addition to domestic shipments, Idaco sent machines to South Africa, New Zealand, Australia, Japan, and all throughout Western Europe. Gene warned that Idaco's automated machines weren't for everyone. "You always have to weigh the equipment and maintenance costs with your through-put," he said.

By the late 1970s and early 1980s, Idaco had become a full-service equipment supplier, offering a complete line of component saws, as well as a line of roof, floor truss and wall panel assembly machines. The first generation of Compon-a-matic went under the knife for a major facelift; it was fit with a hydraulic feed drive, a pre-load feeder and a waste conveyor for sawdust and wood scrap. (See Photo 5 on page 60.) The 1981 version offered a "new digital readout system." New saws were added to the repertoire: Anglematic, Floor-Matic, Webmatic, and the Round-Matic. Component manu-

facturers could also invest in the Stack-matic, a "completely self-contained, fully automatic" truss stacker. (See Photo 6 on page 60.)

Very early on, Idaco machines had earned a reputation for high quality and optimum performance. "Our equipment was always known to be rugged and dependable," Gene said. But it was the company's emphasis on developing custom-built machines that would improve efficiency and raise productivity that helped to establish a loyal and diverse customer base.

Imming, who continued to sell Idaco equipment after his career at Hydro-Air, said Gene was the go-to guy for ideas on how to improve an existing machine. "People would consult him: 'what do you think about adding this or streamlining that?'" Gene was always up for the challenge." Gene was never afraid to take chances, knowing full well that they might not necessarily mean an innovative new product. "Back then, we always took opportuni-

Continued on page 60

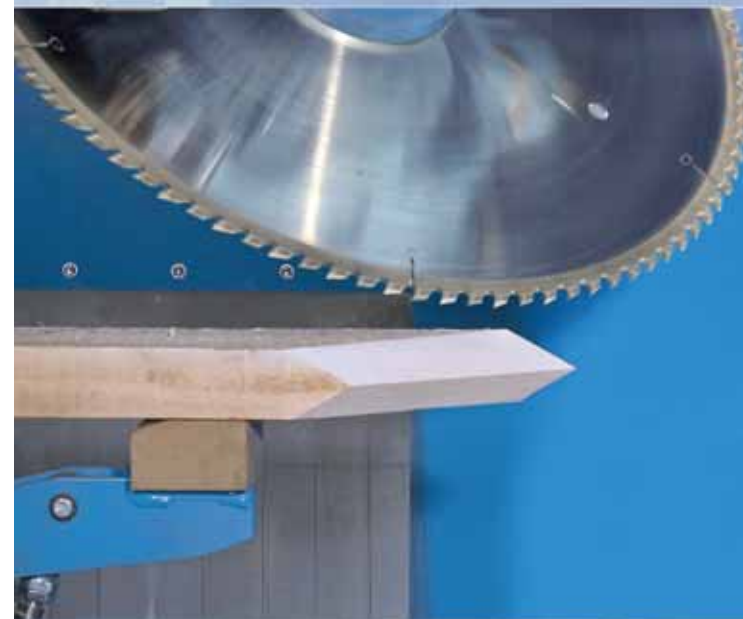
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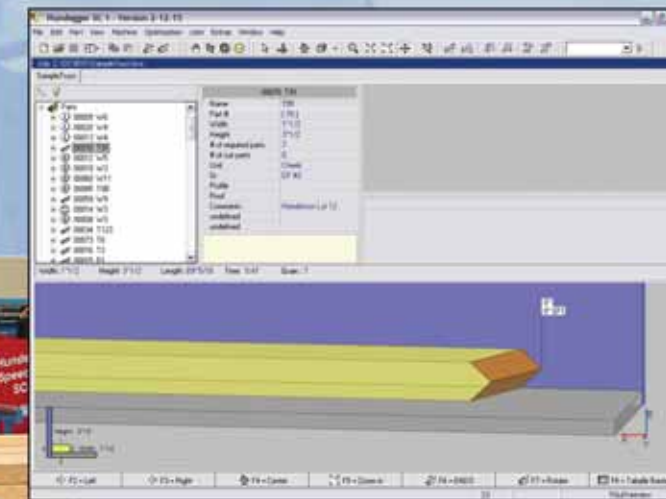


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SC-1 screen shot
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Photo 6. Idaco's Stackmatic, a completely self-contained, fully automatic truss stacker, was one of many items added to their line in the 1980s.

lumber division is still in operation today, but no longer under the Idaco name.

Gene continued to run a sales and service business from his home for old Idaco customers. "I continued to offer some of the smaller lines after the move," he said. Gene retired for good in 2001, a move that has allowed the 84-year-old to work on his golf swing and become a daily lap-swimmer.

Says Gene with pride, "Looking back, I lived through an amazing time." Although years removed from the machine building industry, innovation runs through Gene's blood.

"I'd be interested to see where the industry is in terms of efficiency now," he says. No matter where component manufacturing equipment currently falls on the efficiency scale, we are grateful to Gene for setting the stage for the kinds of innovations the industry has seen since Idaco's reign. **SBC**

Thanks to Dave Imming of Truswal Systems Corporation and Scott Arquilla of Best Homes, Inc. for contributing to this piece.

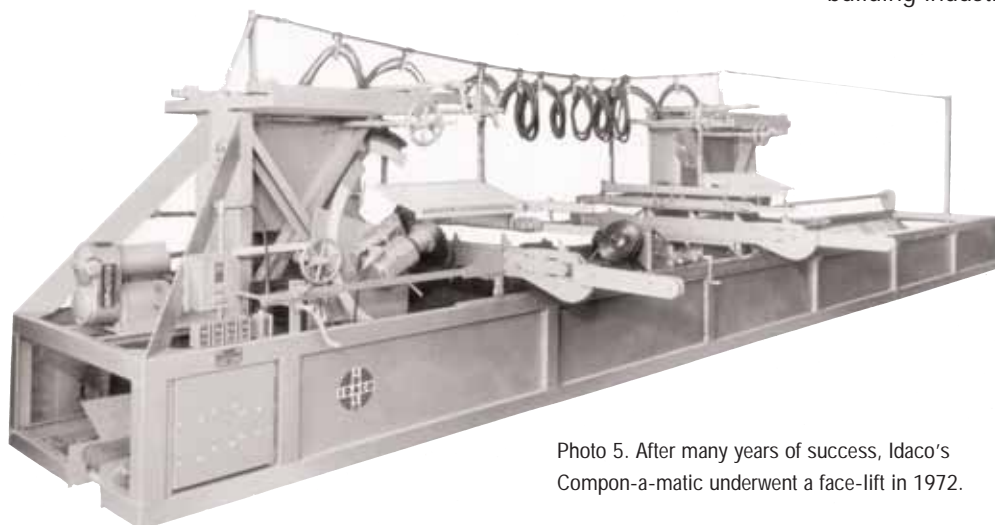


Photo 5. After many years of success, Idaco's Compon-a-matic underwent a face-lift in 1972.

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“It is impossible to understand the immensity of the devastation and the problem without seeing it for yourself. You can’t see it on TV, you can’t hear about it—you have to actually witness it to understand the scope and the complexity of the problem.”

Touring New Orleans allowed component manufacturers to grasp the enormity of the recovery effort.

by Marisa Peters

at a glance

- ❑ The immensity of the devastation from Hurricane Katrina is something you have to witness first-hand to understand its scope and the complexity.
- ❑ Post-Katrina New Orleans is not going to be a quick fix; the damage to the city and its infrastructure is too dramatic to be repaired in even a few years.
- ❑ Many Gulf Coast residents were waiting for the release of updated flood advisories to begin rebuilding or repairing their homes.
- ❑ The Gulf Opportunity Zone Act of 2005 is federal legislation that was passed in order to encourage economic development in areas impacted by Katrina.

Where there is destruction, there will be reconstruction. The struggle to repair damage and return to normal begins immediately after any kind of tragedy, whether natural or otherwise. People and communities strive to return to their normal lives, pick up where they left off before the storm, evacuation, accident—whatever it may have been. This holds true in the case of Hurricane Katrina, which hit Louisiana, Alabama and Mississippi on August 29, 2005. This particular reconstruction process may be taking longer than others in the past that followed less devastating events, but it is happening. However slowly or painfully it may seem to some, it is there and it is progressing.

In New Orleans, cleanup is not yet complete, and restoration has barely begun. Some people are still waiting to receive their temporary Federal Emergency Management Agency (FEMA) trailers that will serve as homes until something more permanent can be arranged—whether that means rebuilding or moving away. Decaying homes and crumbling structures are everywhere, and at times this makes it difficult to believe that some progress has indeed been made. This is what some attendees of the Mid South Component Manufacturers Association realized while touring heavily-damaged areas in and around New Orleans in April 2006.

While there is noticeable restoration and activity downtown, it’s a different story in the suburbs, said Rip Rogers, soon-to-be-retired vice president of Trussway, Ltd. in Cedar Park, TX. “Out in residential areas that we went to...we were there eight months after Katrina hit, and there were houses that hadn’t been touched,” he said.

Along with several others, Rogers had the opportunity to see what Katrina did to the New Orleans area while on the tour. Scott Ward at Southern Components, Inc. in Shreveport, LA, organized and led the three-plus hour tour that took the group through different parts of the city. Seeing the situation in person had a definite and lasting effect.

“I think closer to the end [of the tour], there was so much devastation and destruction,” Scott said. “It was much more overwhelming than what they [the attendees] had seen in the media. Basically, they were just overwhelmed and speechless by that point.”

The tour that Scott organized included parts of the Lower Ninth Ward of New Orleans, Chalmette—which is to the east of the Lower Ninth Ward, and the Lakeview area—which is very near Lake Pontchartrain. “Those neighborhoods were just totally devastated,” said Scott.

The group was staying at a hotel in the French Quarter, an area that wasn’t hit as hard as others due to its being on higher ground, and one that has also benefited from comparatively quicker cleanup and repair. The difference between what the group saw there and what they saw on their tour was significant.

“It was really dramatic going from being downtown, where we were staying, and driving out into that area that was more affected,” said Derek Moody, president of Rogers Manufacturing Company in West Monroe, LA. “Driving into that area looks like a ghost town.”

Continued on page 64

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Tour participants were struck by the sight of a fully restored house in the midst of a largely devastated neighborhood.

Katrina Confronted: Seeing for Themselves

Continued from page 63

While moving through the tour, attendees saw various scenes of damage and decay not unlike those that many have seen on television. However, seeing it in person seems to have strongly impacted each person, leaving precise images in their minds several weeks after the tour ended and they returned to their home areas.

"It is impossible to understand the immensity of the devastation and the problem without seeing it for yourself," said Bob Ward, Scott's father and general manager/owner of Southern Components. "You can't see it on TV, you can't hear about it—you have to actually witness it to understand the scope and the complexity of the problem."

Moody said what struck him the hardest was seeing a fully redone and nicely-groomed house and yard towering over a still untouched neighborhood of about 50 or 75 crumbling former homes. The grass and shrubs were manicured and green, no debris littered the yard, cars were in the driveway and its inhabitants had clearly returned. In contrast, everything directly adjacent to this house and across the street was abandoned, and trash was piled many feet high on front lawns.

"We drove by it...and we were like, this house just sticks out like a sore thumb," Moody said. "It was the reverse of driving through an intact, nice neighborhood and seeing a house that had fire damage or was demolished....Every other house around there for blocks was in terrible shape."

Moody said he wondered how people could live among so many houses that haven't been cleaned or repaired. "How do you emotionally, mentally, every day, drive by that? It's got to be tough."

One image that stuck with Rogers was of houses that were completely displaced by the storm and left resting in the middle of a street. "I saw two houses, built on a slab foundation with brick veneer," he said. "They were picked up by the storm surge, moved six blocks away and dumped in the middle of the street—with the slab still attached."



Some houses were picked up by the storm surge—slabs and all—and moved blocks away from their original address.

No Quick Fix

It has been clear from the beginning that post-Katrina New Orleans was not going to be a "quick fix." The damage to the city and its infrastructure was too dramatic to be repaired in

a few months, or even a few years. The process of cleanup alone has been a tremendous undertaking, meaning that moving on to actual rebuilding has taken (and is taking) quite a while in most places. The reasons for this are complicated and numerous, with the end result being that deciding how or when to be part of the rebuilding effort as a business, and specifically as a component manufacturer, is tricky.

Until recently, many residents and businesses were in a kind of holding pattern while they waited for more information and advice from the government, said Jim Saintignan, who has been working and living in New Orleans at least half of every week since December. He is also a close friend of Scott's, and previously worked in sales at Southern Components.

Saintignan is involved with several different industries and companies in the New Orleans area, doing work such as preparing FEMA trailers to be used as temporary housing, elevating homes and helping to erect modular houses. He said what people were waiting for was new advisory flood data (often called flood maps in conversation), which was released by the government in mid-April.

"Everyone's been in limbo since the storm," said Saintignan. "They've got a house that needs repairing so they can move in, but everybody's been on hold waiting for these flood maps to come out."

Continued on page 66

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Katrina Confronted: Seeing for Themselves

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These flood maps are important to residents and owners because they offer advice and recommendations regarding whether or not a structure should be rebuilt in the same place, whether or not it should be elevated, and if it should be, how high. The maps will not be law until they are incorporated into official flood maps, which will take about a year. However, some locals still wanted to wait for the recommendations before making reconstruction plans, so they would know what to do to lessen the risk of their homes flooding

"There's a shortage of everything," he said. "There's enough for everybody [all types of businesses] to do."

But, the trick is to figure out what needs to be done where, and which of those needs a company can fulfill. Saintignan's advice to those interested is to send someone to the region, and have that person spend at least a couple of weeks in order to get a real feel for the situation, what needs to be done, and how to do it best. This is an important step.

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*For a complete list of references, visit **Support Docs** at www.sbcmag.info.

again. For example, Scott Ward said that houses in the Lakeview area were being elevated as much as ten feet in response to the new maps.

Getting Involved

As a consequence of these flood maps being released, Saintignan said he believes the reconstruction and elevation of damaged houses will pick up because people now know what has to be done. And with that increase, he said, there will probably be fewer new FEMA trailers going up. However, that doesn't change the fact that there are already so many in the city and surrounding areas that t-shirts about them are available for sale.

"In some areas, FEMA trailers are so widespread that you literally can turn down streets, and there's a FEMA trailer in every yard," said Saintignan.

This is because homeowners' FEMA trailers are often placed near their uninhabitable houses and hooked up to those sewer and water lines. So, as houses are elevated and repaired, the need for trailers should lessen—although it certainly won't go away completely. Saintignan also said some of this switch is occurring simply because some people have now managed to get enough money together, or enough of a plan, to begin returning to the city, a phenomenon un-related to the release of maps.

All of this is why now might be the time to get involved for component manufacturers who want to do business in the area. While mass rebuilding has not yet started, Saintignan said this is probably the time for companies to try to figure out where they will fit in to the reconstruction of New Orleans.

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—Dave Motter,
Tri-County Truss, Inc.



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Katrina Confronted: Seeing for Themselves

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"Everybody just wants to walk in and take over," he said. "And you can't do that. You've got to come down here and pay your dues, stay here for two weeks or a month, and get an idea of where you fit in."

Gulf Opportunities

Business in Katrina-damaged areas is something that is generally welcomed and encouraged by many, including the federal government. In fact, in an effort to spur economic recovery and growth, federal legislation was passed in December 2005 that established various incentives for businesses in the Gulf Opportunity Zone (GO Zone), which includes Katrina-damaged areas in Alabama, Mississippi and Louisiana (see map below).

According to a White House press release, the Gulf Opportunity Zone Act of 2005 assists local businesses by: doubling small business expensing from \$100,000 to \$200,000 for investments in new equipment, providing a 50 percent bonus depreciation for all businesses, and extending tax relief to the building of new structures. It will also make loans and loan guarantees available for small businesses to help them get started again.²

Dan Holland, president of Clearspan Components in Meri-



While the roads of New Orleans have been mostly cleared of debris, many lawns are still scattered with everything from stuffed animals to lunch pails to appliances.

dian, MS, and one of the tour attendees, said he thinks this legislation has indeed encouraged companies to build new facilities in his area (which is about 130 miles north of the coast and within the GO Zone) and others. "Half the cost of whatever is purchased is fully deductible as an expense in the first year of use," he said. "And that will shield an enor-



The Hurricane Katrina Gulf Opportunity Zone includes parts of Louisiana, Mississippi and Alabama. It is as shown here, with the additions of Marengo County in Alabama, and Holmes and Humphreys Counties in Mississippi.³

mous amount of income from income tax."

Holland said that companies need to think about the long run too, though.

"That's a more long range thing about the recovery," he said. "I see our industry, and probably other industries, building more facilities than will be needed in the long term because of the tax incentives. And they certainly need to have a long-term outlook, if they're considering building a facility there, of how much business will be there to support the facility ten years down the road."

Rogers also did not see the area as being a good breeding ground for new component manufacturing plants—at least not the New Orleans area alone. "Right now, there's not a lot of truss business down there," he said. "In time, there may be some. But if anyone was thinking the city of New Orleans would fuel a venture into the truss business, that won't happen."

Fewer People & More Debris

While rebuilding may begin to progress a bit faster now, it is likely to still be several years to a decade before New Orleans really starts to feel like the city it used to be. The damage is so widespread, and requires so much planning and physical work to repair, that there doesn't seem to be a way to make the recovery a timely one.

Scott said he thinks many people can't grasp how much damage there really is. It's not limited to downtown or any specific area. The destruction is everywhere a person looks and goes—from home to work to the grocery store.

Continued on page 70

Natural Disaster Assistance:

As the building components industry heard about the devastation caused by Hurricane Katrina, WTCA members contacted staff in a flurry of calls and emails to find out whether their peers escaped the storm without harm, and whether they could provide assistance to component manufacturers affected by the storm.

The outpouring of support for hurricane victims led to the creation of a forum called **Members Helping Members**. Dubbed the **M2M Forum**, it is designed to connect those in our industry who have been victimized by such events with those who can provide assistance.

WTCA members who have weathered the storm can post updates on their status and detail ways in which others can lend a hand. In turn, members can use this online forum to offer assistance such as finan-

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The destruction is everywhere a person looks and goes—from home to work to the grocery store.

Katrina Confronted: Seeing for Themselves
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"Basically, the way I feel is that it's going to take at least five years or more [to rebuild]," Scott said. "The main thing people don't understand is that the devastation goes on for miles and miles. It's not just a centralized area in New Orleans. We're talking about miles of devastation."

Rogers said one thing that seemed to be mostly completed is the clearing of debris in roads. However, the same can't be said for yards. He saw everything from stuffed animals to lunch pails to appliances scattered in them. "I've never seen anything like it, and never will again," Rogers said.

The amount of debris still present on private property isn't surprising, considering how much of it Hurricane Katrina created. According to a White House report, the storm generated 118 million cubic yards of debris.⁴ If all of this was stacked onto the space of a football field, it would be over ten and a half miles high.

Other statistics supplied by the same report help to illustrate what an immense and time-consuming process the reconstruction will be. Katrina made an estimated 300,000 homes uninhabitable—more than both Hurricane Andrew in 1992, and all four of 2004's major hurricanes combined (Charley, Frances, Ivan and Jeanne). The storm flooded approximately 80 percent of New Orleans, impacting almost 93,000 square miles across 138 parishes and counties. It is estimated that the cost of Hurricane Katrina will approach the \$100 billion mark. If so, it will be the first disaster in America to do so—natural or otherwise.

As is well-publicized, Hurricane Katrina displaced a very large number of residents. Most of the tour attendees said they view population numbers as likely to increase slowly as reconstruction moves along. The government report said that around 770,000 people were displaced in total, from all damaged areas. That is the most since the Dust Bowl migration from the southern Great Plains region in the 1930s.

Holland estimated that population is at about 50 percent of what it used to be in areas that were flooded by only two or three feet of water. Areas that were more heavily flooded seem deserted. "There are a lot fewer people in every neighborhood, even downtown, than there used to be," he said.

He said he thinks it will take about ten years to get population levels back to where they were. Saintignan offered the same estimation.

"I don't know if the population will be back where it was

before," he said. "But I would say that, between five to ten years from now, the population will level off and go back to normal city growth."

Long Haul

While finding the correct timing and niche are prerequisites to successfully doing business in New Orleans, component manufacturers aiming to be part of the reconstruction shouldn't expect too much too soon, according to the tour attendees.

Moody, who said he and his company have been giving thought to doing business in Katrina-affected areas, also acknowledged that the whole process is going to be a lengthy one. "The rebuilding won't be as fast and furious as a lot of people think," he said.

"I think that...[component manufacturers] need to maintain realistic expectations and not expect things to happen too quickly," Holland said. **SBC**

Many thanks to Rip Rogers, Scott Ward and Kris Odom for providing photos for this article.

Population Statistics Before & After Hurricane Katrina:

These populations were obtained from US Census data.⁵

Alabama:

Statewide population as of July 1, 2005: 855,874

Estimated statewide population as of January 1, 2006: 855,681

Mississippi:

Statewide population as of July 1, 2005: 1,882,198

Estimated statewide population as of January 1, 2006: 1,839,808

Louisiana:

Statewide population as of July 1, 2005: 3,330,600

Estimated statewide population as of January 1, 2006: 2,985,819

The following are the Louisiana parishes with the highest proportional decreases in population from July 1, 2005 to January 1, 2006.

1. St. Bernard Parish:

Population as of July 1, 2005: 64,576

Estimated population as of January 1, 2006: 3,361

2. Orleans Parish

Population as of July 1, 2005: 437,186

Estimated population as of January 1, 2006: 158,353

3. Plaquemines Parish

Population as of July 1, 2005: 28,282

Estimated population as of January 1, 2006: 20,164

4. Jefferson Parish

Population as of July 1, 2005: 448,578

Estimated population as of January 1, 2006: 411,305

5. Cameron Parish

Population as of July 1, 2005: 9,493

Estimated population as of January 1, 2006: 7,532

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Automation

by Jerry Koskovich, P.E.

straight talk

Heaven or Hell

Anyone can buy a nice machine, but it's up to you to get the most out of your purchase with proper maintenance and upkeep.

For better than twenty years now, some of you have been listening to me sing the praises of automation. For about the first eight to ten years I felt a lot like John the Baptist crying in the wilderness. I was preaching the automation gospel but not many were listening. Conversions were few and far between!

In the early nineties, a few of the major equipment suppliers began singing the same song. Gradually the crowd of believers grew. Now most everyone has heard the message and most have shown at least a casual interest in learning more about what automation can do for them. To carry the Biblical theme a bit further, and to summarize the main point of this article, if they decide to go down the automation path, will it be heaven...or hell!

Most all of the articles and advertising that the industry is exposed to preach the heavenly side. When all is going as advertised and the customer does his part, he'll reap the blessings of outstanding production, lower labor costs per part (wall panel or truss), improved quality, lower waste factors, more production per man hour, perfectly cut and marked parts, fewer call backs, fewer safety risks, and best of all, much improved bottom lines.

Let me assure you that all of the above is possible and, in the majority of cases, reality. But, is there the potential for a darker side...the hell of automation? The answer is...absolutely!

You might expect me to begin singing the praises of our equipment over the competitors' to avoid that darker side. I hate to disappoint you, but *SBC* doesn't allow advertorials. I wouldn't anyway. Things can go dark with anybody's automated equipment. While all of the major vendors, including me, have had our occasional challenges and difficulties with various machines over the years, for the most part, when you buy an automated machine in today's market from a major vendor, you are probably getting a pretty stable design that's been debugged for some time and will likely do what the salesperson says it will do.

No... the trip to hell I'm referring to is caused by the sins or failings of the user...not the machinery vendor. Let me share some insights and experiences.

About twenty five years ago, the machine tool industry was going through its conversion to automated machine tools. "Going to CNC" was a phrase that you may have heard. Prior to that, the industry's machines were hand-cranked for the most part, similar in concept to the manual component saws of our industry. The effi-

ciency and accuracy of the machine was greatly dependent on the operator. In addition, the maintenance on most of these machines was minimal. You cleaned and lubricated it regularly and tried not to abuse it, but that was about all.

With the introduction of computer controlled automated machine tools (CNC), the industry changed. Suddenly, programmers and technically trained operators were necessary to run these new machines. Very competent old time operators of manual equipment often quit instead of adapting to the new technology. In addition, the new machines often required a new level of maintenance, as well as someone who could troubleshoot and repair the electronics that were driving these automated machines.

In spite of these challenges, the machine tool industry bought into automation. The benefits in production, accuracy and profit far outweighed the challenges. In truth, competition was so intense that in most instances a company had to automate to survive. Today, even the smallest of machine shops will likely have some form of automated machine in their equipment inventory.

All of this automation has been going on for several decades now despite the fact that their profit margins are typically far lower than we expect in the truss industry.

Our industry, namely truss and wall panel fabricators, have been buying into automation more aggressively with every passing year. Most perhaps recognize that there will be new challenges once they've made the commitment to automate. They have, no doubt, heard the expression, "No pain, no gain!" That's not just a catchy phrase...it's a fact. However, for the most part, the buyer of a new automated machine can limit or at least control his level and exposure to pain—the darker side of automation—by recognizing that there is more to getting into automation than just writing out a check for a few hundred thousand dollars.

As I said in an *SBC* article several years ago, "You can buy a Boeing 747, but you aren't in the airline business until you have all of the infrastructure that goes with it."

The first commandment of automation:
Take care of your equipment!

Keep this commandment and you'll not likely end up in automation hell!
Break it and you'll pay the price.

For the most part, automated machines aren't a simple matter of "plug and play." Prior to shipping our saws, we invite (actually insist) the customer send two or three responsible persons to our plant for training. I'm not talking about training the sawyer. We do that on the truss plant site in a matter of an hour or less.

No, I'm talking about training the people who will be responsible for giving the machine the TLC it will require as well as handling the troubleshooting when something goes wrong or doesn't work because someone did something stupid but won't admit to it.

Our long years of experience, covering millions of hours of machine time, confirm that the companies that take the best care of their machines are the ones that are also the most productive and profitable. What you've just heard is the first commandment of automation. Keep it and you'll not likely end up in hell! Break it and you'll pay the price.

Some companies may have the opinion that because they paid a quarter of a million dollars for a saw or other high-tech machine, they shouldn't have to do any maintenance nor should the machine ever have a hiccup. They've never heard of "preventative maintenance," nor do they intend to practice it. Let me assure you, the price you pay for the machine will likely have little to do with the problems you experience.

The price is usually associated with what the machine's capabilities are. In general, the more complex the machine, the greater its capabilities. It also goes without saying (but I'll say it anyway), the greater its capabilities and complexity, the greater the probability of occasional trouble. Quite simply, there are more things to go wrong. It's at those times that the customer must assume the role of "healer" or be prepared to accept the pain!

Most truss fabricators today probably work on what approximates a "just in time" theory of production, either by plan or perhaps because it just works out that way since sales have outgrown the company's production capacity. If your company operates in this mode, you need at least one of two

Continued on page 76

at a glance

- When you buy an automated machine in today's market, you are probably getting a stable design that will likely do what the salesperson says it will do.
- Consider this analogy before purchasing automated equipment: "You can buy a Boeing 747, but you aren't in the airline business until you have the infrastructure that goes with it."
- Companies that take the best care of their machines are the ones that are also the most productive and profitable.

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Automation Straight Talk

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backup plans: either you need excess machine capacity or you need the ability to handle downtime efficiently.

If you have, or intend to have, a piece of automated equipment in your machinery inventory, you will need a capable person to assist in troubleshooting problems when things go wrong. Note: I said *when*, not *if*! This person need not be a technician per se, but rather a good observer with the ability to follow instructions and communicate what he sees.

Most of the time, when problems do occur, they will be minor in nature. A tripped circuit breaker, a loose connector, a sensor gone bad, or a sawyer who caused a problem but won't 'fess up! Lightning strikes are extremely rare.

I suspect that all machinery vendors have a list of common malfunctions that are easily identified and resolved when searching the "Troubleshooting" section of the machine's operation manual. Failing there, someone needs to clearly describe the symptom to the machine vendor's service engineers or technicians and precisely follow their instructions. Doing so will likely yield a solution to the problem in the most expeditious fashion. My point is this: don't expect the equipment vendor to drop everything and send a service tech out to solve your problem. If that sounds cruel or obstinate, let me give the logic behind it.

I believe it's safe to say that machinery vendors don't have enough service technicians to go around. Today there are perhaps in excess of a thousand saws in the field that claim some level of computer controlled automation. Certainly we vendors wouldn't have enough techs to send someone out

every time a customer has a problem—real or imagined. Even if we did staff for just that, in most instances it would be at least twenty-four hours before a technician would be on your site, let alone solve the problem. Far longer than that if the customer happens to be in Australia, Japan, China or Russia.

As you can see, the fastest way to get back into production is with a capable person on your staff that can either solve the problem or, at worst, work with the vendor's service techs over the phone. Compare the cost of being out of production for twenty-four hours or more with the wage of a capable maintenance man. His wage pales in comparison, especially if you have more than one machine or run multiple shifts.

That's where the need for a good observer and follower of instructions comes in.

You simply can't afford not to have such a person on your staff. In our experience, most of the time a problem can be handled in an hour or so. Rarely do we actually send a tech out, even after a lightning strike! If we have a competent person on the other end of the phone, we'll usually get the problem solved in a timely fashion. I suspect most vendors would say the same.

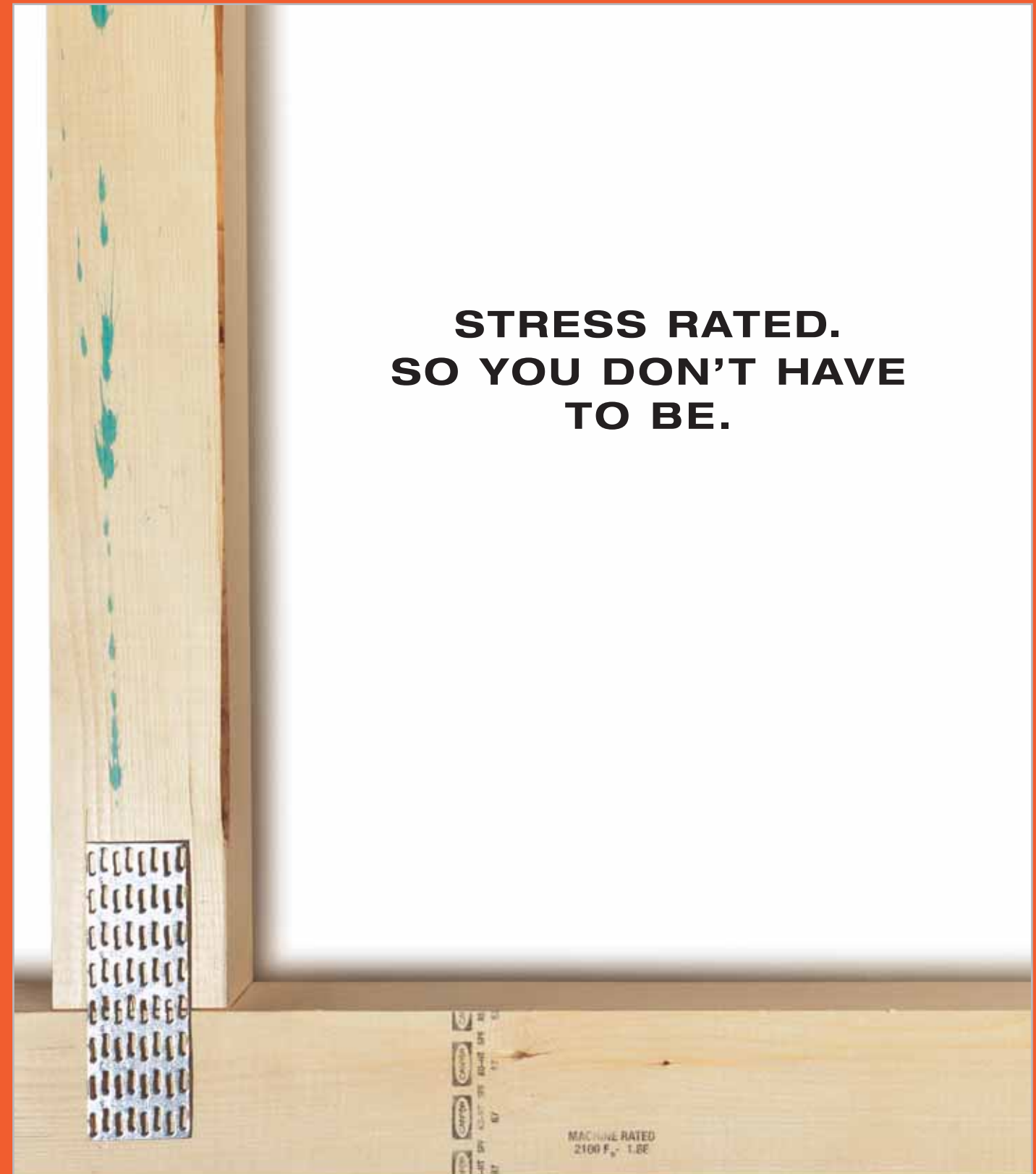
Finally, if you are already into automation and have a competent staff, give preventive maintenance (PM) top priority. Every company, in this industry and many other industries that use machines to make their products, are occasionally faced with product demand and delivery schedules that would seem to preempt the necessity to do the PM. In some instances, they may not even practice PM. They just wait until something breaks! Don't fall into that trap. Eventually, you'll pay the price. And, Murphy's Law being what it is, it will always happen at the worst possible time.

One of our reps said it best: "Why is it that the truss plant owner immediately gets his Lexus to the service shop at the slightest hint of a problem, but the automated component saw that paid for the Lexus never gets any attention?!" Compare the price and value of the two machines—the Lexus comes out a distant second!

So, if you're into or considering automation, don't forget to account for and evaluate your maintenance personnel. Stay out of the darker side...the hell of it.

Hope you have a Heavenly experience with your venture into automation! **SBC**

Jerry Koskovich is President of The Koskovich Company in Rochester, MN.



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You're interested in selling your business and you have a prospective purchaser. What happens next?

You've had a couple of lunch meetings with a prospective purchaser. You have thought through what you would like your role to be in the business going forward if you do sell, and you are curious about whether you and the prospective purchaser can reach agreement on valuation. What happens next?

You essentially have two options. You can let the prospective purchaser (or purchasers) determine the next move. Or, you can put together a strategy on how the process should proceed in order to retain a certain amount of control over the process. As presented in the first article in this series (see the June/July issue of *SBC Magazine*), the second option is the preferred method, especially if you are able to simultaneously manage the operation of your business during this stressful period of distractions.

The Confidentiality Agreement

As a seller, you will want an enforceable confidentiality agreement in place to make sure that the information you provide the prospective purchaser is held in the strictest confidence—this is paramount if the prospective purchaser is a competitor. While it is quite easy to just accept a standard confidentiality agreement, sign it and move forward, my recommendation is that at this stage you begin to set the tone of the process. With ample preparation, you can use the confidentiality agreement to address each of the following:

Your authorized representatives. Who are the persons authorized to speak on your behalf? Do you want to limit contact by the prospective purchaser to specified individuals inside your company (i.e., the controller, the operations manager, etc.)?

Employee disclosure. Which employees should be informed of the pending transaction and when is the right time to tell them? More importantly, do you want the

majority of your employees to remain unaware about the possibility of a transaction until right around the time of closing?

Amount of information. In order for the prospective purchaser to make an offer, they need to have conducted at least a preliminary review of your financial information. How much information is enough? You don't want to spend too much time and effort producing the first round of information only to find that you are not even close on valuation.

Solicitation. You may want to consider a restriction against soliciting any of your employees for employment elsewhere. This is especially true if you are concerned about the possibility of allowing a prospective purchaser identifying your key employees and rather than purchasing your company they simply choose to hire your key employees.

Contacts with outsiders. At some point a purchaser may want to meet with your key customers and suppliers. Clearly the timing of any disclosure to outsiders, the form of the disclosure, and the substance of the discussions are important to define in the confidentiality agreement.

There are no right or wrong answers in formulating the confidentiality agreement; each manufacturer will make these decisions based on its own unique set of circumstances.

Status of Your Information & Documents

On several occasions, seller(s) have told me that they learned more about the nuances and details of their business than ever before by going through the details required in preparing for a sales transaction. Going through the detailed assembly of information, records and documents can be quite tedious. The most important thing to keep in mind when preparing this paperwork is to identify any questionable or unique areas before they are uncovered by the purchaser. Doing at least a quick investigation of the following areas can be quite beneficial in the long run.

How ready is your information? Are all your key agreements with vendors and customers preserved in written paper or electronic format and up to date? Are all the various licenses and approvals required to operate your business up to date? Do your written policies and procedures reflect actual practices?

Customer relationships. Often current customers relationships are not reflected in the original contracts or arrangements that may be several years old. Preparing a synopsis of the relationships with key customers can avoid disruptions to the "due diligence" process that the purchaser will undertake. The same can be said for key suppliers.

Financial statements. Even if you have current financial statements, they usually reflect the accounting philosophy to structure your business affairs in such a way as to reduce your taxes to the minimum legally possible. You will want to spend time understanding what your business would look like if

recast to reflect what the business's performance would be when the purchaser's accounting principles are applied. Such items include:

- **Salaries and benefits.** You may have been paying bonuses to you and your family members well in excess of what a purchaser will pay to operate the business. How would things look if salaries and bonuses were adjusted to prevailing market levels?
- **Extra perks.** Country club dues, fancy dinners, car leases, first-class travel and other "perks" may be items that could be depicted as items that could be reduced or eliminated.
- **Inventory numbers.** A lower ending inventory level increases the cost of goods sold, which in turn reduces net income. Accurately counting inventory will bring profits to more actual levels and, at the same time, increase the book value of the business.
- **Affiliated transactions.** If you have been personally leasing or licensing real estate or equipment to the business (or vice versa), the rental rates may be changing the true results of earnings. If they are above market for example, this will reflect lower earnings. These leases should be reviewed for their relationship to market rates and recast if appropriate.
- **Expensed capital items.** You may have expensed capital items instead of depreciating them in order to accelerate expenses for tax purposes. A review of items that will be capitalized is appropriate.
- **Depreciated capital items.** You may have depreciated capital items on an accelerated depreciation method. If you had used a straight-line method of depreciation, your net income would have been increased.

Negotiations

Know the process and your issues and keep your focus.

As you begin the negotiation process it is very important that you have a good idea of how you would like the sales agreement terms and conditions to read. Every purchaser will want a one-sided agreement with terms and conditions that are quite broad from the seller's standpoint. For example, the purchaser most likely will want you to make very broad representations and warranties while you might want to narrow these and make the buyer undertake a more thorough review or due diligence of the business so that he can learn what pitfalls might exist. Determine early on how you would like these conditions to read. By understanding a) the process, b) your important issues, and c) keeping your focus on what is important to you, you have the optimal chance to make sure all the conditions are addressed the way you want them addressed as you structure the transaction. You may not achieve everything you want, but you will at least know that everything you wanted to have addressed has actually been addressed and didn't get lost in the process.

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Continued on page 80

at a glance

- The purchaser wants everything his way and you want everything your way; outline and know your key issues ahead of time.
- Knowing the process and the place you want to end up will help you maintain the proper focus on both running your business and the steps in the transaction.
- When you know what the purchaser is looking for (return on investment, growth, level of profitability) you can determine how to position and present your business.

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Mergers & Acquisitions

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issues can help you keep your focus on both running your business during the process and the conditions of the transaction that are key to you. While another article in this series will address this in more detail, suffice it to say that enlisting the help of advisors who can help you determine, early on, the conditions that are key to you and keep the focus on those conditions are well worth the cost.

Your Purchaser's Conditions. Purchasers buy businesses ultimately to receive a return on their investment. The way in which they intend to achieve that return can provide you with

insight into their motivations. Is the purchaser buying other similar businesses to attempt to gain economies of scale? Does the purchaser already own complementary businesses and does he view your business as having the potential to form synergies with existing operations? Knowing these conditions can help you understand how to present your business to the prospective purchaser and to align your conditions—or, to determine that maybe not everything can be matched up.

Price is not everything. The sale of your business is very seldom strictly about price. There are a host of terms and conditions that are to be determined in the ultimate structure of the sales transaction. These include the form(s) of payment (e.g., whether you receive cash, stock or promissory notes or a combination of these forms of consideration) you will receive, special consideration to be allocated to your key employees, the incentive plans to be put into place going forward, the handling of relationships with key consultants, customers and vendors and industry transition/development realities.

Probably the best advice you as the seller of your business can keep in mind is that you need to know where you want to get in the negotiations. You can then compare this with where the purchaser wants to go in the negotiations and work to establish common ground. For instance, you know that the purchaser wants to optimize the earnings stream when it owns the business. In what ways can you help the business continue to migrate in order to optimize the earnings?

Distractions. It is common during the buyer's investigation that facts or realities are brought to light that he wants to have further explained. Always be aware of whether these are valid investigations or "red herrings" where the buyer (or more likely, some representative of the buyer) is exploring one or more aspects of your business in depth, as if to create a distraction or a big deal out of a minor point. Often these distractions can be avoided by pointing them out at the beginning of the process. Some examples that should be disclosed early to avoid being brought up as material concerns during the investigation include: a large portion of your revenues and profits being generated by a few customers; significant portions of your revenues being generated under written agreements which

are terminable at will or are generated without any written agreements in place; the turnover of your customer base over the past several years or your reliance on certain key personnel or supplier/vendor relationships. If these are, and always have been, elements of your business, don't let a buyer make a mountain out of them.

Bridging the Gap on Valuation

When the purchaser says he wants your business but says it isn't worth what you think it is and you still want to work out a transaction, how do you bridge the gap? A common way to bridge the gap is called the "earn-out," where you are paid additional consideration for producing specified targeted results over a defined period of time after the closing.

With an earn-out arrangement, there are a host of structuring issues used to determine the formula to be applied when measuring the amount of additional consideration:

- What performance level determines the pay-out: gross profit, operating profit or net profit?
- What expenses are applied in determining the profit level: cost of capital, corporate administrative expenses, and other overhead expenses?
- Are there minimum performance levels (such as an additional dollar of consideration for every two dollars of gross profit in excess of \$250,000)?
- Are there minimum margin requirements that must be maintained?

As you can see, the amount of time and effort that can be spent on determining the earn-out formula can be extensive. When you and the buyer agree on the earn-out concept, you will find that it usually requires pages and pages of documentation to capture how the earn-out will be calculated and paid out. Be very careful here for the language of the earn-out to be clearly understood as earn-outs are often the subject of a dispute later on as to whether the earn-out goals were achieved or not. The purchaser has a strong incentive to argue the earn-out goals were not achieved—and if successful in this argument a portion or all of the additional pay-out will not have to be paid to you as seller.

Regardless of the ultimate earn-out formula, there are a few structural points to be recognized that will determine whether the earn-out arrangement is even possible. As the seller looking to make additional money through an earn-out, you want the commitment from the buyer to provide you with the cap-

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ital necessary to grow the business, pursue opportunities and achieve the profits required. This is directly at odds with the buyer's view that he owns the business and determines how to deploy its capital. Keep in mind that the nature of your business may restrict whether an earn-out is feasible. If the buyer has operations in the same geographic region your business operates, it is difficult to operate an earn-out. This is because you want to maximize profits for your particular location, while the buyer wants the businesses to operate together and do what is best for the entire corporation.

Earn-outs can be a way to bridge the gap on valuation. Just be aware of all of the nuances that can restrict the feasibility of applying an earn-out formula.

Conclusion

Properly structuring the confidentiality agreement, preparing the information on your business, outlining and following a process that is orderly for you and your employees and successfully concluding the sale can be accomplished by preparing ahead of time. An important part of the preparation includes drawing upon experienced advisors that know how to work with you in helping you achieve your goals—the topic of the next article in this series. **SBC**

Doug Cerny is a shareholder with Pagel, Davis & Hill, P.C. in Houston, TX. His practice focuses on emerging businesses, mergers and acquisitions and corporate finance and compliance. In addition to his experience as inside corporate counsel Doug has represented and continues to represent both buyers and sellers of businesses, having completed more than 250 corporate sales transactions in his career.

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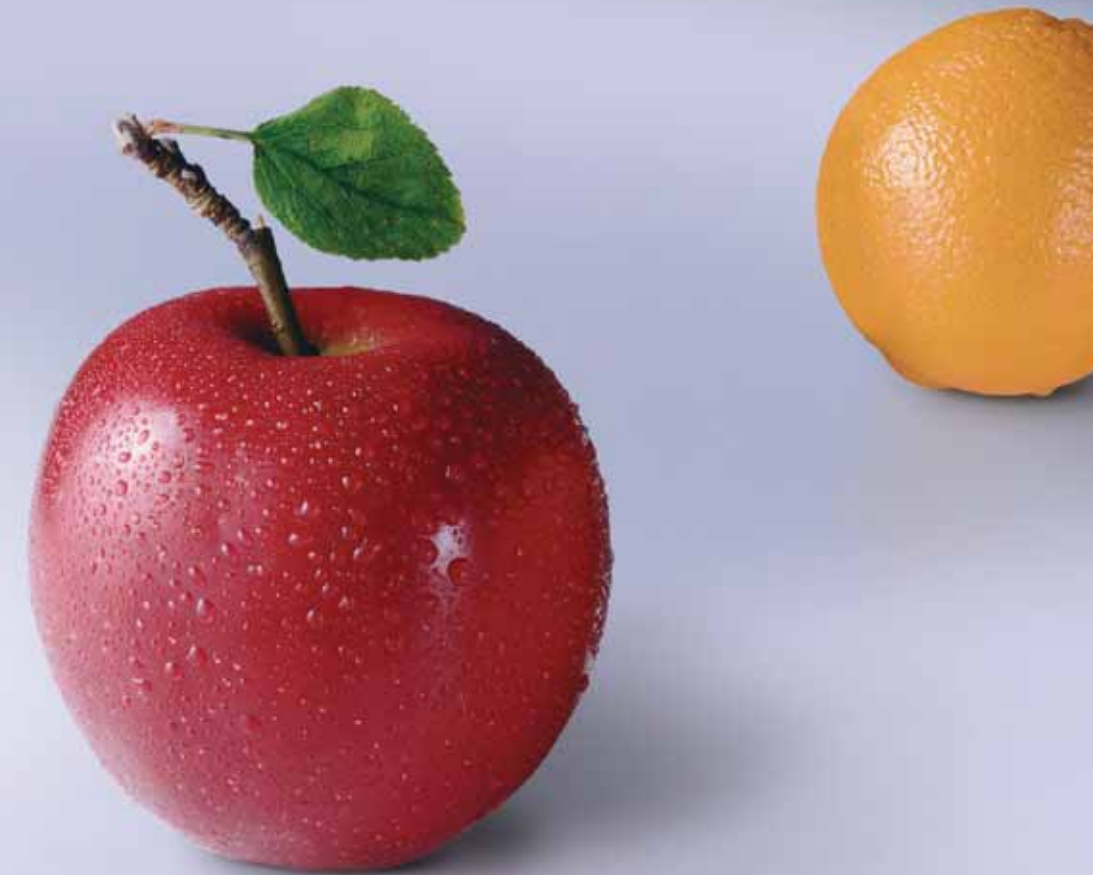
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418/681-0291 • 418/681-3742 (fax)
www.shuot.com
Mr. Gaston Tanguay
info@shuot.com

Triad/Merrick Machine Company
Alda, NE
308/384-1780
308/384-8326 (fax)
www.triadruvo.com
Mr. Lowell Tuma
lowellt@merrickmachine.com
SILVER



CRANE MANUFACTURER

Elliott Equipment Company
Omaha, NE
402/592-4500 • 402/592-4553 (fax)
www.elliottequip.com
Mr. Jim Glazer
info@elliottequip.com

Tadano America Corporation
Houston, TX
281/869-0030 • 281/869-0040 (fax)
www.tadanoamerica.com
Mr. Shigeki Nozawa
higa@tadano-cranes.com
SILVER



CRANE WHOLESALER/BROKER/RESELLER

Hiab, Inc.
Perrysburg, OH
419/482-6000 • 419/482-6001 (fax)
www.hiabus.com
Ms. Katherine Warner
us.sales@hiab.com

Tadano America Corporation
Houston, TX
281/869-0030 • 281/869-0040 (fax)
www.tadanoamerica.com
Mr. Shigeki Nozawa
higa@tadano-cranes.com
SILVER



DOOR EQUIPMENT MANUFACTURER

Builders Automation Machinery Co., LLC
Largo, FL
727/538-2180 • 727/536-2624 (fax)
www.buildersautomation.com
Mr. Robert Mitvalsky
rmitvalsky@buildersautomation.com

ENGINEERED WOOD PRODUCTS DISTRIBUTOR

Distribution Open Joist 2000 Inc.
Plattsburgh, NY
514/952-3945 • 800/263-7265 (fax)
www.openjoist2000.com
Mr. Michel Beauchamp
mike@openjoist2000.com
GOLD - See ad: p. 64.



Shepley Wood Products
Hyannis, MA
508/862-6200 • 508/862-6012 (fax)
www.shepleywood.com
Mr. Joseph Madera
sales@shepleywood.com

Weyerhaeuser Company
Kamloops, BC CANADA
250/372-2217 • 250/828-7598 (fax)
www.eyerhaeuser.com
Mr. Jim Todd

ENGINEERED WOOD PRODUCTS MANUFACTURER

International Paper Company
Pooler, GA
912/238-7032 • 912/238-7602 (fax)
www.internationalpaper.com
Mr. George O'Brien

ENGINEERING/TECHNICAL/FORENSIC CONSULTANT

Alliance Structural Engineers, LLC
Houston, TX
713/466-4620 • 713/466-5809 (fax)
Mr. Thomas A. Bellace
ase@ase-llc.com

Alpine Engineered Products, Inc.
Pompano Beach, FL
954/781-3333
954/973-2644 (fax)
www.alpeng.com
Mr. Chris Cronje
info@www2.alpeng.com
GOLD - See ads: p. 54-55, 107.



Amigo Services
Fairfield, CA
707/688-7696 • 707/427-1963 (fax)
Mr. Joe G. Olivares
Amigosrvcs@aol.com

Apex Technology
Jacksonville, FL
904/821-5200 • 904/992-8700 (fax)
www.apextechnology.cc
Mr. Michael Kozlowski, PE.
mike@apextechnology.cc

Arce Engineering Company, Inc.
Miami, FL
305/553-3442 • 305/553-6583 (fax)
Mr. Antonio E. Arce, PE.
arceengineering@comcast.net

Aries Engineering, Inc.
Suwanee, GA
770/972-2786
www.arieseng.com
Mr. Thomas R. Zraggen, PE.
ariestrz@bellsouth.net

Barry Stoll, PE
Barberton, OH
330/745-5635
Mr. Barry Stoll, PE
bstoll@neo.rr.com

Becklin & Whitney Consulting Engineers
Cambridge, MN
612/598-4993 • 763/552-5631 (fax)
www.becklinwhitney.com
Mr. Douglas K. Whitney, PE
DWhit10351@aol.com

Bracken Engineering, Inc.
Tampa, FL
813/243-4251 • 813/243-9530 (fax)
www.brackenengineering.com
Mr. William C. Bracken, PE, CGC
jpearce@brackenengineering.com

Call Engineering
Boise, ID
208/321-2656 • 208/658-8051 (fax)
Mr. Brian J. Garner, PE.
bgarner@callengineering.com

Callahan Associates, Inc.
Timonium, MD
410/561-1980 • 410/561-9522 (fax)
www.callahaninc.com
Mr. Edward E. Callahan, PE., FASCE, SECB
info@callahaninc.com

Christy/Cobb, Inc.
Birmingham, AL
205/933-1080 • 205/933-1088 (fax)
www.christycobb.com
Ms. Judith Stickle
judy@christycobb.com

Construction Science and Engineering, Inc.
Westminster, SC
864/647-1065 • 864/647-1076 (fax)
www.conscieng.com
Ms. Karen Blohm
seanabernathie@bellsouth.net

Control Engineering Associates
Harlingen, TX
956/421-5656 • 956/421-5659 (fax)
Mr. Charles Durivage, PE.
controleng@sbcglobal.net

Daniel C Smith PE Consulting Engineers
Raleigh, NC
919/844-6050 • 919/846-0643 (fax)
www.dansmithpe.com
Mr. Daniel C. Smith, PE
dan@dansmithpe.com

Deadlines Engineering, Inc
Morro Bay, CA
805/772-3502 • 805/772-4070 (fax)
www.deadlinesengineering.com
Mr. Aaron M. Reed, PE, MBA
Trusses@DeadlinesEngineering.com

Felten Group, Inc.
Phoenix, AZ
602/867-2500 • 602/795-5628 (fax)
www.feltengroup.com
Mr. Greg Felten
greg@feltengroup.com

Florida Design Solutions
Apopka, FL
407/814-2125 • 407/880-2309 (fax)
www.flds.cc
Mr. Michael Dixon
mdixon@flds.cc

Fuhrmann Engineering Services, LLC
Denver, CO
303/715-9885 • 303/715-9890 (fax)
Mr. Thomas D. Fuhrmann
tfengr@earthlink.net

GWZ Engineering
Wytheville, VA
276/228-5338
Mr. George W. Zuurbier, PE.
gwzengmg@ntelos.net

Harris & Sloan Consulting Group
Sacramento, CA
916/921-2800 • 916/921-2878 (fax)
www.hscgi.com
Mr. Russell Estrella
restrella@hscgi.com

Hudson International
Wayne, PA
610/975-4600 • 610/975-4699 (fax)
www.hudsonies.com
Mr. Mervyn Aranha
m.aranha@sympatico.ca

Intelligent Building Systems
Southaven, MS
662/342-3434 • 662/342-3435 (fax)
www.intelbuildsys.com
Mr. Lowell T. Wood
sales@intelbuildsys.com
GOLD - See ad: p. 72-73.



Johannessen & Leone Associates, Ltd.
Lansdale, PA
215/853-2634 • 215/853-2994 (fax)
Mr. Andrew Leone
aleone@jlatld.net

John Arthur Consulting, Inc.
Firestone, CO
303/981-7284 • 303/546-0041 (fax)
www.johnarthurconsulting.com
Mr. Stephen J. Scherneck, Jr. PE.
engineering@johnarthurconsulting.com

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954/561-9561 • 954/561-9563 (fax)
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jemeng@worldnet.att.net

Jon Sumpter
Waldport, OR
541/756-0216
Mr. Jon E. Sumpter

Jordan Engineering Group, LLC
Phoenix, AZ
602/244-8400 • 602/244-9100 (fax)
www.jordaneng.net
Mr. Robert H. Jordan
rjordan@jordaneng.net

Keymark Enterprises, LLC
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303/443-8033 • 303/443-9054 (fax)
www.keymark.com
Ms. Mariann Adams
sales@keymark.com

Koehlinger Engineering
Bolivar, OH
330/874-1163 • 330/874-1304 (fax)
Mr. Stanley E. Koehlinger, PE.
koehling@wilkshire.net

KRW Consulting Group, LLC
Elk Grove Village, IL
847/734-0128 • 847/734-0131 (fax)
www.krweng.com
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Airville, PA
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Lukoff Engineering Associates
Cherry Hill, NJ
856/424-5206 • 856/751-3849 (fax)
www.lukoffengineering.com
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Merv Aranha
Glenco, ON CANADA
613/391-5104
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m.aranha@sympatico.ca

Mulhern & Kulp Structural Engineering, Inc.
Ambler, PA
215/646-8001 • 215/646-8310 (fax)
www.mulhernkulp.com
Mr. Michael Mulhern, PE
mmulhern@mulhernkulp.com

Nesbit Enterprises
Indiana, PA
724/357-9891 • 724/357-9891 (fax)
Mr. Richard Nesbit
renezy@adelphia.net

Norman Scheel, S.E.
Fair Oaks, CA
916/536-9585 • 916/536-0260 (fax)
www.nsse.com
Mr. Norman Scheel, S.E.

Panels Plus
Albert Lea, MN
507/369-0507 • 507/373-7110 (fax)
www.panplus.com
Mr. Stan Axsmith
sales@panplus.com
GOLD - See ad: p. 81.



Paul J. Ford and Company
Orlando, FL
407/898-9039 • 407/897-3662 (fax)
www.pjfweb.com
Mr. Alan Kolba

Petite & Associates
Shingle Springs, CA
530/677-6682 • 530/677-4672 (fax)
Mr. Larry Petite

Phillips-Manos Consulting Structural Engineers, P.C.
Frederick, MD
301/668-0314 • 301/668-9815 (fax)
www.pmcse.com
Mr. Patrick Phillips, PE.

Prugar Consulting, Inc.
Middleburg Heights, OH
440/891-1414 • 440/891-1454 (fax)
www.prugarinc.com
Mr. Jerome F. Prugar, PE.
j.f.prugar@prugarinc.com

Qualtim, Inc.
Madison, WI
608/271-1176
608/271-7006 (fax)
www.qualtim.com
Ms. Suzanne M. Grundahl
info@qualtim.com
GOLD - See ad: p. 76.



Robbins Design Service
Victoria, IL
309/879-3258 • 309/879-3256 (fax)
Mr. Ed Robbins, PE.
edrobbins@winco.net

Robbins Engineering, Inc.
Tampa, FL
813/972-1135 • 813/978-8626 (fax)
www.robbinseng.com
Mr. Dionel Cotanda
info@robbinseng.com
GOLD - See ad: p. 51.



Sheppard Engineering, P.C.*
Troy, MI
248/585-4240 • 248/585-7371 (fax)
www.sheppardengineering.com
Mr. John Gruber, PE., S.E.
generaldelivery@sheppardengineering.com

Sheppard Structural Consulting, P.C.
Rochester Hills, MI
248/608-3445 • 248/608-3449 (fax)
Mr. Isaac Sheppard, Jr., PE.

SK&A Engineers
Washington, DC
202/659-2520 • 202/659-1097 (fax)
www.skaengineers.com
Mr. Guy Razzi
skadc@skaengineers.com

Suddarth Engineering Consultant
Sherwood, OR
503/625-2200
Mr. Stanley Suddarth, PhD, PE.

Sullivan & Associates Engineering, Inc.
Coral Springs, FL
954/755-2648 • 954/752-0744 (fax)
www.sullivanengineeringinc.com
Mr. Jerry Sullivan, PE.
jerrys@myacc.net

Sweatt Engineering
Fort Worth, TX
817/999-3135 • 817/838-8400 (fax)
Mr. Gary L. Sweatt, PE.
gsweatt@sbcglobal.net

Szewczak Associates Consulting Engineers
Avon, CT
860/677-4570 • 860/676-0814 (fax)
www.szewczakassociates.com
Mr. Richard Szewczak, PE.
richard@szewczakassociates.com

TECO
Sun Prairie, WI
608/837-2790 • 608/837-2830 (fax)
www.tecosted.com
Mr. Agron Gjinolli, PE
agron.gjinolli@tecosted.com

Thornton Tomasetti
Philadelphia, PA
267/238-4000 • 267/238-4001 (fax)
www.thettgroup.com
Mr. Eric Larsen
elarsen@thettgroup.com

Timber Products Inspection, Inc.*
Conyers, GA
770/922-8000 • 770/922-1290 (fax)
www.tpinspection.com
Mr. Patrick C. Edwards, PE.
pedwards@tpinspection.com

Todd Drummond Consulting, LLC.
Sunapee, NH
603/763-8857 • 815/364-2923 (fax)
www.todd-drummond.com
Mr. Todd Drummond
todd@todd-drummond.com
BRONZE - See ad: p. 14-15.



Tru-Truss Engineering
El Dorado Hills, CA
916/933-4148
Mr. Charles Truax
wtca@builderspost.com

Tyrrell Engineering
Edgewood, WA
253/568-7991 • 253/568-8137 (fax)
417/235-8262 (fax)
www.clark-ind.com
Mr. Jack Schulz
general@clark-ind.com
GOLD - See ad: p. 101.

Wade-Trim, Inc.
Gaylord, MI
989/732-3584 • 989/732-6391 (fax)
www.wadeltrim.com
Mr. John G. Ernst, PE.

West Point Engineering
Phoenix, AZ
602/943-1477 • 602/943-1969 (fax)
Mr. Jack Trummer

Wilbur T. Yaxley, P.E. Forensic Engineer
Seffner, FL
813/657-1840 • 813/653-0921 (fax)
Mr. Wilbur T. Yaxley, PE
wtaxley1@verizon.net

EQUIPMENT FINANCING

Alpine Equipment Finance
Orange City, FL
800/662-5955 • 386/668-1556 (fax)
Mr. Clem Law
cwlaw@comcast.net

Vision Financial Group
Pittsburgh, PA
412/539-1500 • 412/539-1599 (fax)
www.vfgusa.com
Mr. Fred Summers
info@vfgusa.com

EQUIPMENT LEASING SERVICES

OFC Capital Corporation
Roswell, GA
800/336-4949 • 800/942-4631 (fax)
www.ofccap.com
Ms. Velma Eddy
See ad: p. 53.

Popular Leasing
Ballwin, MO
800/829-9411 • 636/557-1060 (fax)
www.popularleasingusa.com
Mr. Jeff Voegtli
jvoegtli@poplease.com

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954/781-3333
954/973-2644 (fax)
www.alpeng.com
Mr. Chris Cronje
info@www2.alpeng.com
GOLD - See ads: p. 54-55, 107.



A-NU-PROSPECT
St. Marys, ON CANADA
519/349-2202 • 519/349-2342 (fax)
www.trustrailer.com
Mr. Joe Wilhelm
GOLD - See ad: p. 21.



Biomass Combustion Systems, Inc.
Worcester, MA
508/798-5970
508/798-5971 (fax)
www.biomasscombustion.com
Mr. Charles R. Cary
info@biomasscombustion.com
SILVER - See ad: p. 21.



Clark Industries Inc.
Monett, MO
417/235-7182
417/235-8262 (fax)
www.clark-ind.com
Mr. Jack Schulz
general@clark-ind.com
GOLD - See ad: p. 101.



Commercial Machinery Fabricators, Inc.
Lansing, MI
517/323-1996 • 517/323-8939 (fax)
www.cmfstealth.com
Mr. Edward G. Joseph
info@cmfstealth.com
GOLD - See ad: p. 9.



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514/952-3945 • 800/263-7265 (fax)
www.openjoist2000.com
Mr. Michel Beauchamp
mike@openjoist2000.com
GOLD - See ad: p. 64.



Eagle Metal Products
Mabank, TX
800/521-3245 • 903/887-1723 (fax)
www.eaglemetal.com
Mr. Jerry Burney
info@eaglemetal.com
GOLD - See ad: p. 22.



The Hain Company
Diamond Springs, CA
530/295-8068 • 530/295-0468 (fax)
www.haincompany.com
Mr. Leonard Hain
sales@haincompany.com
GOLD - See ad: p. 64.



HOLTEC (USA) Corporation
Brandon, FL
813/754-1665
813/752-8042 (fax)
www.holtecusa.com
Mr. Sam Rashid
info@holtecusa.com
GOLD - See ad: p. 4.



Hundegger USA LC
Heber City, UT
435/654-3028 • 435/654-3047 (fax)
www.hundeggerusa.com
Mr. Kip Apostol
info@hundeggerusa.com
GOLD - See ad: p. 59.



Koorsen Manufacturing, Inc.
Marshalltown, IA
641/752-1316 • 641/484-5182 (fax)
Mr. John R. Koorsen
koorsenmfg@msn.com

The Koskovich Co. Inc.
Rochester, MN
507/286-9209 • 507/285-1730 (fax)
www.omnisaw.com
Mr. Jerry E. Koskovich
frans@omnisaw.com
GOLD - See ads: p. 11, 103.



Mango Tech Pty Ltd
San Jacinto, CA
951/654-3525
951/654-3526 (fax)
www.mangotech.com
Mr. Francis Voss
GOLD - See ad: p. 33.



MiTek Industries, Inc.
Chesterfield, MO
314/434-1200
314/434-5343 (fax)
www.mii.com
Mr. Thomas J. Manenti
tmanenti@mii.com
GOLD - See ads: p. 2-3, 41, 45.



Monet DeSaw Inc.
Fulton, MO
573/642-4900 • 573/642-3736 (fax)
www.desaw.com
Mr. Kevin Troesser
desauw@socket.net
GOLD - See ad: p. 108.



Nortruss QLD Pty Ltd
Sunshine Coast, MC AUSTRALIA
617 54 414 799 • 617 54 415 672 (fax)
www.notruss.com.au
Mr. G. Ross Rayner
ross@notruss.com.au

Pacific Automation Ltd - MiTek
Calgary, AB CANADA
403/279-2128 • 403/279-4958 (fax)
www.pacificautomation.ca
Mr. Amir Ahmadi
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Panels Plus
Albert Lea, MN
507/369-0507 • 507/373-7110 (fax)
www.panplus.com
Mr. Stan Axsmith
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GOLD - See ad: p. 81.



PFP Technologies
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+61/8 9 249 4542
+61/8 9 249 4596 (fax)
www.pfptech.com.au
Mr. John Forlani
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See ad: p. 71.

Randek BauTech AB
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46/380-566500 • 46/380-566565 (fax)
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Robbins Engineering, Inc.
Tampa, FL
813/972-1135 • 813/978-8626 (fax)
www.robbinseng.com
Mr. Dionel Cotanda
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GOLD - See ad: p. 51.



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Québec City, QC CANADA
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Mr. Gaston Tanguay
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Safety Speed Cut Manufacturing
Ham Lake, MN
763/755-1600
763/755-6080 (fax)
www.panelsaw.com
Mr. Brian Donahue
sales@safetyspeedcut.com
BRONZE - See ad: p. 35.



Triad/Merrick Machine Company
Alda, NE
308/384-1780
308/384-8326 (fax)
www.triadruvo.com
Mr. Lowell Tuma
lowellt@merrickmachine.com
SILVER



Truswal Systems Corporation
Arlington, TX
817/633-5100 • 817/652-3079 (fax)
www.truswal.com
Mr. Carl Schoening
info@truswal.com
GOLD - See ads: p. 36-37, 67.



Vecoplan, LLC
High Point, NC
336/861-6070 • 336/861-4329 (fax)
www.vecoplanllc.com
Mr. Len Beusse
info@vecoplanllc.com

**EQUIPMENT WHOLESALER/
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Minneapolis, MN
612/521-9193
612/521-9307 (fax)
www.eidemachinery.com
Mr. G. Mitchell Eide
info@eidemachinery.com
SILVER - See ad: p. 19.



Maximizer Technologies, LLC
a component of The Fitzgerald Group, LLC
Colorado Springs, CO
719/528-5445
719/528-5444 (fax)
www.maximizertechnologies.com
Mr. Randall L. Fitzgerald
answers@maximizertechnologies.com
SILVER - See ad: p. 97.



Global Machinery Broker, Inc.
Litchfield Park, AZ
623/935-2981 • 623/935-0289 (fax)
www.globrokers.ppg.com/
Mr. Ray E. Switzer, Jr.
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Machinery Boutique, Inc.
Hawthorne, NV
775/945-9884 • 775/945-9885 (fax)
www.machineryboutique.com
Ms. Nancy Matousek
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Macoser, Inc.
Charlotte, NC
704/392-0110 • 704/394-0410 (fax)
www.macoser.com
Ms. Kristi Miller
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Stiles Machinery, Inc.
Grand Rapids, MI
616/698-7500
616/698-9411 (fax)
www.stilesmachinery.com
Mr. Michael T. Miller
mainmail@stilesmachinery.com
GOLD - See ad: p. 23.



Tryco/Untha International, Inc.
Decatur, IL
217/864-4541 • 217/864-6397 (fax)
www.tryco.com
Mr. Kent West
tryco@midwest.net
SILVER



Wasserman & Associates, Inc.
Lincoln, NE
402/438-2161 • 402/438-2524 (fax)
www.wasserman-associates.com
Mr. Rod Wasserman
rodwass@aol.com
BRONZE - See ad: p. 17.



Wood Truss Systems, Inc.
Muncie, IN
765/751-9990 • 765/228-9991 (fax)
www.woodtrussystems.com
Mr. Jay R. Halteman
sales@woodtrussystems.com

FASTENER SUPPLIER

FastenMaster
Agawam, MA
800/633-3800 • 413/789-1069 (fax)
www.olyfast.com
Mr. Brice Hereford
info@olyfast.com

Senco Products, Inc.
Cincinnati, OH
513/388-2088 • 513/388-2081 (fax)
www.senco.com
Mr. Terry Dullaghan
jbrowning@senco.com

SFS Intec, Inc.
Wyomissing, PA
610/790-2660 • 610/376-0932 (fax)
www.sfsintecusa.com
Mr. Tony Thompson
SILVER



Simpson Strong-Tie Co.
Pleasanton, CA
925/560-9000 • 925/847-1603 (fax)
www.strongtie.com
Mr. Tawn A. Simons
sales@strongtie.com
GOLD - See ad: p. 61.



Stanley Bostitch
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401/884-2500 • 401/884-4250 (fax)
www.bostitch.com
Mr. Terry O'Connor
toconnor@stanleybostitch.com

USP Structural Connectors
Montgomery, MN
507/364-5425
507/364-5178 (fax)
www.uspconnectors.com
Mr. Tim Comstock
info@USPconnectors.com
GOLD - See ad: p. 42.



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WOOD TREATMENT**

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770/801-6600 • 770/801-1990 (fax)
www.archchemicals.com
Mr. Scott Hoffman
info@dricon.com



No-Burn, Inc.
Wadsworth, OH
330/336-1500 • 330/336-5800 (fax)
www.noburn.com
Mr. William Kish
info@noburn.com

FORKLIFT MANUFACTURER

Combilift Ltd.
Greensboro, NC
877/COMBI 56 • 732/747-1131 (fax)
www.combilift.com
Mr. Tommy Cadden
info@combilift.com

Princeton Delivery Systems Inc.
Canal Winchester, OH
614/834-5000 • 614/834-5075 (fax)
www.piggy-back.com
Mr. Butch Hunter
sales@piggy-back.com
SILVER - See ad: p. 43.



Sellick Equipment Limited
Harrow, ON CANADA
519/738-2255 • 519/738-3477 (fax)
www.sellickequipment.com
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See ad: p. 28.

Yale Materials Handling Corporation
Greenville, NC
800/233-9253 • 252/931-7873 (fax)
www.yale.com
Mr. John Piccolo
ayinfo@yale.com

FOUNDATION

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Ms. Catherine Kaake, P.E.
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GOLD



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www.ConstructionLifters.com
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contact@ConstructionLifters.com
BRONZE - See ad: p. 24.



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Indianapolis, IN
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Mr. Terry W. Hubbard
info@klaisler.com
GOLD - See ad: p. 65.



MiTek Industries, Inc.
Chesterfield, MO
314/434-1200
314/434-5343 (fax)
www.mii.com
Mr. Thomas J. Manenti
tmanenti@mii.com
GOLD - See ads: p. 2-3, 41, 45.

Pacific Automation Ltd - MiTek
Calgary, AB CANADA
403/279-2128 • 403/279-4958 (fax)
www.pacificautomation.ca
Mr. Amir Ahmadi
amir.ahmadi@pacificautomation.ca

**GANTRY SYSTEM
WHOLESALE/BROKER/RESELLER**

Maximizer Technologies, LLC
a component of The Fitzgerald Group, LLC
Colorado Springs, CO
719/528-5445
719/528-5444 (fax)
www.maximizertechnologies.com
Mr. Randall L. Fitzgerald
answers@maximizertechnologies.com
SILVER - See ad: p. 97.



Wasserman & Associates, Inc.
Lincoln, NE
402/438-2161 • 402/438-2524 (fax)
www.wasserman-associates.com
Mr. Rod Wasserman
rodwass@aol.com
BRONZE - See ad: p. 17.



GLULAM BEAM MANUFACTURER

Anthony Forest Products Company
El Dorado, AR
870/862-3414
870/862-6206 (fax)
www.anthonyforest.com
Mr. Kerlin Drake
info@anthonyforest.com
BRONZE



**GRAPHIC DESIGN/ADVERTISING/
BROCHURE DEVELOPMENT**

Qualtim, Inc.
Madison, WI
608/271-1176
608/271-7006 (fax)
www.qualtim.com
Ms. Suzanne M. Grundahl
info@qualtim.com
GOLD - See ad: p. 76.



HOME INSPECTOR

Sullivan & Associates Engineering, Inc.
Coral Springs, FL
954/755-2648 • 954/752-0744 (fax)
www.sullivanengineeringinc.com
Mr. Jerry Sullivan, P.E.
jerrys@myacc.net

I-JOIST MANUFACTURER

Anthony Forest Products Company
El Dorado, AR
870/862-3414 • 870/862-6206 (fax)
www.anthonyforest.com
Mr. Kerlin Drake
info@anthonyforest.com
BRONZE



Boise Building Solutions
White City, OR
541/826-0200 • 541/826-0219 (fax)
www.bcevp.com
Mr. Gary Dunn, P.E.

Buchanan Lumber Sales Inc.
Thunder Bay, ON CANADA
807/343-6385 • 807/345-5734 (fax)
www.bls-tb.com
Mr. Pino Pucci
bls@bls-tb.com

Jager Building Systems Inc
Hagerstown, MD
301/791-1582 • 301/791-3643 (fax)
www.jagerbuildingsystems.com
Mr. Ken Walker

Weyerhaeuser Company
Kamloops, BC CANADA
250/372-2217 • 250/828-7598 (fax)
www.weyerhaeuser.com
Mr. Jim Todd

**I-JOIST WHOLESALER/
BROKER/RESELLER**

Bloch Lumber Company
Chicago, IL
312/466-4500 • 312/782-3156 (fax)
www.blochlumber.com
Mr. Gregg S. Riley
gregg@blochlumber.com

Finnforest USA
Roseville, MI
586/296-8770 • 586/296-8773 (fax)
www.finnforestus.com
Mr. James R. Gilleran
lbouford@finnforestus.com
SILVER - See ads: p. 28, 60.



INSURANCE

Arthur J. Gallagher Risk Management Services
Fresno, CA
559/436-0833 • 559/436-1047 (fax)
www.ajg.com
Mr. Scott Schoenfeld
scott_schoenfeld@ajg.com

Bowermaster & Associates*
Downey, CA
888/825-4322 • 562/862-3482 (fax)
www.bowermaster.com
Mr. Richard Langton
rlangton@bowermaster.com

Diversified Insurance Industries, Inc.▶
Baltimore, MD
410/433-3000 • 410/433-3440 (fax)
www.dii-insurance.com
Mr. Robert Bruns
brun@di-insurance.com

Harden & Associates▶
Jacksonville, FL
904/421-5363 • 904/634-1302 (fax)
www.hardenassociates.com
Mr. Richard H. Pierpont
dpierpont@hardenassociates.com

Holmes Murphy & Associates▶◆
Cedar Rapids, IA
319/364-0648 • 319/364-2132 (fax)
www.holmesmurphy.com
Mr. Jim Kapsch
jkapsch@holmesmurphy.com

MJ Insurance of Arizona LLC▶
Phoenix, AZ
602/346-9100 • 602/346-9105 (fax)
www.mjinsurance.com
Mr. Brad Arnett
brad_arnett@mjinsurance.com

Pennsylvania Lumbermens Mutual Insurance Co.
Philadelphia, PA
215/625-9233 • 215/592-4097 (fax)
www.palumbermens.com
Ms. Ellen McGurrian
info@palumbermens.com

Shaw Sabey & Associates, LTD
Vancouver, BC CANADA
604/685-9878 • 604/685-9808 (fax)
www.shawsabey.com
Mr. David Parry
dparry@shawsabey.com

Sirak-Moore Insurance Agency, Inc.*
Canton, OH
330/493-3211 • 330/493-0642 (fax)
www.sirakmoore.com
Mr. Douglas D. Davenport
dougds@sirakfinancial.com

Taylor, Turner & Hartsfield Insurance Services, Inc.*
Cumming, GA
770/889-8600 • 770/887-8507 (fax)
www.tthins.com
Mr. Mark Verbeke
mverbeke@tthins.com

LASER EQUIPMENT

Lacey-Harmer Company
Portland, OR
800/367-9992 • 503/222-0073 (fax)
www.laceyharmer.com
Ms. Judy Cope
info@laceyharmer.com
BRONZE - See ad: p. 69.

LACEY-HARMER CO.

SL Laser Systems LP
Charlotte, NC
704/561-9990
704/561-9994 (fax)
www.sl-laser.com
Mr. Jason Galek
mail@sl-laser.com
SILVER - See ad: p. 46.



Virtek Vision International, Inc.
Waterloo, ON CANADA
519/746-7190 • 519/746-3383 (fax)
www.virtekvision.com
Mr. Ed Bianchin, P.Eng.

**LASER EQUIPMENT
WHOLESALE/BROKER/RESELLER**

MiTek Industries, Inc.
Chesterfield, MO
314/434-1200
314/434-5343 (fax)
www.mii.com
Mr. Thomas J. Manenti
tmanenti@mii.com
GOLD - See ads: p. 2-3, 41, 45.



LEGAL SERVICES

Conner Gwyn Schenck PLLC
Greensboro, NC
336/691-9222 • 336/691-9259 (fax)
www.cgspllc.com
Mr. A. Holt Gwyn
ahgwyn@cgspllc.com

Page, Davis & Hill, P.C.
Houston, TX
713/951-0160 • 713/951-0662 (fax)
www.pdhlaw.com
Mr. Kent J. Page
kjp@pdhlaw.com

Shapiro Fussell Wedge Sotherman Martin & Price, LLP
Atlanta, GA
404/870-2200 • 404/870-2222 (fax)
www.shapirofussell.com
Mr. H. Fielder Martin
fmartin@shapirofussell.com

LUMBER COOPERATIVE

Do it Best Corp.
Fort Wayne, IN
260/748-5300 • 260/749-2310 (fax)
www.doitbestcorp.com
Mr. Todd A. Hixson

ENAP, Inc.
New Windsor, NY
845/564-4900 • 845/564-2547 (fax)
www.enap.com
Mr. Mark Judson
info@enap.com

LMC - Lumbermens Merchandising Corp.
Wayne, PA
610/293-7000 • 610/293-7095 (fax)
www.lmc.net
Mr. John T. Keeley
jkeele@lumbermens.com

Progressive Affiliated Lumbermen, Inc.
Grand Rapids, MI
616/281-2826 • 616/224-7223 (fax)
www.pal-coop.com
Mr. Joe O'Neill
joe.oneill@pal-coop.com

LUMBER DEALER

Curtis Lumber Company Inc.
Ballston Spa, NY
518/885-5311 • 518/885-1126 (fax)
www.curtislumber.com
Mr. Jon Hallgren
hallgren@curtislumber.com

LUMBER MILL

Anthony Forest Products Company
El Dorado, AR
870/862-3414
870/862-6206 (fax)
www.anthonyforest.com
Mr. Kerlin Drake
info@anthonyforest.com
BRONZE



Beadles Lumber Co.
Moultrie, GA
229/985-6996 • 229/985-0344 (fax)
www.beadleslumber.com
Mr. Joe Castleberry

Bennett Forest Industries
Coeur D Alene, ID
208/664-3299 • 208/664-3099 (fax)
Mr. Jim Scharnhorst
jims@bennettforest.com

Buchanan Lumber Sales Inc.
Thunder Bay, ON CANADA
807/343-6385 • 807/345-5734 (fax)
www.bls-tb.com
Mr. Pino Pucci
bls@bls-tb.com

Canadian Forest Products Ltd.
Vancouver, BC CANADA
604/261-5111
604/264-6217 (fax)
www.canfor.com
Mr. Tim Mosley
Tim.Mosley@canfor.com
SILVER - See ad: p. 77.



Charles Ingram Lumber Co. Inc.
Effingham, SC
843/662-1483 • 843/667-8645 (fax)
Mr. T. Furman Brodie
furman@cilumber.com

Falcon Lumber Ltd.
Toronto, ON CANADA
416/481-5246 • 416/481-7809 (fax)
www.falconlumber.com
Mr. Michael Case
info@falconlumber.com

Georgia-Pacific Corporation
Atlanta, GA
800/652-4777 • 404/230-5644 (fax)
www.gp.com/build
Mr. Jim Kaake

Gilman Building Products, LLC
Yulee, FL
904/548-1000 • 904/548-1011 (fax)
Mr. Philip A. Skoropat
philipskoropat@gilmanbp.com

Hood Industries
Haltiesburg, MS
601/264-2559 • 601/264-4740 (fax)
www.hoodindustries.com
Mr. Ronald W. Coker
coker@hoodindustries.com

International Paper Company
Pooler, GA
912/238-7032 • 912/238-7602 (fax)
www.internationalpaper.com
Mr. George O'Brien

Maibec Industries, Inc.
Saint Foy, QC CANADA
418/659-3323 • 418/653-4354 (fax)
www.maibec.com
Mr. Jacques Bussiere
jacques.bussiere@maibec.com

Pope & Talbot, Inc.
Portland, OR
503/220-2750 • 503/220-2755 (fax)
www.portal.com
Mr. Reed Trull
lumber.sales@portal.com

Rayonier Wood Products
Baxley, GA
912/367-1571 • 912/367-1500 (fax)
www.rayonier.com
Mr. Bill Richardson

Stimson Lumber Company
Portland, OR
503/295-0951 • 503/295-1849 (fax)
www.stimsonlumber.com
Mr. Bob Crow
bcrow@stimsonlumber.com

Swanson Group Inc.
Glendale, OR
541/832-1190 • 541/832-1177 (fax)
www.swansongroupinc.com
Mr. Bob Maurer

Tembec Industries Inc.
Timmins, ON CANADA
705/360-1299 • 705/360-1230 (fax)
www.tembec.com
Mr. Peter Deadman

Temple-Inland Forest Products

Diboll, TX
936/829-5511 • 936/829-1731 (fax)
www.temple.com
Ms. Susan Childers
SILVER - See ad: p. 25.

TempleInland

Tolko Industries Ltd.

Vernon, BC CANADA
250/545-4411 • 250/545-0395 (fax)
www.tolko.com
Mr. Lance Loose
lance_loose@tolko.com

Tolleson Lumber Co., Inc.

Perry, GA
478/987-2105 • 478/987-0160 (fax)
www.tollesonlumber.com
Mr. Joe Kusar
sales@tollesonlumber.com
GOLD - See ad: p. 22.



Vaagen Brothers Lumber, Inc.

Colville, WA
509/684-5071 • 509/684-2168 (fax)
Mr. Butch Sager
bsager@vaagenbros.com

Weyerhaeuser Company

Kamloops, BC CANADA
250/372-2217 • 250/828-7598 (fax)
www.eyerhaeuser.com
Mr. Jim Todd

LUMBER BROKER/ DISTRIBUTOR/WHOLESALE

BC Lumber & Manufac Co Inc.

Greensboro, NC
336/574-0110 • 336/574-0770 (fax)
Mr. Bill Conner
wscranner@aol.com

Birmingham International Forest Products, LLC

Birmingham, AL
205/972-1500 • 205/972-1461 (fax)
www.bifp.com
Mr. Mike Hans
hans@fctg.com

BlueLinx Corporation

Englewood, CO
303/706-8107 • 303/706-8646 (fax)
www.bluelinxco.com
Mr. Robert W. Snyder
rwsnyder@bluelinxco.com

Continental Timber Company Inc.

Valley Center, KS
316/755-2361 • 316/755-1285 (fax)
Ms. Lori Stotts
continentalks@yahoo.com

Cox Lumber Company

Hot Springs, AR
501/624-5666 • 501/624-3350 (fax)
Mr. Gary E. Cox
coxlumber@sbcglobal.net

East Coast Lumber Company, Inc.

Climax, NC
336/685-5812 • 336/685-4236 (fax)
www.eastcoastonline.com
Mr. Keith D. Yow

Empire Wholesale Lumber Company

Bath, OH
330/665-7800 • 330/665-7888 (fax)
www.empirewholesale.com
Mr. Peter A. Carroll
info@empirewholesale.com

Falcon Lumber Ltd.

Toronto, ON CANADA
416/481-5246 • 416/481-7809 (fax)
www.falconlumber.com
Mr. Michael Case
info@falconlumber.com

Hampton Tree Farms, Inc.

Portland, OR
503/297-7691 • 503/203-6618 (fax)
www.hamptonaffiliates.com
Mr. Mike Phillips

LMC - Lumbermens Merchandising Corp.

Wayne, PA
610/293-7000 • 610/293-7095 (fax)
www.lmc.net
Mr. John T. Keeley
jkeeley@lumbermens.com

Metropolitan Lumber Company

Oak Brook, IL
630/990-2400 • 630/990-2482 (fax)
www.metrolumberco.com
Mr. James Brown
jbrown@metrolumberco.com

North Star Forest Materials

Saint Paul, MN
651/644-9807 • 651/644-9520 (fax)
www.weeksforest.com
Mr. Dennis Fahey
northstar@weeksforest.com

Pelican Bay Forest Products

Bend, OR
541/312-9522 • 541/312-9526 (fax)
Mr. Ron Hanson
ronpelican@bendbroadband.com

Robbins Lumber

Tampa, FL
813/971-3040 • 813/971-1329 (fax)
www.robbinslumber.com
Mr. Greg Hellman
ghellman@robbinslumber.com

Seaboard International Forest Products, LLC

Nashua, NH
603/881-3700 • 603/598-2280 (fax)
www.sifp.com
Mr. John B. Heroux
sifpmail@fctg.com

Seneca Wholesale Lumber Co

Glendale, AZ
623/939-5155 • 623/939-6766 (fax)
Mr. Alan Stills

Viking Forest Products

Minneapolis, MN
952/941-6512 • 952/941-4633 (fax)
www.vikingforest.com
Mr. Matt Brekke
matt.brekke@fctg.com

LVL MANUFACTURER

Arizona Structural Laminators, LLC

Eagar, AZ
928/333-5501 • 928/333-4403 (fax)
Mr. Steve Nicoll

Boise Building Solutions

White City, OR
541/826-0200 • 541/826-0219 (fax)
www.intelbuildsys.com
Mr. Gary Dunn, P.E.

Finnforest USA

Roseville, MI
586/296-8770 • 586/296-8773 (fax)
www.finnforestus.com
Mr. James R. Gilleran
lbouford@finnforestus.com
SILVER - See ads: p. 28, 60.



Finnforest USA, Engineered Wood Division

LVL STAIR STRINGER MATERIALS

Finnforest USA

Roseville, MI
586/296-8770 • 586/296-8773 (fax)
www.finnforestus.com
Mr. James R. Gilleran
lbouford@finnforestus.com
SILVER - See ads: p. 28, 60.



Finnforest USA, Engineered Wood Division

MARKETING/MANAGEMENT CONSULTANT

Impact Sales & Marketing Group, Inc.

Arlington, TX
817/466-1100 • 817/466-1101 (fax)
www.impactgrp.com
Mr. Harry Berney
impactgrp@sbcglobal.net

Loeffler Marketing Services

Winston Salem, NC
336/785-8745 • 336/785-8745 (fax)
Mr. Bill Loeffler
hangerman1@bellsouth.net

Qualtim, Inc.

Madison, WI
608/271-1176
608/271-7006 (fax)
www.qualtim.com
Ms. Suzanne M. Grundahl
info@qualtim.com
GOLD - See ad: p. 76.



Todd Drummond Consulting, LLC.

Sunapee, NH
603/763-8857 • 815/364-2923 (fax)
www.todd-drummond.com
Mr. Todd Drummond
todd@todd-drummond.com
BRONZE - See ad: p. 14-15.



MATERIAL HANDLING EQUIPMENT MANUFACTURER

Construction Lifters

Rockford, IL
800/719-6190 • 815/229-5686 (fax)
www.ConstructionLifters.com
Sales
contact@ConstructionLifters.com
BRONZE - See ad: p. 24.



Intelligent Building Systems

Southaven, MS
662/342-3434 • 662/342-3435 (fax)
www.bcewp.com
Mr. Lowell T. Wood
sales@intelbuildsys.com
GOLD - See ad: p. 72-73.



Lacey-Harmer Company

Portland, OR
800/367-9992 • 503/222-0073 (fax)
www.laceyharmer.com
Ms. Judy Cope
info@laceyharmer.com
BRONZE - See ad: p. 69.

LACEY-HARMER CO.

MiTek Industries, Inc.

Chesterfield, MO
314/434-1200
314/434-5343 (fax)
www.mii.com
Mr. Thomas J. Manenti
tmanenti@mii.com
GOLD - See ads: p. 2-3, 41, 45.



Monet DeSaww Inc.

Fulton, MO
573/642-4900
573/642-3736 (fax)
www.desaww.com
Mr. Kevin Troesser
desaww@socket.net
GOLD - See ad: p. 108.



Palfinger North America

Niagara Falls, ON CANADA
905/374-3363 • 905/374-1203 (fax)
www.palfinger-northamerica.com
Ms. Kristi Kraneyk
info@palfingerna.com

Princeton Delivery Systems Inc.

Canal Winchester, OH
614/834-5000
614/834-5075 (fax)
www.piggy-back.com
Mr. Butch Hunter
sales@piggy-back.com
SILVER - See ad: p. 43.



Triad/Merrick Machine Company

Alda, NE
308/384-1780
308/384-8326 (fax)
www.triadrvo.com
Mr. Lowell Tuma
lowell@merrickmachine.com
SILVER



Weinig Group

Mooreville, NC
704/799-0100 • 704/799-7400 (fax)
www.weinigusa.com
Mr. Robert Slater
sales@weinigusa.com

Yale Materials Handling Corporation

Greenville, NC
800/233-9253 • 252/931-7873 (fax)
www.yale.com
Mr. John Piccolo
ayinfo@yale.com

MERGER/ACQUISITION ADVISORY SERVICES

Haverford Capital Advisors, Inc.

Paoli, PA
610/407-4020 • 610/407-4028 (fax)
www.haverfordcapital.com
Mr. Kirk A. Rebane
krebane@haverfordcapital.com

METAL WEB FLOORS

MiTek Industries, Inc.

Chesterfield, MO
314/434-1200
314/434-5343 (fax)
www.mii.com
Mr. Thomas J. Manenti
tmanenti@mii.com
GOLD - See ads: p. 2-3, 41, 45.



MSR LUMBER PRODUCTION

Bennett Forest Industries

Coeur D Alene, ID
208/664-3299 • 208/664-3099 (fax)
Mr. Jim Scharnhorst
jims@bennettforest.com

Lecours Lumber Co. Limited

Calstock, ON CANADA
705/463-2399 • 705/463-3519 (fax)
Mr. Yves Brunelle
ernied@lecourslumber.com

Maibec Industries, Inc.

Saint Foy, QC CANADA
418/659-3323 • 418/653-4354 (fax)
www.maibec.com
Mr. Jacques Bussiere
jacques.bussiere@maibec.com

NAIL/STAPLE/RELATED HARDWARE DISTRIBUTOR

Curtis Lumber Company Inc.

Ballston Spa, NY
518/885-5311 • 518/885-1126 (fax)
www.curtislumber.com
Mr. Jon Hallgren
hallgren@curtislumber.com

NAIL/STAPLE/RELATED HARDWARE SUPPLIER

Paslode

Vernon Hills, IL
847/634-1900 • 847/634-2213 (fax)
www.paslode.com
Mr. Pat Ryan
pat.ryan@paslode.com

OSB WHOLESALE/BROKER

Empire Wholesale Lumber Company

Bath, OH
330/665-7800 • 330/665-7888 (fax)
www.empirewholesale.com
Mr. Peter A. Carroll
info@empirewholesale.com

OTHER SERVICES

Auto Saw Corporation

Sibley, LA
318/377-0690 • 318/377-6095 (fax)
Mr. Charles Landry

Hughes

Clayton, MO
314/721-3400 • 314/862-1616 (fax)
Mr. Bill Hughes

Leopoldo Osiris Chavez-Duran

Casa Grande, AZ
520/426-9771 • 520/426-9771 (fax)
Mr. Leopoldo O. Chavez-Duran
osiris.judith1@netzero.net

Melville Borne, Jr.

Mandeville, LA
985/727-0618 • 985/727-0619 (fax)
Mr. Melville Borne, Jr.
mfbornejr@bellsouth.net

Michigan Timber Reload LLC

Burton, MI
810/742-8787 • 810/742-8776 (fax)
Mr. Keith C. Bluhm
keith@mitimber.com

Montgomery Supply

Wickliffe, OH
216/299-1661
Mr. William T. Carneval
wtc1964@msn.com

Neufab Specialty Fabricators

Red Wing, MN
651/388-4347 • 651/388-5976 (fax)
www.gripperhook.com
Mr. Roy Neufeldt
gripper@neufeldtis.com

North Star Forest Materials

Saint Paul, MN
651/644-9807 • 651/644-9520 (fax)
www.weeksforest.com
Mr. Dennis Fahey
northstar@weeksforest.com

Specialty Timbers, Inc.

Orlando, FL
407/290-5133 • 407/290-2554 (fax)
Mr. Brad Cooke

The Truss Office

Boynton Beach, FL
561/734-5208 • 561/734-5208 (fax)
Mr. Joe Lawson
lawsonjoe@bellsouth.net

Turb-O-Web USA, Inc.

Daytona Beach, FL
888/887-2693 • 321/747-0306 (fax)
www.turb-o-web.com
Mr. John Griffith
john@turb-o-web.com
GOLD - See ad: p. 17.



VELUX America Inc.

Fort Mill, SC
803/396-5718 • 864/941-4870 (fax)
www.veluxusa.com
Mr. Steve McNamee
forrest.mason@VELUX.com

PAST PRESIDENT (RETIRED)

Don Hershey

Peoria, AZ
623/572-4900 • 623/640-3938 (fax)
Mr. Don Hershey
donhershey1@cox.net

Lee Vulgaris

Marion, MA
508/748-2260
Mr. Lee Vulgaris

Rip Rogers

Spring, TX
713/898-1026 • 281/655-0143 (fax)
Mr. Rip Rogers

Leonard Sylk

Merion Station, PA
609/261-4300 • 609/261-4100 (fax)
Mr. Leonard Sylk
lsylk@comcast.net

PLYWOOD MANUFACTURER

Canadian Forest Products Ltd.

Vancouver, BC CANADA
604/261-5111
604/264-6217 (fax)
www.canfor.com
Mr. Tim Mosley
Tim.Mosley@canfor.com
SILVER - See ad: p. 77.



Swanson Group Inc.

Glendale, OR
541/832-1190 • 541/832-1177 (fax)
www.swansongroupinc.com
Mr. Bob Maurer

Weyerhaeuser Company

Kamloops, BC CANADA
250/372-2217 • 250/828-7598 (fax)
www.eyerhaeuser.com
Mr. Jim Todd

PLYWOOD BROKER/ DISTRIBUTOR/WHOLESALE

Birmingham International Forest Products, LLC

Birmingham, AL
205/972-1500 • 205/972-1461 (fax)
www.bifp.com
Mr. Mike Hans
hans@fctg.com

Bloch Lumber Company

Chicago, IL
312/466-4500 • 312/782-3156 (fax)
www.blochlumber.com
Mr. Gregg S. Riley
gregg@blochlumber.com

Empire Wholesale Lumber Company

Bath, OH
330/665-7800 • 330/665-7888 (fax)
www.empirewholesale.com
Mr. Peter A. Carroll
info@empirewholesale.com

Finnforest USA

Roseville, MI
586/296-8770 • 586/296-8773 (fax)
www.finnforestus.com
Mr. James R. Gilleran
lbouford@finnforestus.com
SILVER - See ads: p. 28, 60.



Finnforest USA, Engineered Wood Division

Hampton Tree Farms, Inc.

Portland, OR
503/297-7691 • 503/203-6618 (fax)
www.hamptonaffiliates.com
Mr. Mike Phillips

PROFESSIONAL SERVICES

Conner Gwyn Schenck PLLC

Greensboro, NC
336/691-9222 • 336/691-9259 (fax)
www.cgspilc.com
Mr. A. Holt Gwyn
ahgwyn@cgspilc.com

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903/963-7975 • 903/963-5741 (fax)
Mr. Staton Douthit

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Mr. Bill Loeffler
hangerman1@bellsouth.net

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Mr. Alan Kolba

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Mr. Larry Petite

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Las Vegas, NV
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www.geocities.com/harrelsonesq
Ms. Susan M. Harrelson, Esq.
harrelsonesq@yahoo.com

The Truss Office

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Ms. Barbara Voss
hric@fone.net

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800/289-5627 • 800/689-6729 (fax)
www.thejobline.com
Mr. Thomas McAnally
mail@thejobline.com

Princeton Delivery Systems Inc.
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614/834-5000
614/834-5075 (fax)
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Mr. Butch Hunter
sales@piggy-back.com
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RLS & Associates
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866/322-9700 • 734/264-4720 (fax)
www.rlsandassociates.com
Mr. Randy Stefanowicz
randy@rlsandassociates.com

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Mr. Charles R. Cary
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SILVER - See ad: p. 21.

Vecoplan, LLC
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336/861-6070 • 336/861-4329 (fax)
www.vecoplanllc.com
Mr. Len Beusse
info@vecoplanllc.com

WEIMA America, Inc.
Fort Mill, SC
803/802-7170 • 803/802-7098 (fax)
www.weimaamerica.com
Ms. Vikki Van Dam
info@weimaamerica.com
SILVER - See ad: p. 53.

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www.advancedrecyclingequip.com
Mr. Don Kunkel
areinc@alltel.net

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508/798-5971 (fax)
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info@biomasscombustion.com
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www.cresswood.com
Mr. John Connor
info@cresswood.com

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Mr. Scott Ashpole
sweed@sweed.com
SILVER

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Ms. Vikki Van Dam
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rlangton@bowermaster.com

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Mr. Robert Bruns
bbrun@dii-insurance.com

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Mr. Richard H. Pierpont
dpierpont@hardenassociates.com

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Mr. Jim Kapsch
jkapsch@holmesmurphy.com

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Mr. Chris Ross, CSP
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Mr. Kent J. Pagel
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mverbeke@tthins.com

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kris@vib.tv

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Mr. John Griffith
john@turb-o-web.com
GOLD - See ad: p. 17.

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314/434-1200
314/434-5343 (fax)
www.mii.com
Mr. Thomas J. Manenti
tmanenti@mii.com
GOLD - See ads: p. 2-3, 41, 45.

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Mr. John Griffith
john@turb-o-web.com
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www.holteccusa.com
Mr. Sam Rashid
info@holteccusa.com
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HOLTEC

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435/654-3028 • 435/654-3047 (fax)
www.hundeggerusa.com
Mr. Kip Apostol
info@hundeggerusa.com
GOLD - See ad: p. 59.

Hundegger

The Koskovich Co. Inc.
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Mr. Jerry E. Koskovich
frans@omnisaw.com
GOLD - See ads: p. 11, 103.

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Mr. Bill Arnold, Sr
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www.angleboss.com
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Mr. Agron Gjinnolli, PE
agron.gjinnolli@tecotested.com

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pedwards@tpinspection.com

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www.rollerbed.com
Mr. Lee J. Kinsman
lee@rollerbed.com
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michael@precisionequipmfg.com
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Rand Manufacturing Inc.
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www.randmanufacturing.com
Ms. Ashley W. Watts
abrown@randmanufacturing.com

Stoll Trailers, Inc.
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864/446-2121 • 864/446-2116 (fax)
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Mr. Bradley W. Stoll
stolltrailer@wctel.net
SILVER - See ad: p. 66.

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864/446-2121 • 864/446-2116 (fax)
www.stolltrailers.com
Mr. Bradley W. Stoll
stolltrailer@wctel.net
SILVER - See ad: p. 66.

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info@qualtim.com
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www.coxwood.com
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coxwood@coxwood.com

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Mr. David Fowlie
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Mr. Ben Floyd
dwessolek@kop-coat.com

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mike@openjoist2000.com
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www.randmanufacturing.com
Ms. Ashley W. Watts
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Mr. Tawn A. Simons
sales@strongtie.com
GOLD - See ad: p. 61.

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507/364-5425
507/364-5178 (fax)
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Mr. Tim Comstock
info@uspconnectors.com
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Mr. Leonard Hain
sales@haincompany.com
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877/357-3898
317/357-3921 (fax)
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Mr. Terry W. Hubbard
info@klaisher.com
GOLD - See ad: p. 65.

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www.omnisaw.com
Mr. Jerry E. Koskovich
frans@omnisaw.com
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Mr. Thomas J. Manenti
tmanenti@mii.com
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Ms. Ashley W. Watts
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954/973-2644 (fax)
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Mr. Chris Cronje
info@www2.alpeng.com
GOLD - See ads: p. 54-55, 107.

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www.masengills.com
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waynem@masengills.com

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www.computrus.com
Mr. William T. Turnbull
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314/434-5343 (fax)
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Mr. Thomas J. Manenti
tmanenti@mii.com
GOLD - See ads: p. 2-3, 41, 45.

Robbins Engineering, Inc.
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Mr. Dionel Cotanda
info@robbinseng.com
GOLD - See ad: p. 51.



Truswal Systems Corporation
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www.truswal.com
Mr. Carl Schoening
info@truswal.com
GOLD - See ads: p. 36-37, 67.



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www.engr.wisc.edu
Prof. Steven Cramer, PE.
cramer@engr.wisc.edu

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www.woodtrussystems.com
Mr. Jay R. Halteman
sales@woodtrussystems.com

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Hundegger USA LC
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www.hundeggerusa.com
Mr. Kip Apostol
info@hundeggerusa.com
GOLD - See ad: p. 59.



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www.intelbuildsys.com
Mr. Lowell T. Wood
sales@intelbuildsys.com
GOLD - See ad: p. 72-73.



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314/434-5343 (fax)
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Mr. Thomas J. Manenti
tmanenti@mii.com
GOLD - See ads: p. 2-3, 41, 45.

Panels Plus
Albert Lea, MN
507/369-0507 • 507/373-7110 (fax)
www.panplus.com
Mr. Stan Axsmith
sales@panplus.com
GOLD - See ad: p. 81.



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308/384-8326 (fax)
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Mr. Lowell Tuma
lowellt@merrickmachine.com
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Mr. Rick Autey
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GOLD - See ad: p. 29.

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www.virtekvision.com
Mr. Ed Bianchin, PEng.

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www.wasserman-associates.com
Mr. Rod Wasserman
rodwass@aol.com
BRONZE - See ad: p. 17.



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Mr. Stephen Yoder

For more information or to find a WTCA Chapter near you, go to www.sbcindustry.com/chapters.php.



Adventures in Advocacy

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Questions or article topics can be sent to sshields@sbcmag.info.

Cash In!

by Sean D. Shields

Cha-ching! You'll be hearing that sound in the near future, but it probably won't be because you've won the lottery or because your local grocer has reverted back to cash registers of a bygone era. No, it's the sound you'll hear when you pull the voting lever at the ballot box this November. At least it's the sound you should hear going off in your head. Let me explain.

This November, you and approximately 120 million other Americans will head to the ballot box and vote for lawmakers from governors and members of Congress to chairpersons of local school boards. In Congress, there are 33 Senate seats and 437 House seats up for election in November, and incumbents (lawmakers who already hold that office) are running for reelection in all but four Senate and 29 House races. That's a lot of people who want to keep their jobs, and you have a say as to whether they get to or not.

Matching personal ideologies is one common way to determine which candidate you vote for, and I certainly don't want to discourage you from following that time-honored practice. However, each of those lawmakers, particularly those seeking seats in Congress, has had—and most likely will continue to have—a direct impact on the cost of doing business in this country. As a consequence, you may want to consider judging the individuals for whom you vote, at least in some part, for their role in bringing those costs either up or down.

Let's look at a few examples. Immigration reform is as good a place to start as any, as it can potentially have a significant impact on your workforce and demand for your product. As you hopefully read earlier (see "Immigration: Bordering on Insanity," page 18), Congress has taken on this issue in 2005, and the incumbents who want their jobs back have weighed in on how they feel on this issue either by voting for or against H.R. 4437, the "Border Protection, Antiterrorism and Illegal Immigration Control Act of 2004," or S. 2611, the "Comprehensive

Immigration Reform Act." There may or may not be a vote on a compromise bill before Election Day. If there is one, votes on that bill should be considered as well.

Affordable employee health care is another important problem that directly impacts your operational costs. In August 2005, the House


Getting Out the Vote— What You Can & Can't Do

- You **CAN** encourage your employees to register to vote.
- You **CAN'T** tell them which political party, if any, to register with.
- You **CAN** conduct a non-partisan voter-registration drive within your company.
- You **CAN'T** prohibit/require the participation of any employee in that registration drive.
- You **CAN** encourage your employees to vote on Election Day.
- You **CAN'T** require any employee to cast their vote on Election Day.
- You **CAN** tell employees which candidates you plan to vote for.
- You **CAN'T** tell your employees which candidates they should vote for.
- You **CAN** inform employees of WTCA's voting record website.
- You **CAN'T** provide editorial comment on how to interpret those voting records.

passed H.R. 525, the "Small Business Health Fairness Act of 2005," which would give small business owners the power to band together through an Association Health Plan (AHP) and create a much larger health care coverage pool. The Congressional Budget Office (CBO) estimated an AHP could immediately reduce health care premiums by 25 percent. However, the Senate responded this summer by defeating a similar measure, S. 1955, the "Health Insurance Marketplace Modernization and Affordability Act of 2005." This bill was three votes shy of passage, and if finding affordable health care is a big problem for you, your Senators' votes on this bill may weigh heavily on your mind as you go to vote on their future.

Continued on page 103

For more information about WTCA Chapters and how to become more involved, contact Anna L. Stamm (608/310-6719 or astamm@quallim.com) or Danielle Bothun (608/310-6735 or dbothun@quallim.com). Contributions to Chapter Corner, including pictures, are encouraged. Submissions may be edited for grammar, length and clarity.



Chapter Spotlight

Southwest Florida Chapter Turns 20!

To celebrate the 20th anniversary of the Southwest Florida Truss Manufacturers Association, a barbeque was held on Saturday, May 20 at Centennial Park in downtown Fort Myers. The chapter provided food and drinks for its members and their families, catered by Smoke'n Pit. A very short chapter meeting was held and the rest of the day focused on enjoying the park and the party.

Happy Anniversary Southwest Florida! **SBC**



Chapter Highlights

Iowa Truss Manufacturers Association

The Iowa Chapter held its June membership meeting at Emerald Hills Golf Club in Arnolds Park, IA. Chapter President Tom Lambertz called the meeting to order at 9 a.m. and welcomed Charlie Goehring from Truss Plate Institute, Allen and Bernie Zepper from Zepper Technical Services, and WTCA staff member Tony Piek as the day's guest speakers. Ray Noonan delivered the Education Committee update. The Fire Performance of Wood Trusses workshops continue to be the 2005/2006 education venue using information from the new Carbeck CD. Tony Piek gave the WTCA update which included news on the May Board Meeting in Washington, DC, the Lumber Trading Data (LTD) program, WTCA *Tech Notes* and the upcoming research and testing facility.

Turning to guest speakers Tony Piek, Charlie Goehring, Allen Zepper and Bernie Zepper, the topics addressed included: the In-Plant WTCA QC purpose and how it works; the inspection process; top five WTCA QC Committee tasks; and the steps to certification. With 70 QC-certified plants nationally, Iowa is tied for second-most with seven (Ohio leads with eight). Regarding third party inspection services, the topics covered were: all codes and standards require a third party inspection process; inspection services and plants maintain shared goals of producing a quality product that helps with risk management; plant QC manual requirements consist of an organization chart, manufacturing floor plan, definition of the three truss inspection process, document retention policy, QC information feedback loop; a detailed review of Plate Placement and Tooth Count Methods of joint inspection; and plate area computation data from ANSI/TPI 1-1995 vs. ANSI/TPI 1-2002. This work ensures compliance with the code and the TPI 1 standard.

Under old business, a follow-up discussion was held regarding growth of regular and associate membership. Since the March meeting, the Iowa Chapter grew by one Regular Member, Millard Lumber, Inc., and three Associate Members, Commercial Machinery Fabricators, Inc., Wasserman & Associates, Inc., and Zepper Technical Services. Welcome to all new chapter members and thank you to Tom Lambertz of Roberts & Dybdahl, Inc. for recruiting all of them!

Under new business, Steve Kennedy of Lumber Specialties addressed the membership regarding the building design issue of proper construction of wood framed gable end walls with wood trusses, to create awareness of this field application issue. Copies of the BCSI B6 summary sheet were distributed along with an *SBC Magazine* article from May 2005 on the topic.

Following a discussion of future agenda items, the meeting adjourned at 11 a.m. for lunch and an enjoyable afternoon of golf and fellowship. The chapter thanks its guest speakers for their informative presentations and thanks the golf prize sponsors for their generosity: Alpine Engineered Products, Inc., Holmes Murphy & Associates, Lakeside Trailer Manufacturing, Inc., MiTek Industries, Inc., Simpson Strong-Tie Co., Truswal

Systems Corporation, USP Structural Connectors, Viking Forest Products, and Wasserman & Associates, Inc.

Mid Atlantic Wood Truss Council

The Mid Atlantic Chapter conducted several activities this spring. In April, it returned to the annual Atlantic Builders Convention in Atlantic City, NJ. With a seminar entitled, "All About Trusses," Dawn Korbelak of K. Hovnanian and Scott McConnell, PE., of Schoor Depalma conducted the seminar. Russ Gervasi of US Components and Jerel Phalines of Concord Truss Company also spoke about issues that directly affect component manufacturers and they participated in the question and answer period. All attendees received a copy of the BCSI booklet provided by the chapter.

In May, the chapter held its spring membership meeting featuring guest speakers and several updates on code issues and chapter projects. The guest speaker from Pennsylvania was James A. Matthews, III of Fox Rothschild LLP. With expertise in labor law, his presentation focused on union organizing. George Spais from the New Jersey Builders Association presented an update on the NJ Uniform Construction Code. It is currently based on the 2000 I-codes but work is underway to adopt the 2006 IRC/IBC. An update was given on the New Jersey truss identification law, the language of which the chapter worked on with the NJ Department of Community Affairs. Taking effect May 21: "Each truss shall be labeled or otherwise indelibly marked at the factory with the individual truss number as assigned in the truss layout plan. The indelible marking or label shall be located on the bottom chord of the truss, inside the bearing points. When indelible markings are used, each digit shall be not less than one inch high. When labels are used, the label shall be a minimum of five inches by three inches and shall be affixed to the truss by a truss plate. Labels shall remain affixed to the truss." (Uniform Construction Code new section 802.10.5). Most component manufacturers are placing these marks two feet from the end of the truss universally. Also effective May 21, NJ modified the BCLL issue of the 2000 IRC/IBC and reverted back to the BOCA language.

Then on May 31, chapter members Russ Gervasi of US Components and John Gligor of Concord Truss Company delivered a presentation for the Tri County Construction Code Association. Once again, the chapter spon-

sored the handouts for the event, including a BCSI booklet, the new WTCA *Tech Note* on "Bracing Trusses with Dissimilar Webs" and a chapter membership pamphlet. This presentation for code officials definitely established an open line of communication between the Mid Atlantic Chapter and the Tri County Construction Code Association.

Next up, the chapter is looking forward to providing an 8-hour presentation in October for the Pennsylvania Building Officials Conference (PennBOC). Though it is PennBOC's 32nd annual conference, this is the first year that the Mid Atlantic Chapter has been invited to deliver a presentation. PennBOC is a state chapter of the ICC and the annual conference is the center piece of its education and training for its six hundred plus members comprised of code officials, builders and design professionals.

Missouri Truss Fabricators Association


In April, Missouri Chapter members John Fitzgerald of Heartland Truss and John Hogan of Vivco Components presented a 4-hour session to the Mid America Building Officials Conference at the Marriott in Wichita, KS. The topics covered were the BCSI documents and how they can be a valuable source of information for building officials as well as how to read a truss placement diagram and a wood truss shop drawing. They fielded many very pertinent questions which occupied about 30 minutes of the 4-hour session. The presentation was very well received and their efforts were appreciated. While only a few of the officials were from the Kansas City metro market, they felt that it made a very positive impact on the chapter's relationship with the code enforcement departments in that area.

The chapter will present an 8-hour session to building officials and contractors in the fall. This will be in Johnson County, KS and serve as continuing education for its contractor licensing program. In addition to a presentation, the chapter plans to have a booth for distributing literature and answering questions from individual attendees. The chapter is looking forward to representing the industry and getting even more members involved in the process. It is also looking for similar opportunities to expand its educational efforts in the St. Louis, MO market.

Wisconsin Truss Manufacturers Association

At its May meeting, Wisconsin Chapter members discussed the use of TPI 1-2002 when

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WI UDC references the 1995 edition. All present were using 2002. A proposal was made that Chapter President Gene Geurts request permission, on behalf of chapter, to use TPI 1-2002. The members also discussed the 1.33 Load Duration Factor in UDC as well as a number of other somewhat dated requirements. Since chapter member Frank Opatik of Wausau Homes is and chair of the UDC committee, the chapter will work with him on a process to improve the UDC, since it appears there is sufficient resistance on the part of builders to change to the IRC.

In other news, WTCA Board rep Bruce Bain of Richco Structures gave an update on the Legislative Conference in Washington, DC. WTCA staff member Richard Zimmermann delivered a presentation on the use of Truss Technology Workshop (TTW) resources for both live and online courses.

The next Wisconsin Chapter meeting will be held in conjunction with the annual golf and fishing outing on August 10 in the Sheboygan area. The chapter encourages non-members to attend too and see what they're missing. **SBC**



Calendar of Events

Check out WTCA's web site at www.sbcindustry.com for the most current calendar information.

August

- **10:** West Florida Truss Association (WFTA) Chapter Meeting. For more information, contact Chapter President Rick Cashman at 727/585-2067 or rcashman@ffptruss.com.
- **10:** Wisconsin Truss Manufacturers Association (WTMA) Chapter Meeting. For details, contact Chapter President Gene Geurts at 920/336-9400 or ggeurts@richcostr.com.
- **17:** Minnesota Truss Manufacturers Association (MTMA) Chapter Meeting. For more information, contact Chapter President Tom Nomeland, 507/872-5195, or tnomeland@ufpi.com.
- **23:** Southwest Florida Truss Manufacturers Association (SWFTMA) Chapter Meeting. **Date changed from August 9.** For more information, contact Chapter President Jim Swain at 239/437-1100 or jimsw@carpentercontractors.com.
- **24:** North Carolina/South Carolina (WTCNC & SCCMA) Joint Chapter Meeting. **Date changed from September 20.** For more information, contact Anna at WTCA, 608/310-6719 or astamm@qualtim.com.
- **29:** California Engineered Structural Components Association, (CalESCA-South) Chapter Meeting. For more information, contact Anna at WTCA, 608/310-6719 or astamm@qualtim.com.
- **30:** California Engineered Structural Components Association, (CalESCA-North) Chapter Meeting. For more information, contact Anna at WTCA, 608/310-6719 or astamm@qualtim.com.
- **31:** New Mexico Chapter Development meeting, Best Western Mesilla Valley Inn, Las Cruces, NM. For more information, contact Anna at WTCA, 608/310-6719 or astamm@qualtim.com.

September

- **12:** Colorado Truss Manufacturers Association (CTMA) Chapter Meeting. For more information, contact Chapter President Dennis Wilson at 303/307-1441 or DWilson@HomeLumber.com.
- **12:** WTCA-Illinois Chapter Meeting. For more information, contact Dani at WTCA, 608/310-6735 or dbothun@qualtim.com.
- **14:** Wood Truss Council of Michigan (WTCM) Chapter Meeting. For more information, contact Anna at WTCA, 608/310-6719 or astamm@qualtim.com.
- **15:** Missouri Truss Fabricators Association (MTFA) Chapter Meeting. For more information, contact Dani at WTCA, 608/310-6735 or dbothun@qualtim.com.
- **19:** Central Florida Component Manufacturers Association (CFCMA) Chapter Meeting. For more information, contact Dani at WTCA, 608/310-6735 or dbothun@qualtim.com.
- **21:** South Florida WTCA (SFCMA) Chapter Meeting. For more information, contact Dani at WTCA, 608/310-6735 or dbothun@qualtim.com.
- **21:** Truss Manufacturers Association of Texas (TMAT) Chapter Meeting, River Place Country Club in Austin. For more information, contact Anna at WTCA, 608/310-6719 or astamm@qualtim.com.

October

- **4-6:** Building Component Manufacturers Conference, Houston, TX. For details and online registration, visit www.bcmc.show.com.
- **5:** Iowa Truss Manufacturers Association (ITMA) Chapter Meeting. For more information, contact Chapter President Tom Lambertz at 515/283-7100 or tlambertz@robertsdybdahl.com.
- **7:** WTCA Open Quarterly Meeting, Hyatt Regency in Houston, TX. For more information, contact Stephanie at 608/310-6721 or swatrud@qualtim.com. All are welcome to attend!
- **10:** Georgia Component Manufacturers Association (GCMA) Chapter Meeting. For more information, contact Chapter President Bob Burkett at 770/534-0364 or bob.burkett@gamtn.com.
- **11:** Southwest Florida Truss Manufacturers Association (SWFTMA) Chapter Meeting. For more information, contact Chapter President Jim Swain at 239/437-1100 or jimsw@carpentercontractors.com.
- **12:** Alabama Component Manufacturers Association (ACMA) Chapter Meeting. For more information, contact Dani at WTCA, 608/310-6735 or dbothun@qualtim.com.
- **12:** West Florida Truss Association (WFTA) Chapter Meeting. For more information, contact Chapter President Rick Cashman at 727/585-2067 or rcashman@ffptruss.com.
- **17:** California Engineered Structural Components Association, (CalESCA-South) Chapter Meeting. For more information, contact Anna at WTCA, 608/310-6719 or astamm@qualtim.com.
- **17:** Tennessee Truss Manufacturers Association (TTMA) Chapter Meeting. For more information, contact Chapter President Ted Kolanko at 615/287-0184 or kolankot@84lumber.com.
- **18:** California Engineered Structural Components Association, (CalESCA-North) Chapter Meeting. For more information, contact Anna at WTCA, 608/310-6719 or astamm@qualtim.com.
- **18:** WTCA-Arizona Chapter Meeting. For more information, contact Chapter President Chad Lillard at 623/931-3661 or clilleberg@schuckaz.com.
- **18:** WTCA-Northeast Chapter Meeting, Holiday Inn Worcester, MA. For more information, contact Anna at WTCA, 608/310-6719 or astamm@qualtim.com.
- **19:** North Florida Component Manufacturers Association (NFCMA) Chapter Meeting. For more information, contact Anna at WTCA, 608/310-6719 or astamm@qualtim.com.
- **19:** Southern Nevada Component Manufacturers Association (SNCMA) Chapter Meeting, Memphis Championship Barbeque, 1401 South Rainbow Blvd, Las Vegas, NV. For more information, contact Anna at WTCA, 608/310-6719 or astamm@qualtim.com.
- **19:** WTCA-New York Chapter Meeting, NRLA Educational Center, Rensselaer, NY. For more information, contact Anna at WTCA, 608/310-6719 or astamm@qualtim.com.
- **24:** Mid South Component Manufacturers Association (MSCMA) Chapter Meeting. For more information, contact Dani at WTCA, 608/310-6735 or dbothun@qualtim.com. **SBC**

Housing Starts

June housing starts fell 5.3 percent to 1.85 million (SAAR). Single family starts were down 6.5 percent to 1.486 million (SAAR). Permits, a good indicator of what may happen in the next two to three months, also fell 4.3 percent.

U.S. Housing Starts			
Millions - Seasonally Adjusted Annual Rate (SAAR)			
U.S. Totals	June	May(rev.)	% Change
Starts	1.850	1.953	-5.3%
Permits	1.862	1.946	-4.3%
Single Family			
Starts	1.486	1.590	-6.5%
Permits	1.395	1.488	-6.3%
Multi Family			
Starts	0.364	0.363	0.3%
Permits	0.467	0.458	2.0%
Starts and Permits By Region:			
NE	Starts 0.170	0.192	-11.5%
	Permits 0.173	0.163	6.1%
MW	Starts 0.309	0.300	3.0%
	Permits 0.307	0.312	-1.6%
S	Starts 0.911	0.949	-4.0%
	Permits 0.918	0.969	-5.3%
W	Starts 0.460	0.512	-10.2%
	Permits 0.464	0.502	-7.6%

Analysis & Outlook: The housing market is slowing down as indicated by many signals: the 30-year fixed rate mortgage averaged 6.74 percent for the week ending July 17; the PPI is running at a 4.8 percent rate YOY (year over year); and the CPI is at a 4.3 percent YOY rate with the core CPI at 2.7 percent YOY. Interestingly, the core CPI for the past three months has averaged 3.6 percent so it is picking up steam. Home prices are too high in 71 cities (www.globalinsight.com), and inventories are piling up for both new and existing homes—now at six months. So, there is some concern of overbuilding which could push prices down even more. This is good for buyers, but not for all those homeowners who are still trying to cash in some of their homeowner equity. This is one reason why the Fed is now saying they feel the economy is slowing down ("economic moderation is underway and inflation remains contained"). Even so, the increasing pace of core CPI inflation means the Fed tightening may not be over yet. We are also hearing more about yield curve inversions—when short-term rates are higher than long-term rates. This now exists for some securities and is being caused by the Fed raising short-term rates while inflation concerns, which have a bigger impact on long-term rates, remain muted due to globalization trends (increased worldwide competition). The reason for the concern is that with an inversion, there is less incentive for lenders to lend, so credit starts to tighten. In the past, recessions were often the result (but not always). So far, the inversion is slight, but if it continues to increase, we could see more slowing of the economy. In summary, this is still a solid housing market that is simply correcting to more sustainable levels. Some single family demand will be replaced by stronger multi-family (rental) demand. Multi-family starts were flat this month, but permits were up two percent. This "correction" and rebalancing is good for the market because if it were delayed for another year, the pullback would only be more severe. There is one lingering concern with most analysts—future direction for energy prices. With oil over \$70/barrel, energy costs including utility charges will continue to crimp consumer spending for non-energy items, including housing. **SBC**

This housing starts report is provided to **SBC** on a monthly basis by **SBC Economic Environment** columnist Al Schuler. Visit www.sbcmag.info for more economic news.



Builder Banter

Internet Is Key Resource for New Home Buyers

A recent survey by NAHB's Institute of Residential Marketing (IRM) and Move.com suggests that growing numbers of new home buyers are using the Internet to find their new residence. 27 percent of survey respondents search builder websites and 26 percent use Internet listing services. New home buyers are spending close to half of their time online and if buyers were only allowed to recommend one source, 20 percent would recommend Internet listing services.

According to the survey, more traditional forms of marketing such as signage, newspapers, home magazines and realtor promotions are heavily relied on by new home buyers and produce the highest quantity of leads. In comparison it showed that online resources produced the highest quality of leads.

[Source: *Nation's Building News*, www.nbnnews.com]

Home Improvements on the Rise

According to a recent study by the Home Improvement Research Institute (HIRI), 66 percent of new home buyers take on at least one home improvement project and close to half of existing home owners will begin a project to prepare it for sale.

The survey also revealed that people who have recently moved into their homes are likely to spend more money on home improvement, and there is a correlation between increase in number of years at a residence with a decrease in amount of money spent on home improvement. Landscaping comes in as the most common project while other top areas of home improvement include deck or patios, kitchens and baths.

The survey concluded that while most work is done by the homeowners themselves, new home buyers are more likely to hire professionals to ensure a job well done.

[Source: *Nation's Building News*, www.nbnnews.com]

Builder Confidence Slips Again In July

Increased concerns about interest rates and housing affordability caused builder confidence in the market for new single-family homes to slip three more notches to 39, according to the National Association of Home Builders/Wells Fargo Housing Market Index (HMI) for July, reported July 18.

"The HMI is down from its most recent cyclical high of 72 in June of last year, and reflects growing builder uncertainty on the heels of reduced sales and increased cancellations related to eroding affordability as well as an ongoing withdrawal of investors/speculators from the marketplace," said NAHB Chief Economist David Seiders. "But just as concerning to many builders is the potential for more monetary tightening by the Federal Reserve that could drive interest rates, and thereby homeownership costs, even higher. Ironically, the Fed's inflation-fighting moves have helped firm up the rental market and raise the 'owners' equivalent rent' components of the core inflation measures that the Fed is seeking to contain," Seiders added. **SBC**

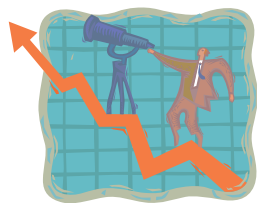
Email ideas for this department to builderbanter@sbcmag.info.

Housing Market Index 2005-06 (HMI)

The HMI is a weighted, seasonally adjusted statistic derived from ratings for present single family sales, single family sales in the next 6 months and buyers traffic. The first two components are measured on a scale of "good" "fair," and "poor," and the last one is measured on a scale of "high," "average" and "low." A rating of 50 indicates that the number of positive or good responses received from the builders is about the same as the number of negative or poor responses. Ratings higher than 50 indicate more positive or good responses.

Aug	Sept	Oct	Nov	Dec	Jan06	Feb	Mar	Apr	May	June	July
67	65	68	61	57	57	56	54	51	46(r)	42	39

Source: National Association of Home Builders



Industry News & Data

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Consumer Price Index

[an index measuring the change in the cost of typical wage-earner purchases of goods and services expressed as a percentage of the cost of these same goods and services in some base period - called also cost-of-living index]

Expenditure Category	Changes from Preceding Mo.			Compound annual rate 3-mo. ended June 06
	Apr	May	June	
All Items	.6	.4	.2	5.1
All Items Less Food & Enery	.3	.3	.3	3.6

Source: Bureau of Labor Statistics

Unemployment Rate

Mar	4.7%
Apr	4.7%
May	4.6%
June	4.6%

Source: Bureau of Labor Statistics

Producer Price Index - Customized Industry Data

An inflationary indicator published by the U.S. Bureau of Labor Statistics to evaluate wholesale price levels in the economy.

Engineered Wood Mem. (exc. truss) Mfg.	Apr	May	June	Truss Mfg.	Apr	May	June
Eng. Wood Mem.	119.6(P)	119.8(P)	118.6(P)	Truss Mfg.	121.0(P)	121.0(P)	120.3(P)
LVL	126.4(P)	126.4(P)	126.4(P)	Wood Trusses	118.7(P)	118.6(P)	117.9(P)
Other	122.0(P)	122.3(P)	120.6(P)	Primary Products	118.7(P)	118.6(P)	117.9(P)
				Secondary Products	106.8(P)	108.2(P)	104.6(P)

Source: Bureau of Labor Statistics

Producer Price Index General

% changes in selected stage-of-processing price indexes

Month	Total	Ex. Food & Energy
Mar	0.4(r)	0.2(r)
Apr	0.9	0.1
May	0.2	0.3
June	0.5	0.2

Source: Bureau of Labor Statistics

Consumer Confidence Index

The Consumer Confidence Index is a measure of consumer optimism toward current economic conditions. The consumer confidence index was arbitrarily set at 100 in 1985 and is adjusted monthly on the basis of a survey of consumers.

The index considers consumer opinion on both current conditions (40%) and future expectations (60%).

Oct	Nov	Dec	Jan06	Feb	Mar	April	May	June	% +/-
85.2	98.9	103.8	106.8	102.7	107.5	109.6	104.7	105.7	0.9%

Source: www.consumerresearchcenter.org

JUNE 2006 ISM BUSINESS SURVEY AT A GLANCE

	Series Index	Direction June vs May	Rate of Change June vs May
ISM Manufacturing Index (formerly PMI)	55.8	Growing	Slower
New Orders	57.9	Growing	Faster
Production	55.1	Growing	Slower
Employment	48.7	Contracting	From Growing
Supplier Deliveries	55.0	Slowing	Slower
Inventories	46.9	Contracting	Faster
Customers' Inventories	45.5	Too Low	Slower
Prices	76.5	Increasing	Slower
Backlog of Orders	54.0	Growing	Faster
Exports	55.4	Growing	Slower
Imports	56.5	Growing	Same

For an in-depth explanation of this summary, go to <https://ism.ws/ISMReport/>.

U.S. Prime Rate

Month	2006	2005	2004
Mar 1	7.50%	5.50%	4.00%
Apr 1	7.75%	5.75%	4.00%
May 1	7.75%	5.75%	4.00%
June 1	8.00%	6.00%	4.00%
July 1	8.25%	6.25%	4.25%

Source: Federal Reserve Board



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Industrial Production Index

The industrial production (IP) index measures the change in output in U.S. manufacturing, mining, and electric and gas utilities. Output refers to the physical quantity of items produced, unlike sales value which combines quantity and price. The index covers the production of goods and power for domestic sales in the United States and for export. It excludes production in the agriculture, construction, transportation, communication, trade, finance, and service industries; government output, and imports. The IP index is developed by weighting each component according to its relative importance in the base period. The information for weights is obtained from the value added measures of production in the economic censuses of manufacturer and minerals industries, and from value added information for the utility industries in Internal Revenue Service statistics of income data. The weights are updated at five-year intervals to coincide with the economic censuses. The current index base year is 1992. (r= revised)

	Mar	Apr	May	Jun
Industrial Production Total Index (% change)	0.5(r)	0.8	0.1	0.8
Capacity Utilization Total Industry (%)	81.3(r)	81.9	81.8	82.4

Source: Federal Reserve Board

CM News

\$5 MILLION FACTORY PLANNED

The 84 Lumber Co. will build a \$5 million components factory in Hammond this year, more than doubling its initial investment in the city and seizing post-Katrina opportunities for engineered building materials.

Including an 84 Lumber store that will open just west of the Hammond Northshore Regional Airport this month, said Mike Lyons, vice president of 84 Lumber's Gulf Coast region. The company will spend \$9 million on lumber facilities in Hammond. It will employ 80 to 90 people with a payroll of about \$1.7 million.

Typical stores for 84 Lumber cost about \$4 million and employ 20 to 25 people. After gauging demand following 2005's devastating hurricane season, the Pennsylvania business decided a components plant was needed in Hammond along with the store.

"It's happening because of post-Hurricane Katrina developments," Lyons said. Traditionally, components such as wall panels and trusses haven't been pre-assembled in Louisiana but were framed up on building sites. Florida is the nearest market where those components are heavily pre-assembled, and 84 Lumber's nearest components factory is in Pensacola.

But 84 Lumber is wagering that heavy damage to more than 200,000 Louisiana residences alone in 2005 will change building habits. "The process is going to require fast as well as economical means of producing houses in this devastated region," Lyons said. "That's where

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the need comes. Wall panels as well as trusses are going to play a major part in the reconstruction of the area."

Earlier this year, 84 Lumber bought 15 acres for a store that will include a millworks facility, storage building, retail center and sheds totaling about 90,000 square feet. The 25,000-square-foot components factory will be on another 9-acre tract recently acquired by the company, 84 Lumber spokeswoman Robyn Hall said. A temporary wall panel line will open at the store this summer, with trusses shipped in from Pensacola. [Source: www.2theadvocate.com, 7/4/06]

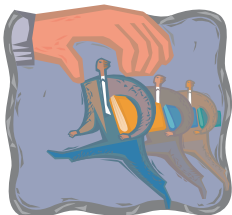
WANTED - TRUSS PERMANENT BRACING DETAILS

WTCA continues to request truss related permanent bracing details that can become standard industry details for use by Building Designers and Contractors when designing and installing, respectively, permanent truss bracing. WTCA intends to provide these details in the BCSI-B3, Permanent Bracing/Reinforcement of Chords and Web Members, BCSI-B6, Gable End Frame Bracing, and on the WTCA website at www.sbcindustry.com. The details on the website will be available in DXF/DWG format. It is our intention to offer details that cover a wide variety of field situations, in the hope that this information will provide guidance and greater uniformity of detailing. WTCA wishes to thank Alpine Engineered Products, Inc., CompuTrus, Inc., MiTek Industries, Inc., and Sheppard Engineering for the details and information they have provided. If you have any details that you would like to share with us and the industry, please send them to Jim at jvogt@qualtim.com.

MITEK ANNOUNCES THREE STRATEGIC ACQUISITIONS

On July 10, MiTek, Inc., a Berkshire Hathaway Inc. company, announced that over the past three months it has finalized three strategic acquisitions. MiTek Industries purchased Robbins Engineering, Inc., based in Tampa, FL. Under the agreement, Robbins will continue to operate as a separate company and will maintain its brand, software, engineering support services and manufacturing facilities. MiTek Canada, Inc. acquired the connector plate division of Jager Building Systems, based in Calgary, Canada

Continued on page 103



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Adventures in Advocacy

Continued from page 95

The estate tax, or "death tax," may also be important for you if you're a small family-owned business. Planning for this eventuality can cost such companies thousands of dollars a year, and both the House and Senate voted on H.R. 8, the "Death Tax Repeal Permanency Act of 2005." This measure passed through the House, but failed on a procedural vote in the Senate—again by three votes.

To aid you in knowing candidates' voting records on issues affecting your cost of doing business (immigration, affordable health care, tax and tort reform, energy policy, transportation, and trade), *SBC Magazine* has posted the voting records and of the members of the 109th Congress on its website at: www.sbcleg.com/votingguide.php. To save you valuable time, the guide limits individual voting records to a few key pieces of legislation related to these issues. For a quick snapshot, each lawmaker has received a percentage that corresponds to their overall vote performance on identified pro-component manufacturing business legislation.

Beyond assisting you in evaluating candidates, this information can also be useful for your employees to consider before they go into the voting booth. Just as changes in regulations affect your operating costs and business environment, they affect your employees' opportunities for advancement, professional growth, increased earning power and affordable medical coverage. In this regard, communicating this relationship with your employees is important in motivating them to not only vote, but to consider heavily the benefits of supporting candidates who support their livelihood. The better informed you and your employees are on the candidates, the more effective you can be in the voting booth.

Recent national elections have proven that participation of a relatively few number of individuals in the voting process can make a significant impact on who gets elected and, consequently, the direction of our businesses and livelihoods over the next two years. Hopefully, that thought will motivate you and our employees to "cash in" on the opportunity and vote on Election Day in November. **SBC**

Industry News

Continued from page 101

The company will be called Jager Metal Products and will operate independently under the auspices of MiTek Canada. Lastly, Hardy Frames, Inc., a wholly-owned MiTek subsidiary since 2001, acquired Morgan Sheet Metal, Inc. of Huntington Beach, CA. Morgan had been the sole manufacturer of Hardy Frames' products for the past seven years. [Source: Press Release, 7/10/06. For reader service, go to www.sbcmag.info/mitek.htm.]

MANGOTECH ANNOUNCES CHANGES TO U.S. OPERATIONS

Mango's Group Managing Director, Warwick Porter, said that the company's San Jacinto, CA factory, which currently leads the company's entire U.S. operations, will now manufacture 80-85% of Mango's standard Apollo Automation lines at the Californian site. This change in strategy is a direct result of the volume of U.S. sales of Mango products. In the last two and a half years, Mango Tech has moved locations three times, each time increasing the size of its premises. Staff levels have also increased more than three-fold during this time. **SBC**

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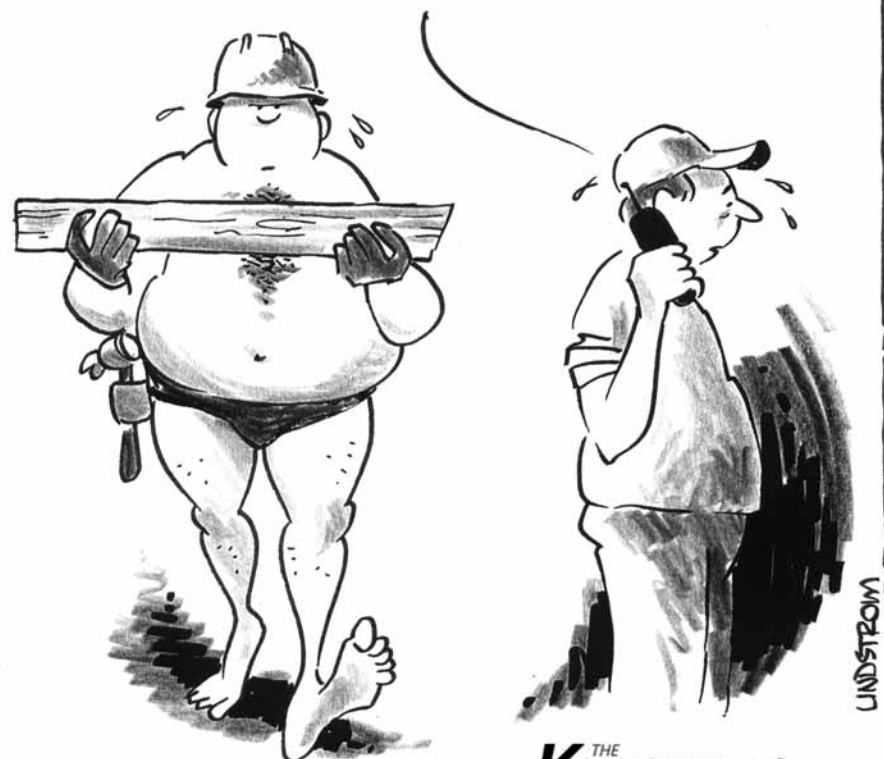
President Bush Lends a Hand



AP/WIDE WORLD PHOTOS

April 27, 2006—During National Volunteer Week, President Bush joined Louisiana Gov. Kathleen Blanco (left), U.S. Rep. Bill Jefferson, D-LA (second left), and hundreds of volunteers on a jobsite in the Upper Ninth Ward of New Orleans. Pictured here hoisting a truss, the President toured several sites in which volunteers were engaged in rebuilding efforts led by organizations such as Catholic Charities and Habitat for Humanity. But President Bush wasn't the only one who contributed to the cause. Sentry Building Components in Jennings, LA, has been providing trusses to damaged areas and Habitat for Humanity projects since Hurricanes Katrina and Rita. So, when J.C. McMillan, operations manager at Sentry, saw President Bush on TV and in newspapers hoisting trusses in the air, he wasn't just excited because he's in the truss business. He was excited because one of the trusses the president was lifting seemed to have been fabricated by Sentry. "They gave the location of the job, and we had delivered trusses there just a few days before," McMillan said. "So we knew the trusses were ours." McMillan also said Habitat for Humanity contacted Sentry to ask if they'd seen the coverage of the president lifting the trusses, which were designed by Terry Lavergne, a truss technician at Sentry. **SBC**

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Mike Hotopp
Operations Manager
Tempo Components
Kirkland, Illinois

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